

The Busy Man

If you want to get a favor done
By some obliging friend,
And want a promise safe and sure
On which you may depend,
Don't go to him who always has
Much leisure time to plan,
But, if you want your favor done,
Just ask the busy man.

The man with leisure never has
A moment he can spare;
He's always busy "putting off" until
His friends are in despair:
But he whose every waking hour
Is crowded full of work
Forgets the art of wasting time—
He cannot stop to skirk.

So when you want a favor done,
And want it right away,
Go to the man who constantly
Works twenty hours a day;
He'll find a moment, sure, somewhere,
That has no other use,
And fix you while the idle man
Is framing an excuse.

KAISER BREWERY
BECK & CO. BREMEN
PILSENER BEER
BOTTLED AT THE BREWERY

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

GOOD GOODS—GOOD PROFITS.

MICHIGAN TRADESMAN

Twenty-Third Year

GRAND RAPIDS, WEDNESDAY, AUGUST 15, 1906

Number 1195

GRAND RAPIDS FIRE INSURANCE AGENCY

W. FRED McBAIN, President

Grand Rapids, Mich. The Leading Agency

ELLIOT O. GROSVENOR

Late State Food Commissioner

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

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Grand Rapids, Mich

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OF GRAND RAPIDS, MICH

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Western Michigan. If you are
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Detroit Opera House Bldg., Detroit

ELECTROTYPES

DUPLICATES OF
ENGRAVINGS & TYPE FORMS
SINGLY OR IN
TRADEMAN CO. QUANTITY

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PERMANENT LESSONS.

A trifle over half a century ago the main trend of travel east from the upper end of Monroe street was diagonally across the commons from the corner of Sheldon street and Monroe street to the corner of Jefferson avenue and Cherry street, thence out the Rix Robinson Road or the Kalamazoo road, as the case happened. At that time Faneuil Hall, at the southeast corner of Waterloo (now Market) street and Monroe street; Irving Hall, which stood about where the east half of Foster, Stevens & Co.'s store is; Peirce's Hall, at the corner of Canal and Erie streets, were the best examples of business architecture in the place, while the present residence of A. W. Pike, 290 East Fulton street, and the residences at 452 Cherry street, 326 East Fulton street, 154 Jefferson avenue and 176 Jefferson avenue, respectively, occupied at present by Mrs. Orelia A. Rathbone, W. O. Hughart, Jr., Samuel M. Lemon and Jacob Kleinhans, were among the finest examples of residential architecture the town contained. On the West Side should be mentioned the Patterson house, at the corner of Fifth and Scribner streets, and the Holcomb, Turner, Foote and Anderson residences on Front street. St. Mark's church, with its many pinnacled towers, the old St. Andrew's church, which stood on the site of the present Grand Rapids National Bank, and the Congregational church (progenitor of the Park Congregational church), which occupied the site of the Porter block, were the most pretentious of the church edifices.

In spite of the fifty odd years which have intervened, the residences named still hold their own as architectural features, and even the old Faneuil Hall structure is not, by any means, in its proportions and general air of dignity, stability and architectural details, the least attractive building on Monroe street.

Differing from the buildings already named were also the David Burnett house, at Park and Bostwick streets; the Truman Lyon homestead,

next west of Mr. Pike's residence; the N. L. Avery residence, on Jefferson avenue, at the head of Island street; the Rathbone homestead, on Washington street, next east of the Scientific Museum, and the homes of Rev. Dr. Cuming and John R. Williams, on the brow of the Bostwick street hill, just south of Bridge street and Crescent avenue, respectively. These buildings, utilizing the building stone found in the bed of our river, have outlived in their Gothic entities the thousand and one faddish variations in architecture which have come and gone. All of the residences named, except that of John R. Williams, are still standing to teach their locally fifty year old lessons of sincerity, appreciation and freedom from pretense.

The Evening Press has just come into complete possession of its new building after about two years of construction period. It is, in its front and side elevations and their details of design and in its interior decorations, plan and construction, the best architectural example in the city, with the Ryerson Public Library a possible equal. Designed and constructed for absolutely different purposes, they are wholesome, attractive and satisfying in the unity of their respective excellences and superiorities. And, moreover, like the half century monuments already referred to as belonging to our city's earlier history, they will stand during the next century as educational inspirations when many other buildings now completed and others to be completed will have served their temporary terms of usefulness and passed into eternity, forgotten. The classical examples are built to wear through all the ages and their influence upon the moral and spiritual side of life never lessens.

Now that the general electrification of railroads seems to be fairly under way some interesting experiments are being tried, with the object in view of doing away with the overhead trolley and the third rail, in other words to get an electric car which is its own locomotive. The Strang Gas Electric Company of Hoboken has just sent out such an one. Large storage batteries are the direct drivers of the car. The trucks are equipped with the ordinary electric motors and the car carries its own power house—a gasoline engine with a dynamo that stores up electricity in the batteries when the car is going down grade, running slowly or standing still. The principal objection to electric roads being the unsightly poles and the danger of uninsulated third rails, this new invention promises to be a benefit to the public as well as a saving to the owners.

THE MICHIGAN WAY.

The criticism embodied in the communication from B. Steketee, of Holland, published elsewhere in this week's paper, will appeal to Michigan merchants as peculiarly appropriate, especially at this time, when interest in the subject of food laws and their enforcement has been given a strong impetus by the recent enactment of a national food law.

Mr. Steketee's complaint over the failure of the Food Commissioner to reply to his enquiry is a just one. Nothing but gross neglect of duty could account for such conduct on the part of a public official. It is no more than could be expected of the present incumbent of the office, however, because Commissioner Bird has evidently acted all along on the theory that "public office is a private snap," and devoted as little time to the duties of the office as possible compatible with his other and more pressing duties as manager of a brick yard and constructor of brick blocks, opera houses, etc. There is a tradition in Lansing that this thrifty official actually shows up at the Department as often as once a month, and that his appearance at the office of the Food Department invariably happens to follow the day the salary checks are handed out.

This condition will always prevail so long as the office of Food Commissioner is compelled to wallow in the mire of party politics, where it was dragged by ex-Governor Rich when he appointed as the first Commissioner a political hack from a Western Michigan county, who was so utterly ignorant of food laws that he made himself ridiculous and his attempted enforcement of the laws a burlesque. The Tradesman expected better treatment at the hands of Governor Warner, who was in a position to realize the importance of the office, but political pressure was apparently too strong for him to resist.

Giving Mr. Steketee an affirmative reply to an enquiry of this character, however, is prohibited by a provision of the food laws enacted about ten years ago. The prohibition is based on an erroneous conception as to the duty of the State in a matter of this kind and the Tradesman hopes to see the law amended by the next Legislature so that a merchant who is disposed to do the fair thing by his customers and who takes the trouble and goes to the expense of ascertaining the true character of goods before placing them on sale will be properly protected and instructed as the result of enquiries of this character.

Things do not work together for good to the man who will not work at all.

THE WORLD'S FORESTS.

Observations of a Grand Rapids
Globe Trotter.

The forests of the United States were, and are even now, the most extensive, beautiful, valuable forests in the whole world. Three hundred years ago this country was practically all forest, with the exception of the Western plains and desert lands. This timber has been cut away since then, the ground cleared for farms and the timber used for various purposes, until the Eastern and Central part of the country is pretty well cleared of its saw timber. However, not more than twenty-five years ago this country was almost surrounded with a great green wreath fifty to 200 miles wide, commencing at Maine, following the Alleghany Mountains and Blue Ridge, with some few skips. It continued down the Atlantic coast and along the Gulf of Mexico as far west as Eastern Texas, commencing again in the mountains of Arizona and following up through California, Oregon and Washington as far east as Idaho, continuing on through Minnesota, Wisconsin, Michigan and Northern New York.

This was almost an unbroken forest. To-day it is cut into on every side and in every state and territory. There was cut in the United States last year thirty-four billion feet of timber. Figuring on a basis of ten thousand feet to the acre this would be equal to three million four hundred thousand acres, equal to one hundred and forty-three townships, or a strip of land eight hundred and fifty-eight miles long and one mile wide. This thirty-four billion feet had a value of four hundred and forty million dollars at the mill. Of this thirty-four billion feet manufactured thirteen billion was yellow pine, five million white pine, three million hemlock, three million fir, three million oak.

Talking with a gentleman a few days ago he told me he helped make the sale, twenty years ago, of a large tract of yellow pine in Mississippi at \$3 per acre and that he helped sell it again the other day for a party at \$50 per acre. It is almost impossible to buy a large tract of yellow pine in the South to-day at anything like a reasonable price, and it will not be many years before this entire forest, like the white pine forests of Michigan and Wisconsin, will have totally disappeared.

There is some very fine timber in the mountains of Virginia, Kentucky, Tennessee and North Carolina. It is largely hardwood, running to poplar, oak, ash, cherry, chestnut and chestnut oak, also considerable white pine and spruce. The timber growth here continues to the mountain tops and in these States is found the finest class of hardwood, both for size and quality.

The yellow pine forests are probably the cleanest forests we have, no other timber growing with the yellow pine. Grass abounds everywhere, making the country look like a beautiful park, and it is very easy to drive a horse or ride through the forests

off the roads almost anywhere. The grass burns over every year, destroying the small limbs, etc., without injuring the timber.

Many of you have probably seen the great redwood trees of California. The Mariposa and Santa Cruz groups are the finest. I remember one of these trees being 306 feet high and sixty-five feet in circumference, with the bark from one to two feet thick. In the Santa Cruz group there are several acres of this timber from ten to twenty feet in diameter.

Continuing up through California there are extensive forests of sugar pine, about like our white pine. It is usually found, however, in the mountain plateaus, making it difficult to get at, of course, but still a great deal is now being manufactured. The extensive forests of redwood are in

\$6.50 per acre. They would sell for \$50 per acre to-day.

Is it not strange, with this great demand for timber and the rapid rate at which it is being cut off, that nothing is done to reforest or save the younger trees which are left after the lumberman has cut off the merchantable timber?

It seems humiliating to go over to little Japan and find that they have forestry laws and are doing as much for forestry as any of the older European countries. They have taken advantage of and adopted the best methods used in Europe. Sixty per cent. of the land of the Japanese Islands is covered with forests. Before the restoration, forty years ago, when Japan was ruled by feudal barons, the forests were in their primeval condition. With the new order of things a great demand

ing natural regeneration and sowing and planting young trees raised from seeds, the principal plan being to plant young trees which have grown in the nursery from three to five years. They had 407 of these nursery beds in Japan in 1900. They are planting largely the cryptomeria and several species of pine. The cryptomeria is a kind of cedar, growing straight as an arrow and sometimes attaining a height of 200 feet and six feet in diameter. I saw a good many of these cryptomeria and pine forests growing in all stages from two to thirty feet high, and in all cases they were in a healthy condition, planted very close together and all planted on good soil. They have about the same kinds of hardwoods that we have in this country. They also plant extensive forests of bamboo. It does not seem to be any trouble to raise the bamboo and it is utilized for a great many purposes in all the Eastern countries. Perhaps you would be interested in some of their forestry laws, and see what one can not do with his own timber. These are a few of the laws:

When a public or private forest is to be cut the minister supervising the forestry affairs for the district shall direct the management of same.

If any one cuts timber in contravention of the direction mentioned in the preceding article, the minister may cause him to stop the cutting and replant the spot where cutting has been carried on.

When replanting, provided for in the preceding article, has been neglected by the obligor, the government shall replant. In this case either the expense incurred shall be imposed on the obligor or the portion replanted may be made a semi-state forest.

The government may constitute protection forests when it appears necessary for the following purposes:

Preservation of the soil on slopes and against erosion.

Protection against sand drifts, stones and avalanches.

For the maintenance of a water supply in springs and rivers.

For the views of temples and old ruins.

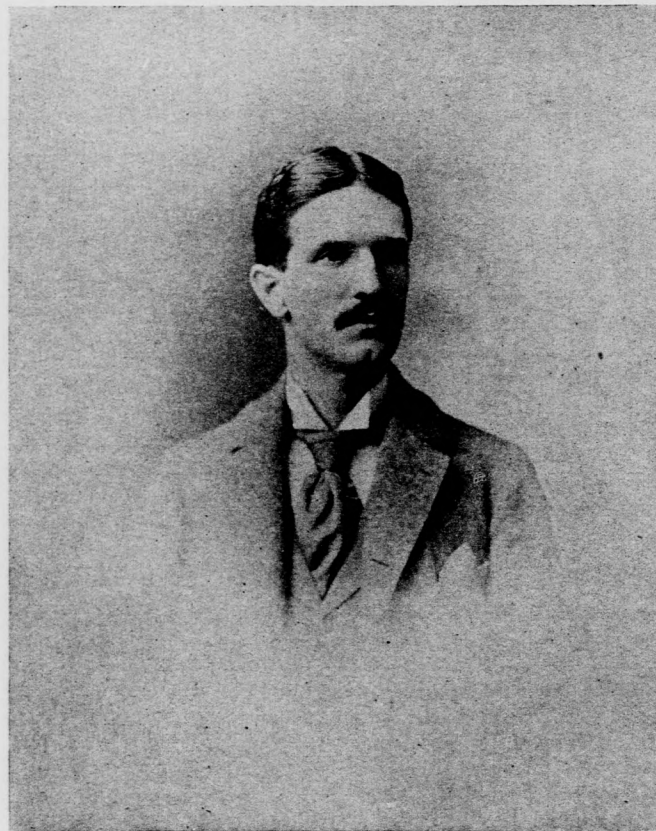
Land taken for these purposes is equitably paid for.

A forest that has become treeless or left waste may be ordered by the minister to be reforested within a prescribed time. In case it is neglected the government shall do so and charge up the expense to the party or take the land. Any such land ordered to be reforested may be exempted from taxes for twenty-five years.

No one is allowed to kindle a fire in a forest. If any one finds a fire has broken out they must report it to the officers at once under penalty.

These are only a few of their laws governing forests.

In going through China no timber is to be seen except around the villages. The Chinese build mostly of brick, which they make everywhere throughout the country. They have



Walter C. Winchester

Northern California 100 miles above San Francisco.

Oregon and Washington are the home of the Douglas fir. This noble tree, unequaled for building purposes, growing as large as ten feet in diameter and 250 feet high, will cut, I think, more to the acre than any other timber to be found. Growing in among this, especially along the Coast, are to be found the spruce of equal size and even larger, and also the great red cedar trees, from which most of the shingles used in the country to-day are manufactured.

These great forests of the Pacific Coast, the most wonderful and magnificent of anything we have, are now being cut into at a rapid rate. Only a few years ago the Northern Pacific sold its holdings in Washington, several million acres, for

sprang up for timber for building and mining purposes and for export to China and Corea, and a great deal of indiscriminate cutting was done. They soon inaugurated very strict forestry laws. Most of their work has been accomplished in the past ten years. The ownership of the forests is divided as follows:

State lands, one-half.

Imperial lands, one-eighth.

Private lands, three-eighths.

All of these lands are in control of the Government. Japan is made up of mountains and narrow valleys. They have about the same climate as we, but more rain, which is advantageous to the growing of timber. They are experimenting in every way and with timber from various countries. They have adopted several methods for reforesting, includ-

little or no wood for fuel, except, perhaps, in the mountains, so that the occupation of the children and also in India is to gather up the manure left by the animals. This is carried home and fashioned into round flat cakes, and you see it everywhere throughout these countries laid out in the yard and plastered on the sides of the houses to dry in the sun.

Northern Siam and Burma is the home of the teakwood, used largely by the government. This fine timber, looking something like cypress or mahogany, is hauled from the streams by elephants. There it is left to dry for a year and then floated down the rivers, where it is sawed into squares at Bangkok and Rangoon. Ships are loading here at all times, carrying the timber to Europe. Teakwood is light brown and not black, as many people imagine. It is very valuable and one of the finest woods for outside work on ocean-going vessels, as the salt water does not seem to affect it.

There is, undoubtedly, a great deal of valuable wood for cabinet purposes in the Philippines, Java, Sumatra, Borneo and all of the islands in that vicinity. I saw a great many fine specimens in the museums in Batavia, Java and also in Calcutta, India. The bamboo in this country grows to immense size and is largely used in house building.

India also has plenty of hardwood in the mountains, but, with the exception of Japan and Manchuria, none of these countries have soft wood like pine and cedar, so that there is a constant importation from the United States.

I might also mention the rubber tree, which they are now planting in Java, the Malay Peninsula and Ceylon. The jungle is cleared and in seven years these trees attain a growth of about six inches in diameter, when they commence to tap them. They seem to thrive in the soil of those countries.

Around all the shores of the Mediterranean there is very little timber. In fact, in most places it is all gone. There are extensive forests of pine and hardwood in Russia, Norway and Sweden. These countries supply Europe with a good deal of their timber. Switzerland also has considerable pine and hardwood, a good deal of which has been planted. It is interesting to see them when they cut down a tree. All of the limbs are saved and sorted into sizes, cut up and tied in bundles, even the twigs and leaves saved, and the stump dug out and utilized.

In Italy wood is also very scarce and it is a very common sight to see a load of brush, pretty much like a load of hay, being drawn to town to use for fuel.

In the Holy Land around Jerusalem there is not the sign of a tree anywhere. Where it was once highly cultivated it is now barren and absolutely waste ground.

We have the object lesson of these older countries before us. Will we do anything while we have the opportunity? The Government and State

should step in and control the forests while they can—buy the suitable land just as fast as the lumberman takes off the merchantable timber.

Walter C. Winchester.

Factories Multiplying in Scope and Number.

Marshall, Aug. 14—This city's industries are steadily growing. The Marshall School Seat Co. is now employing forty-seven hands and is doing a business beyond the expectations of the owner, G. A. Bullard. This institution opened for business June 1. Large orders are coming in from Western States and the factory is far behind in filling them.

Work on the foundry of the New Process Steel Co. is rapidly progressing. O. J. Renegar, the local contractor who was given the job of erecting the buildings, expects them to be finished within the time stated in the contract. This factory will bring into the city twenty families and employ principally skilled mechanics. It is stated that the company already has a big contract from a large automobile firm for steel castings. The contract will probably run the foundry up to its full capacity for several months.

The new Hardy food plant is now occupied, the company having taken possession July 15. Many thousands of boxes of Hardy food are being shipped daily. F. A. Stuart, the millionaire dyspepsia tablet man, will endeavor to make Hardy food as famous as Grape-nuts. Next season an enormous advertising appropriation will be made.

The Business Men's Association has a line on another big industry and it is expected will land it.

Local Stockholders Likely To Resume Business.

Owosso, Aug. 14—No word has been given out yet relative to the rebuilding of the Estey furniture factory, which was destroyed by fire three months ago. It is known positively that the outside directors will not consent to rebuilding, but it is still believed that the local stockholders will resume business and put up a factory, although on a smaller scale than in the past. Meanwhile, a large number of workmen are leaving for other cities.

J. N. Zimmerman's baseball bat factory will resume work next week, and will probably run continuously.

Lansing is making an effort to secure the plant of the Salisbury Tire Co. from this city. The company manufactures leather tires for automobiles.

Working Up Brewery Sentiment.

Monroe, Aug. 14—An attempt is being made by outsiders to interest a number of local men in a new brewery to replace the plant of the Wahl Brewing Co., which was destroyed by fire last fall. Up to date nothing very definite has been accomplished, but if local men can not be interested, it is said, outside capital will assume entire control of the business.

The Boehme & Rauch Co. is making a number of extensive improvements at its plant which, when com-

pleted, will make it one of the finest in the country. An addition has been built which covers 18,000 square feet of floor space. It is two stories high. The lower floor will be used for store-room and shipping purposes. On the second floor there will be installed, at a cost of \$10,000, machinery for treating board with selica, soda and parafine. The company has just installed a new engine in mill No. 3, which greatly increases the output of the plant.

Operations will be started at the new plant of the Amendt Milling Co. as soon as the 700 H. P. engine, which is now on the road, arrives and is installed.

Railway Extension in Ontonagon County.

Ontonagon, Aug. 14—Construction work on the extension of the Chicago, Milwaukee & St. Paul Railroad westerly from this place to connect with the Wisconsin Valley division will be started next week, it is understood. The St. Paul is negotiating for the purchase of the short line of the Ontonagon Railroad Co., which was recently acquired from the C. V. McMillan Co. The St. Paul extension will penetrate a vast timber belt in that section of Ontonagon county, and provide transportation facilities for the Nonesuch and other mines located there, which are now practically isolated.

It is always the little man who feels that he is called to audit the books of the universe.

Have You Received One of Our

POLICEMAN

Cutouts

which reads

Found

that the

**Jennings
Flavoring
Extracts**

**Terpeneless Lemon
Mexican Vanilla**

are pure and delicious flavors and meet all requirements of the

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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.



Movements of Merchants.

Lapeer—E. H. Hogerman has opened a new cigar store.

Bad Axe—John Ballentine has opened a new grocery store.

Hopkins Station—Henry Ewing succeeds McAlpine Bros. in the meat business.

Davison—C. W. Moore, of Ashley, will open a bakery and confectionery establishment here about Sept. 15.

Battle Creek—S. Rosenfield will open a cloak store here Sept. 16. He operates similar stores at Chicago and Milwaukee.

Calumet—J. Blumenthal and I. Altschenel have engaged in the crockery and notion business here under the style of The Fair.

Alma—C. W. Ainsley has sold his confectionery stock to W. F. Welfer, of Mt. Pleasant, who will continue the business at the same location.

Greenville—The Greenville Produce & Supply Co., Ltd., has been organized with a capital stock of \$6,000, of which \$4,700 has been subscribed and \$700 paid in.

Blanchard—R. N. Thompson has retired from the firm of R. N. Thompson & Co., dealers in general merchandise. The business will be continued by Kate A. Dagle.

Belding—The Hall Land Co. has been incorporated with an authorized capital stock of \$50,000, of which amount \$35,000 has been subscribed and \$5,000 paid in in cash.

St. Johns—Chas. B. Baker has sold his half interest in the drug stock of Baker & Shiley to Frederick Travis, who will continue the business in partnership with Mr. Shiley. Mr. Baker has disposed of his residence property and will locate elsewhere in the State.

Kalamazoo—Meyer Desenberg, proprietor of the Kalamazoo Cash and Credit Co., has leased the store at 214 East Main street and will move his stock from the present location, 106 Portage street, as soon as the new stand is vacated by the Mittenhal Bros. commission house.

Adrian—Frank S. Phillips, aged 62 years, one of the best known men in this part of the State, died Tuesday of heart disease. He is survived by a widow and two daughters. Mr. Phillips was a most energetic and successful business man. He was a banker, a surveyor, a lumberman and he also ran a general store, an undertaking establishment and the telephone and telegraph stations. He was also Treasurer of the Lenawee County Agricultural Society.

Manufacturing Matters.

Saginaw—The Harper Mining & Mineral Co. has been re-organized as the Harper Marble & Mineral Co.

Ontonagon—Robert Anderson has made arrangements to cut 1,000 cedar poles and 150,000 feet of mixed timber at the mouth of the Sleeping River.

Grand Haven—The Wiltshire Glove Co. has been organized with a capital

stock of \$25,000, of which \$20,000 has been subscribed and paid in in cash.

Owosso—Perrigo & Son, spoke manufacturers, have purchased a similar business in Linden and will incorporate it with their Owosso plant.

Detroit—The Advance Brass & Valve Co. has been organized with a capital stock of \$25,000, of which amount \$20,600 has been subscribed and \$11,500 paid in in property.

Kalamazoo—The Lawton Vineyard Co. has been incorporated for the manufacture of grape juice, etc., with an authorized capital stock of \$100,000, all of which has been subscribed and paid in in cash.

Bath—S. Cushman & Son Co. has incorporated to deal in grain, etc., with an authorized capital stock of \$7,000, all of which has been subscribed, \$4,200 paid in in cash and \$2,800 in property.

Cheboygan—The Grand Lake Lumber Co. has delivered two large rafts of logs cut in Presque Isle county to the Embury-Martin Lumber Co. at this place. The Grand Lake Company has 5,000,000 feet of logs left in Presque Isle county.

West Branch—A company has been formed under the style of the Diamond Lumber Co., for the purpose of manufacturing lumber, etc., with an authorized capital stock of \$150,000, all of which has been subscribed and \$45,000 paid in in cash.

Detroit—Florimond DeMan, proprietor of the DeMan Bros. planing mill and sash, door and blind factory, is building a large factory at the corner of Maybury and Grand avenues. The new factory will give better facilities than the old one in every way and the company will move into it this month.

Alpena—The Common Council is considering a proposition to establish a cement plant here. It is financed by President Ford, of the Michigan Alkali Works, and Eastern capital. The promoters want the taxes refunded for ten years and state that between 300 and 350 men would be given employment.

Cadillac—William Cassler, of this city, has sold an interest in a tract of nearly 5,000,000 feet of timber in the Upper Peninsula to Thomas Hartnell. Thomas McNamara, of this place, and F. E. Simmons, of Lucas, have taken the contract to manufacture the timber and they expect to move the Simmons mill from Lucas.

Rapid River—The Jerry Madden Shingle Co. will rebuild at this place a sawmill with a capacity for cutting 40,000 to 50,000 feet of lumber daily, together with a large lath mill. The company now owns a large tract of timber land in that section and is steadily increasing its stumpage. It is estimated that it has enough timber to run its new mill for twenty years at least.

Marquette—The Northern Woods Lumber Co. has filed articles of association in this county. The company is capitalized at \$10,000 and the list of stockholders includes H. J. Lobdell, Marquette, and Frank A. Stuart and Ralph Dillenbeck, Chicago. The company will engage in the business of owning and developing

mineral or timber lands in Marquette county.

Ishpeming—Fred Braastad, of this place, has disposed of the greater part of his holdings of timber land near Covington, where he purchased a large tract when he was in the wood and lumber business. His latest deal involves 1,280 acres of hardwood lands, sold to August Hutala, a jobber. Mr. Braastad still owns several hundred acres of heavily timbered land in that section.

Saginaw—The Michigan Saw Co. is about to make extensive improvements in its plant in the way of new machinery, larger tempering furnaces and other changes to increase facilities. W. H. Presser, the head of the company, has had fifty years' experience and the concern has been located in the same place since 1886. The company has agencies at Erie, Spokane and Minneapolis.

Garth—Articles of incorporation of the Garth Lumber & Shingle Co., organized with a paid up capital of \$100,000, have been filed. The entire timber land holdings of C. A. Barker, of Chicago, have been transferred to the new concern. C. A. Barker and John A. Henry, of Chicago, and Edward Cahill, of Lansing, are the stockholders and officers. Mr. Barker owns 998 shares of the capital stock and the other two men one share each.

Cheboygan—Large quantities of ties are being cut in Northern Michigan at the present time, the demand and price having materially improved the last year or two. Cedar ties have the call here, as they are much more durable than hardwood or hemlock. Good sound cedar ties will last fifteen to twenty years, while five to ten is the average of other kinds of ties. The demand this year has been good and prices are much better than they were a couple of years ago.

Battle Creek—The site of the old Review & Herald printing house, which was the largest in Michigan before it burned down, has been bought by Charles T. Allen, until recently President of the Union Steam Pump Co., and will be occupied by a new industry, the nature of which Mr. Allen will not divulge. It is learned, however, that it will be a machine shop of some kind, employing many men, and rumor has it that automobiles are to be manufactured here.

Flint—Unless the Supreme Court reverses the order made by Judge Wisner, the Aetna Portland Cement Co., which has a plant in Fenton township, will go into the hands of a receiver. The proceedings, which came to a close Tuesday, were the sequel to the filing of a bill in the Circuit Court here several months ago for the foreclosure of a mortgage for \$397,000 given by the Aetna Co. to secure a bond issue for that amount. The minority stockholders objected to this proceeding, claiming that its purpose was to deprive them of their legal and equitable rights, and after obtaining leave to intervene in foreclosure proceedings they applied to the court for the appointment of a receiver. Following the decision of Judge Wisner, the matter of naming

a receiver was left to the opposing parties, but as they could not agree the question was left open until Wednesday morning. Attorneys for the majority stockholders announce that an appeal will be taken to the Supreme Court.

The Grain Market.

The future markets have been weak throughout the week, September in Chicago showing a loss of better than 2c per bushel, while the far-away futures have lost about 1½c. The general free movement of new wheat and the lack of active buying on the part of both export and domestic buyers have all combined to discourage holders and bring about a decline. There was an increase in the visible for the week of 2,138,000 bushels. There seems to be an inclination on the part of farmers to hold back their offerings at present prices.

The corn market is stronger again, cash corn being up about 1c for the week. The visible supply shows a decrease of 751,000 bushels for the week. The movement has been quite free and trade good. We would not be surprised to see strong prices the next month or six weeks.

Oats are now arriving quite freely. The condition is dry and new oats will go into consumption immediately. Prices are firm and the demand is good. The visible showed an increase of 370,000 bushels for the week.

L. Fred Peabody.

The Man Behind.

In almost every newspaper you pick up you are pretty sure to find a lot of gush about the man behind the counter and the man behind the gun, the man behind the buzzsaw and the man behind the sun, the man behind the times and the man behind his rents, the man behind the fence, the man behind the whiskers and the man behind his fists and everything is entered on the list. But they have skipped another fellow, of whom nothing has been said—the fellow who pays for what he gets, whose bills are always signed. He's a blamed sight more important than the man who is behind. All the editors and merchants and the whole commercial clan are indebted for existence to this honest fellow man. He keeps us all in business, and his town is never dead, and so we take off our hats to the man who is ahead.—Judge.

O. E. Kewley, the Bad Axe druggist, is spending a week in Grand Rapids, taking in the sights. He is accompanied by his wife.

L. Karasiewicz, corner of Davis and Seventh streets, has put in a full line of shoes, the Hirth-Krause Company furnishing the stock.

The stockholders of the Weidman Timber Co. have voted to increase the capital stock of the corporation from \$325,000 to \$450,000.

Mrs. Lena Tracy has opened a grocery store at Ravenna, the Lemon & Wheeler Co. furnishing the stock.

The Cabinet Makers Co. has increased its capital stock from \$30,000 to \$150,000.



The Grocery Market.

Sugar (W. H. Edgar & Son)—The week under review has been marked by substantial gains and a general strengthening of the position in all markets. We quote spot centrifugals at 37c and sales of Javas are reported at equal to 3.93c, with a corresponding advance in Europe to the same parity. Refined also advanced 10c per hundred. Refiners are now all firm on the basis of 4.80c net New York, while indications point to a 5c basis for granulated during the season of largest consumption. It is interesting to look back over the campaign of the past two years, which have been marked by such violent fluctuations in the price of sugar. It may be recalled that during the fall and winter of 1903-4 we repeatedly drew attention to what appeared to us to be an inevitable upward movement, which we predicted would probably affect prices for several years. The underlying basis of our confidence was the absence of any apparent surplus. The movement did not begin, however, until February, 1904, when granulated was selling at 4.30c net New York, although the advance then begun continued until about February, 1905, when granulated reached 5.95c net New York. Raws, under speculative influences, had risen to 53c, duty paid, for centrifugals—an advance so extreme as to result in a standstill, pending definite information concerning beet sowings abroad. With no buyers in sight prices reached to 47c before the first of May. The decline continued and on the 10th of May, 1905, refined joined in the downward movement. The extreme advance was apparently justified by the partial failure of the European crop of 1904-5, which was nearly one and one-half million tons less than normal, and it was freely predicted during the spring of 1905 that granulated would go to 7c or 8c per pound. Had it not been that the slight increase in acreage resulted in a crop of nearly seven million tons for the season of 1905-6, there is little doubt that the prediction might have been realized. The natural result of the tremendous overproduction resulted in reduced sowings, approximating five millions of acres, and the low prices have stimulated an increase in consumption which will approximate one million tons during the year. The low level of this campaign was 37c for centrifugals and 4.30@4.35c net cash for granulated. During the long continued decline from May, 1905, until the first real improvement in prices in May, 1906, dealers in all classes carried supplies sufficient for immediate requirements only. Refined sugar demand has been accentuated by advances which now aggregate 40c per hundred and, owing to the unusual supply of fruit, it is doubtful if much sugar distributed on the advancing market remains unsold. We are now on the eve of the heaviest

demand of the season, which promises to reach extraordinary proportions. We do not hesitate to recommend as a settled policy for the next two months abundant supplies in hand and en route. In this connection we incline to the opinion that at present prices purchases such as we have recommended can be made with reasonable safety.

Tea—The market shows no material change from the week before. The entire list remains about on a steady basis, with not enough demand, in fact, to cause any fluctuation. The foreign market shows no special change.

Coffee—The market has been more or less excited during the past week by advices from Brazil that the valorization measure had been signed by the President and was now a law. This has stiffened the market considerably and has caused a further advance. Later in the week there was some speculative reaction, but the position of actual Rio and Santos coffee is firm, with further advances not unlikely. Mild grades are in light supply and firm. Java and Mocha are firm and unchanged.

Canned Goods—Corn is very firm, owing to the growing scarcity of desirable spot stock and the indications of a short pack of all the better grades this year. Notwithstanding complaints of wet weather in Maryland and Delaware the new pack of tomatoes in Baltimore is progressing and some very good goods are being turned out. Advices from the pea packing centers in Wisconsin are meager and tend to show that the pack will be considerably short and, consequently, the already strong market caused by the shortage in the South and in New York State is taking on an even firmer tone. There still continues an active demand for California fruits, with many of the more popular varieties closely sold up to the expected pack of extras and extra standards and also gallons and water fruits. Those varieties which show the greatest activity are cherries, peaches and pears, while apricots are scarce, mainly because of the short pack. There is a quiet market for red Alaska salmon so far as brokers are concerned, but jobbers report that business is fully up to the average for the season. There seems to be some little pressure to sell on the part of the larger holders in the jobbing trade, and the market, consequently, has an easy tone. There continues to be a very good demand for Columbia River salmon on the spot in one pound flats and half pound, but the supply is light and business is consequently confined within very narrow limits. Domestic sardines are unchanged. Offerings of new crop California figs are made for last half of August shipment.

Dried Fruits—Apricots on spot are scarce and about out of the market. Futures are too high to be wanted. Currants are dull and unchanged. Raisins are unchanged, both loose and seeded. Spot prunes are scarce and hardly quotable. Future Santa Clara prunes have gotten as low as 2c, which is probably bottom. Several

of the better packers refuse to sell below 2 1/4c. The prune crop gives every indication of being large, but more futures have been sold than ever before, and many packers have sold more than their packing capacity. Nothing is doing in peaches and the trade has been very light. As the season is getting light and the holders will get anxious to sell, there is some probability that prices may show a decline.

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

Syrups and Molasses—Quotations continue steady on the various grades and the situation is entirely without new feature. Cane syrups are without any change from former prices and the demand continues about the same.

Provisions—The provision market is firm and unchanged. The receipts of hogs continue very light and prices are well maintained. Pickled and smoked meats are moving out very well, and the high prices seem not to have curtailed the demand at all. Prices are probably high enough now, and any further radical advance is unlikely, as the season is late. Pure and compound lard are both firm and active. There is usually a slight advance in September, and as present stocks are light this September will probably be no exception to the year. Canned meats are slow and unchanged. Barrel pork is firm and unchanged. Stocks are light. Dried beef is in good demand at unchanged prices.

Fish—Cod, hake and haddock are dull and weak. The mackerel market is in a somewhat contradictory situation. Shore mackerel are firm and show an advance. Irish mackerel, on the contrary, are dull and sales made during the week showed a decline. The catch of shore mackerel is still disappointing. The predicted advance in mustard sardines has not yet occurred, but as the supply is light and the pack so far light, there is still much reason to expect it. Salmon is strong. No prices on future red Alaska salmon have as yet been made, but they will be forthcoming sometime this month, and are expected to be around \$1 f. o. b. the coast. The pack is expected to show some deficiency as compared with last year. Spot Alaska salmon seems to be scarce, and there is reason to believe that the enormous supply of salmon which overloaded the market last year has practically all gone into consumption.

The Produce Market.

Apples—Red Astrachans fetch \$2.25 per bbl. Duchess command \$2@2.25 per bbl. Sweet Boughs fetch \$2.75@3.

Bananas—\$1 for small bunches, \$1.25 for large and \$2.25@2.50 for Jumbos. No change either in prices or in situation. There is a fair movement all the time, and values are firmly maintained.

Beets—50c per bu.
Blackberries—\$1.25 per crate of 16 qts.

Butter—Creamery is in strong demand and large supply at 24c for extra and 23c for No. 1. Dairy grades are in active demand at 18c for No. 1 and 15c for packing stock. As is usual at this season of the year, the volume of receipts is lessening and values are firming up correspondingly.

Cabbage—Home grown fetch 40c per doz.

Carrots—50c per bu.

Celery—Home grown commands 20c per bunch.

Cocoanuts—\$3.50 per bag of about 90.

Cucumbers—15c per doz. for home grown.

Eggs—Local dealers pay 16c f. o. b. shipping point. Receipts continue moderate and there is no improvement in the quality of the eggs coming in, the shrinkage continuing very heavy, as is usual at this season of the year.

Green Corn—12c per doz.

Green Onions—15c for silver skins.

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 \$7 per box.

Lettuce—60c per bu. box.

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

Onions—Spanish command \$1.50 per 40 lb. crate. Ohio stock fetches \$1.75 per 65 lb. sack.

Parsley—30c per doz. bunches.

Peaches—Albertas from Georgia command \$2.25 per 6 basket crate. Hale's Early and Triumphs are now in market, commanding \$1 per bu. Early Michigans will begin to come in next week. The crop is reported large and the quality will run good.

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

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

Plums—\$1.50 per bu. for Abundance and Burbanks.

Potatoes—Southern have declined to \$1.50 per bbl. Home grown have declined to 50c per bu.

Radishes—12c per doz.

Summer Squash—65c per bu.

Tomatoes—Home grown are coming in freely, meeting active demand at about \$1 per bu.

Turnips—50c per bu.

Wax Beans—90c per bu.

Whortleberries—\$1.75 per 16 qt. crate.

Water Melons—20@25c apiece, according to size and quality.

J. Merdzinski, corner of Grand avenue and East Bridge street, has recently put in a full stock of shoes. The Hirth-Krause Company furnished the stock.

A. Kadrovach, of Cedar, has recently put in a full line of shoes. The Hirth-Krause Company sold him the entire stock.



Aboriginal Suits Especially Taking With the Young Fry.

I notice the "Little Indian" suits are having a great vogue with Young America of the impressionable ages ranging from 5 to 10 or 12. It's a hark to the wild and smacks of the free-and-easy of camp life advocated and encouraged by the personal assistance of that renowned friend of boy and other animal life, Mr. Thompson-Seton. The fringe up and down the trouser legs of the popular suits referred to flips gaily in the breeze with every step of the buoyant wearers and the loose jackets have unlimited stretching possibilities in the way of comfort. Every small boy wants these Indian day-pajamas on sight, and as one looks up the street or down the street he is greeted with such a multitude of brown boys that he involuntarily looks for flying tomahawks, and takes a tighter grip on his scalp. With the kids the outfit is almost as fine as the "real thing."

* * *

Commercial visitors to town who have the time and money to build elaborate window trims should surely take the time to investigate on Canal street (which is a flood of light from one end to the other, and, by the way, shortly may be designated "Monroe") the clothing store, on the east side just above Lyon, where is arranged, on either side of the entrance, a beautiful array of pillars, with balcony and potted (imitation) English ivy, whose shining leaves form a striking contrast with the clean whiteness of the pillars and balcony above. A background of this sort may be employed a long time at a stretch, as it admits of endless changes in decoration and arrangement of goods. Such a background is seen for a long way off and anyone would willingly cross the street to get a nearer view of it. It costs a penny to build it, but its general utility and durability makes it ultimately pay.

* * *

While the weather is not even breathing a hint of fall, not so the merchants' windows. In all the men's and women's outfitting stores are advance suggestions of garments to afford warmer protection to the human body. The styles shown so far are not very attractive. Everywhere is apparent a desire to get rid of left-overs of the summer stock and some quite stiff reductions are seen in same, and now is the time for the wise women (like the dashing widows) to "take notice."

Historic Keweenaw Property To Be Operated.

Calumet, Aug. 14—The Tamarack Mining Co., which owns the old Cliff mine in Keweenaw county, has decided to start work underground at that property, which has been idle for

many years. No. 3 shaft will be cleaned out and its openings extended. Boilers and other machinery will be installed.

It is purposed to investigate the amygdaloid beds which traverse the Cliff property and to find if any of these carry copper in commercial quantities. No. 3 shaft on the Cliff fissure vein is 1,700 feet from the Greenstone formation, and this is approximately the distance from the Greenstone cliff to the Calumet & Hecla's shaft on the Montreal amygdaloid. The Cliff's No. 2 shaft is 300 feet deep.

Diamond drill explorations, which have been under way on the Cliff property for the last year and a half, will be continued until a complete cross section is obtained of the tract. A diamond drill is at present working near the center of section 7 and the hole is 500 feet deep.

Rum, Tobacco and Old Age.

It is to be deplored that so many persons of advanced age are addicted even in moderation to rum and tobacco. The young are apt to grasp too eagerly and without sufficient discrimination at the suggestion that a free use of alcohol and nicotine will prolong life. So many persons have succumbed at an early age to efforts to become centenarians by the alcohol and nicotine route that the young ought to be warned that the secret of perpetual youth does not lie in beer or whisky or a pipe, and that of the unfortunately large multitudes of little boys who smoke cigarettes the number who will reach the age of a hundred years is microscopic. Almost any doctor would be willing to wager a large sum that not one of them would live to be three-score.—Philadelphia Record.

Nearly Ready To Begin Operations.

Pontiac, Aug. 14—Some time between Aug. 15 and 20 the National Body & Box Co., which recently removed here from Mt. Pleasant, will begin the manufacture of bodies in this city. At the start from 150 to 175 men will be employed, and this number will be increased as the business grows. The company has part of its machinery here, and is busy installing it in the factory formerly occupied by the vehicle business of C. V. Taylor. The company was to have moved here May 15, but the burning of the R. D. Scott factory, which had been purchased by C. V. Taylor, made it impossible. Mr. Taylor being unable to vacate his plant for the Mt. Pleasant concern.

From Kalamazoo To Coldwater.

Coldwater, Aug. 14—The Coldwater Specialty Co. has been incorporated with a capital of \$10,000, business men of this city holding the stock. It takes over the business of the Kalamazoo Box & Casket Anchor Co. The Commercial Club was instrumental in the organization of the new company. Operations will begin here about September 1. H. H. Buckhout, who has been elected Secretary and Treasurer, will be Manager. Men will be brought here from Kalamazoo.

Features of the New York Grocery and Produce Trade.

Special Correspondence.

New York, Aug. 11—The speculative coffee market is a most tiresome thing to follow these hot days. It is like a man with an uncertain opinion and, while the feeling is full of cheer one day, a reaction is almost certain within a short time.

In the spot market there is something doing all the time and jobbers generally appear to be quite well content, although sales, as a rule, are rather small individually. Quotations show little, if any, change and No. 7 is worth 8½¢, against 8½¢ at the same time last year. In store and afloat there are 3,150,408 bags, against 3,851,428 bags at the same time last year. Mild grades are doing pretty well and quotations are well sustained on the basis of the last report. East Indies are steady.

Not an item of interest can be picked up in the tea market. The trade in the interior is showing up rather better, and when the present month of heat and discomfort and vacations is out of the way, dealers will take a new grip on life. New crop Japans are steady, as supplies are not overabundant.

In rice jobbers report a fairly good run of trade. Supplies are by no means excessive, and it would seem as though the situation offered considerable encouragement for sellers.

Sugar has met with good demand in the way of previous orders, and some refiners are rather behind in filling orders. Quotations are well sustained.

There is a good demand for spices in small—very small—quantities. Sellers are firm in their views, however, and look for good fall trade.

Molasses is about unchanged. No great amount of trade is expected this time of year, but something is doing all the time, and with limited supplies the general situation is somewhat in favor of the seller. Syrups are steady and without change. Prime to fancy, 22@28c.

There is nothing new in the way of canned goods. The failure of the tomato syndicate has been the chief topic of conversation, and while much sympathy is felt for the individual members, the whole plan has been a valuable lesson. There was a time when the syndicate might have sold out and made a clean profit of \$700,000; but the "natural cupidity of man" was too strong, and they held on until the crash came. It is doubtful whether this scheme will be tried again. Spot 3s are worth, for standard goods, 75@80c. A shortage of salmon is reported, and the market in consequence closes very firm. Corn and peas are steady and without change in quotations.

Butter is very well held and the trend of the market is toward a higher basis for better sorts. Extra Western creamery, 22½@22¾¢; seconds to firsts, 20@22¢; imitation creamery, 18@19¢; Western factory, 16½@17½¢, and renovated from 17@19½¢.

Cheese is active and well held considering the extremely hot weather. Arrivals show the effects of the hot wave and cooler weather would be

especially welcome to dealers in this commodity. Fancy full cream, large size, 11½¢. Small size, 11@11¼¢.

Egg receipts are running lighter, and while there is no special improvement in the situation, there is a more hopeful feeling. A large part of the arrivals show effects of heat and such goods must sell for what they will bring. Best Western, 19@19½¢; firsts, 18@18½¢.

Was Familiar With the Subject.

A tall old lady, dressed in black, and with a very business-like manner, walked into a well-known Monroe street establishment, and, declining the service of the floorwalker, made directly for the crepe counter. She had rather a thoughtful air as she examined the stock, and the obliging young shopman remarked affably:

"We have a large stock of crepes, madam. Just allow me to show you some new French goods, very popular just now for every kind of mourning. Now, these light crepes are all the rage for half mourning for cousins. May—may I ask, madam," he added, hesitatingly, "for whom you are in mourning?"

"Husband," said the customer, briefly.

"Ah, yes; then I have just the material you require, the best style is—" "Young man," interposed the old lady, "I am much obliged for your explanation. You may know a lot about fashion, but, as I buried my fourth husband yesterday, you may be sure I've got a good grip on the subject."

Last Chance.

An ironmonger in a small country town recently posted the following announcement in front of his shop:

"The reason why I have hitherto been able to sell my goods so much cheaper than anybody else is that I am a bachelor and do not need to make a profit for the maintenance of wife and children. It is now my duty to inform the public that this advantage will be shortly withdrawn from them, as I am about to be married. They will, therefore, do well to make their purchases at once at the old rate."

After an old maid reaches a certain age she regards marriage merely as an opportunity for a girl to throw herself away on some man.

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.

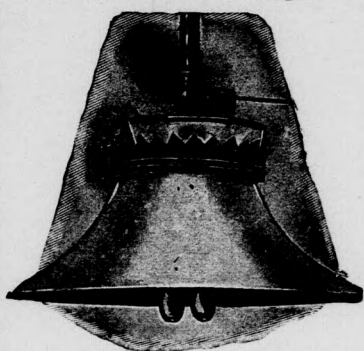
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Grand Rapids, Mich.

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Our Greatest Invention The "Stubbers Light"

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We have reduced the cheapest
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The "Stubbers Light"



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Is Your Storeroom Lighted to Your Perfect Satisfaction

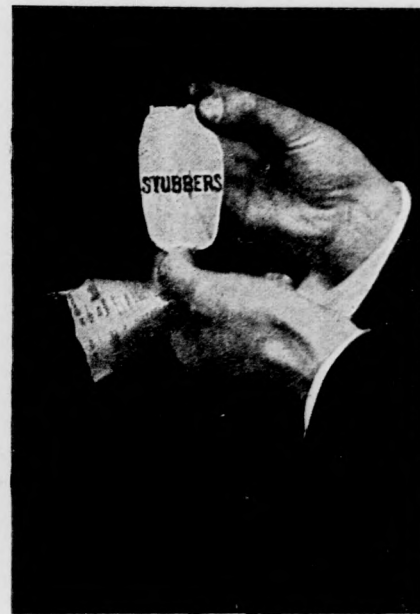
**Are you keeping up with the times?
Have You Seen the Stubbers New Process Gas Mantle?**



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Shipped to you in an envelope
and when taken out can be

crumpled up in the hand
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when straightened out again it
is not broken, but as good as new.

You do not have to buy Coal Gas or Electricity from the Gas Company

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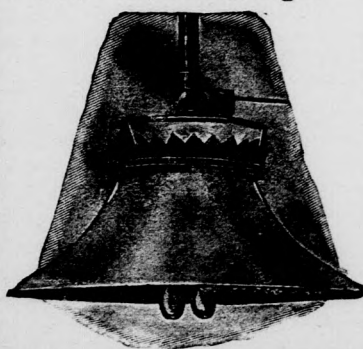
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CINCINNATI, OHIO

**Your present lighting bill
is too high!**

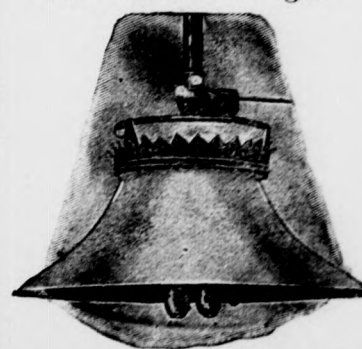
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Entered at the Grand Rapids Postoffice.

E. A. STOWE, Editor.

Wednesday, August 15, 1906

MORE WAYS THAN ONE.

Word has been received direct from the office of Mayor Ellis that no betterment of conditions on North Ionia street south of Monroe street can be had this year, because there are no funds with which to meet the expense. Comes also from the same source information that no between-the-street-car-track improvement can be had this year, because it is a practical impossibility to obtain the new ninety pound rails which the street car company desires to lay before any new paving is done along the thoroughfare in question.

Thus is acknowledged the shameful need there is for the improvements specified and the confession comes from headquarters.

It is the old, old trim that has for years been a part of the conventional history of municipal relations with public service corporations the country over. Grand Rapids, in spite of its versatility as the victim of street railway enterprise, is a novice and must learn its lesson not alone as to traction enterprises but relative to water, gas, electric light and power propositions. And it will be an education that will require great patience and self sacrifice so far as the citizens are concerned. It must, necessarily, be individual, personal instruction, too, because it is accepted as axiomatic that no municipality may learn from the experience of other municipalities.

Municipal conditions, wherever located, are invariably unique. Charters differ. Aldermen differ. Interpretations of charters differ and courts who pass upon them differ. Then, too, assessments differ, appropriations differ and, above all, public service corporations differ and the bonds they issue differ.

Meanwhile, however, the Tradesman is ready to give a good and sufficient bond to deliver, within three months from this date, such a quantity of ninety pound rails and of the quality desired by the Grand Rapids Railway Co. as may be required to relay their track from Monroe street to Division street by way of Ionia and Cherry streets and at a price approximately near to the cost to them of the rails now being laid by the said company on Market street.

Furthermore, the Tradesman will loan to the city for a period of one year at 5 per cent. a sum sufficient to pave North Ionia street from the south line of Fulton street to the south line of Monroe street.

ANOTHER INVASION.

At first thought it would seem that invasions must cease from a lack of territory; but every once in a while comes the announcement that "the American peril" is casting its black shadow over the landscape in another unfortunate quarter of the earth. This time it is Russia that is uttering the cry of alarm. From that quiet and peaceful corner of the mundane universe the view towards the west from the winter palace at sunset is darkened by the sight of Secretary Root's voyage to South America, intensified by his mission down there and with what he is going to accomplish. The whole of that tremendous continent is going to be invaded, and if without protest the designs of this country are carried out it will not be long before that mighty peninsula will be not only invaded but absorbed; and then what are the countries of the Eastern Hemisphere going to do? What, indeed, when the stars and the stripes shall float over every capital of Latin America and every South American port shall, armed to the teeth, refuse the much vaunted boast of an open door to the commerce of the world?

With the case thus candidly stated comes the equally candid statement of how to avoid this dreadful condition of things. As they are now the American peril is too general for local consideration. There are Germany and France and Austria and all the rest, and all of them are to sit down and quietly submit to the flourish of the Monroe doctrine in their faces by an upstart nation with hardly a remonstrance. History will have to repeat itself. Oppression shall not always reign. There comes a brighter day, when freedom, bursting from every chain, shall have triumphant sway, or words to that effect. The time is not far distant when the Slav—mind that—German and Latin races will be compelled to unite for self-protection against the combination of Greater America, Greater Britain and Greater Japan! Already the hour has struck and "we" must rise or be forever fallen!

One would be inclined to think that Russia just now would have no time for such foolishness. One would suppose that as long as there is a lively doubt whether there be such a thing in the world as a Russian government it would behoove the people of that unhappy country to be thinking of self-existence rather than self-protection with races, Teutonic or Latin, who in all probability just now are not especially anxious for an alliance with a power that by fair means or foul—mostly foul—has gobbled up the biggest part of two continents and who if she had not been whipped to her knees by, as she thought, helpless Japan would be to-day reaching from Manchuria with greedy paw for that same South America which, she

fancies, this country wants and is determined to have.

That Russia, as she is to-day, should be afraid of the United States is not to be wondered at. In every direction she sees only peril, and her dreadful past has in it nothing consoling. For centuries she has been the Northern wolf coming down on the fold. From Sweden to the Ural Mountains and inch by inch from there to Port Arthur she has crept and crawled. What England thinks of her and of her designs is no secret. What she has said and what she has done needs no proof, and the whole of that long story told in suffering with blood and tears ends now in threatened annihilation on the one side and, she thinks, in Greater America. Greater Britain and most of all and worst of all Greater Japan on the other. The one thing, too, which strengthens this fear is that Russia's ideas of absolute power blindfold her against all possibility of her seeing anything in republicanism less greedy, less cruel and less merciless than she herself has ever been, and now in her hopelessness and helplessness she sees in the Secretary's journey to the South American republics only what will prove to be another Russia in Europe and Russia in Asia with her own territory at the mercy of the American beast; while the only invasion this country is thinking of and wants is that which leads the way to peace and prosperity—blessings which come from an open door and a square deal and an equally square following of the rules of the game.

CHRISTIAN CIVILIZATION.

The white races of Europe and the colonists which they have set forth to conquer the other nations and races have from the earliest times demonstrated their superiority, both in war and peace, to the yellow, brown, red and black races who peopled the other continents of our globe.

Whether as Greeks, Romans, or as the European peoples who succeeded them, the whites have always been predominant among other nations and races, and they have been and are since the third century of our era, by outward profession, Christians.

The observations which are made herein have no relation whatever to Christian doctrine. Religion is personal to the individual and his devotion to his faith must be seen in his works, in his walk in life. Every individual, as to his honesty, fidelity to duty and devotion to truth and righteousness, must be judged by his fruits, and when a nation is characterized as Christian, no reference can be made to the individual qualities of its people, but consideration is given only to the fact that those people, as a rule, profess Christianity and maintain public institutions who are believed to be in general accordance with Christian doctrine.

Up to the present time, or, rather, up to the war between Russia and Japan, the principal characteristics of the Christian nations are or were that in war they had vanquished all the nations which had professed other religions. When the terrible wars between the Romans and the Goths, Huns and Vandals began, all the combatants were

heathen, but in the course of the centuries during which these conflicts raged Christianity was professed on both sides, and moreover, the Barbarians were as white as the Romans.

The first serious invasion of Christian Europe by peoples of other religions was in the eighth century, when the Mohammedan Saracens overran Spain and held it for five hundred years. When, however, in 732 they invaded and attempted the conquest of France, they were wholly defeated and routed in a tremendous battle at Tours by Charles Martel, thus deciding, as some of the historians have stated it, whether the Koran or the Bible should be read thereafter in the churches of Europe. After that, in the sixteenth century, the Mohammedan Turks invaded Europe and captured Constantinople and the whole of Ancient Greece, but they were overcome and decisively beaten, both on land and sea, and have since remained in Europe only through the sufferance of the European Christians.

Since then, the Christian nations of Europe, no longer awaiting invasion from Asia and Africa, have taken on themselves the business of conquest, and in every case they have overcome the yellow, brown, red and black races of Asia, Africa and America, and their success has been continuous until Russia in our own day was so frightfully beaten and humiliated by the heathen brown people of Japan.

Heretofore the Christian nations have been foremost in scientific discovery, in all the arts of improving the condition of all classes of their people, in popular general education, in creating vast and permanent public charities, and in establishing enlightened institutions of free government. In these triumphs of what we call civilization in the arts of peace as well as in those of war, the Christian nations stand dominant and pre-eminent, or did, until the sudden rise of heathen Japan to be a great world power emphasized her triumph in the downfall of Christian Russia.

The heathen Japanese, Shintoists and Budhists in religion have suddenly risen to the highest mark in warfare, both on land and sea. As to patriotism, daring gallantry and steadfast courage, those people have no superior. In fortitude and amenability to discipline they are not surpassed. In the adoption and skillful use of every appliance of modern science for war, they are up to the highest standard. They are making themselves masters of all modern improvements in manufactures and material progress, and are equal to the Christian nations in what may be called civilization.

The frightful revelation of political and business corruption, of official and personal dishonesty, of social decay and of the failure of justice in our own country, puts the Christianity of the people of this great Republic on the rack. It has been said that the sudden rise of the Oriental Japanese race and nation to the highest place in the world's public prominence creates a formidable rivalry between the capabilities of the peoples of the Far East and the boasted enlightenment of the Christian nations of the West. Every nation, like every individual, must stand on its acts and be judged by them. Only the most worthy can win.

HARDWARE

Effect of Fixed Retail Prices on Standard Goods.*

In taking up the question of fixed prices on standard goods and its effects I realize that it is a question on which there is a wide difference of opinion by those who have given it any thought and study, and I believe that any movement that has for its aim the betterment of the distribution of the product of our manufacturers should not be passed by lightly, but given the most careful consideration, as it is a matter of vital importance to both retailer, jobber and manufacturer alike.

It will be interesting I think in the beginning of this discussion to go back to the first attempt of the manufacturer to maintain a fixed price on his goods. In doing this we find ourselves back to the time when the first trust was organized.

The first law of Nature is self protection, and men as an individual and as a collective body are and should be on the lookout to protect their interest, either as individuals or as a collective body, and in this they have the support of our laws.

The principal reason that any manufacturer has in maintaining a fixed price on his goods is to make as much out of his production as possible, and the principal reason that any retailer has in pushing the sale of the goods that have a fixed price which he can not cut is to make as much money out of the sale of said goods as possible. Thus we find that their aim is identical.

If you will look at the conditions that surrounded the manufacturing industries at the time of the inaugural of the trust movement you will find that the conditions that make the formation of such trusts possible, and have kept them almost a necessity, was the failure of the individual manufacturers of kindred lines to maintain a price on their product that would ensure a reasonable profit on the money and time expended in their manufacture, and their failure to do this led to the ruinous cutting of prices, and that, in turn, produced unsatisfactory business for all concerned.

To protect themselves and to secure a reasonable profit the combination of the different manufacturers of kindred lines of goods, known as trusts, was the result, and by so combining they were not only able to maintain a price on their goods that would insure them a reasonable profit, but were able to secure and maintain a normal market as well.

That I think you will find was the first pronounced effort to fix a price on any product by the manufacturer. It is true that the price set applied almost entirely to the retailer and not to the consumer, but the principle and the results sought for were

the same as those that we are discussing in this paper.

Has our price to the consumer advanced in proportion to the advance that we have to pay for our goods at the present time? I think that after a moment of serious reflection you will agree with me that it has not. After taking into consideration the many phases of the retail hardware business, and the conditions that surround it, have we and can we maintain a price on our goods that will be in proportion to the cost of handling those goods? I believe that we can, but only with the support of the manufacturer through the medium of fixed prices.

In taking up the first part of the subject—fixed prices—you will find that it has been settled beyond a reasonable doubt that any manufacturer of a patented article or any manufacturer who markets his product under a registered trade mark has the right to fix the price at which that article shall be sold.

At first thought this to many may seem to be a hardship to the dealer and to savor of an unjust monopoly backed up by the Government, but the more that you look into the matter, and from the many sides that you must consider it, you will find that it is right and proper that the manufacturer should be protected in this way.

When our Government grants a patent to a person it gives that person in return for the time, thought and money expended in perfecting that article, which is for the betterment of mankind, a monopoly on the manufacture of that article for a given number of years, and he, and he only, can say how and at what price that article shall be sold.

This does not in any way injure or work an injustice to the dealer. He has a perfect right to refuse to handle those goods if he feels that he can not agree to the terms of the manufacturer. If he feels that he would rather take a chance with goods of a like nature, but on which the profit is not assured by a fixed price, he has a right to do so. There is no compulsion on the part of the manufacturer. The retailer has a perfect right to his own discretion in the matter. A great deal more might be said in favor of the manufacturer's right to fix a price by law, but to take more time on this part of the subject would be I feel uncalled for.

The question comes up at this point what per cent. of profit should the fixed price net the retailer?

In arriving at a satisfactory answer to this part of the question the manufacturer must take into consideration a great many things that to most of us do not seem to enter into the question. He must take into consideration the market in which his goods are to be sold, and the cost of getting them to this market; the nature of the goods that he is to manufacture, whether they are staple or seasonal goods, which are sold only during short seasons.

The quality of the goods must be very carefully considered and com-

pared with those which come in competition with them.

The demand for the article and the cost of advertising and several other matters must be considered before the manufacturer can intelligently set a price that he can maintain and that will be fair to the jobber, retailer and to himself.

When we look at an article with a fixed price we are apt to think that the manufacturer simply thought that such a price would be about right for it and set that price without more ado, but you will find that the manufacturer has spent a great deal of time, money and energy to fix a price that would be just to himself, to the retailer and to the consumer, and we can rest assured that the price in most cases nets us a larger per cent. of profit than that which we receive from the sale of goods of like nature under the open market plan.

Standard goods—what do we class as standard? I think that if we take all goods that are manufactured under a patent, or sold under a registered trade mark that we will cover the larger part of this class of goods.

I do not think that it would be possible or policy to attempt to set a fixed price on all the goods that we handle, but I do think that there are a great many more articles that the price could be fixed on that would be beneficial both to the manufacturer and to the retailer, and I am pleased to know that the number of articles that the prices are being maintained upon is increasing each year. I would like to recommend just here that we look over our stocks as soon as we have an opportunity and see if we are carrying as many goods as we should that have a fixed price and which insure us a good profit on their sale.

In preparing this paper I have written to twenty-five manufacturers, asking them the following questions:

1. Are you convinced that it pays you better to have your goods sold under a restricted price than to have them sold at any price that the retailer may see fit?
2. Have you any serious trouble in getting your trade to maintain the price that you set on your goods?
3. What per cent. of profit does the price set on your goods allow the retailer for handling?

4. In your judgment is it possible for all manufacturers of standard goods to maintain a fixed retail price on their product?

A great many manufacturers are today refusing to sell this class of trade, and are doing everything within their power to prevent them getting their goods. Such manufacturers should have the support of every dealer in the country.

We should endeavor to support them in such a way that they, of their own accord, would feel like giving us this protection, and not feel that they were compelled to do so.

Now the effect of all the effort expended by the manufacturer, jobber and retailer to maintain a fixed retail price on our goods is without question beneficial to all concerned. It makes better business men, gives us more independence and tends to stiffen up the backbone of those of us who are weak, makes the life of the retailer more pleasant and profitable by increasing his profits and lessening opportunities for small business tricks that we all are so apt to indulge in.

With fixed retail prices we are not tempted to cut the price from fear of losing the sale for we know that we all are quoting a uniform price on that article.

There is no credit due to us for walking the straight and narrow path of good business if there is a barbed wire fence on both sides of us. But to accomplish this feat without the restraining influence of the fence requires a high conception of our duty to our fellowmen as well as ourselves, and a level head that is not easily turned by a chance to do all the business at the expense of someone else, and of good business principles.

Let us endeavor to maintain the fixed price and see to it that others do likewise, feeling that it is to our very best interest to do so, and at the same time feel that we have taken an advance step in an effort to keep the business that we have chosen in the front rank, among those of the most honored and respected in the retail trades.

The worth of any movement is figured by the net amount of good received, and if the results of the efforts to maintain prices in the past have been satisfactory let us go into

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*Paper read at annual convention Michigan Retail Hardware Association by O. J. Darling, of Detroit.

the movement with renewed energy of purpose, determined to get out of our business all that is good and wholesome without doing anything that would place our brother dealer in a position that would prevent him enjoying the same privileges, rather striving to lend him a helping hand, and in that way win the confidence that is so much needed between hardware dealers in general.

A reply was received from every one of the twenty-five manufacturers, in which they said that they were all maintaining a fixed price on their goods, and had been doing so for periods ranging from two to eight years. They had found no serious trouble in getting the dealers to maintain the fixed price when the dealers had found that they must do so if they wished to handle their goods. The majority of the manufacturers believed that it was possible for every manufacturer to set and maintain a fixed price on any article that he might make if he really desired to do so. In reference to the per cent. of profit to the dealers, the per cent. of profit varied as we must expect from the varied line of goods represented by these manufacturers.

I find that there are several lines, such as Bissell and National carpet sweepers, different makes of varnish stain and several other lines of goods, that net the dealers a profit of from 40 to 60 per cent. While the great majority of articles net from 33 to 40 per cent., the smallest profit on any article that had a fixed price that I could find netted 20 per cent.

The average per cent. of profit on the goods of the manufacturers that I have corresponded with is 48 per cent. to the dealer, while the average per cent. of profit on goods of like nature but on which there is no fixed price is 36 per cent., showing an increase of 12 per cent. in favor of price-maintained goods.

Figures are very dry and we are very apt to tire of them, but when they are correct they are also convincing, and I think that you will find that the figures that I have given you are as correct as it is possible to obtain them under the circumstances. I have in no way thought to advertise the manufacturers of the different articles that I have mentioned in this paper, only giving you the names of the goods that are paying this per cent. of profit that you may know that I am endeavoring to deal with facts.

The number of articles that are on the market with a fixed price at the present time is very large, so much so that we can hardly believe it unless we have investigated the matter, and the great variety of uses that these articles are made for makes them all the more profitable to the dealer.

I said before that the principal reason that any manufacturer maintained a fixed price on his goods was to make as much out of their production as possible, and the same can be said of the sale of these goods by the retailer. They are both first looking out for themselves, but we must not lose sight of the fact that,

as a rule, the manufacturer is a man of broad business principles, and while the thought of protection to the dealer is a secondary one, as it would be with us were we in his place, he aims, I believe, as far as possible to protect the dealer in the handling of his goods. You may call this simply a good business move, if you wish, but to me it reaches above a purely selfish motive, and rises to that brotherly interest and confidence which one business man should have for another, and which benefits both financially as well as socially.

There is nothing so essential to business success as harmony, both in your own business and with the manufacturers or jobbers with whom you are dealing. The manufacturer appreciates this, and we as retailers should endeavor to, as far as possible, follow his example.

There are a great many ways that we as retailers are benefited by fixed prices. If I were to attempt to touch upon all of them you would have no time to partake of the many good things that the Committee have in store for you. I will just call your attention to one or two of them. There is a very great satisfaction to me in selling an article of this kind, for when a customer asks for an article on which there is an established price, I know that it is one of good quality, which means a satisfied customer and more business from him. One of the many good points of price-maintained goods is that as a rule they are of the very best material and are of the very latest improvements. You will find that the manufacturer of this class of goods strives to keep his goods in the front rank of their kind. There is an old saying, "Better goods, better profits," which is true in this case. When you quote your customer a price on goods that have a fixed price you are sure that your next door neighbor can not sell him for less, and with that fact in mind you can concentrate your efforts in convincing him of the superiority of such goods over those of a cheaper make, which net you less profit.

Gentlemen, do not lose sight of that little word, profit. That is what we are all after, and to get our share we must be on the lookout to take advantage of every opportunity that comes our way. Too many of us, I am afraid, are contented with a good living. We are entitled to more than this and should use every legitimate means to get it. The old saying that competition is the life of trade does not hold good in this day and age, but rather it is the ruination of good business in a great many cases.

When a dealer finds that his neighbor has acquired such an advantage over him as to prevent him from conducting his business longer on a profitable basis, he must do something to overcome this condition. There are two ways open for him. He must either get goods that his neighbor can not get to sell or sell goods on which there is a

fixed price that his neighbor can not cut. The first way is good and often successful, but it is not always possible to get goods of this kind when you need them, and especially is it true in the case of small dealers who must buy in limited quantities.

But in the second plan it is possible for any dealer, large or small, to obtain goods on which there is a fixed price, and which his neighbor must, as well as himself, maintain if he will but agree to those prices. This again places him to a very large extent on the same business footing as his neighbor, and in that way enables him to overcome the competition that seemed and would have been almost unsurmountable if it were not for the protection of the fixed price system of selling goods.

In the past it seems that the better known an article becomes the lower the profit to the dealer. A great many dealers, I am sorry to say, seem to think that they can not sell goods unless they cut under the price of someone else, and you will find that a great amount of cutting is done on goods that are standard, and which are well known to the buying public. If you were to advertise a cut on a saw that was made by some unknown manufacturer, even although the article was first class, at cost price, you would not as a rule find many buyers because, not being posted on the merits of the goods, they would not think that they were getting goods of the first quality; but if you were to advertise a cut rate on several of our well known makes of saws, although they may not be any better as to material and workmanship, you would find that the sales would be very much larger.

The buying public know what a standard saw is, and they do not hesitate to buy if they are in need of an article of that kind. The popularity of these standard articles makes them the mark of the cut rate dealer for they are well aware of the drawing quality of such goods over goods not so well known. This in time established the price on such articles, and the buyer expects and will hunt until he finds someone that will meet the price of the dealer who set it by his cutting the price as a leader.

This kind of practice in time reduces the profit to the retailer so much that it is impossible for him to handle the goods at any margin of profit, and he naturally pushes the sale of other goods on which there is a profit to be made, even although he has to in a measure create a demand for them.

I feel sure that the principal reason that a large manufacturer was only recently obliged to fix a retail price on his goods (or part of them) was that his line being so well known they were cut so low by the dealers who used them as leaders that while the sale of these dealers was very large, it did not reach the number that had been sold by the general hardware trade before the

price became so low that they were obliged to drop them and take up a line on which there was a sure profit, secured by a fixed price.

If you will take the trouble to investigate you will find that there is an agreed price between the manufacturers of almost every class of goods we handle. Take builders' hardware, for example; there is no other class of goods that we handle that is sold at such a variety of prices as this line, but the manufacturers have one price on goods of the same quality, and if you were to buy of them direct you would find you would have to pay that price from any one of the different manufacturers. If it pays the manufacturer to do this is there any reason to believe that it would not pay the retailer as well? Are we not as much entitled to this protection?

In the fixing of retail prices I believe that it should be done as much as possible by the manufacturer, for it is to his interest more than to any one else to have the article that he manufactures placed in as favorable a position before the trade and buying public as possible, and if he can show a good margin of profit and protection to the dealer in the handling of his goods it will go a long way towards convincing that dealer he should handle them.

The manufacturer standing back of the fixed price on his goods gives the price a much firmer appearance than it would otherwise have if maintained locally, and the retailer has much more confidence in the stability of the prices set. But where it is not possible to secure this protection from the manufacturer direct it is possible to secure it through local association work.

I am a firm believer in state associations, and I am also a firm believer in the local associations. In local associations matters come up that are purely local and which need local treatment, which can not be had and which can not be expected from the state body.

One of the great many things that the local dealers in the cities and larger towns have to contend with is the cutting of prices on articles having no fixed price. Pardon the mentioning of our local Association, but we in Detroit have proved to our members that we can and have maintained a price on the most common articles of our stock; articles that before the formation of the Association were sold at little or no profit at all to the dealers, but to-day, by mutual consent, we have agreed to maintain a price on these goods that nets us a reasonable profit in their handling.

This can not only be done in this city, but can be done in every town and city in the State if the matter is handled correctly.

The buying public do not object very strongly to a fixed price, providing that the price is not out of proportion to the cost of the article. The average customer I believe is willing to pay what an article is worth. The trouble is often with us in not endeavoring to convince

him of the worth of the articles we are trying to sell. Fixed prices on our goods tend to maintain a confidence so much needed between the consumer and the buyer. For example, if a customer walks into your store and wants to buy a wringer, you ask him \$4 for a good one that costs you \$3 (this profit is not out of proportion for an article of that nature). He looks it over and does not buy then, but goes out with the remark that he will talk it over with his wife or will be in again. In the meantime he drops into the store of our neighbor and enquires the price of that wringer there. Now this dealer may have thought that he had been to your store and to secure the business gives him a price of, say, \$3.50. Now what will that customer think? Will he not reason something like this? You are as able to sell that wringer at \$3.50 as your neighbor, and if he can, and make a profit, you must be trying to get more than a reasonable profit on it. He does not stop to think that your price only nets you a reasonable profit, and that the other dealer's price does not net him scarcely any. You, no doubt, in your desire to get back at this dealer the next time an opportunity occurs turn the same trick on him, which tends to lessen the confidence that this buyer has in either of you. This would all have been overcome or avoided if there had been a fixed price on that wringer.

It is much easier for a dealer to buy right on articles that have a maintained price, that is, to buy so that he will not have to carry an over-stock, than it is to buy goods that have no set price. The chances of a steady business are much better then. Where we handle goods sold at open market we must always have in mind the thought that our neighbor may cut the price and compel us to meet it, or carry over a portion of our stock, and if by any chance we are obliged to carry it over we are assured of a like price for the next season.

One other reason why a dealer should handle price-maintained goods is because they are as a rule good sellers. It generally takes less time to sell a price-maintained article than it does one on which the price is left to the option of the dealer. The manufacturers of this class of goods are heavy advertisers, and with their advertising they also instill in the minds of the public the price at which the article can be bought, and the result is that when a person calls to look at an article advertised in this way they know just what they can buy it for, and they do not as a rule object to paying the price, and this saves the dealer a great amount of time, as he has only to work on the merit of the article in order to make the sale.

I do not believe that there is any weapon on which the dealer can rely with as much certainty in his fight against the catalogue house and the department store as he can on the fixed prices on goods. They can not sell this class of goods at cut

rates, and as they are to a great extent standard goods that are widely known it deprives them of no small portion of a good profitable business. Every article that comes out with an established price is like taking a brick out of the bulwarks of these houses, and the time is not far distant when the fixed price will be a mighty thorn in the side of the catalogue house.

We have nothing to fear from the competition of the catalogue houses on goods that have a fixed retail price, and every article that comes out with a fixed price just makes it so much harder for them. Those who have followed the effect of the movement against this class of trade are aware that they have had a very hard time to obtain goods of standard reputation to fill their orders.

Wherein the Food Laws Should Be Amended.

Holland, Aug. 11.—The grocers of this State are confronting a problem which requires a solution. I am going to speak for myself:

Several months ago I bought a half dozen cans of Michigan maple syrup from a manufacturer of maple sugar and syrup here in this State. In order to be sure that I had an article true to name I took a sample from one of the cans before placing them on my shelves, forwarded it to Lansing, asking the Pure Food Department to examine it, and if there were any charges I would pay it. I never heard a word from them since I sent the sample. I have been told by other people that it is a ruling of the Department to pay no attention to samples of any kind unless they are sent in by the Commissioner's agents. Had I known this at the time I would have been spared the trouble of sending a sample as I did, but my intentions were good. I do not want any article on my shelves which the State considers unlawful to sell. As soon as I discovered that I received no reply from the Food Department, I wrote the manufacturer, asking him whether I could consider the article pure maple syrup. He wrote me in return that the goods were warranted to be pure sap maple syrup and that they would stand back of all prosecution. This morning I received a circular, as perhaps other Michigan merchants also have, from the Pure Food Department relative to maple syrup, containing the significant phrase: "And you are warned that if, on inspection, such goods are found on your shelves, prosecution will be at once instituted against you by this Department, charging you with the sale of adulterated goods."

Now, in the face of such precautions as I have taken, I leave it to the honest verdict of any one whether this is a just law. Why does the State threaten to prosecute an honest man in the retail business? Why not pay attention to the manufacturer who first of all is the guilty party? I might fall back upon the party who sold me the goods, but the chances are that he may not be worth a dollar. Where shall I get my restitution? The result would be I

would stand before the people of Michigan as an offender and out the money which it cost. I would have no objection if the agents coming to inspect our goods should notify us, as heretofore, that certain articles were ruled out by the State. I have always ceased selling the goods when notified, but in this case there is a glaring injustice which demands correction.

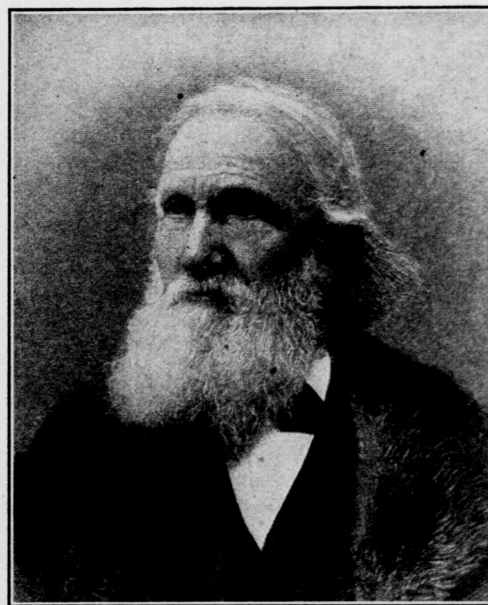
B. Steketee.

P. S.—I took the cans home and presented them to my wife.

Perfect Unanimity.

Naggsby—When a man and his wife think the same thoughts simultaneously it is a sign that they are exceedingly congenial.

Waggsby—So? Well, then, my wife and I are congenial, all right, for the other night, when she said that she wondered why I'd ever been such a fool as to marry her, I had been sitting there in silence for half an hour wondering over that identical thing.



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G. J. Johnson
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Makers

Grand Rapids, Mich.

Is There Profit in Potato-Digging For You?



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

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

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

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

Acme Hand Potato Diggers

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

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

One that will get every potato in every hill all day long—one that will save all the hard, heavy lifting, the long

stooping over, the aching backs?

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

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

Potato Implement Co.
Traverse City, Mich.

MEN, LIKE TREES,

Need Pruning and Digging Around the Roots.

"Growler" Armstrong, the junior member of the firm, had finished reading his mail and, not finding anything to scold about there, put on his glasses and started out upon an ocular voyage of discovery around the well appointed office. About ready to find fault because there was nothing to find fault with his eyes fell upon Gaynor, the general manager, and he started promptly and briskly in on him.

"Do you know, Joe," he said to the senior member at the other desk, "I think there's a good deal in the conclusion Dr. Osler has reached."

That tone and that sort of introduction were both familiar to the head of the house and he governed himself accordingly. "So do I," was his response.

"How long has that man Graynor been with us?"

The old bone has to be picked over again.

"Something less than a half a century."

"That's what I thought. How old was he when he came to us?"

"Something over forty, wasn't it? Seems to me he said he was forty-nine his last birthday."

"Oh, heavens, no! It couldn't be that. Forty-nine and fifty'd make him ninety-nine!"

"Something like that, I guess."

"Oh, well, that's away off. It won't make any difference. He's too old anyway. We never ought to have taken him at that age and if Osler's theory's good for anything he's outlived his usefulness some thirty-five years. I think it's time to get rid of him."

"May be something in that. Fifty years, though, is a good long time to plow in one field and then be turned out to pasture because the old boss can plow without any driving or anybody's holding the reins. Sometimes when I get to thinking about Osler and what he said, I've sort o' got it into my head that he was joking. I know a good—"

"Yes, and so do I; but take Graynor, now. He's all of fifty—"

"Ninety-nine, Jim. He ain't here and we can't hurt his feelings."

"Ninety-nine, then. The point is, he's outlived his usefulness and we don't want him. We want and we need young blood."

"Well, I don't know about that. I ain't finding any fault with what I have, and if yours is out of order, why don't you fix up some mother-wort tea or sulphur 'n' molasses or—"

"I say we ought to have another manager."

"May be something in that. Graynor managed that last deal all right. You remember how he got us out of that tight place something less than a year ago and you've only to look at his books to see how business under his management has been doubling up right along."

"Yes, but after a man gets to be up towards sixty—"

"Ninety-nine, Jim. When Methuselah—"

"Hang Methuselah! What I want to say is—"

"You've said it. Graynor is too old; but don't you see, Jim, the minute I say yes to that how it comes back like a boomerang and thumps me? I'm going to be sixty before many weeks. Now, to be honest and straight about it, Graynor is something less than five years younger than I am and I can't help feeling somehow that you're giving me a dab. I don't exactly care. I can stand that and a good deal more because you are six months older than I am, with a liver in you that the old Harry would quarrel with. What sticks me is that if Graynor is too old to keep his place then I am and you can figure for yourself where you are. I'll come down flat-footed that I'm a stand-patter and expect to be for a good many years, and I should as soon think of living without eating as to see any body but you in that chair at that desk. What if we are sixty or ninety-nine or a hundred and ninety-nine for that matter? This house is alive and making money and we are at the head of it, and while that's the condition of things what's the use of kicking? Is there any? Yes or no, is there any?"

"Who's kicking? I ain't. It seems to me that a change in the manager might make things livelier; but if—"

"All right. Now you're talking. Let's make one. Let's get a new desk and chair and put 'em right over there and have Graynor come in and use 'em. He's earned it and he's getting old—fifty-five, Jim, is pretty well along in years!—and all three of us according to the doctor's theory haven't been amounting to anything for something like the fifth of a century! You're the oldest one of the crowd and you'll have to go first. Jim, I wouldn't be as old as you are for any sum you might name!"

This brought a good laugh and the cloud having disappeared from the junior partner's face, the head of the house took a couple of cigars from his choice box, went over to "Jim's" desk and, laying one down before the man in the chair said, striking a match and between puffs, "Jim, I've a scheme that I've been having in my mind for a long time and I want you to carry it out."

"I'll say in regard to Graynor that he's been troubled in his bonnet with the same bee that's been buzzing around you; but a man like that with his record we can't afford to lose. We want him around here if he doesn't do anything. What I'm after is that young Cole. He's the sort of young fellow that it will pay to keep an eye on. I know you're not ready to bet on him your bottom dollar; but you've found, if you've followed him up, that he knows when he's gone far enough and when the time comes to stop."

"Yes, and look at his record for the last year. What has it amounted to? A dead-level line from June to June. So you call that life? S' ye call it business? I call it commercial decline with an early coming 'letting the old cat die.' Well, we don't

want anything like that around here. I don't believe in digging about and pruning any barren fig tree in our business orchard. Up with it and out with it I say now, not to-morrow, and as soon as possible get into its place something with life enough in it to show that it's alive."

"There's a good deal in that, Jim, and I like the arboricultural way you've put it; and you know just as well as I do that we took Cole and stuck him into a lot of sand and gravel and never watered him and out of that arid soil with what little sprinkling the clouds of a mighty dry climate brought him he not only took root but he's held his own a mighty sight better than you or I ever would at his age. I'm not finding any fault—don't you think it—but if it's county fair prize fruit you're looking after, the fig tree's got to have something more than that kind of dirt to make it out of. Have you heard him grumble once? You know you haven't. He isn't a clock-watcher. I'm pretty apt to be down in the morning on time and only once has his hat failed to be on its peg before mine since he's been here, and that was when he indulged in a run of typhoid fever."

"Take him outside between supper and bedtime, the devil's business hours, and what do you find? A clean, wholesome man clear through. He plays whist, but his partner is generally a pretty well thought of young woman, that the women folks are thinking a great deal of, and he doesn't play for money. He ain't tied down to a pipe and doesn't follow the races. He had the impudence the other night to beat me at billiards on my own table; but I guess he wouldn't have, if I hadn't started in by telling that I would show him a few points about the game. Take him all in all I don't think we can do any better than to see that he has a square deal or—I rather like the fig tree idea—turn on the hose and give him what water he wants. If we find later there's too much sand and gravel in his corner of the orchard it'll be easy enough to add a little nourishment now and then but what he needs just now is that sort of attention that doesn't cost anything beyond loosening the sod a trifle around the roots. That's all that peach tree in my back yard got. I found it about choked to death by a couple of thundering big stones one morning and after the grip in its throat was removed the thing started in and there is no end to the biggest and the best peaches I ever sunk my teeth into. M' wife sent some over to you folks the other day."

"Well, where do I come in?"

"You're in already; but I want you to happen around where he is occasionally and wonder what 'n' thunder's the matter with that fig tree. Take hold of the leaves and kick up the dirt and take out your jack knife and poke with it close to the ground to see if there are any borers playing the mischief with it—any thing that'll show you're interested. That'll be all; and mark my words the

first thing you'll know the shoots all over that tree will be a sight to behold."

"I've an idea, too, that Graynor will show fewer signs of dry rot if you let him see that you don't believe there is any of that sort of thing around him. Years ago on the old farm there was a sweet apple tree that my grandmother thought everything of. It sort of ran down and didn't bear any and one day father believed he'd cut it down. 'What is't you're going to cut down, John?' grandmother asked him. 'That apple tree by the south wall. The fruit is small and nothing but knots and has been for years.' 'Yes, well, while I'm above ground that Tiff sweetening will stay right where it is. Your father and I set out that tree together and a better apple there isn't on the place than that; but you never touch it. Because you don't like sweet apples you let it entirely alone. Apple trees are a good deal like folks, John, what you give they'll give back—that and nothing more. I'll tell you what let's do: go around there once in a while and try to make something of it. You take your saw and spade and trim it and loosen the earth around it and I'll see that it gets all the water it wants.' She wouldn't let him alone until he did what she told him to; and by George! long before I left the old place that old Tiff sweetening was the best tree in the orchard."

"All right, grandma, I'll begin scraping the old apple tree before sunset and I'll take every opportunity, besides making one or two, in looking for borers in the young one! Who knows—and I'm serious in this Joe—but what that's been needed all along?"

It hardly need be said that there was no sudden or violent action begun with the commercial fruit trees. The rain fell and the winds blew and beat on those two trees, but the sunshine followed—long periods of it—and it was comforting for the head of the house to see how the old bark began of itself to scale off, while the young fellow who had begun to think there was no use in trying to grow, under the influence of the continued sunshine, pushed down new rootlets into the loosened soil.

It would be no unpleasant task to give in detail what that something was; but there would be the old summing up that never can be improved upon. "First the blade, then the ear; and after that the full corn in the ear," only in this case you must say fruit instead of corn. It all ended by Mr. James remarking to the senior partner one day when the balance sheet presented a remarkable showing, "I'm satisfied, Joe, that your theory and practice are both all right. The cheery word in the right place followed up by a little more substantial encouragement is the orchard story right over again; and I'm inclined to think that the giver of both finds that it's the lift that lifts every time, with himself the receiver of the largest share."

Richard Malcolm Strong

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.

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THE FARM WOODLOT.

Eloquent Plea for Its Permanent Preservation.*

It was inevitable in the early settlement of our State that much valuable timber should be destroyed. I have often heard my father wish in his later life for the walnut timber which he was forced to waste in clearing a space to secure bread for his family. The timber at that time had no market value in the West. There were absolutely no shipping facilities, for at that time no railroads were in existence in Michigan, and the traffic now carried on by the Great Lakes routes was not even a "castle in the air." The recent high prices of coal have awakened the dullest of us to an appreciation of the farm woodlot, at least as a source of fuel supply, but even this awakening has led many to cut and sell their small stand of timber yet remaining in order to secure, while high prices lasted, the means of lifting a mortgage from the farm or, perhaps, solely because the horizon of their outlook was bounded by the circumference of the dollar and whose frame of mind is well illustrated by the remark of an ignorant man to whom we were trying to explain the effects upon the climate of the future which would result from the destruction of our forests. "O, well," he said, "we sha'n't be here." By such greed and ignorance 4,500,000 square miles of the once most fertile lands on this planet have been rendered absolutely uninhabitable.

We have a neighbor, a quiet industrious man, who has farmed successfully for nearly forty years upon forty acres of only ordinarily productive land, upon which about eight acres have been kept as a woodlot. It is isolated from other woodlands and stands out a bright green spot in the landscape. For nearly twenty years the entire fuel supply for his family has been taken from this acre, without any apparent diminution of its value, except the destruction of the undergrowth by pasturage in recent years. He is now beginning to cut some second-growth beech for fuel and, in a conversation with him a short time ago, he stated that he found the fiber of the new beech timber of an exceedingly tough grain. This is the predominating timber on the lot, although he remarked that there were fifty second-growth sugar maples large enough to tap. He admitted the danger of pasturage to the timber, but it seemed to him a necessity. However, few farmers we have known have managed a small isolated woodlot so well, and he will shortly leave it to his children as a monument to his wise conservatism, of more value than all the remainder of the farm.

In the experience of two other farmers whom we know is shown the reverse side of the picture. One of these came into possession, some twenty years ago, of nearly a hun-

dred acres of land, most of which was heavily timbered. Immediately he began to cut and sell the timber, meanwhile manufacturing large quantities of maple syrup for the market. Upon the cleared areas in time were planted great peach, cherry and pear orchards, and a large barn and a handsome house were built upon the premises. Reckless habits and a heavy mortgage followed. Nearly every acre of this once beautiful forest has been cut down in the vain effort to avoid financial ruin, and great spaces have lain for years since being cut and burned over guiltless of the furrow of cultivation, while the proprietor is in the early stages of loveless and penniless old age.

The other case is, in a way, more aggravating, at least to us personally, from the fact that the property in question is one immediately adjoining our own woodlot, leaving it exposed on the sunny side. The ruthless destruction of fine timber has here resulted in a large area devoted chiefly to the production of wild berries and Canada thistles, or, to quote Scott, it is "Now our sheep walk waste and wide."

Now permit me to show from personal experience what may be done by a little co-operation with Nature. We have on our little farm of eighty acres a sixteen-acre woodlot. In our ignorance we allowed it to be pastured nearly to death. We desired its preservation, more perhaps for aesthetic reasons than for any idea of its actual value, and about five years ago we began to consult Government authorities. It had been fenced for years, so all it needed was to close the gaps and give it "a good letting alone," continuing to take off the dead and dying timber for fuel and cleaning up the brush piles in the sugar season. The spot was once heavily timbered with beech, the varieties of sugar maple, white ash, elm and basswood, with a sprinkling of red and white oak, hickory and wild cherry. Most of the large timber was cut many years ago for the lumber market with the exception of the beech and sugar maple, and when the matter was brought to our attention, ash, basswood and cherry were nearly all gone, and the beech seemed in a dying condition. We were told that the beech would not grow or propagate in isolated lots and the condition of some woodlots we knew tended to substantiate the statement. However, after about four years of repair work done by Nature alone, the spot is a revelation in forestry. The large stand of noxious weeds following continuous pasturage has almost entirely disappeared, patches of wild berries are in evidence but are being rapidly displaced by the young tree growths which are making a jungle of the little forest, quantities of healthy young beeches, six and eight feet high, appear, ash, basswood, elm and wild cherry are springing up everywhere, and these are from one to six feet high, not to mention the sugar maples which predominate.

You can take your stand anywhere and look in any direction in this forest space and find that the young maples from the size of a child's wrist to that of eight or ten inches in diameter are practically countless. Three years ago we only tapped 200 trees, last spring 350 and many more will soon be available for the purpose. About eighty gallons of pure maple syrup were made here during the season of 1906. The increase in the circumference of the young trees during the past succession of wet seasons has been phenomenal, owing largely, I believe, to the conservation of moisture by the immense undergrowth. Not alone for commercial reasons should the farm woodlot be perpetuated, but for ethical, educational and spiritual considerations as well. We have no right to deprive the oncoming generations of that which has been a source of knowledge and inspiration to ourselves. In the little woodlot we have mentioned the beautiful wild things almost trampled out of existence by the feet of the herd are coming up again and this last spring the entire acreage was a mass of bloom which would delight the student of botany. Many rare species which we thought extinct are reappearing, and especially do we welcome the return of the ferns, whose beautiful fronds spread like lace work over the ground or wave gracefully in the light breeze of summer. Where a few years ago the hot winds swept through arid spaces are now cool, moist, shady dells which tempt to rest and contemplation. Contemplation — is there still such a word in our vernacular? Forgotten we fear except by the student or the poet whose soul revels in the glory of the farm woodlot, even though it be so small that through the windows opening in the interlacing boughs he may catch glimpses of smiling meadows and waving harvests that lie beyond and it may expand in his imagination into those wide primeval spaces where

Ere man learned to hew the shaft
or lay the architecture,
And spread the roof above them ere
he framed
The lofty vault to gather and roll
back
The sound of anthems in the darkling
wood
Amid the cool and silence he knelt
down
And offered to the Mightiest solemn
thanks and supplication.

Let the cry of the forestry movement, "Woodman, spare that tree," increase in volume and intensity until it shall arouse the now unthinking multitude to become interested in the care of the forests which remain and the planting of more until upon every farm, large or small, on desolate windswept hills and the sand dunes of our northern counties, we shall begin to grow the forests that will save us from following in the wake of the populations of the Old World, who have departed from the tree-denuded slopes of Southern France, Spain and Greece, and the "mountains round about Jerusalem"

overshadowing her valleys over literally "flowing with milk and honey," in some instances to wander back into savagery, as in the case of the Arabs of the Great Desert.

Let us save our modest farm woodlot and in the restful moments that perchance may come to us in the days or years "ere we go hence and be no more."

Be it ours to meditate

In these calm shades the majesty of God

And to the beautiful order of his works

Learn to conform the order of our lives.

The Value of Time.

One of the most important lessons to be learned by every man who would get on in his calling is the art of economizing his time.

A celebrated Italian was wont to call his time his estate; and it is true of this as of other estates of which the young come into possession, that it is rarely prized until it is nearly squandered, and then, when life is fast waning, they begin to think of spending the hours wisely, and even of husbanding the moments.

Unfortunately, habits of indolence, listlessness and procrastination, once firmly fixed, can not be suddenly thrown off, and the man who has wasted the precious hours of life's seed time finds that he can not reap a harvest in life's autumn. It is a truism which can not be too often repeated, that lost health may be replaced by industry, temperance or medicine, but lost time is gone forever.

The men who do the greatest things achieved on this globe do them not so much by prodigious but fitful efforts as by steady, unrelenting toil, by turning even the moments to account. They have the genius for hard work, the most desirable kind of genius.—Busy Man's Magazine.

Human Engine Is Costly.

According to researches of Professor Fischer, the amount of heat given off by the food absorbed by a grown man and stored each day would be about 3,000 to 3,500 kilogram calories. The larger part of this amount is utilized in the body for respiration, digestion and for the various functions of animal activity, while about 300 kilogram calories are spent during a working day of eight hours for continuous mechanical work equivalent to 127,000 kilogram meters.

As each horse power hour is equal to 270,000 kilogram meters, the daily work of a grown man would be about .47 horse power hour. Under the above conditions the author calculates the cost price of 100 horse power in the case of man, of horses and of machines. Two hundred and fifty workmen at 3 francs a day being necessary to yield this amount of work, the cost will be 750 francs in the case of human work; ten horses doing the same amount of work the expense will be 60 francs, while a gas engine involves a cost of 6 francs and a gas motor 3.50 francs.

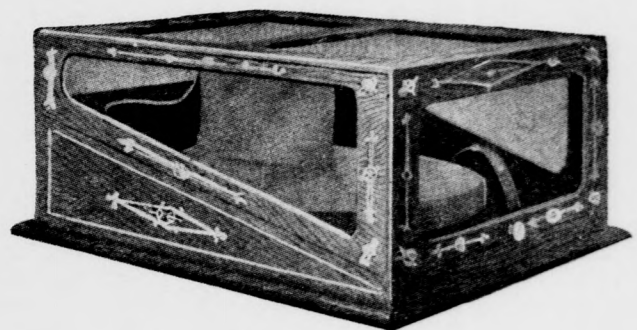
Hence the author concludes that the human motive force is a hundred times more expensive than mechanical energy.

*Paper read at last monthly meeting Grand River Valley Horticultural Society by Mrs. M. E. Campbell.

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It is in the grocer's power to help the sale of any food product of recognized merit, and it is our belief that he will be inclined to push Ariosa Coffee when he notes that we are practically taking him into partnership by dividing our profits with him. :: :: :: :: :: :: :: :: ::

ARBUCKLE BROTHERS

New York City

THE DOWN GRADE.

Beware of First Step in That Direction.

The "down grade" seems to me to be an apt expression. It means an unsuspected slipping down the hill in life. I imagine that there are few people who have not had a little experience of it. Millions get upon the down grade, and slide far enough to find themselves in awkward and uncomfortable positions as more or less failures in life.

I remember once being in company with Spencer, the great aeronaut, and, of course, our conversation turned on balloons and remarkable experiences he had had in them. He related to me how when a balloon had got up a considerable distance—just one of those agreeable heights that Spencer delighted to live in, but which I have no particular desire to attain—only an experienced person could tell whether the balloon was rising or descending.

One can get upon the "down grade," and like those balloonists, not be able to realize that one is going at a most alarming rate in a direction one does not think.

When the shah of Persia was in France last year a railway company that had to convey him from one place to another had to solve this problem. The shah was determined that he would not be carried along at a greater rate than twenty-five miles an hour. At the same time the company had to get him from one place to another seventy miles distant in ninety minutes. How was it to be managed? The railway people placed him in a beautifully decorated state carriage, the windows of which were obscured with flowers and tasteful ornamentation, so that the shah's eyes could not see out to discover how fast the train passed by objects on either side. They delivered him at his destination safe and sound, and a minute or two before his time. It was a fine feat, covering those seventy miles in ninety minutes, traveling at the rate of twenty-five miles an hour!

But the delusion of the deceived balloonists and of the shah as to the direction and the rate at which they were traveling is equaled by the person on the "down grade." The "down grade" is deceptive.

A character for untruthfulness is so undesirable that few people, I expect, would not be shocked by supposing that they could attain to it. It is wonderful, however, how many persons come to be regarded, to speak mildly, as "having a lax regard for strict veracity," as Max Adeler phrased it of a peculiarly notorious Chinese. They become practiced and prolific liars without knowing it.

Nothing is more easy than to perform a quick descent in this "down grade."

It is supposed generally that untruthful persons begin by telling falsehoods in business. I have found usually that it was the other way—that they began just upon other occasions, when sticking to the truth seemed not to matter. To do it for absolute benefit by deception appears at first a shocking thing. But it

comes in time. A reputation for untruthfulness follows before they dream they deserve it.

It is my fate to be asked sometimes by anxious relatives in the country to try and do my best for sons and daughters who come to the great city in search of a livelihood. I have a variety of specimens. One called on me the other day.

"Do you know," he said, "I think I shall throw up my situation."

By dint of cross examining him I discovered that it hardly was a question of throwing up the post but rather a question whether the post would not throw up him. His employer was, he assured me, so "absurdly particular."

"Absolute nigger driver!" he exclaimed. "I was twenty minutes late, and he howled like mad. Why, there are ten other chaps in the office. Just as if one being twenty minutes late made any difference!" It turned out it was the third occasion in a week. "Then at lunch: How should I know he had an important letter he wanted me to do? If I had known it I should not have been twelve minutes behind!"

His office hours are from 10 to 6. "If I give up the job you will do your best for me, won't you?"

Now, if any one wants a clerk—no particular qualification—office hours from 11 to 4, and an hour and a half off for lunch, and will not expect him to do much work during what office hours there are, I will forward him this young gentleman's address. He does not want an employer so much as a philanthropist who will place at his disposal shelter and rest for a certain portion of each day. He will only charge two pounds a week.

When I told him he was disgracefully idle he was amazed. He has not the slightest notion how far he has got upon the "down grade." He believes he is inclined to be "unpunctual," that he has a disinclination to "bolting his lunch," that his employer is a "tyrant," and the work "beastly," but to call him idle is to wrong him. No one had ever done it before! He is ignorant how fast he is traveling.

The "down grade" to unhappiness in the home is found by thousands. Bluebeard, I expect, commenced his course gradually, and I dare say that he never realized that he was not a husband of a tender disposition. As to extravagant wives, I have known a woman who managed once on a time to keep house comfortably on \$750 a year to bring ruin on her husband's head when his income was \$5,000, all through not being able "to make ends meet," and who could never believe that she was extravagant.

A person may find out with a little self-examination whether he is on the "down grade" or the "up" one.

And it is worth doing. An occasional hour or so of self-questioning would lead to some wonderful revelations of the most useful character to most people. It would save them also from a great deal, and afford them many hints as to the best course to pursue for success in life.

E. C. Minnick.

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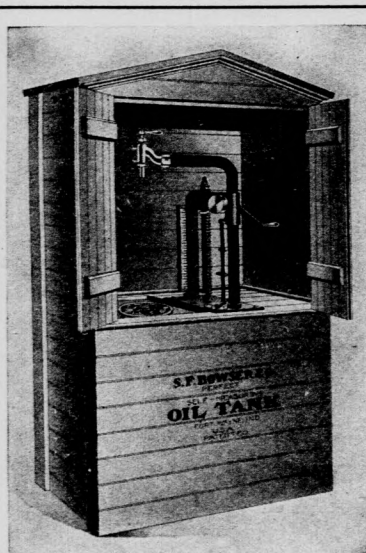
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FORT WAYNE, IND.

GARDENING FOR FUN.

Experience of a Book-keeper in the Country.

Written for the Tradesman.

"It seems almost like throwing money away to pay fifteen cents a quart for berries, and then not get fresh ones," said the customer.

"Red raspberries are always high," said the grocer. "You can get black ones for eight cents by the crate."

"Oh, but I want red ones," was the reply. "Husband says he's going to get a little land just over the city line and raise fruits and vegetables."

The grocer smiled and the book-keeper laid down his pen and listened. The book-keeper is wise in the ways of the amateur gardener. He made money running a small fruit farm until he didn't have a cent. Then he gave his land away and took a job on a high stool, which is not good for the eyes but encouraging to the muscles of the legs.

"Is he going to make a business of raising fruit and vegetables?" asked the grocer, making change for the berries.

"Land! no! He's just going to raise enough for our own use. Won't it be nice to go out in the dewy morning and pick our own fruit?"

The book-keeper groaned, being a sympathetic man.

"Oh, yes, that will be nice," said the grocer. "I suppose he knows all about the game? I mean about raising fruit?"

"Why, I don't think he knows a thing about it," was the reply, "but I guess anybody with common sense can learn to raise berries, and peaches, and plums, and apples, and pears, and strawberries and all the other kinds, and vegetables. That will be easy. It will be fun, too."

The book-keeper thought of his own experience and groaned in agony of spirit. He walked out to where the customer stood and asked: "Is your husband posted in the science of bugs?"

The woman looked surprised.

"I don't understand," she said.

"Does he know all about bugs, and worms, and flies, and ground moles, and birds, and ants and such things?" repeated the book-keeper.

"I don't think so," said the woman.

"And he's going into the fruit business?"

"Oh, just a little."

"Without knowing about bugs, and birds and ants?"

"Why, I guess so."

"Then he'd better begin right off and study up the habits and the ancestry, and the feeding hours, and the general disposition of the gentle animal life of the garden," said the book-keeper. "If he begins now he can get quite a fair knowledge of these lovely little pets by the time the peach trees are beginning to bear."

"Why, I'll tell him about it as soon as he comes home," said the woman. "I just know he'll be glad to know about it."

"He probably will," said the book-keeper. "You tell him to write to the National Agricultural Department at Washington, and the Smithsonian In-

stitute, and the Department of the Interior, and the Agricultural College at Lansing, and the Industrial Home for Boys, and correspond with the officers of the State Horticultural Bureau, and get in touch with the West Michigan State Fair Association, and Charles Garfield and Robert Graham, and George W. Thompson and he'll be in a fair way to learn something about bugs."

"That seems like an awful lot of trouble, just for a few bugs," said the woman.

"Don't you think you'll get along with a few bugs," said the book-keeper. "There are bugs and bugs. There's bugs that eat the potatoes, and there's bugs that eat the corn, and bugs that get into trees and kill them. Any variety of fruit or vegetable that hasn't a family bug of its own is not permitted to move in good society on the farm."

"I hope you won't discourage the poor man," said the customer. "I think it will be nice to live out where I can pick my own fruit and listen to the songs of the birds in the early morning."

"Of course, of course," said the book-keeper. "You will enjoy getting up in the morning and wading up to your waist in dew. If you go barefoot maybe it will cure something you have; if you wear your shoes perhaps the shoe dealer will give you a rake-off on buying by the job lot. And you'll hear the birds, all right. They will be right there in the trees filling up on cherries. The dear little robin of the North will eat a bushel of cherries before breakfast any day."

"I love to hear the birds sing," said the customer.

"Well," continued the book-keeper, "you tell your husband to write to all the people I've mentioned and he'll find out a little about bugs and ants

and things. Some of the people will prescribe for the bugs, and now and then the medicine will do them good, that is, restore them to health and make them frisky. You see, most of the bugs have indigestion, due to eating between meals. I had an array of bugs on my place that was the wonder of the township. I did everything I was told to do to get rid of them, but the trees and plants were killed and the bugs lived on."

"But don't the books from the Agricultural Department tell how to get rid of the bugs?" asked the woman.

"Of course they do," was the reply. "All the books and farm papers tell how to get rid of the bugs. One thing I forgot to tell you: You must buy an interest in a drug store so as to get your bug medicine at cost. This is important, because most of the stuff you buy is no good. I put everything I could think of on my bugs, except a plug hat and a Sunday suit, and they kept right on chewing up things. About the best thing I used was a copy of the State Horticultural report. I boiled it up in water and put the infusion on the plants. If they died I laid it to the bugs, if they lived I gave the infusion credit for it."

"I don't believe a word you say," said the customer, and the grocer said that the book-keeper sometimes had trouble with his head.

"That's all right," said the book-keeper, "but if you are going into the gardening business you want to get posted on bugs. I used to go out and feed them patent poisons until they would run to meet me, like a kitten chasing up warm milk. I made a list of nineteen thousand kinds of bugs, and I'm afraid some of them got away, at that. When I gave my place away I stipulated that I should have the right to come

out and look after the comfort of the bugs, but most of them denied my acquaintance as soon as I stopped feeding 'em. You see—"

But the woman was half a block down the street. Alfred B. Tozer.

Not an Easter Bonnet.

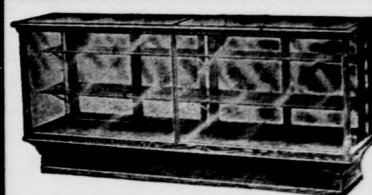
Dr. R. A. Torrey, the evangelist, was dining at the Philadelphia home of John Wanamaker when the talk turned to Easter millinery.

"Some people," he remarked to Mel Trotter, who sat next to him at the table, "can plant a sting in the pleasantest remark. Most of us only care to wound when we are angry, but these folk, the bane of social life, are continually inflicting causeless stabs."

"One of these people, a woman, met another woman, who is elderly."

"Now, this is pleasant," said the elderly woman, after a few minutes' chat. "You haven't seen me for eleven years and yet you knew me at once. I can't have changed so dreadfully, can I?"

"I recognized your bonnet," said the first woman.



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.

You have had calls for HAND SAPOLIO

If you filled them, all's well; if you didn't, your rival got the order, and may get the customer's entire trade.

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.

WHICH WAS RIGHT?

Question Which Might Have Two Sides To It.

Written for the Tradesman.

"Do you know what is killing this town?"

"No. What is it?"

"It's the pesky mail order houses."

The speakers were farmers, one a nearby resident of the town in question, the other a distant relative who was visiting in the neighborhood.

"Well, I don't know about that," said Farmer Ames.

"I know about it, though," declared Mr. Black, the visiting farmer. "I was here three years ago, at which time this place was fairly humming with business industry. Look at it now. The stores are doing nothing; there are a few loafers on the street but nobody here trading. The farmers have boycotted the town."

"Well, now, Black, I can't quite agree with you there. The farmers are not to blame for trading outside if they can't get what they want here, and that is exactly how the matter stands."

"It will always stand so if you farmers don't change your tactics. Sears, Roebuck & Co. are taking all the cash out of the country, while you local traders are making a bare living for want of patronage. Now how do you suppose this thing is going to end? I can tell you: The town will die and you farmers will have to seek a market for your grain and potatoes elsewhere. The middleman will be knocked higher than a kite; then you'll see how nice it is to get along without him."

The speaker was warming up. The conversation took place on a corner, and soon others were attracted.

"There may be some force in what you say, Black, but I will not concede that the farmer is solely to blame for such a state of affairs."

"Who is to blame, then, I should like to know?"

"The dealers themselves. We have no competing railroad and only one resident produce buyer. He sets his price on our products, and you may be sure he doesn't mean that the farmer shall get rich out of his receipts. The merchants are a dead-and-alive set. One can never know when he sets out for town whether he will find what he wants when he gets here. If he doesn't he must look elsewhere, perhaps travel twenty miles or more to get a small, although necessary, article which local dealers are too lazy to keep in stock. Even if you ask them to order something for you you never know whether you will get it the same season or not, and the merchant acts as if he didn't care a rap about accommodating you. It's such things as these that disgruntle the farmer and lead him to turn to the mail order house."

"That's what's the matter. You are right, Ben," broke in a bystander.

"It's a foolish piece of business," proceeded Black, undaunted by the fact that the other had the crowd. "What gets me is to see farmers cut off their own noses. Now, when you kill the town you knock off at least a third in the valuation of your farm;

you do it every time and seem to think it all right. My idea is that the farmer and merchant should stand together, helping each other—"

"Oh, ho!" broke in one of the loafers. "When ye find them air dealers doin' fair by the farmers the millennium's right here, bet yer life."

Mr. Ames frowned. He was not exactly in accord with the interrupter, yet he felt he had a grievance, and was anxious to make himself understood.

"A town right here at your doors would enhance the value of farm property beyond measure," proceeded Black. "If this town were a small city it would consume much that you now ship away; there would be recreation and amusement here that would give the farmer rest and pleasure for himself and family that isolated countries can not do. I tell you, Ames, this farmer patronage of the Chicago stores is going to react in time, when it will, I fear, be too late to remedy the evil. I was talking with one of your neighbors this morning, one who buys all of his farm tools, even some of his groceries and all of his clothing, from the mail order house."

"Yes, I know him," said Ames. "I don't believe in that. Groceries and clothing are something that it is better to purchase right at home."

"And everything else as well. The man I mention is very heady about it. He is a free-born American and has a right to buy where he can buy the cheapest. He spends his own money, and the local merchants can go hang. You understand—"

"Perfectly. Beg pardon for interrupting, Black, but I am not defending this sort of farmer you speak of. I buy almost everything here. But let me cite you an instance."

"Certainly."

"A farmer, in the midst of spring plowing, breaks a point. He hastens to the village hardware dealer. He hasn't that make of points in stock but will order one. Being anxious to get along with his plowing the farmer urges haste, saying that he is willing to pay express charges in order not to lose time. The dealer promises to have the point immediately. Several days pass. Farmer calls, having to travel seven miles. No, the plow-point hasn't come—what is more the dealer has been unable to find one such as the customer wants. Farmer suggests sending to the maker of the plow. The dealer promises. The farmer goes away. The upshot of the whole business is the farmer waits three weeks, only to be told that that make of plow is out of the market and that repairs can not be got. The farmer, in disgust, sends direct to the manufacturer, gets his plow-point in three days. Now, let me ask. Is that farmer to blame for patronizing an outside party? Had he done so at the outset he would have saved much time and worry."

"That is an exceptional case," said Black; "the dealer did not know his business."

"I beg pardon, but the case is not exceptional. I have wanted a certain article right in line with the dealer's stock, something that he ought al-

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.

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



An Auto? No!

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

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 dulllest 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

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

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 8437.

A Little Box of Good Candy Is Better
Than a Large Box of Poor Candy.
Have You Tried Our Chocolate Covered

Nut-Meats and Fruit

Put up in half-pound and one pound boxes.
Best seller on the market. Order now.

Straub Bros. & Amiotte, Traverse City, Mich.



This is a photograph of one of the jars in our

Scientific
Candy Assortment

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

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

PUTNAM FACTORY, Mrs.
Grand Rapids, Mich.

ways to have on hand. Not having it he would order the same. I visited the store half a dozen times, waited three months, then, in pure self-defense, sent to Chicago and got what I wanted. That is why I say that farmers are not wholly to blame for ordering from an outside house, say nothing about prices. Now, here's another thing—

"Hello, here's my train—I must be going. So-long until next time, Ben," and Mr. Black sprang hurriedly aboard the cars and was borne away.

J. M. M.

Returned to Thrash His Foster Father.

How it rained. The huge drops pelted the pane and then trickled down the sill. "Just such a night as twenty-five years ago," murmured the old man with the snuff box. The bell rang sharply. The old man hobbled over and opened the door.

"Who is there?" he called.

"You will soon know," responded the stranger. "It's a wild night."

"Fierce."

"Just such a night as twenty-five years ago."

"What?"

"And you found a basket on your step."

"How do you know this?"

"And when you took the basket in you found it contained an infant. You admit this?"

"Yes, but—"

"And then I suppose you remember taking the infant to a warm fire and drying its clothes?"

"I do."

"And then you treated the outcast as your own kin until he was 15 years of age."

"I remember all. At 15 he left my humble roof to seek his fortune."

"But he didn't find it!"

"Then he must be—"

"He stands before you."

"And you have come back after all these years to thank me?"

"No, I have come back to lick you."

"What?"

"Yes, to lick you for taking me in. If you had not disturbed that basket the chances are some wealthy, childless woman would have seen me from her carriage window and taken me for adoption. Then instead of being a tramp I would be rolling in the lap of luxury. Old man, I can never forgive you. Come out here while I wipe the yard up with—"

But the door slammed. How it rained!

Mean Man or a Joker.

"I think I have discovered the champion mean man," said a young business man, whose wedding occurred a couple of years ago.

"A couple of weeks before I was married a man I had known for some time, and who had received an invitation to the wedding, asked me to lend him \$25. Knowing that he was perfectly good for it, although somewhat surprised that he should be compelled to borrow from one with whom he was not at all intimate, I let him have the money.

"I met him quite frequently after that but he never once referred to the

loan. Thinking it had slipped his mind, I did not mention it until a few days ago, when, seeing him with a considerable roll of money, I broached the subject of the old debt.

"Why, my dear fellow!" he exclaimed, 'you got that back two years ago.'

"I had no recollection of it, and told him so.

"I spent every cent of that \$25 on your wedding present, old chap," he explained, with the air of a man who thinks that his explanation can not fail to be satisfactory. "I never give wedding presents, you know, unless I can borrow the money from the bridegroom."

"Some of his friends came up before I could get my wits together to make a satisfactory reply, and now I don't know whether he was simply joking or in earnest."

Long and Short Cut Hams.

Long cut hams should be cut from the side by separating with a knife the hip bone from the rump, properly rounded out, foot unjointed at first joint below the hock joint. Cured in dry salt. Packed in dry salt in boxes from four hundred and fifty to six hundred and fifty pounds as required.

Short cut hams should be cut short and well rounded at the butt and properly faced. The shank should be cut off enough above the hock joint to expose the marrow. The hams should be reasonably uniform in size and average sixteen pounds each. No ham of this variety should weigh over eighteen pounds nor less than fourteen pounds. When packed in tierces three hundred pounds of block weight should be packed in each tierce with standard sweet pickle used by the curer. When cured they are also packed in boxes containing five hundred to six hundred pounds and may be packed in dry salt. If taken from pickle a proper percentage should be allowed for drainage, say from three to five per cent. according to the season of the year in which the hams are packed. This ham is also cured in dry salt and sugar for some markets.—Butchers' Advocate.

Oriental Brewery Trust.

There is a Brewery Trust in Japan. Once Japan imported all the beer she consumed. After a time she learned how to make her own beer, and at several places breweries were established with Japanese capital. These for a time competed—with the usual result. In 1904 the government itself conceived, planned, initiated and organized the Brewery Trust of Japan, and now directs the Trust's operations. Under government direction the Trust has thrived amazingly, and while stupid competition has been eliminated no one has been injured, no one has been garroted or robbed. Meanwhile, under government control the amount of beer exported from Japan in 1905 was double the amount exported in 1904, and the amount exported in 1906 will probably double the amount exported in 1905, for under government direction Japan is beginning to seize the beer trade in China and Corea.

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 grocers, 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 better) 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



Error of Saying "Yes" Before She Is Asked.

Among the brilliant galaxy of editorial writers who, twenty-five years ago, illuminated the great American daily newspapers, there was one whose articles were to be recognized easily, not only because of their trenchant ability, but by means of certain pet expressions, "stock phrases," his detractors called them, one or more of which he rarely failed to use when writing. Of these a favorite was the "snapper" which frequently followed a discharge of hot shot into a political enemy's camp: "There is work for the fool killer yet!"

The colonel's pet phrase is recalled forcibly to memory by an article which has appeared recently in the "Home Department" of a popular newspaper, a column, more or less, of specious argument intended to prove that formal proposals of marriage are unnecessary between men and women who love each other.

Since, nowadays, there are those who openly contend that the wedding ceremony is superfluous, that marriage "in the sight of God," as they choose to call it, is all that is needed to true union, it scarcely is to be wondered at that the conventional steps before the marriage ceremony should not be considered obligatory in this new creed.

To all this "strange doctrine" there is one all sufficient answer. They are fools who take too much for granted, and they who build, whether for time or eternity, do well to make sure of a stable foundation. A youth with an inquiring mind once asked of his teacher why men so often called upon God to witness to that which was false and foolish.

Whereupon the teacher, being a man of wisdom, made answer: "Because God so seldom takes the trouble to contradict them." "The mills of the gods grind slowly," and in waiting for their tardy revolution the fools are apt to forget that also "they grind exceeding small."

Throughout long ages human society has built up a certain system not only of laws for the protection of life and property, but of social conventions, rules for the conduct of life, which all men, and more especially all women, perforce must obey or suffer for disobedience. This system, being human, is not without flaws; it sometimes is arbitrary, often "queer," perhaps even absurd; but it is adapted thoroughly to its purpose, and wise men and women take its precepts to heart and conform their lives thereto. "This is the way, walk ye in it!" It may not be altogether free from thorns, it has its rough places; but it is smoother and safer by many times than the briery, miry roads which lie beyond its pale.

Again and again, has it been decided in courts of law and equity, American and English, that there can be no breach of contract without an actual agreement, made and approved; no breach of promise unless it can be shown that there was an indubitable promise to be broken. A man may love a woman, even passionately, since there are many kinds and varieties of love, yet have no intention, perhaps no desire to make her his wife.

The social code ordains that no woman has any right to suppose that any man, however loudly his actions may proclaim the fact, wishes her to marry him until he tells her so, either by word of mouth or in writing under his own hand and seal. Moreover, the woman who takes too much for granted always is ridiculed, and rarely is she commiserated; the verdict of the careless world is that she ought to have known better.

No man has any right to make avowals of love without distinctly alluding in unmistakable terms his hopes of making the lady his wife at some future date, if not soon. An offer of marriage is not a laughing matter; on the contrary, it is a most serious one, and deserves to be treated accordingly both by the one who makes it and the one who receives it, for it will affect in some degree both their lives, whether it be accepted or rejected. At all events, it should in all honor and honesty be definite, beyond possibility of mistake.

There once was a man who was asked by his sister some time after his unexpected marriage why he had not married her dear friend, for whom he at one time showed much admiration, and to whom he was most attentive.

"I asked her once and she refused me; I never would ask any woman twice," was his curt answer. When the friend was remonstrated with she replied: "Well, if he really asked me, I never understood what he was saying." And so they lost each other. An offer of marriage ought to be the result of due consideration, yet have the warm ring of spontaneity about it. It must not sound as though it were cut and dried, nor cold and calculating. A proper degree of agitation is becoming and convincing.

The man who is in earnest never should mistake an opportunity; above all, he never should lose one. Women are apt to be "put out" with a lover who fails to see an opening carefully made for him; since, in spite of custom and tradition, she who receives a proposal of marriage rarely is surprised at it. Such an avowal does not often take place without previous intimation or sign of manner. Women are forbidden to make direct advances, but, if they possess tact, they easily may give a man occasion to make them. When a woman does this it is reasonable to presume that she expects the man to avail himself of the opportunity. The happy lover is he who can seize the propitious moment, and so "go in and win." But no woman with the

Sell

Your Customers

YEAST FOAM

It is a Little Thing,

But Pays You

A Big Profit

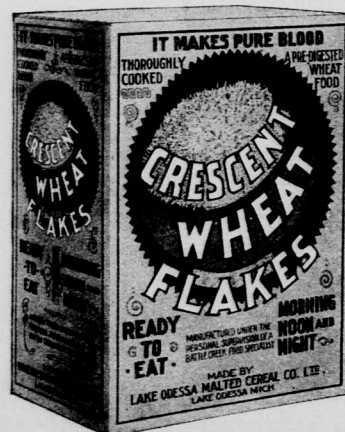


JUDSON GROCER CO., Grand Rapids, Mich.

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.



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.

slightest notion of the art de se faire valoir will commit the fatal error of saying "yes" until she is asked, clearly and plainly.

Dorothy Dix.

What the Woman of the Future Will Be.

The modern woman, the woman who lives with us and for us, is she content with her lot, is she satisfied with the circle wherein she finds herself? No.

And we ourselves, are we contented with our women? No.

These lamentations of the day are the eternal refrain of human complaining. The pessimist has always mourned and always will mourn life as being too short and too full of griefs; he will not cease to protest against men and things, against the gods and against the world.

For the optimist, on the contrary, this plaint is always the germ of the coming progress; it is hope, it is faith that to-morrow will be better than to-day. For myself, having been born and lived an optimist, I am with the latter.

Plato, who judged men and women as equals, thanked the gods for favors received. The first was that he had been born free and not a slave, the second was that he had been born a man and not a woman. To-day still, after so many centuries have passed, after a cycle of civilization, in the hovel as well as the palace, from the hearts of unhappy creatures comes the cry of despair: "Why was I born a woman?"

How attain the ideal of the happy woman? Certainly not by sarcasm nor by cynicism nor by perfuming the chains which for centuries have made slaves of our gentle companions. Mirabeau, with his cold and cruel irony, affirmed that "it is we who make women what they are, and that is why they are worth nothing." We ought to interpret the problem of woman, with a full acquaintance of its cause, by a calm and impartial study of its nature. All counsel, all reform, based upon adulation of this beautiful and noble creature is void.

In the division of the world's evils and benefits man has left to the woman too many ills and conceded her too few advantages. The greatest intelligences of the world oftenest loved beautiful women rather than those who were honest and cultivated. One of the principal reasons for this injustice of genius toward womankind has come from the fact that their virility gave them a love of power, and the more powerful he was the more weakness in intelligence and muscle he wanted in a woman. Another reason was that superior men have too often had too little time for a close acquaintance with the finest types of women and knew only domestics and inferior characters. How many great men, after having fought to flee marriage as a slavery and an obstacle to their work, have fallen into a vulgar wedlock where their wife was only a female!

The woman of the future, in order to attain perfection, should improve physically, morally and intellectually.

These are the three adverbs which represent the great human trinity, three gods of the soul, the god of felicity, which is itself the result of the perfect equilibrium of all our energies. Woman has always been and always will be powerful, even all-powerful, by her beauty, and we can not dethrone her nor make her walk in new ways, only we ought to develop her beauty by adding to her corporal beauties those of the heart and thought.

Physically the woman of the future should be neither feeble nor neurotic. A wise, hygienic regime should render her graceful without enfeebling her, should give her agility without transforming her into a sportswoman. Morally the woman of the future should surpass the woman of to-day, as she now surpasses the slave or savage. She should choose her spouse with science and conscience because she will not approach the altar with eyes bandaged by ignorance and hypocrisy. In marriage she should have equality of rights, equality of duties.

The character of woman will be bettered not in making it virile but in making it more esthetically feminine. Her inclination to do good will not take the form of an innocent compassion for the griefs of others, but it will transform itself into an ardent, wise philanthropy. Intellectually she will be able to cry with just pride, "I am sufficient unto myself." She will not be the equal of man; she will be more feminine than ever, because she will have reinforced her femininity.

Paolo Mantegazza.

The Lesson of Perky's Death.

We are reminded by the death of Henry D. Perky, of shredded wheat biscuit fame, that there is no royal road to health and long life. Mr. Perky died during the week at Baltimore, aged 63 years. The cause of death was apoplexy.

Mr. Perky was a food faddist. He had rigid and very radical ideas as to proper human diet and he preached them and practiced them unremittently. It must be admitted that he was fairly successful. The National Food Co., which succeeded to the business Mr. Perky founded, is one of the largest concerns in the country, and its products have a sale as wide as the boundaries of the country. Some months ago Mr. Perky withdrew from the shredded wheat biscuit concern and founded another enterprise, which he called Oread Institute. Here, when he died, he was preparing to carry out others of his dietetic utopian ideas.

This simply seems to be another illustration of the impotence of theory—the utter inability of anything yet discovered to stem the march of time or stay in any marked measure the ravages of disease. Here was Mr. Perky, who slept, ate and walked with his precious food theories, yet he lies dead twenty years before his time.—Grocery World.

There are men who labor under the delusion that if they should hide their light under a bushel the whole world would be dark.

Why Continue to Drift

and take chances in the purchase of COFFEE?

Why not TIE UP up to a RELIABLE HOUSE?

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

W. F. McLaughlin & Co.

Rio De Janeiro

Chicago

Santos

*Who else can do this?



"The Elephant's Head!"

Tetley's Teas

Are Known the World Over

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



Russian de Luxe
Gold Label
Sunflower
Green Label
Yellow Label
Qualities

Always put up in Air-Tight Packages

Refreshing! Fragrant! Exhilarating!

Delicious Either Hot or Iced

Sole distributors
for Western Michigan

JUDSON GROCER CO., Grand Rapids, Mich.





Guinea Fowls Profitable Adjunct to Poultry Raising.

A common idea seems to exist in the minds of many that guinea fowls are exceedingly wild, and that great difficulty is experienced in persuading them to return to their homes at night. Sometimes this is so, but I have frequently seen large numbers equally as tame as ordinary fowls. One case in particular I have in mind as I write of a farmer living in Suffolk who maintains a flock of about a couple of hundred, nearly all of which answer his call and eat from his hands. It largely depends upon the manner in which the birds are treated; if they are allowed to roost in the trees at night—as they are exceedingly fond of doing—they speedily become wild, and it is difficult, once they have developed the love of freedom, to break them in again. There is certainly money to be made from this class of fowl, as there is always a ready sale for good specimens at remunerative prices, and there is every indication of these remaining high.

In order to succeed with guinea fowls it is necessary that the location shall be suitable. Upon heavy clay land they do not thrive well. The most suitable soil consisting of a medium loam upon a gravel subsoil. Very sandy soil is not good, as it contains so little animal life, without which success can never be attained.

During the first few days the chickens require every attention, and unless a good deal of time can be devoted to them during this critical stage, it were better not to attempt rearing them at all. It is advantageous to feed the youngsters every hour during the first ten days, for they are only able to eat very little, their crops being exceedingly small, and they are thus unable to contain sufficient food to sustain them longer than this. The first feed should be given them about six hours after they are dry, and then regularly every hour from about 6 a. m. until 8 or 9 p. m. During the first week or ten days they should be fed upon eggs, boiled hard, chopped up fine, mixed with biscuit meal or bread crumbs—preferably the former—and moistened with skim-milk or warm water. Some breeders prefer to feed upon a custard, but I have always found the former rather better. Coarse oat meal is also excellent food, but it must be thoroughly soaked before feeding to the birds. Unless this is the case it will swell after it is in the crop, with probably serious results. Variation in feeding is essential to success, as the chickens soon grow tired if fed upon the same food day after day and week after week. When the chickens are three to five days old the eggs and biscuit meal require to be given but once a day, and can be altogether dispensed with when a week has elapsed. Boiled rice once a day gives good results; also a little

chicken meal soaked in water and dried off with ground oats or barley meal. Small grains are very beneficial, especially hemp and canary seeds. These foods form an excellent variation during the first month, and if used in rotation the results will be very satisfactory. During the first three or four weeks I have always found it advisable to withhold drinking water. Green food is essential at all times to ensure the rapid growth and development of the chickens, besides which it materially assists in keeping the youngsters in good health. Lettuce leaves, the tender leaves of cabbage and such like garden produce answer excellently, and a plentiful supply should always be available for the birds.

When the chickens are a month old small or cracked wheat may be mixed with the canary seed or hemp seed. Mixtures of barley meal, middlings and ground oats, mixed into the consistency termed crumbly moist, can be supplied to the birds. A liberal amount of animal food is necessary at this age, either in the form of cooked meat, or a dead chicken hung up in the sun, the latter of which will supply plenty of maggots. Guinea chickens are rather liable to diarrhea, and upon the first signs of this a generous supply of boiled rice must be given. Should this not have the desired effect, a little powdered chalk should be added to the food every morning.

One of the reasons why so many people fail in the rearing of guinea fowls is because they will insist upon keeping the chickens closely confined. The first week they should be confined in small runs, except for a few hours during the middle of the day, when a little exercise will do them good. Plenty of insects are essential to success, and after the first week the chickens may be allowed their liberty practically all day long.

After the chickens are six weeks old they will eat almost any kind of food, and will, in a measure, be able to procure their own living.

"Philistine" Gospel.

If you work for a man, in heaven's name, work for him.

If he pays you wages that supply you your bread and butter, work for him, speak well of him, think well of him, stand by him, and stand by the institution he represents.

I think if I worked for a man I would work for him. I would not work for him a part of his time, but all of his time.

I would give an undivided service or none.

If put to the pinch, an ounce of loyalty is worth a pound of cleverness.

If you must villify, condemn and eternally disparage, why, resign your position, and when you are outside, — to your heart's content. But, I pray you, so long as you are a part of an institution, do not condemn it. Not that you will injure the institution—not that—but when you disparage the concern of which you are a part, you disparage yourself.

And don't forget—"I forgot" won't do in business.

Clover and Timothy

All orders filled promptly at market value.

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OTTAWA AND LOUIS STREETS

Redland Navel Oranges

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

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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.

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

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

ESTABLISHED 1876

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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.

WESTERN BEEF AND PROVISION CO., Grand Rapids, Mich.

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71 Canal St.

Order

Noiseless Tip Matches
Pineapples
Messina Lemons
Cheese

Golden Niagara Canned Goods of

C. D. CRITTENDEN, Grand Rapids, Mich.

Both Phones 1300

Sell

Butter
Eggs
Produce to

3 N. Ionia St.

Poultry from a Gastronomic Stand-point.

Under the generic name of poultry are comprised all domestic birds reared for food. There are the cock and the hen which are called, according to circumstances, chicken, coq-vierge, capon, or poularde; the turkey-hen, turkey-cock and turkey-poult; Guinea-fowl, peacock, pigeon, duck, goose and swan.

First, the chicken, be it coq-vierge, capon, or poularde, has a right to the honors of the table. The cock and hen are old creatures which it is best to leave to the work of breeding. Their flesh is tough, stringy and without much agreeable flavor, and it is as much as one can do to allow them the privilege of being put into a stew, for they will very likely spoil it by giving to the stock a taste and smell reminiscent of the fowl house.

In France the best chickens are the Crevecoeur, Houdan, Breese, la Fleche, Belgian, Campania and Coucou de Malines.

A chicken should be from three to six months old. After that age, when it has been deprived of its generative organs and fattened to the necessary extent to develop its shape and the delicacy of its flesh, it is called a capon (male) or poularde (female).

A bird should be chosen with large feet, knees and neck, as these are signs of youth, and having wings and breastbone which yield when pinched. Fat accumulated under the skin of the neck, round the crop and along the back is a sign of good quality.

A special work would be necessary in order to enumerate and explain all the different ways in which chicken may be prepared. So let it suffice to say that it can be roasted, grilled, stewed, braised, fried and prepared as galantine or terrine.

The turkey-cock and the turkey-hen (which is the better of the two) are generally roasted, and if stuffed with truffles the fowl is a dish fit for princes. Less opulent people generally stuff them with large Lyons chestnuts and garnish with sausages. When the turkey is old it makes a good ragout.

Guinea-fowl, which are natives of Africa, are bred in every French farmyard; their flesh is very good, and when the bird has been well nourished it is in no way inferior to the pheasant, and is prepared for the table in the same way.

Mention must also be made of the peacock, that magnificent bird which in the remote past adorned the tables of the Romans, and which during the Middle Ages was served at royal banquets. Its quality is not, unfortunately, on a par with its beauty, and its flesh, which is only eaten young, has nothing pleasant about it. It may be prepared in the same

way as the young turkey, and we have often seen this latter disguised in the fine feathers of the peacock, in order to be served in its place—a pleasant deception of which the true epicure does not complain.

The pigeon, a semi-domestic bird, of which there exist a large number of varieties, is only really very good when it has not been allowed to fly free, but having had its wings clipped is kept confined in order to be fattened. The pigeon reared in liberty is only good during the season of green peas; when it grows old its flesh becomes tough and it is only a second-rate food. It may be prepared in all sorts of ways, but roasted and served with green peas it is best. It can also be grilled à la crapaudine, and in England pigeon-pie is a popular viand. Pigeons should be chosen with plenty of somewhat fat flesh on the breast and with the feet red and soft.

Tame ducks are of several kinds; those which interest us most are the common duck, of which the best type is that from Nantes; the Normandy duck, best known under the name of Rouennais, and which is a domesticated variety of the wild duck with a green neck; and the Barbary duck, recognizable by its great size and the red caruncles which it has on its cheeks. The mule birds bred from the male of these and the female of the common duck are of good quality and easily fattened. Lastly, there are the English ducks, and especially the much esteemed ones from Aylesbury, which are of large size and of a flavor similar to the Rouen breed.

The ducklings from Rouen are undoubtedly, from the gastronomic point of view, the best of all. Their characteristics when deprived of their feathers consist of a red skin, brown flesh, abundant on the breast, and a taste which rather reminds one of wild duck. They are killed by strangulation in order to retain the blood, which in cooking becomes a rich gravy. Nantais and Mulets ducks have a varied plumage, a white and fat skin, and rather gray flesh. They are bled in killing. It is from the beginning of March to the end of August that ducklings are eaten roasted, braised, en ragout, chaudfroid and en terrines.

In the south of France, especially in the neighborhood of Toulouse, ducks are over-fattened for the development of their liver, of which the quality is superior to that of ordinary foie gras.

France exports geese in large quantities to England. The flesh of this bird is grey, firm and of good flavor, but more difficult to digest than that of the duck. As with ducks, geese should be chosen of which the extremities of the wings yield easily if they are pinched, and of which the

lower part of the beak can be easily broken; the legs should be tender and the fat transparent. Goose is eaten roasted, stuffed, braised, en ragout and en daube, and in the south of France and in Germany the breast and legs are salted and smoked for preservation. Goose liver is of course one of the greatest resources of high-class cooking, and everyone appreciates the pates and the terrines, with truffles, made from it.

The swan can only be eaten very young. Like the peacock, its gastronomic excellence does not equal its majestic appearance.

Ernest Verdier.

Japanese Fish Canning Industry.

Consul-General Henry B. Miller, writing from Yokohama, makes the following statement regarding canning in Japan. He says: "The remarkable development of the fish-tinning industry in Japan, as the result of the war, is beginning to attract the attention of foreign capitalists. An American gentleman who recently arrived in Japan has been in communication with Baron Kuki, an imperial court counselor, with the object of investing in the industry and exporting to America. It is stated that crabs and lobsters are best suited for exportation. The industry is very promising."

We want competent
Apple and Potato Buyers
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104-106 West Market St., Buffalo, N. Y.

We solicit consignments of Butter, Eggs, Cheese, Live and Dressed Poultry, Beans and Potatoes. Correct and prompt returns.

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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.

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COLEMAN'S
HIGH FOOTE & JENKS CLASS
EXTRACTS

MILLERS AND SHIPPERS OF

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Write for Prices and Samples

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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

FOUR BOY HEROES.

War That Seemed So Far Off Became Reality.

Written for the Tradesman.

Away back in '59, in the outskirts of a small lumbering town not fifty miles from the Valley City, stood four boys discussing the latest news from Europe.

It was in the days of the Third Napoleon, who was astonishing Europe with his wonderful victories in Italy over the Americans. It was here, at Solferino and Magenta, that "Napoleon the Little" won his spurs and sent a thrill of fear to the hearts of the other reigning houses of the much governed Old World.

"I am glad we don't live over there," said Will Adams, the youngest of the quartet. "It must be awful to live in a country ruled by a king. I think we ought to be thankful that we live in a republic where the people make the laws and where war can not come."

"That's how I feel, too," said Ben, the grocer's son.

"Well," put in Tom Brown, son of the only farmer in the settlement. "I like war—at a distance, you know."

The others laughed. Tom was always saying something odd. As for his liking war, of course, nobody believed that.

"I like war, too," spoke up Sam Norris, the mill-owner's son. "What I mean by that is that I like to read about war. I tell you, the first Napoleon was great; and now Louis Napoleon is following in his uncle's footsteps. War is glorious, and I hope—"

"What is it you hope, Skinny?" queried Tom, as the tall mill-boy hesitated.

"I hope Napoleon will whip them out—those Austrians, I mean—and when he gets through with them turn his attention to old England. He might give the Britishers a good drubbing as his uncle meant to do but didn't."

"There ain't none of 'em wants any truck with England," chuckled Tom.

"I don't know," quickly retorted Will, "we licked the Johnny Bulls twice, and could do it again easily enough."

"So we could, so we could; but we don't want to. I feel so good to think we aren't in any danger here. It's been an awful while since this country had a fight—cept with the Indians, and that doesn't count for very much," and Will Adams leaned over the fence to where old Mr. Brown was milking and laughed in a relieved tone.

News traveled slowly in those days. A weekly mail reached the village every Friday. This was on a Friday evening and news of a great battle in Italy had set the boy chums to talking and speculating.

Mr. Brown got up from his milking and approached the fence.

"So you think we are entirely safe here, boys," said the farmer, who had overheard some of the conversation. "Well, I hope we are, but I shouldn't be surprised to see war in this country before you boys are gray."

"Why, Father, what makes you say

that?" cried Tom. "I'm sure war is a picnic—a good ways off. But—"

"Well, there'll be trouble some day," declared the farmer, who was a weekly reader of Greeley's Tribune. "Look at Kansas. Hasn't there been bloodshed enough there to constitute war? Old John Brown has stirred the heart of the nation, and there'll be trouble come of it. I hope it won't be in our day, though," and the speaker glanced at the trim figure of his only son. Perhaps he had a dim vision of the awful days of civil strife so near at hand. He opened the bars and with a brimming pail walked thoughtfully toward home. Tom did not follow until later. The four chums went to the river for a plunge before returning home.

The swimming hole was under a bending sycamore tree eighty rods up the stream from the long bridge. Tom was the crack swimmer of the four. He could swim farther, dive deeper and tread water better than any boy in the settlement. Tom was expert at everything. As a horseman he excelled. No bareback circus rider could worst him in a dare-devil ride. Time and time again had his companions seen him dash down the forest road, barefoot, standing on the slippery rump of one of his father's wildest horses, the end of the halter in his hand, dancing and shouting, his long hair streaming backward in the wind. To him such rides were a source of pleasure unmingled with fear.

When war came at length Tom was 16. To his father the boy applied for permission to enter the army. Not one of the quartette of chums had expressed the least desire to enlist. Will Adams, scarcely 14, felt that he was safely exempt.

"You are too young, Tom," said the father. "Should the war last until you are 18 then I will not say no."

Tom was impatient. He talked with his friends. None cared much on the subject, save Sam Norris. He agreed with Tom that if the war lasted long it would be their duty to go.

"Whenever you are ready, Tom, you can count on me," said Ben.

In August, '63, a great war meeting was held in the village. Captain Standish, from Newaygo, was raising a company, and he was one of the speakers at the war meeting. It was a rousing time. Patriotic fervor carried all before it, and Tom Brown, lacking only two months of his 18th birthday, won his parents' consent and signed the muster roll.

And then followed one after another of the chums, Will Adams being the last to go forward. When Tom saw him he remonstrated.

"I did not expect this of you, Will," he said, "you are only 16—"

"I go with my friends," was the sole reply.

The boys entered the cavalry service and were afterward pitted against by the redoubtable Confederate, Joe Wheeler, in Tennessee.

Tom had declared that he liked war a long way off, but he proved that he could face bullets at short

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.

range and not wince. He had once been frightened in his father's woods at an owl, and some had made sport of his weakness.

"You go as a soldier, Tom Brown!" ejaculated a burly woodsman when he heard of the enlistment. "Why, a feller 'at's skeered of an owl hoot ain't much ter make a fighter outen."

Nevertheless Tom did make a good soldier. Once he fell into the enemy's hands and had an exciting experience. He did not see the end of the struggle, however, but left his bones in Southern soil. Sam Norris sleeps there as well. Of the four boys who discussed Napoleon and the Italian war in '59 two came back to become veterans of the Grand Army, and are living to-day to tell of the glorious but awful days of war, which to their boyish eyes seemed so far away that summer night when they stood and talked of the future beside Farmer Brown's bars.

Old Timer.

Talks by the Old Storekeeper.

"Talks by the Old Storekeeper" has the ring of actual experience. It is based upon no mere theory but is the fruit of Mr. Farrington's years at actual storekeeping.

The Old Storekeeper is one Tobias Jenkins, who has made his pile and has sold out his store to a younger man, John Barlow, whose mistakes in management are such as any merchant is likely to make, although such a book as this is calculated to render them unnecessary.

In his long and strenuous business life Tobias has picked up a lot of shrewd, hard-headed philosophy. This is imparted in energetic and pithy language which goes straight to the mark in these "Talks," through which runs the thread of a story, making a book not only valuable, but thoroughly interesting from cover to cover. The Old Storekeeper's views on store management, advertising, window displays, special sales, etc., together with his ideas regarding the treatment of the men behind the counter, the clerks who handle the money, and his keen insight into human nature make this book one which will appeal to every practical merchant.

Here are a few extracts from the book which will give you a better idea of what it contains than anything we could say.

The Old Storekeeper divides clerks into three classes. He says:

"I divide clerks into three kinds: the kind that start right, the kind that end right and the kind that are never right. Most clerks start in right, but deliver me from the chap who is absolutely perfect the first week.

"What a model he is! He can't work hard enough. He has no bad habits. He never smokes, drinks or swears and never has. He says he always goes to Sunday school and that his mother made him promise he would not go out nights. In about three weeks you'll need a detective to watch him. He will be raising his own wages every day without saying anything to you about it.

Here are some of the pithy remarks of which the volume is full:

"Often the boss has right in his fist

the making or breaking of a good clerk."

"There's the same sort of human nature in a clerk that there is in anybody else and it takes the same sort of treatment to get it out."

"Many a promising business man has been spoiled by getting to the private office stage too quick."

"Lots of young fellows go into a store with the notion that from that time the store is half their own."

"Better have fifty things down in your 'want book' and decide not to order them, than leave out one you really need."

"Most young fellows need someone to watch them and call them down when they get to feeling their oats too much."

"Freak shows are all right to advertise the store in a general way, but as window displays they are not worth powder to blow them up."

"I can spot a cigarette clerk as far as I can see him. He is not capable of struggling with anything or anybody. He is in the hands of fate."

"Every dog has his day, and the man who finds himself loaded up with a big stock of Irish setters when bull terriers are all the rage, won't do much business."

Equal To the Emergency.

A prominent educator of Massachusetts recently referred to the fact that the best-educated men are frequently stumped by new words and doubtful terms; and in this connection he told a story of the late Mr. Wesson of fire-arm fame, who refused to be daunted even by a word that did not exist.

It appears that one afternoon Mr. Wesson, while sitting on the porch of a Summer hotel in the Adirondacks, was relating to some friends certain of his experiences in Turkey, when he had gone thither to place a contract. As he talked a pompous individual, a Judge from "up the State," joined the party. After Mr. Wesson had spent some fifteen or twenty minutes giving an account of his audience with the Sultan the pompous person, in solemn and measured terms, begged leave to ask a question. "Sir," came from him, in the slowest of drawls, "does the Sultan of Turkey abatiatate himself in the presence of distinguished foreigners?"

As quickly as if "abatiatate" were as familiar to him as the word "revolver," Mr. Wesson replied: "I can not say of my own personal knowledge. He may have that reputation."

The pompous Judge was apparently satisfied with the answer. When he had gone Wesson turned to his friends and asked:

"What the deuce did that old owl mean by 'abatiatate'?"

"Hanged if I know!" was the chorus.

Beveridge's Story.

Senator Beveridge was condemning a notoriously corrupt and notoriously plausible capitalist.

"The man speaks well," said Senator Beveridge. "But, alas, he is like the German who nearly lost his daughter."

"This German, with his daughter, was walking beside a deep stream

on a summer afternoon, when the young girl, slipping on a stone, fell in. She would have drowned but for the prompt bravery of a youth. He, slipping off coat and shoes, plunged in, and after four or five minutes of hard work brought the girl ashore safe.

"The old German father was transported."

"'Noble minded youth,' said he, 'we do indeed owe you a debt of gratitude. A 100,000 marks or my daughter's hand—choose! Which shall it be?'"

"The youth who was no less wise than brave, thought to himself that if he took the daughter he would some day get the money also.

"I choose your daughter."

"'A wise choice,' said the old father. 'I could not have given you the 100,000 marks, for I am only a poor cobbler; but you shall have the girl.'"

Got What He Asked For.

"Say," queried the alleged funny man, as he entered the butcher shop, "what's pork worth a yard?"

"Fifty cents," answered the butcher.

"Well, I'll take a yard," said the A. F. M., tossing a half-dollar on the counter.

The butcher pocketed the coin and handed the customer three pigs' feet.

"Say, what are you giving me?" asked the party of the funny part, indignantly.

"A yard of pork—just what you asked for," replied the butcher. "Three feet make a yard, you know."

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.

SERVING THE PUBLIC.

Too Many Grouches Behind Windows in Public Places.

Written for the Tradesman.

"There's another police sensation on in Chicago," said the book-keeper.

"Only one?" asked the grocer.

"Only one which the newspapers are handling."

"What is it?"

"Why, a wealthy gardener had the bad taste to go to a police station to make complaint against the smoke nuisance and was locked up. He was dressed in his working clothes and so did not show that he was a prominent citizen, you see. And he was kept locked up three days before his friends knew where he was."

"That's a bad job for the man who did the locking up," said a customer.

"Not necessarily," was the reply. "If he has a pull he'll get out of it all right. He did not want to be bothered by an ordinary citizen. There are few men in public life who do, especially in police stations."

"That's true enough," said the grocer, "and the insolence of the station spreads to the policeman on the beat. About half the policemen on the beat ought to be driving a wheelbarrow up a 45 per cent. grade, and the other half ought to be in the penitentiary."

"When were you arrested?" laughed the customer.

"Never," replied the grocer, "but I read the newspapers. In Detroit, not long ago, a young girl who was obliged to go to her work at 4 o'clock in the morning was accosted on Fort street by a policeman, who asked her in an impudent manner where she was going. She told him that it was none of his business. He arrested her and dragged her to the station, where she was locked up. On the way to the station she told him who she was and where she was going, and exhibited the keys to the offices she was on her way to clean up, but that made no difference. She had spoken disrespectfully to a cheap pup of a patrolman and was disgraced. It happened that she had influential friends and the matter went no further, but I guess the policeman is still walking his beat."

"You bet he is," said the book-keeper. "Isn't it strange that the minute a man gets a little brief authority he begins to show how devilish is the heart of the animal called man? At Battle Creek, not long ago, a girl was arrested for walking home at 2 o'clock in the morning. She says the policeman insulted her. At any rate, she said something to him that he did not like and he arrested her. She, too, had influential friends, and the matter went no farther. But how does that help the girl out? Her name was given to the reporters and the case was the talk of the town."

"There are cases enough in point," said the customer. "The only wonder is that the people do not insist on such cases being tried and the policemen shown up. But, you see, the person arrested wants the thing quieted down, and the policemen do not want an investigation, and there you are. About the freshest thing on the face of God's green earth is a

policeman that doesn't know his business on a night beat."

"I think," said the grocer, "that the men who choose policemen go by pounds of meat instead of brains. You would be surprised at the ignorance of many of the policemen. Some can barely write their names, and some are as ignorant of the current events of the day as the dog that follows the water wagon. Now, at night, a man must occasionally use good judgment. The law says that a man may be arrested for intoxication only when he is so intoxicated that he is liable to injure some one or injure himself, or when he is creating a breach of the peace. Now, half the arrests are wrong if this is the standard."

"The fact is, in most of the arrests, that the officer sees a man going along the street a little under the weather. The man is going along about his business, but the policeman must have a fling at him—usually couched in the worst language imaginable. The man naturally replies in kind, and he is lucky if he does not get beaten up before the wagon comes to get him. There are men on every police force who rarely send a man in until he is well pounded up."

"Every policeman ought to give a big bond, so there would be some way of getting damages and satisfaction in such cases," said the customer. "I have no doubt that the city would have to pay in such cases, for the corporation is responsible for the acts of its employees. It would be a mighty good thing to have a test made, anyway. I have seen so many sore heads in police court in the morning that I would put up money to see a test case go through the courts to the end."

"The officers would swear the citizen out of court," said the book-keeper.

"I have known such things to be," said the customer.

"It is not only the policeman, but the public servant generally who affronts the citizen," said the grocer. "You can't get a civil answer half the time at any public office unless you are well known there. The trouble extends to all places where the public is supposed to be waited on. You go to a railroad window and ask a question and you'll be looked upon as a common nuisance half the time. It is the same at the offices of half the big companies doing business with the public. When a man gets behind a window he is about as mean as the man who puts on a uniform and goes out on a night beat with a big stick."

"If there are any others who should be included in this kick," observed the book-keeper, "some one should mention them. We have kicked about everything from the policeman on his beat to the man who waits on the public at the window. What is the matter of including the men who run the street cars? I guess they've got a knock coming by this time."

"When a man first begins to wait on the public," said the grocer, "he is fairly decent. But in a few months he gets tired of answering the same old questions every hour in the day.

Then he begins to get grouchy. That is the time for the man who employs him to amputate him from his job, for he is put there to wait on the public. I might as well get grouchy because I have to tell the same old story about prices every day in the week. But that is what I am here for, and when I get so mean that I can't answer questions in a civil manner the sheriff will come and sit down in the store and do the selling for me."

"A few kickers are needed," said the

customer. "If every man who is insulted by the insolent replies of the man behind the window will make a holler that will be heard by the boss there'll come a time when the public—the insistent, ignorant public, I'll admit—will receive decent treatment."

And the Knockers' Club adjourned.
Alfred B. Tozer.

It's easy to think you are standing for public liberty when private license is in your eye.

A GOOD INVESTMENT THE CITIZENS TELEPHONE COMPANY

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

25,000 TELEPHONES

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

STOCK ON SALE

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

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

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.

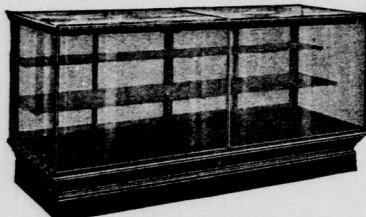
Reasonable Prices.

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

GRAND RAPIDS, MICH.

THE BEST IS IN THE END THE CHEAPEST

Buy None Other



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

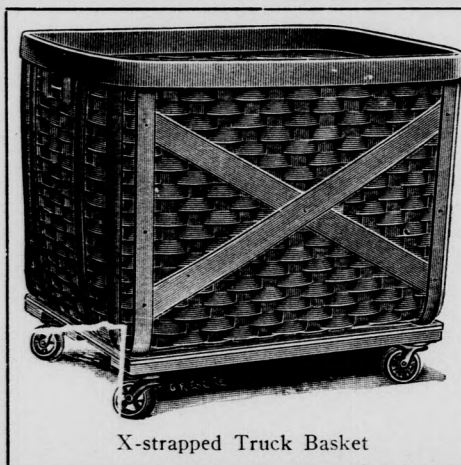
Our fixtures excel in style, construction and finish.

It will pay you to inquire into their good qualities and avail yourself of their very low price before buying. Send for our catalogues at once.

Grand Rapids Show Case Company
Grand Rapids, Mich.

The Largest Show Case Plant in the World

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.

When To Show Samples Most Effectively.

There are some good salesmen and conscientious workers who in spite of their carefulness to make a good impression upon the customer, have some trifling fault in their method of which they themselves are not aware, but which is a real hindrance in business-getting.

One matter in particular that I have noticed time and again is the apparent unwillingness of the salesman to show his line. He may not be unwilling—on the contrary he may wish very much to get the opportunity to show it—but because he fails to recognize the right moment to display his line it appears to the customer that he has some reluctance in doing so.

A busy man on being approached and asked the question, "Can I have a few moments of your time?" or, "Are you interested in a certain proposition?" dislikes to commit himself by saying, "Yes." He dislikes to give up the time necessary to go through a proposition that he thinks may have no interest for him. He wants to know, before he consents to listen, the nature of what he is going to hear; and if the salesman has his catalogue matter, specimens or samples uncovered and lays them before the customer at the moment of introducing himself, the customer is likely to glance at them involuntarily and immediately to find something in which he is interested. In this case the chance for a sale is far greater than it would be if the catalogue or samples were still in the salesman's pocket or concealed by wrappings of some sort.

Something happened in our own office a few days ago which illustrates this point. A certain canvasser called, and his first words were: "Can I interest you in such an atlas?" It so happened that the writer was somewhat interested in the purchase of an atlas, but had not made up his mind that the one he wanted was the one which the canvasser had to sell. The sample carried by this salesman was covered up with even more wrapping paper than seemed necessary and was tied with yards of cord. It looked to me that it would take him at least five minutes to unwrap the book—and then if I did not want it there was a prospect of his having to spend another five minutes in the office wrapping it up again, and without doubt it would take an additional five minutes to get rid of him after that.

It seemed to me he was not a very good salesman, and it was easy to jump from that conclusion to the supposition that he probably did not have a very good atlas. It seemed to me I ran no very great chance in refusing to buy—and the salesman was not even given an opportunity to tell his story or show his sample.

If he had had his product ready for inspection when he entered the door and had shown it to me with his first remark on the subject, I could not very well have helped seeing the book. The interest that I had in the subject of atlases would have crystallized into an interest in that partic-

ular atlas, and the chances are the canvasser would have made a sale then and there.

The same argument holds good with all portable samples or pamphlets—anything which is not too unwieldy to be dexterously handled. Let the salesman have them out and ready and laid before his man even while he is asking permission to show them. Then if he can not do anything better he can at least get the customer started in conversation about his product.

There are articles without number written upon the subject of "Knocking," but nothing has ever as yet been written, or will be written, strong enough in condemnation regarding it, but looking at the subject from a little different angle possibly a salesman will be brought to see the harm there is in this all too common fault.

A salesman should bear in mind, especially where a competing article has been bought and paid for by his prospect, that the ridicule thrown against this article is also thrown against the prospect. He has used his best judgment in buying the ridiculed article; consequently may not want to have that judgment assailed. Even should the product be inferior, telling him so is virtually telling him his judgment is inferior, which no purchaser likes to hear.

It is far better to let the original purchase stand on its own merits and to make the new sale through the argument that the new article has some peculiar merit which makes it just a little better. More interest is awakened and more good will is shown by the prospect in such a case, with the result that a sale is more likely to result.

No really first-class salesman will enter the private office of a prospective customer either with a cigar in his mouth, or his hat tilted to the back of his head, but some salesmen I have seen, wishing to assume a jaunty air, are guilty of both shortcomings. I have in mind one salesman in particular who took on a new line of goods not long since, and who carried this failing to an extreme. He was placed in charge of an exhibit near us at the late Coliseum Office Appliance Show at the Coliseum, and there was not a minute throughout the entire day or evening that he did not carry his little "Derby" back on his neck and a half-chewed cigar in his face. He made some sales, to be sure, as any good appliance would almost sell itself at that exhibition, but the question is, Could he not have done more with his line had he been the proper individual to handle it?

Another point, which as a general thing amounts to naught, but sometimes has its effect and a bad effect at that, is for a salesman to offer to shake hands with his prospective customer on entering his place of business. This I consider a mistake. It may take with a small tradesman, or in the lower classes of trade where a salesman must be a "good fellow," but a salesman on entering a first-class, or high-grade mercantile institution, on presenting

himself to the President or Manager, runs a risk when he assumes acquaintanceship by forcing his prospect to shake hands with him. With a great many business men this assumption of friendship is resented, placing the customer at once on the defensive. The act of shaking hands would not be considered a mistake, of course, on leaving or on a second call. Let a salesman respectfully enter the customer's office, quietly announce who he is, immediately showing the line he represents, talking his line promptly, truthfully and as if he meant what he said, if he wishes to make a favorable impression and greatly increase his sales.—J. H. Wilson in Salesmanship.

Distinction of Wealth.

"Yes, she's a very nice girl."

"Ah, then she has no money."

"Why do you infer that?"

"Because rich girls are always superb or stunning or splendid. They are never simply nice."



Hocking Dry Measures

(Bottomless)
For Potatoes, Apples, Spinach, Green Peas, Etc.
Saves tearing bag; "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

Gillett's D. S. Extracts



Conform to the most stringent Pure Food Laws and are guaranteed in every respect.

If you do not handle them write for our special introductory proposition.

Sherer-Gillett Co.

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 BONDS AND STOCKS OF

Mattoon Gas Light Co.

Laporte Gas Light Co.

Cadillac Gas Light Co.

Cheboygan Gas Light Co.

Fort Dodge Light Co.

Information and Prices on Application.

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

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We Invite Correspondence OFFICES:

101 MICHIGAN TRUST BLDG.
GRAND RAPIDS, MICHIGAN

School Supplies Holiday Goods

Wait for the big line.

FRED BRUNDAGE Wholesale Druggist
Muskegon, Mich.

THIEF OF TIME.

Procrastination Robs Men of the Fruits of Success.

Written for the Tradesman.

In this world, to-day, people have only to look around to see the great amount of time stolen by procrastination. They do not realize what a great loss it is at the moment, but afterward it will be plain to them that they are really a back number—all on account of delay.

Why put off until to-morrow that which should be done to-day? When once the practice of dilatoriness is started it may and does become habitual. And what does it mean? It means that lazy people are the cause of their own failures. They place themselves in a position where they can be robbed of the most precious thing that they can claim in life—time. When once gone they can not reclaim it. It is lost forever, and is theirs no more. They can not turn back the hand of time. If they let it pass them unnoticed it is gone beyond their recall.

How many times there are instances where a delay has caused all kinds of loss—time, money, friends. A physician, for instance, may be one moment too late to save the suffering one. And you in any other profession may be just one moment too late to effect the crowning feature of your life's success. In the fulfillment of an engagement a few moments' delay may cause lost favor; Opportunity which was extending her hand to you will recoil at the thought of casting her lot with

a dilatory person. Engagements must be met on time.

Suppose you have a position and can do all that is required of you but are never there to do it at the required time. How long will you hold it? This world must be managed by prompt active people and can not be given up to procrastination. If you are ready you can always see a chance, for chances are on every hand; but they wait for no man. Therefore, if you are sleeping, awake, grasp the moments, use them well. Why put off duties from hour to hour and day to day? They must be done, then why not do them in the proper time? The longer you wait the more difficult is the performance. It is as easy again to do any act or piece of business at the time of presentment than it is to wait. Then it is done, and in case any other thing comes up you are in a position to avail yourself of it because you have no undone thing to bind you.

A person who is always negligent never is in a position to take the new tasks set before him, consequently is always at the foot of the ladder. He can not receive some of the best offers because he has so much ahead of him that he has no time. The most valuable chances can not be held or stayed by hand of man. They must be pushed to their end without delay, otherwise they would be utterly worthless. Many things transpire in a few moments and must be handled in a like manner. They are valuable for a

short period of time only and if you are not ready to improve that time some one else will enter the race and win, and you will be looking on in amazement, wondering what to do. In this world people must be up and doing. There are too many eagerly watching for these very things who are capable of pursuing them without waiting for others.

Every one in Michigan knows who William Alden Smith is and what he has made of himself—to-day one of the leading men of the country. And who is to be given the credit? Why, himself, of course. He is self made. If he were not would he be where he is to-day? Did he wait quietly for something to turn up? No, no. He saw the chance to make something of himself, straightway laid a career which is to-day unequaled and pushed himself to the front.

How about Samuel M. Lemon, of Grand Rapids? He came from Ireland in 1870, a lad with only his ambition and energy to make for himself a mark in the world. The moment he landed on Freedom's soil he set himself to work to make a success of his life. He entered the employ of others, and in a short time his services were found to be so valuable that he was repeatedly promoted, finally going into business for himself. To-day he is at the head of a large mercantile business and prominent in many other lines of effort. He holds important positions in the city and is respected and esteemed by all who know him. Grand

Rapids may well be proud of claiming his citizenship. But can any one lay his success at the feet of anything else but energy, perseverance and unbounded ambition? No, he must be given due credit for always being on the scene at the right time. Procrastination, the barrier to all success, was thrust aside, and to this unexcelled trait he owes his victory.

Many such instances might be cited, but not one could be found who has not worked hard before reaching the coveted position. We must realize the importance of time, the valuable prospects it holds within itself. It is the material from which eternity is made. All are placed here for the good they can do themselves and the world's inhabitants. We are, many of us, given every fortuitous circumstance to attain the end which we seek. Then let us have some definite aim, and never give up until we reach it and receive our reward. This world's good things and adversities are placed here for our use, either way we put them to work. With us it lies to see that we employ them for our success and the betterment of all mankind. It will be our fault if we allow them to assume the form of regret or lie around us in the wall of selfishness. This means destruction to life's happiness.

I repeat: To-day—time—is the most valuable gift to mankind, and procrastination is one of the greatest of thieves. It takes from us that priceless gift and leaves us nothing. It matters not in what we defer—we are our own robbers. When the

A Day's Business Balanced in Five Minutes

Your present system allows the dollars that represent the profits of your business to slip away. You cannot keep track of all the money handled in your store, except with the most perfect system. You might not miss a half-dollar or dollar a day, but such a leak makes a big hole in your profits.

Our new system tells at any moment how much money you should have. Five hundred thousand retail merchants have used this system. Leaks and losses are reduced to a minimum where our system is used.

Drop a line to our nearest agency and our salesman will call and explain this system. It costs you nothing and places you under no obligation.



Tear off here and mail to us today

The
N. C. R.
Company
Dayton Ohio

Please explain to me what kind of a register is best suited for my business
This does not obligate me to buy

Name

Address

No. of men

power to achieve success lies entirely within ourselves, as it does, then let us route the thief of time and push onward, thereby honoring our Creator with lives of perseverance and usefulness. Procrastination will then be stripped of its power and we will be standing on the top round of success's ladder, with the flag of punctuality floating high, telling the secret of our life's happy conclusion.

Lucia Harrison.

My Experience with the Correspondence Bureau.

Written for the Tradesman.

A writer in a recent number of the Tradesman told with telling effect the result of instruction by mail. I have had a little experience in that line and because it came to me through my connection with this periodical a little local coloring may add interest to the narrative.

Years ago—I was then 16—the muse within me sang a feeble song—"The Time to Die"—and because the lines did not limp too much and the sentiment was in harmony with the general opinion on that cheerful topic the verses were accepted and appeared in the Poets' Corner. With that for a start

"I, who so long with book and pen

Have toiled among my fellow men," at that age began on the ground floor and have been piously and religiously "at it" ever since. My school life began and ended with pen work as its aim and end. I went to one of the oldest New England colleges and studied for four years under the best of teachers, thinking first and believing ever afterwards with Pope, that

"True ease in writing comes from art, not chance,

As they move easiest who have learned to dance."

Then in due time the Tradesman took me, and then, with the one desire of becoming strong in the Tradesman's lines, I wrote to a corresponding bureau. I was soon flooded with bureau literature, praising in the strongest terms this bureau's instruction, which covered in months the course I had already studied for years, and winding up with a price which I was determined not to pay, a determination which was not weakened after a careful examination of the bureau's course of study.

Thinking that what I had stated had not been understood I sent samples of composition which had already appeared in print, asking that at my expense the articles be criticised and returned with bill accompanying them. The reply soon came to the effect that the articles unquestionably had merit, but nothing less than the bureau's full course could be arranged for. Then I began to see something.

I wrote to another bureau, sending a story, which I knew was worth publishing, and asking that a publisher be found for the manuscript. I was informed that the bureau could use only type-written matter and that it would gladly have the work done at the inclosed rates. I sent a check, covering the amount, and submitted my precious story to the merciless world. That was something like ten

years ago, and that baby of my brain—only the bereaved know how dear to the heart these brain children are!—has never yet been heard from.

Another bureau's advertisement caught my eye. This was the practical thing. An ex-editor, in company with another ex-editor, would examine manuscript and at a price would locate it—their familiarity with newspapers and publishing houses being exceptionally intimate and wide-spread. Here at last was my chance. My letter with editorial samples inclosed was to the point. This is what I said: "I am a college graduate cum laude. I have seen your advertisement and I want to do better editorial work than I am doing now. I enclose samples. Blue-pencil them without mercy; but tell me how to better them and send in your bill. Don't send a course of study. Blue-pencil and return." The work was sent back untouched. The accompanying letter stated that it was good work and that the bureau would send at a certain price, much reduced, some printed directions which would be to me of the greatest service. I did not send for the "printed directions." I did use the editorials, for which I was sufficiently praised and paid, and only once afterwards had anything to do with a literary expert.

This time I was sure the goods would be delivered. The expert had a literary reputation and I had read his articles from publishing houses of good repute. Then was the time when I did my best. The subject was a good one. It was timely. I wrote it in good Anglo-Saxon. It was short; I was careful to stop when I had got through. I asked for his opinion and requested him to touch it up where touching-up was needed and send in his bill. A week after his letter came with the called for document and his opinion. The bill was \$10 and the opinion was that the article had a great deal of merit, which study under him would improve. To touch the article up as requested would be done for \$15, which would I kindly remit? By that time I had become more or less familiar with the expressive language of the press-room and selecting a favorite explosive repeated it under my breath and threw the literary shark's letter into the Tradesman's waste basket.

I relate my next experience with reluctance because, while I received what I richly deserved, one does not like to tell a story against himself, the worse in this instance because it happened after my hair began to be gray and I was then old enough to know better. The fact is, however, that notwithstanding these discouraging relations with the bureaus I had met fair success with my pen. Having had much to do with boys and knowing how to take them I had from time to time contributed a number of boys' stories to different periodicals, among them the leading ones of the country. To be plain about it, my hat band became snug and then tight. While suffering from this condition a stray number of a boys' paper came to my desk. Looking it over I concluded to send the

editor a story to encourage him and, if I must say it, to show him what a good boys' story really is. A few days after the editor wrote me to the effect that the article, upon careful examination, was not up to the standard of his paper; but, while he could not pay anything for that sort of material, he would print it if I would let him call attention to the corrected blunders with the reason for the corrections! In time I had the good sense to make use of my philosophy and laughed. Then concluding there was "much reason in his saying," I swallowed what little pride I had left and granted the asked-for permission; but the story was never published, and to my great regret "the corrected blunders with the reason for the corrections" never appeared.

The writer's conclusions in the Tradesman's article are mine: "Study and experience count, my son, and always will," to which I would like to add the transcendent quality of keeping everlastingly at it in the face of defeat and of every other discouragement. Richard Malcolm Strong.

The Intelligent Office Boy.

The office boy was alone in the telegraph room.

Suddenly one of the instruments began to click.

He stood it a minute or two, and then went over to the corner whence the noise proceeded.

"Say!" he bawled out, with his mouth close to the instrument, "ring off! Der ain't none o' de telegraft fellers here yit!"

Mica Axle Grease

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

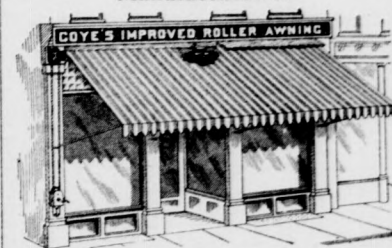
Hand Separator Oil

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

Standard Oil Co.
Grand Rapids, Mich.

Chas A. Coye

Manufacturer of



**Awnings, Tents,
Flags and Covers**

Send for samples and prices
11 and 9 Pearl St.

Grand Rapids, Michigan

The Wise Do First What Others Do Last

Don't Be Last

Handle a Line of

BOUR'S COFFEES

The Admitted and Undisputed

Quality Coffees

They Are Trade Builders

Why?

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

Unquestionably the Best

Branch Houses
in all
Principal Cities

The J. M. Bour Co.
Toledo, Ohio

BREAKING THE LAW.

Police Court Offenders Have Many Shining Examples.

Written for the Tradesman.

"Now," said the promoter, "how can we get next to the aldermen?"

"What do you mean by that," asked the citizen.

"Why," was the reply, "we can't take chances on this ordinance. We've got to see that it isn't changed in committee, and that it passes the Council without unnecessary delay."

"What do you propose?"

"Why, I thought you might know of a way to reach some of the aldermen so as to make the thing certain."

"Do you mean bribery?"

"Of course not," said the promoter, with a sardonic grin, "we wouldn't violate a law for anything in the world, or in the world to come."

"Speak out," said the citizen.

"Why, there are ways of doing things. You ought to know that. One official wants this, another wants that. There is no use in peddling money around, unless it be to pay some good man for his time. There are a number of men on the Council who might be given good positions if this thing goes through all right."

"But that is bribery."

"The other fellows will do the same thing. Where there are competitors in the field one must look after his own interests."

"I presume you do this sort of thing in every city you visit?" asked the citizen, who is a wholesaler and a large taxpayer.

"Oh, yes. It makes quick work, you see."

"Well," said the wholesaler, "you may get along without me."

"You don't mean that."

"I certainly do."

"Suppose we cut out the influence I spoke of, then, and take our chances in a plain business way. What then?"

"Leave me out of your calculations," said the merchant. "I don't know what sort of a proposition you would get me into. When a man is corrupt the best thing one can do is to keep out of his schemes. I have lived here too long to have my honesty called into question now."

"Did you say corrupt?" demanded the promoter, angrily.

"I did."

"That is a hard word."

"It is the correct one in this case."

"Well, if I am corrupt, it is the character of the men your people elect to the Common Council that makes me so. If you had a lot of good business men there we might get our ordinance through without resorting to any doubtful methods."

"You have got the cart before the horse," said the merchant. "If it was not for the briber there would be no corruption. It is the big corporations, the men of wealth and standing in the community, who are breaking the laws in getting what they want, just as other men not so favored are breaking doors with jimmies in order to get what they want."

"Still, these corporations and men of wealth find it necessary to bribe in order to get their public utilities in operation."

"That is not true. If they were willing to play a fair game there would be no bribery necessary. They are making anarchists, that's what they are doing. They are creating disrespect for the law, they are doing things which the ordinary citizen is sent to jail for doing, they are building up an element in the country which will some day burn cities and render their property rights insecure."

"Oh, they are not so tough as you would have me believe."

"Look here," said the merchant, "how many laws governing trade have been obeyed by the big corporations? Congress passed the Inter-state Commerce act, and the corporations laughed at it. Then came the Sherman anti-trust law, and they played football with that. Then the Elkins law was passed. You know how that was violated. Some day there will be passed a law which will put these big-bellied criminals behind the bars."

"They must have been stepping on your toes," laughed the promoter.

"I feel an adverse influence in my business every day just because I talk in public just as I am talking now. There is no use in saying that the trusts will always win as against the people. The retail merchants never know what to expect from the big jobbers and manufacturers. Traffic rates and prices are put up and down arbitrarily, and the consumer always blames the merchant. Why, a retail dealer has to cater to the railroads if he wants to get his freight on time. You have no notion of some of the petty tyrannies inflicted upon the retailers by some of the railroads. I knew of a case not long ago which made me hopping mad, and that railroad has been boycotted in my establishment ever since."

"A grocer ordered goods which were shipped but which did not arrive. He needed the stuff, and raised quite a howl about it. He was punished for troubling the high and mighty officials of the company with his complaints. The goods were kept rolling up and down the road for four weeks before he got them. They were unloaded at three freight houses and buried in local freight. Once they lay for a week in the freight office from which they were shipped, and when they got to the place of destination the local agent couldn't find them and the grocer had to go back three days in succession before a young clerk went and got them for him. If the agent had been there he would probably have been put off again, but the young clerk had not been posted as to the mean little ways of the company."

"But I am not promoting a railroad," said the other.

"You are using railroad methods," was the reply, "and you are helping to work the big scoop that is undermining American honesty. Bribery spreads like the itch. If one alderman gets a dollar or a good job the others find it out, and from that time on no man with a vote to give will listen to an empty-handed man. Start this itch going and it will run its course through all departments. It did in St. Louis, in Minneapolis, in

Pittsburg, and also in other places.

"If a boy walks along a country road and sees another boy stealing apples from an orchard just over the fence, he thinks little of it, but if he goes along there every day and sees more boys stealing apples, and sees boys he has every reason to believe are honest, he will eventually get over the fence himself. If you fellows don't quit bribing you will find that in time the people you have to bribe are too many for you, and some day your property won't be worth a cuss because the laws of the country which guarantee protection to person and property can not be enforced."

And the merchant closed the session by closing his door.

Alfred B. Tozer.

Delivery Wagons

We have an extensive line of wagons, and if you expect to buy one it will pay you to see our line before placing your order.

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

QUALITY IS REMEMBERED

Long After Price is Forgotten

We Have Both

Volk Stamp and Stencil Co.

W. J. VOLK. J. P. SOLOMAN.
62-64-66 GRISWOLD ST., DETROIT, MICH.

A trial order for anything in our line will convince you.

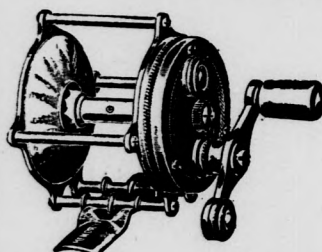
Johnston Glass Company

Manufacturers of Window Glass

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

JOHNSTON GLASS CO.
Hartford City, Ind.

Fishing Tackle and Fishermen's Supplies



Complete Line
of
Up-to-Date Goods

Guns and Ammunition

Base Ball Goods

FOSTER STEVENS & CO.

Grand Rapids, Michigan

Form of Greeting an Important One for Merchants.

Written for the Tradesman.

Few merchants in the city or large town realize the value of a cordial personality at the village or cross roads store in dealing with the country contingent. The first-named description of storekeepers cater to a class of trade that is wholly different, being largely of the floating sort, the here-to-day-and-gone-to-morrows who may drop in for a change from their regular shopping place or places or who do not live in the city but are passing through on a visit or who come on purpose to lay in necessary supplies or articles in the nature of luxuries.

It goes without saying that an agreeable individuality always goes a long way in inducing people to part with their cold cash in any establishment; but in the country that store more surely forges to the front that has in its personnel people who understand the "gentle art of flattery." The cajolery need not be in just so many words—there are ways of expression other than dependence on mere speech. There is the brightening of the eye, the sparkle of kindly fellowship.

And there are as many varieties of hand-shaking as there are persons indulging in this form of salutation. A whole page could be devoted to a dissertation on this form of greeting.

There is the pump-handle shake that has more of gymnastics than anything else to recommend it. This method of meeting is restricted to those whose early manners have not received the care that gives a fine polish and those others who are troubled with self-consciousness that renders them embarrassing to their own selves and disagreeable to those who come in contact with them. They know so little what to do with their hands that they are continually in the way and obtruding themselves on the notice of every one around. The possessors of these unruly members are really to be pitied and often they suffer agonies of which the persons of the savoir-faire have no conception.

There is another hand-shake, that takes no thought of itself but is full of the expression of a pure sincerity—a sincerity that "vaunteth not itself" but is so simple, so genuine, that the heart warms at once to the one extending the hospitality and feels him to be a friend.

The man with the limp hand-clasp—the saints preserve us from his species! When he drops his cold, clammy hand in yours you feel as if you had hold of a wet fish, so unresponsive, so unsympathetic is the contact.

The man with this last kind of salute—this alleged companionship—would better be with his relatives in the bottom of the deep blue sea where he came from than attempt to make a success at a business that has for its very foundation the ability to make people "feel at home"—as if they were "one of you."

The proprietor of a store—city or country—failing in this essential will have the roof coming down over his ears sooner or later; the structure

is bound to be weak, it can not help it, in the very nature of things. No one cares to trade where he is made to understand that only indifference is felt towards him. Such an impression at once arouses a fierce antagonism that bodes no good to present or future commercial relations. No one can warm up to an iceberg.

In a rural district, if the dealer wants to get out of his business all that could come to an enterprising man, he must be hail-fellow-well-met with all the people for a radius of mayhap a dozen miles. I do not mean that he shall be offensively effusive—far from that—but he must really feel an interest, and above all express this interest, in the daily happenings of the suburban population.

The merchant must, moreover, own or cultivate a retentive memory, so that, on sight of Mr. Cornossle, he will be able to recall the incidents of their last meeting—all the minutia of the preceding conversation regarding the state of the crops and condition of the animals upon whose cultivation and care depends so much the material well-being of himself and immediate family. Also an enquiry must be made as to the health of each absent member of the latter. Ofttimes, too, a tiny present sent to one or all of these goes far to establish a friendly regard. This gratuity may be only a picture card, a stick or so of candy or chewing gum, a spool of basting thread, a ruler or a tape measure or a yard stick (these last three furnished by manufacturers and so costing you nothing), perhaps a 2-cent flowered plate; but whatever it is, you may be certain that it is "bread cast upon the waters." 'Tis not the value of the remembrance, with the recipients, but the fact that their existence was not forgotten by a man of affairs. The circumstance tickles their vanity and means added shekels in the coffers of the country or small-town merchant.

Of course, such tactics could not be unflinchingly pursued with a large city trade as the crowds are too great; the dealer who attempted this method would simply be swamped—deluged—with giving.

In the country the storekeeper's wife or daughter may have a great deal to do with enhancing the popular sentiment in which the place is held. By their occasional or constant presence there, the farm (also other) patrons may be allowed to know that the former do not hold themselves aloof—that they do not "feel above them." In a little town this is particularly noticeable. As the business grows and prosperity comes their way the family of the merchant make a great mistake if they allow the farmer customers to get an idea that they "feel their oats." Many a good business has seen the exhibition of this spirit as the beginning of its downfall. If it exists it must never be allowed to show itself. It must rigidly be kept out of sight. Never let the remark be applied that you are "too stuck up for any use," if your business is catering to the farmer element.

These observations apply equally to any kind of a store: groceries, dry goods, millinery, hats and caps, shoes, drugs, or what-not. N. Niccoli.

Growing Iron.

According to a paragraph in Knowledge, the Franklin Institute has awarded a gold medal for a new process by which iron can be made to "grow." The process is said to consist in several times heating the iron to a certain critical temperature and cooling it between times, whereby the astonishing result is obtained of increasing the iron to nearly half as large again. It is reported that two identical castings were made, and one reserved for comparison, while the other was subjected to this new treatment. One side of each was machined and polished so that examination of the grain and structure might be made, but little difference could be discerned except in point of size, which was very marked. The weight of the swelled casting was identical with that of the one with which it was compared, but in all other respects the metal appeared to be of similar character. After this one is not surprised to learn that important practical applications have already been found for the remarkable discovery; indeed, new uses suggest themselves instantly to the mind. The story is so extraordinary, however, that it may be accepted with some hesitation until confirmation is afforded.—Chambers' Magazine.

There is a world of difference between the rule of gold and the golden rule.

A "Square Deal" In Life Insurance

Protection at Actual Cost

The Bankers Life Association
Of Des Moines, Iowa

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

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

It means

Positive
Assurance

of

Harness
Endurance

When you buy
it of

Brown & Sehler Co.
Grand Rapids, Mich.

WHOLESALE ONLY

DO IT NOW

Investigate the

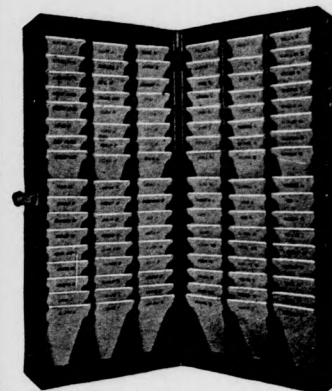
Kirkwood Short Credit
System of Accounts

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

A. H. Morrill & Co.

105 Ottawa St., Grand Rapids, Mich.

Both Phones 87.



Pat. March 8, 1898, June 14, 1898, March 19, 1901.

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



Shoe Store Popularity Schemes Which Cost Nothing.

Here's somewhat of a new one. Once when Billy Bing was a youngster he had the hankering to be a real business man that a good many youngsters have. He spoke to his uncle about it. His uncle is A. Laster, you know, and uncle said he'd no objection, but with Billy's lack of experience it occurred to him that it would be foolish to put any capital into anything.

Billy had a friend named Silas De Sort and as they were "partners" in everything; they became partners in this. Billy was 17 and Silas was 18.

As they could not raise any money they made this determination: That they would go into everything which hadn't any risk and which didn't require any capital.

They lived in Middleton, which is not far from Lasterville, so they began to look around for something to go into. First they went to the owner of the local public hall and leased that at so much a night, and by hook and crook got shows to come to Middleton, and by working hard themselves succeeded in securing good houses and making some money. Then they begged a lot of space for posting bills, got a drunken paper hanger to do the daubing, and by much letter writing secured commercial bill posting and distributing.

There was only one fire insurance agent in Middleton, and the firm of De Sort & Bing began writing to every fire insurance company in the country which was not represented in Middleton until they finally succeeded in getting the agency for four good ones, and pestered business men and their friends and made a general canvass of the village, getting a policy here and a policy there until they had a business on their books which brought in quite a bit of commission and which the other agent had to reckon with.

Then they announced themselves as real estate agents. There wasn't one in the town, and when they had sold the Widow Williams' house and lot to the new owner of the mill it wasn't hard to get other properties to sell, and so it went until, when Billy came into his property at 21 years of age he had a fine business training, had never risked a dollar of money except what he had made, was sharp as tacks and had started his friend and companion in a business which he is following yet.

I don't tell this as an incentive to go and do likewise, but where I got the idea of a good many schemes for advertising this shoe store and a plan which we have been following a good deal as an adjunct to our other advertising. This is it:

Go into any advertising plan which doesn't cost anything.

Not for the full plan of advertis-

ig, you understand, but on the side to fill in the chinks.

Our new scheme has been a wonder. You know how hard it is to get house servants? Not "good" house servants. It isn't a question of good ones any more. It is a question of any at all. Anyway that is the way it is here in Lasterville. They call them "hired girls" here.

Of course it is generally thought that the situation is peculiar to Lasterville, because the town is not very large and there are quite a number of factories which employ a good many girls, but I guess the shortage is pretty general all over the country.

Our local paper is full of advertisements for general houseworkers, but the trouble is that a good many girls who might be obtained do not read and so do not know of the openings, and possibly drift into other work or none at all.

In thinking over schemes that we could work without money and without price, we hit upon the intelligence office service.

We announced in the local papers in our advertising space that we had decided to open books in our store for the registration of house servants who wished positions and for mistresses who wished servants. We stated that the service would be entirely free to both sides. We would merely be the go-between. Servants who wished positions could come and register with us without charge, and heads of houses who wished servants could also register. That was all that there was to it, but we made a good deal of it in our announcements.

The crowd of women that began to flock into our shoe emporium was astonishing. I didn't suppose that there were so many households needing domestics. Many of the women had never been into our store before. A woman who has an opening for a servant ought to be a good customer. We were careful not to mention shoes in the slightest way, but it was only natural that being in one of the finest country village stores on this continent, that if the lady needed any footwear for herself or family, being right in our store, she should feel it only fair, in consideration of what we were trying to do for her, to look at our goods. The least she could do. Such a customer is very easily lost. When a customer is looking at shoes in a store in which he or she is not used to trading, and doing it largely because there is a feeling that it would be only fair to patronize that particular store, there is a peculiar feeling of being forced to do a thing, and everybody hates to be forced to do anything, more particularly to trade at a given place. For this reason I let it be thoroughly understood that all customers who looked at goods from having been led to the store by our intelligence office scheme should be treated with the greatest care. Wherever possible either Mr. Laster or I attended to them ourselves and made it very apparent that we were glad to show our wares, but that it was farthest from

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.

The Sign of Good Business

In nearly every town in the Middle West you'll find this sign and wherever you find it you'll find a live wide awake fellow with about all the business that he can comfortably handle—and you'll find that he sells two-thirds of his come-again customers

Hard-Pan Shoes

But one dealer in a town can get them. If your town isn't taken care of, get busy, fire a postal right away for a sample case. The opportunity is yours today—tomorrow may be to late.

Our Name on the Strap of Every Pair

Herold-Bertsch Shoe Co.

Makers of Shoes
GRAND RAPIDS, MICH.

REEDER'S

GRAND RAPIDS, MICH.

Our Greyhound Tennis Shoes

Were Never Excelled at the Price

Women's, Misses' and Children's

White Canvas Oxfords

75c to \$1.60

Cleaner for White Shoes 75c Dozen

HOOD
RUBBER COMPANY
BOSTON.

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

our thought that our service was in any way intended to increase trade, or was intended for our customers only.

It is hard to believe, but in the first week after our books were opened we registered the names of eighty-two homes where houseworkers were required. The houseworkers themselves came in slower, but one by one they came in. They heard about the scheme more slowly, but it went from mouth to mouth fast enough. We made it very plain to them that we should expect the best service and registered them as carefully as we did the mistresses.

Here are the headings in our "girls'" book:

Name, age, color, experience, can do, wages, requirements.

And from the employers' register: Name, residence, requirements, wages, privileges.

As a matter of fact we got more trade quicker out of the girls who came in than out of the employing women, but it all helped advertise the store.

It is a sad truth, though, that we could not begin to supply all the women who wished with help, but we did supply a good many of them, and that, too, when it was generally believed that there was not a single unemployed "general" in the town. But whether we got them help or not they had to come to see us a good many times, and that got us acquainted with a good many good customers.

We, of course, were able, under this condition of things, to get positions for every girl who registered with us, and naturally they were more or less grateful. Little Sizer, who has been in charge of the registers, has had a great many funny experiences. I guess he knows every girl who "works out" in the town now. He has little private marks he puts opposite the names of some of them, meaning such things as "rounder," "drinks some," "said to steal," "half wit," "doesn't give very good satisfaction," "quarrelsome," "bad reputation," and the like.

We have had this scheme going now for less than three months, and when a household gets out of a servant the first thing that occurs to the head of that household is to go down to Laster & Fitem's and register, and it is the same with the servants. We are being urged to extend the service to include all classes of work, farm hands, mill and factory workers, coachmen and drivers and the like, and we have already done a little of this, and rather think that we shall extend the plan and make a regular employment agency out of our department.

So far it has been just what it started out to be. An advertising plan which has advertised the store a great deal and has cost practically nothing, as whatever newspaper advertising we put into the scheme we do not count as we did it in our regular space.

And right here I want to say a word to my brother country village merchants. A whole lot of you do not know the value to a shoe store,

or any other store, of a regular space in the newspapers; a space which is always in the same location and changed every issue. The big city dealers know it. I mean by that the big dealers in the small cities, but the little dealers don't fully realize it even in the small cities. There is the widest field for this in the smaller cities and the big villages.

But I have heard dealers say over again it is such a job to get up new copy every day. And right there is why it is such a big value, because other dealers find it onerous, don't like to use cut and dried advertising services and so neglect it. I don't care if you only take a two-inch space in the paper, single column wide, and I don't care if even that space costs a good deal, it will pay, providing it always occupies the same position in the paper, and is changed every day in the dailies and every week in the weeklies.

A shoe store doesn't have to provide much advertising copy. If you have a daily and only speak of one shoe a day you will have advertised six lines in a week, or twenty-four in a month, and had a day or two for something entirely outside the business. We are not very talented advertisement-space fillers, but I have had people tell me that in our own modest daily they always read the Laster & Fitem advertisement for the day before tackling the regular reading matter. Such advertisement writing doesn't need to be brilliant. It needs to be pat and expressed in terse, day-by-day language. And do not make it all shoes. Unless you are announcing something special it doesn't matter if, a good many days, shoes are mentioned merely in the heading as "Laster & Fitem's Shoe Store."

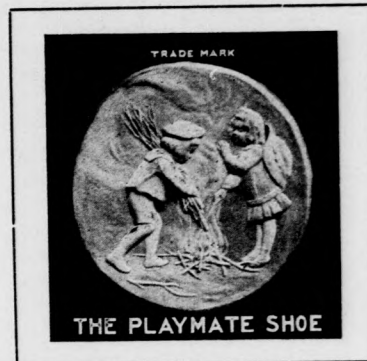
Never advertise anything, that is any line of shoes, that are not for that day and the next put on exhibition in your show window. That is, if they will stand that sort of inspection. Some shoes that advertise well won't stand that kind of exhibition at all. We all know them. But if they will stand it the show window and the "As Advertised" card are a great adjunct to the live newspaper announcement.—Ike N. Fitem in Boot and Shoe Recorder.

Cigars Before Breakfast.

"The proper time to test a cigar or stogie is in the morning before breakfast," said a down town tobacconist recently. "Naturally, early morning smoking is not healthy, but it is very discriminating. Try it by smoking samples of your favorite brands in the early morning and you can depend upon your judgment.

"Smoking among Pittsburg women is on the increase, as the condition is evidenced by my trade. There is nothing startling in this because the same condition is found in every city and town in the country. Pittsburg, notwithstanding the tempting example given by our inveterate men smokers, holds a low average of female smokers. The most expensive cigarettes I sell is a brand made especially for women. They cost 4 cents apiece and contain the merest pinch of the weed."

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

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.



ADULTERATED DRUGS.

Some Cases Found in the State of Alabama.*

Having reason to suspect samples of drugs and chemicals bought of wholesale and retail druggists in Alabama during the past school year, a number of them were examined from time to time to definitely establish their value.

One of the first samples examined was a tincture of opium bought at retail. The pharmacist stated in selling it that it was made from gum opium extracted with boiling water; that when made this way it "seemed to have more extractive and the fiends who buy it seem to like it better." Later another sample was purchased at the same store, but from the clerk. U. S. P. tincture was called for and, according to the clerk's story, such was dispensed. On assaying it this sample was found to be identical with the first and not U. S. P., as was claimed.

No.	Gm. of morphine in 100 Cc. of tinct.	Required
1	0.884	1.20 to 1.25
2	0.878	
3	0.604	
4	1.29	
5	1.36	
6	1.23	

It is, perhaps, interesting to note that No. 3, the poorest in the lot, was dispensed by a physician.

Balsam of Copaiba.

1. Contained gurjun balsam, fluorescent, greenish, made almost no mass with magnesia and water.

2. Labeled "Para." Contained some gurjun balsam. Thin.

3. Apparently almost all gurjun. Old and very thick.

4. Contained gurjun. Fluorescent.

5. Contained gurjun. Label contained statement "Our label is a guarantee of purity."

6. Contained gurjun. Thin, fluorescent, deep red color appeared at once.

7. Contained gurjun. Thin, fluorescent, deep red color appeared at once.

8. Contained gurjun. Deep red color appeared at once. Fluorescent.

9. Small amount of gurjun. Color appeared slowly. Brownish red.

10. Very small amount of gurjun. Color appeared very slowly. Yellow-red.

11. Small amount of gurjun. Color appeared slowly. Light brown.

Of these eleven samples only one was even passable, while none would pass a rigid test.

Powdered or ground elm bark was found to be a very scarce commodity. Only three samples were obtained from fifteen stores.

Foreign starch	Quality of mucilage
1. None.	Fair, all fibers suspended.
2. None.	Very thin. Fibers suspended in the lower half of liquid only.
3. None.	Good.
4. Present.	No mucilage.
5. Present.	No mucilage.

*Paper read at annual convention Michigan State Pharmaceutical Association by Walter H. Blume, Ph. C., M. S., of Detroit.

6. Present. No mucilage.

7. None. Good.

Numbers 4, 5, and 6 were put up in one ounce packages and all originated from the same drug miller. Four of the seven specimens were of little or no value as poultices or demulcents.

A laboratory sample of oleic acid had a high congealing point and showed presence of palmitic and stearic acids. Five samples of lycopodium were all good. One sample of quinine alkaloid contained more cinchonine and cinchonidine than permitted by the Pharmacopoeia. Two lots of powdered capsicum yielded an excessive amount of ash—one 13.07 per cent., the other 16.49 per cent. Some authorities state that it should yield not over 5 per cent. of ash. Several pound cans of chlorinated lime averaged 26 per cent. of available chlorine. While not up to the standard the showing is far better than the average. One sample of cotton seed oil, while not suspected, was found to be of good quality. Both of two samples of olive oil consisted largely or entirely of cotton seed oil. Three samples of powdered gamboge yielded 2.88, 10.92 and 4.89 per cent. of ash, whereas the Pharmacopoeia allows not over 3 per cent.; 31.5 per cent. of the first was insoluble in alcohol against the U. S. P. maximum of 25 per cent.

Tincture of iodine was, as usual, found to be very variable in iodine content, but constant in so far as it failed to come up to requirements in any case. The iodine in Gm. per 100 Cc. of tincture was found to be as follows:

1	6.00
2	3.9
3	3.2
4	6.5
5	1.8
6	3.9
7	2.01
8	2.78
9	3.48
10	Supplied tr. of Iron for Iodine.
11	4.65

In no case was wood alcohol found to have been used as the solvent. This statement applies equally to a number of lots of spirit of camphor obtained from as many different stores. Enquiry among students who had had drug store experience and among practical druggists failed to show that wood alcohol is used as a solvent or otherwise to replace grain alcohol.

The writer has for some time had some suspicions as to the strength of acetic acid and dilute acetic acid which should contain 36 per cent. and 6 per cent., respectively, of the absolute acid. That these suspicions were not groundless is clearly illustrated by the following:

Per cent. by wt. of abs. acetic acid.
1 8.05
2 11.70
3 12.39
4 5.55
5 15.95
6 7.45
7 6.14
8 31.00
9 13.80
10 5.77

Almost all of these contained empyreumatic matter. The odor of some was quite unpleasant.

No. 2 was brought one morning by a student from a physician who is conducting a drug store. The "dilute" acid was dispensed from a gallon jug. When asked concerning the strength of the acid, the Doctor stated he did not know but "reggn'd it was dilute." At noon the purchaser returned to the store with the acid, saying that he was anxious to have the preparation of exact and proper strength and asked the Doctor to dilute it properly if too strong. Neither the Doctor nor his "pharmacist" could do that, so they both admitted, so diluted is by guess with above results.

No. 4 was made up by a druggist who knew it was to be titrated and who tried to get it as accurate as possible.

No. 5 was bought at a store owned and operated by negroes, or "niggers," as they are called there. The clerk, who stated that he was no

pharmacist, but was in charge of the store during the noon hour and was dispensing drugs, asked 10 cents for three drams of the acid. When it was suggested that the price was a bit high he excused the charge with the statement that he had dispensed the strong acid. Upon being again told that the dilute acid was wanted, he stepped back of the prescription case and diluted a portion of the stronger acid with water by guess.

Possibly there is a little excuse for some of the variations in the strength of the dilute acid. In several cases the container of the stronger acid was seen in the store. All the labels bore was the name Acetic Acid. One pharmacist, who is, perhaps, more capable and painstaking in his work than his competitors, stated that he had made the dilute acid on the assumption that the Acetic Acid was of pharmacopoeial (36 per cent.) strength. Manufacturers furnish glacial (99+ per cent.), 80 per cent., 60 per cent., 56 per cent., 36 per cent. and 28 per cent. acetic

"Josephine Shoes"

A woman's shoe with a reputation. Snappy and up-to-date. Patent, Vici or Dull Leathers. C to EE on all lasts in stock. Retails at \$2.00 and \$2.25.

MICHIGAN SHOE CO. - - - DETROIT

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)

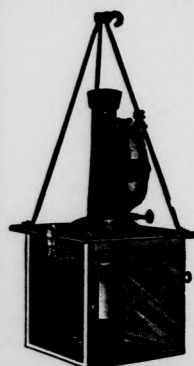
Waldron, Alderton & Melze
Saginaw, Mich.

50 Per Cent. Discount

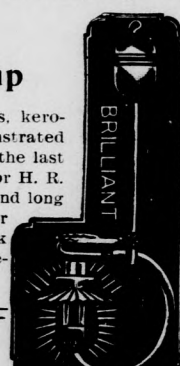
to all who use the

Brilliant Gas Lamp

in their expenses for lighting over gas, kerosene or electric lights. This is demonstrated every day by the thousands in use for the last 8 years all over the world. Write for H. R. Catalog. Don't wait for short days and long nights, order now, and be ready for this and the Fall Trade. Money back if Brilliant Lamp fails to do as represented.



600 Candle Power Diamond Headlight Outdoor Pressure Lamp



100 Candle Power

Brilliant Gas Lamp Co.

42 State St., Chicago, Ill.

acid. That the commercial acid does vary in strength is shown herewith.

The acetic acid from which No. 4 was made was found to contain 28.36 per cent. of absolute acid. That from which No. 2 was made contained 55.4 per cent. of absolute acid. A small quantity of this acid was obtained from the Doctor before mentioned and labeled by him "Acetic Acid, 36 per cent." Another contained 31.58 per cent. These facts suggest the necessity of all manufacturers and wholesalers declaring the strength of this article on the label.

A sample of dilute hydrochloric acid contained 10.48 per cent. of absolute hydrochloric acid. One of short buchu leaves contained 7.85 per cent. and one of long buchu, 20.33 per cent. of stems, wood, bark and pebbles. Precipitated sulphur was by no means a "drug on the market." Although called for in many stores only one sample was obtained. That one was a pure article. A quantity of neatsfoot oil was suspected to contain a hydrocarbon oil. The absence of the latter was readily demonstrated.

A quantity of tartaric acid bought of a wholesale house bore a label upon which was printed the following caution: "Consumers of Tartaric Acid should be careful to discriminate between the Medicinal and Commercial kinds; the latter are extensively used in the Arts, and produced at low prices; much injury is sustained by using such for domestic purposes, from the Metallic Impurities they contain." The label alone aroused suspicion, which was strengthened by the pink color of the powder. The latter, upon being tested, showed the presence of appreciable quantities of iron.

Powdered cubeb was found to contain oleoresin in the following percentages:

1	19.4
2	15.5
3	16.47
4	21.4
5	17.68

This is not nearly so good a showing as made by samples bought in this state and reported upon a year or two ago.

The U. S. P. requires that oil of peppermint contain not less than 8 per cent. of ester calculated as menthyl acetate and not less than 50 per cent. of total menthol. Three commercial samples were examined and found to contain:

	per cent. of ester	per cent. of total menthol
1	4.47	34.76
2	11.96	52.90
3	7.79	53.12

Oil of thyme should contain 20 per cent. of phenols. Four samples assayed respectively 4, 14, 8 and 32 per cent. by volume of such phenols. Only one out of the four complied with the requirements.

Of two samples of oil of lemon one contained 1.88 per cent. of citral and the other none at all. Two samples of oil of orange were examined but no crystals obtained. Because of the small amount of oil at

hand the experiments could not be duplicated. Out of three samples of oil of santal only one passed the official test of 90 per cent. of alcohol calculated as santalol. They assayed 68.3, 30.47 and 90.13 per cent. respectively.

It has been repeatedly stated that much of the oil of turpentine bought in small lots by retail pharmacists consists largely of kerosene. There was some reason to suspect a certain dealer's oil because of its source, but none of three samples bought at his store at intervals of several months showed presence of any kerosene oil.

Oil of rosemary should contain not less than 5 per cent. of ester calculated as bornyl acetate and not less than 15 per cent. of total borneol. Two samples contained:

	% of ester	% of total borneol
1.	2.15	8.84
2.	10.56	15.34

Some of the conditions in pharmacy in Alabama are quite different from what they are with us. Even in the small towns many of the stores are very small, cramped and crowded. While some are provided with modern shelving and silent salesman show cases, the majority have old-fashioned and in many cases crude fixtures. The prescription business is not at all difficult. One druggist stated that about all he has occasion to dispense on prescription is a mixture of calomel and sodium bicarbonate or Epsom salt. While this does not hold true for all cases and places, the fact remains that but very few difficult prescriptions are brought in to be compounded.

The prices obtained for ordinary pharmaceuticals, prescriptions and sundries are considerably higher than in Michigan. The same holds true for all other commodities, however, so the pharmacist is not the only extortionist. Prescriptions average from 25 to 50 or more per cent. higher than with us. In addition to the articles mentioned above as being very difficult to obtain may be noted: oil of rose, powdered licorice, extract of malt, powdered capsicum, cubebs, various formulas of hypodermic tablets and pills of the alkaloids.

In one store lycopodium was called for and the clerk, who was a registered man, asked if it was wanted in fine or coarse powder. In another in Tuskegee the information was volunteered by the proprietor that he had never had any lycopodium in stock. Several articles were purchased in a drug store in Opelika. In each case a bottle was taken from the case in which it was shipped and carelessly washed at the soda fountain, no care being taken to dry the bottle or to allow it to drain.

In the matter of salary the clerks are better off there than here when their general ability, the quality and amount of service given are considered. It is no reflection on them to state that they can not hold their own with their Northern brother Knights of the Pestle. The demand for registered pharmacists is so great that many students in the colleges of pharmacy leave those institutions

just as soon as they can pass the relatively very simple State examinations.

A Question of Accommodation.

Senator Hoar used to tell the story of an incident he witnessed on a Boston street-car. It was about eleven o'clock p. m., the mystic hour when all law-abiding Bostonians lose their thirsts. The Senator happened to notice a man running after the car and vainly trying to attract the conductor's attention. The Senator notified the conductor, who stopped the car. The belated passenger, who was somewhat under the influence of liquor, had no sooner climbed aboard than he delivered himself of the following remarks, "Shay, Mr. Conductor, does this road run to 'commode the passengers, or the passengers run to 'commode the road?'"

Green Ray Is Seen At Sunset.

The "Green Ray" is to be seen for an instant just at the time of disappearance of the setting sun below a clear horizon. Prof. Rambout finds that the phenomenon can be entirely accounted for by the generally received view of the chromatic dispersion of the atmosphere combined with selective absorption. It is not necessary to make elaborate experiments or to go on a sea voyage in order to observe the green ray. By fixing a screen half covering the focal plate of a telescope, or, better still, a dia-

phragm with a narrow diametral slit, a green or blue flash can be seen at the top of the sun's disk and a red fringe at the bottom any time that the sun is near the horizon and the observation can be repeated as often as desired.

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

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



Registered,
U. S. Pat. Off.

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

46 Highest Awards in Europe and America.

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



**Satisfaction
is the
First Law
of Selling**

The grocer who carries in his stock Burnham & Morrill Co.'s Extra Quality Baked Beans has the same certainty of giving his customers satisfaction as Burnham & Morrill Co.'s Baked

Beans have of delighting everyone who eats them.

Extra Quality Baked Beans

The real New England Baked Beans, baked in New England, after New England methods. All who know our Baked Beans are positive of their superiority. Only the choicest hand-picked Eastern beans are used, together with a generous amount of prime farm-raised pork. In flavor, they are appetizing beyond comparison.

Your jobber has them. If not, write us.

GROCERS, REMEMBER THIS:

Burnham & Morrill Co.'s Baked Beans 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 Burnham & Morrill Co.'s Baked Beans in stock. You will have many and repeated calls for them.

Burnham & Morrill Co., Portland, Maine, U. S. A.

PHARMACY IN SWITZERLAND.

Marked Difference Between That Country and America.*

Berne, Switzerland, July 9.—Unavoidable circumstances prevent my being present at the meeting of our Association in Jackson on August 15 and 16. I regret this exceedingly, for it became evident to me before leaving America that the program, thanks to the efforts of our worthy Secretary and the chairmen of the various committees, would be a most interesting and instructive one. Although I shall not be with you in body, I shall at the appointed hour, making due allowance for difference in time, be with you in spirit, and I sincerely hope you will enjoy one of the most successful meetings the Association has ever held. I wish to take this opportunity of thanking you most sincerely for electing me to the highest office which the Association can bestow, one which I did not deserve at the time and much less now.

As I had not prepared my address before leaving, and as it is quite difficult, while traveling about, to give proper attention to a subject, I have concluded to give in brief an account of the conditions of pharmacy in Switzerland, hoping that it may offer suggestions to us in our struggle for better conditions in pharmacy.

Switzerland is composed of twenty-two cantons or smaller states, each one of which has its own laws, rules and regulations concerning pharmacy. There is a National Association of Pharmacy and each canton or state has its society, as well as each city. They are more or less affiliated, since the members of the local and cantonal associations are mostly members of the national association. The Swiss Pharmacopoeia becomes official only when the various associations vote to adopt it, to which the twenty-two have agreed. Having been adopted, then the prescriptions of the Pharmacopoeia must be strictly followed, under penalty. Tinctures, fluid extracts, extracts, etc., of heroic drugs must be tested and assayed by the pharmacist and conform to the Pharmacopoeia. I was asked if the American pharmacist possessed a polariscope, since our Pharmacopoeia gives the optical rotation of essential oils. If the Swiss Pharmacopoeia gives in its description for oils the optical rotation, then each pharmacist must possess one. It is quite doubtful that the polariscope will be demanded. It will thus be seen that the Pharmacopoeia of Switzerland is primarily for pharmacists, who by law are compelled to have and use the latest edition in their place of business.

Berne, with a population of 75,000 people, has but twenty-two pharmacies and twenty-four drug stores. The pharmacy naturally confines itself to the professional side, although a few specialties and patent medicines are to be seen in the show windows which, however, are generally unpretentious, while pyramid displays are generally wanting. There is no

law against the sale of patent or nostrums remedies, but they cannot be advertised without submitting samples to the Board of Health with the formula for the same. A few American nostrums enjoy a large sale at the full retail price. Cigars, cigarettes and tobacco are confined to the tobacco stores, brushes to the dealers in brushes toilet articles mostly to the coiffeur, while soda water drinks are practically unknown. The salesroom and prescription counter are both often in one small room, without showcases of any kind, the walls being covered with shelves bearing bottles and jars of drugs which must be indicated in the terminology of the Swiss Pharmacopoeia. The atmosphere of a Bernese pharmacy is distinctly professional and not bazaar-like.

While the pharmacist may sell anything in the line of drugs, chemicals and medicines, the druggist is confined to a list of about 150 articles used in the arts, of which the most poisonous are lead acetate, carbolic acid, tincture iodine, Kreolin and Cresole, which must be labeled with red poison labels, in addition to crude drugs, not poisonous in nature; also chemicals used in photography and all specialties and patent medicines not containing or composed of poisonous ingredients. They cannot compound prescriptions of any sort. The drug stores have the atmosphere of a strictly commercial enterprise and the owners are not compelled, in most cantons at least, to pass any state examination.

While in Germany the prices at which drugs and medicines may be sold are fixed by the government, the regulation of prices in Switzerland is largely in the hands of local and cantonal associations. The prices vary in different cantons. There is no objection to selling at a higher price than stated in the printed schedule furnished each pharmacist, but there is great objection to the cutting of prices, which, however, is not very prevalent. Pressure is being brought to bear on the manufacturers to sell only to those who maintain full prices on specialties. This seems to be quite effectual, since there are no department store drug stores and no cut-rate pharmacies. There are no regulations preventing the organization of such bazaar stores; but, in the first place, the apothecary himself is a highly educated, cultured gentleman, occupies a rather exalted position in society and takes a pride in his profession. He would not think of degrading it as the American educated pharmacist often does. Because of the high standards of qualification demanded by law, the competition is greatly minimized and there are few pharmacies. Although any one may open a pharmacy, providing he have the qualifications, the educational requirements are so high as to serve as a brake on the over supply of pharmacies and pharmacists. Further, not more than one pharmacy can be owned or conducted by a single individual. The laws governing the practice of pharmacy are rigid, but, upon enquiry, I find they are not always strictly enforced.

There are two classes of pharmacists, assistant and registered. Candidates who present themselves for examination for assistant pharmacist must

1. Furnish evidence that they have passed the "Maturitats" examination which is a greater equivalent than our best four years high school. They will thus have had Greek, Latin, French and German. In place of Greek, Italian or English may be substituted.

2. Have served a two year apprenticeship with one or more registered pharmacists.

3. Pass a practical examination consisting of the following: a. Compounding of at least three prescriptions. b. Manufacture of a chemico-pharmaceutical and a gellenical preparation. c. Testing of two official drugs according to the Pharmacopoeia. A detailed written report of b. and c. must be furnished. The oral examination covers the following subjects: a. Elementary botany and especially the botany of medicinal plants. b. Elementary physics. c. Elementary chemistry. d. Elementary pharmacognosy. e. Prescription reading, Posology, and practical pharmacy.

The apprentice, during his two years service, generally receives no compensation, in fact often pays for the privilege, say \$5 per month.

Every one who desires to become a registered pharmacist must first have completed the above requirements and cannot, therefore, become a registered pharmacist upon merely passing a sufficiently examination as is often the case in America. It must be admitted that the practical experience of three or four years demanded for graduation and for permission to practice pharmacy in America, when compared with the quality of the experience obtained in Switzerland, is in over 90 per cent. of cases the greatest of farces.

Before a candidate can present himself for examination prescribed for registered pharmacists, he must furnish an affidavit that he has complied with all the requirements demanded of assistant pharmacists and further must have served as assistant at least one year with one or more registered pharmacists. The candidate must also present evidence that he has satisfactorily passed the following studies in a university:

1. Inorganic chemistry.
2. Organic Chemistry.
3. Analytical chemistry and Toxicology.
4. Pharmaceutical chemistry.
5. Food analysis.
6. Physics.
7. Zoology.
8. Mineralogy.
9. General Botany.
10. Systematic Botany.
11. Pharmaceutical Botany.
12. Pharmacognosy.
13. Microscopy.
14. Hygiene.

In addition he must have completed four full semesters or two years in a university or school of pharmacy and four semesters laboratory work. During this time the candidate is not allowed to serve in a pharmacy. This,

I have learned, is sometimes violated.

The state examination usually extends over a period of five weeks and consists of practical, written and oral work. The practical examination consists of the following:

1. Manufacture of two pharmaceutico-chemical preparations.
2. Qualitative analysis of an adulterated or poisonous substance (food or medicine).
3. Qualitative analysis of a mixture containing not over six substances.
4. Quantitative analysis of a substance by both gravimetric and volumetric methods.

(Of these four operations a detailed written report is demanded.)

5. Microscopical analysis of several drug powders, one in mixture.
 6. A written thesis upon some subject in pharmacy or pharmacognosy.
- Each candidate draws a set of three questions and selects one of the three subjects. Each candidate is allowed four hours for writing this thesis.

The oral examination covers the following subjects:

1. General and systematic botany.
2. Pharmaceutical botany.
3. Physics.
4. Theoretical organic and inorganic chemistry.
5. Pharmaceutical and Forensic chemistry.
6. Analytical chemistry and food analysis.
7. Pharmacognosy.
8. Pharmacy—theoretical and practical.

From fifteen to thirty minutes are devoted to each subject in the oral examinations.

As stated above, this examination occupies the candidates time from five to six weeks. They are held in the university and given by those best qualified to serve—one practical pharmacist and three university professors. The former attends to the strictly practical portion and the latter to the theoretical.

Is this not, after all, the most sensible policy? You will, perhaps, say that the condition of pharmacy in America is not to be considered in the same breath with pharmacy in Switzerland and Germany, and that there is no professional pharmacy left in America. I protest this emphatically and maintain that we have professional pharmacy but that, unfortunately, it is in a very fine state of division and widely distributed over 40,000 places of business in the U. S. It is so grossly adulterated with other things non-pharmaceutical that it often requires the most skillful microscopist to identify it. This is a condition which, I hope, will in time be improved. If only these bazaars or department store druggists who repeatedly state that there is nothing to pharmacy and who say "to hades" with the physician would but divorce that portion of their vocation for which they have lost pride and respect and devote their entire attention to that portion which brings them relatively greater returns and therefore commands their respect, a tremendous jump toward more conspicuous professional pharmacy will have already been

*Annual address of J. O. Schlotterbeck, of Ann Arbor, President Michigan State Pharmaceutical Association read at annual convention at Jackson.

made. In Triberg (Black Forest), where a portion of this was written, while there is a permanent population of 4,000 and a transient population of three or four times that number, there is but one pharmacy and a number of drug stores. The former obtains its concession from the government and need fear no competition. There is, however, competition among the latter, as with us. Compare this with Ann Arbor with 15,000 inhabitants and eleven drug stores. I would like to see one professional pharmacy on Main street and one on State street, and let the drug store, if it wishes to be so called, take care of the drinks, the smokes, the souvenir postal cards, sundries, etc. We, of course, with our form of government can never expect legislation that will directly bring about a condition in pharmacy approaching the picture above portrayed. We can, however, through the Boards of Pharmacy, gradually raise the requirements for the practice of pharmacy, that many will prefer to relinquish the pharmaceutical feature of their business, rather than meet the increased educational demands themselves or employ the much higher-salaried men which such increased requirements would necessarily provide. Much more could be written upon this subject, but I fear I have already wearied you. In conclusion, I wish to repeat that the salvation of pharmacy rests largely with the Boards of Pharmacy. Let us hope they will apply the jack-screws, slowly but surely.

Man and Beauty Doctor.

The specialist in removing superfluous hairs was sterilizing her electric needles.

"Honest, I felt sorry for that man. He didn't want to have that mole removed, but his best girl insisted. Men do hate this sort of thing. It is not lack of pride, but they think that trifles like moles are beneath their notice. Whenever a man comes to me, I am sure there is a woman in the case. One man gave me \$10 to bind a contract for removing a mole and then when the needle went in the first time he said he'd had enough. Anyhow, he'd come back next day with his wife. As long as she had insisted on its being done she should stand by him through the operation. The next day he came back and told me to keep the \$10. His wife had declined with thanks. We compromised on \$5 and had a good laugh. Men who will not cringe when badly injured nor utter a sound when in the hands of a surgeon will act absurdly when a mere beauty doctor tries to remove some trifling defect. On the other hand, frail little women will act like stoics when they come to my rooms. It just shows the different values placed on personal appearance by the two sexes."

The constant wash of water
Wears away the largest stone;
The constant gnaw of Towser
Masticates the largest bone;
The lover's constant wooing
Wins at last the fickle maid,
And the constant advertiser
Is the one who gets the trade.

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.	oz.	Size	Per
120	4	1 1/4	10	\$2 90
128	4	1 1/4	9	2 90
128	4	1 1/4	8	2 90
128	4	1 1/4	6	2 90
135	4 1/2	1 1/4	5	2 95
154	4 1/2	1 1/4	4	3 00
200	3	1	10	2 50
208	3	1	8	2 50
236	3 1/2	1 1/4	6	2 65
265	3 1/2	1 1/4	5	2 70
264	3 1/2	1 1/4	4	2 70
Discount, one-third and five per cent.				
Paper Shells—Not Loaded.				
No. 10, pasteboard boxes 100, per 100.	72			
No. 12, pasteboard boxes 100, per 100.	64			
Gunpowder				
Kegs, 25 lbs., per keg	4 90			
1/2 Kegs, 12 1/2 lbs., per 1/2 keg	2 90			
1/4 Kegs, 6 1/4 lbs., per 1/4 keg	1 60			
Shot				
In sacks containing 25 lbs.				
Drop, all sizes smaller than B.	1 85			
AUGURS AND BITS				
Snell's	60			
Jennings' genuine	25			
Jennings' imitation	50			
AXES				
First Quality, S. B. Bronze	6 50			
First Quality, D. B. Bronze	9 00			
First Quality, S. B. S. Steel	7 00			
First Quality, D. B. Steel	10 50			
BARROWS.				
Railroad	15 00			
Garden	33 00			
BOLTS				
Stove	70			
Carriage, new list	70			
Plow	50			
BUCKETS.				
Well, plain	4 50			
BUTTS, CAST.				
Cast Loose, Pin, figured	70			
Wrought, narrow	60			
CHAIN.				
Common, 7 c.	6 c.	6 c.	6 c.	4 c.
BB, 8 c.	7 c.	7 c.	6 c.	6 c.
BBB, 8 c.	7 c.	7 c.	6 c.	6 c.
CROWBARS.				
Cast Steel, per lb.	5			
CHISELS				
Socket Firmer.	65			
Socket Framing	65			
Socket Corner.	65			
Socket Slicks.	65			
ELBOWS.				
Com. 4 piece, 6 in., per doz.	net. 75			
Corrugated, per doz.	1 25			
Adjustable	dis. 40 & 10			
EXPENSIVE BITS				
Clark's small, \$18; large, \$26	40			
Ives' 1, \$18; 2, \$24; 3, \$30	25			
FILES—NEW LIST				
New American	70 & 10			
Nicholson's	70			
Heller's Horse Rasps	70			
GALVANIZED IRON.				
Nos. 16 to 20; 22 and 24; 25 and 26; 27, 28				
List	12 13 14 15 16 17			
Discount, 70.				
GAUGES.				
Stanley Rule and Level Co.'s	60 & 10			
GLASS				
Single Strength, by box	dis. 90			
Double Strength, by box	dis. 90			
By the light	dis. 90			
HAMMERS				
Maydole & Co.'s new list	dis. 33 1/2			
Yerkes & Plumb's	dis. 40 & 10			
Mason's Solid Cast Steel	30c list 70			
HINGES.				
Gate, Clark's 1, 2, 3.	dis. 60 & 10			
HOLLOW WARE.				
Pots.	50 & 10			
Kettles.	50 & 10			
Spiders.	50 & 10			
HORSE NAILS.				
Au Sable.	dis. 40 & 10			
HOUSE FURNISHING GOODS.				
Stamped Tinware, new list	70			
Japanese Tinware	50 & 10			

IRON

Bar Iron	2 25 rate
Light Band	3 00 rate
KNOBS—NEW LIST.	
Door, mineral, Jap. trimmings	75
Door, Porcelain, Jap. trimmings	85
LEVELS	
Stanley Rule and Level Co.'s	dis.
METALS—ZINC	
600 pound casks	8
Per pound	8 1/2
MISCELLANEOUS	
Bird Cages	40
Pumps, Cistern.	75 & 10
Screws, New List	85
Castors, Bed and Plate	50 & 10 & 10
Dampers, American.	50
MOLASSES GATES	
Stebbins' Pattern	60 & 10
Enterprise, self-measuring.	30
PANS	
Fry, Acme	60 & 10 & 10
Common, polished	70 & 10
PATENT PLANISHED IRON	
"A" Wood's pat. plan'd, No. 24-27.	10 80
"B" Wood's pat. plan'd, No. 25-27.	9 80
Broken packages 1/2 c per lb. extra.	
PLANES	
Ohio Tool Co.'s fancy	40
Sciota Bench	50
Sandusky Tool Co.'s fancy	40
Bench, first quality	45
NAILS.	
Advance over base, on both Steel & Wire	
Steel nails, base	2 25
Wire nails, base	2 15
20 to 60 advance	Base
10 to 16 advance	5
8 advance	20
6 advance	30
4 advance	45
3 advance	70
2 advance	115
Fine 3 advance	150
Casing 10 advance	125
Casing 8 advance	125
Casing 6 advance	25
Finish 10 advance	25
Finish 8 advance	45
Finish 6 advance	85
Barrel 1/2 advance	
RIVETS.	
Iron and tinned	50
Copper Rivets and Burs	45
ROOFING PLATES.	
14x20 IC, Charcoal, Dean	7 50
14x20 IX, Charcoal, Dean	9 00
20x28 IC, Charcoal, Dean	15 00
14x20, IC, Charcoal, Allaway Grade	7 50
14x20 IX, Charcoal, Allaway Grade	9 00
20x28 IC, Charcoal, Allaway Grade	15 00
20x28 IX, Charcoal, Allaway Grade	18 00
ROPES	
Sisal, 1/2 inch and larger	9 1/2
SAND PAPER	
List acct. 19, '86	dis. 50
SASH WEIGHTS	
Solid Eyes, per ton	28 00
SHEET IRON	
Nos. 10 to 14	3 60
Nos. 15 to 17	3 70
Nos. 18 to 21	3 90
Nos. 22 to 24	4 10
Nos. 25 to 26	4 20
No. 27	4 30
All sheets No. 18 and lighter, over 30 inches wide, not less than 2-10 extra.	
SHOVELS AND SPADES	
First Grade, Doz	5 50
Second Grade, Doz	5 00
SOLDER	
1/4 @ 1/2	21
The prices of the many other qualities of solder in the market indicated by private brands vary according to composition.	
SQUARES	
Steel and Iron	60-10-5
TIN—MELYN GRADE	
10x14 IC, Charcoal	10 50
14x20 IC, Charcoal	10 50
10x14 IX, Charcoal	12 00
Each additional X on this grade, \$1 25	
TIN—ALLAWAY GRADE	
10x14 IC, Charcoal	9 00
14x20 IC, Charcoal	9 00
10x14 IX, Charcoal	10 50
14x20 IX, Charcoal	10 50
Each additional X on this grade, \$1 50	
BOILER SIZE TIN PLATE	
14x56 IX, for Nos. 8 & 9 boilers, per lb	13
TRAPS	
Steel, Game	75
Oneida Community, Newhouse's	40 & 10
Oneida Com'y, Hawley & Norton's	65
Mouse, choker, per doz. holes	1 25
Mouse, delusion, per doz	1 25
WIRE	
Bright Market	60
Annealed Market	60
Coppered Market	50 & 10
Tinned Market	50 & 10
Coppered Spring Steel	40
Barbed Fence, Galvanized	2 75
Barbed Fence, Painted	2 45
WIRE GOODS	
Bright	80-10
Screw Eyes	80-10
Hooks	80-10
Gate Hooks and Eyes	80-10
WRENCHES	
Baxter's Adjustable, Nickled	80
Coe's Genuine	40
Coe's Patent Agricultural, Wrought	70-10

Crockery and Glassware

STONEWARE	
Butters	
1/2 gal. per doz.	44
1 to 6 gal. per doz.	5 1/2
8 gal. each	52
10 gal. each	65
12 gal. each	78
15 gal. meat tubs, each	1 13
20 gal. meat tubs, each	1 50
25 gal. meat tubs, each	2 13
30 gal. meat tubs, each	2 55
Churns	
2 to 6 gal. per gal.	6
Churn Dashers, per doz.	84
Milkpans	
1/2 gal. flat or round bottom, per doz.	44
1 gal. flat or round bottom, each.	5 1/2
Fine Glazed Milkpans	
1/2 gal. flat or round bottom, per doz.	60
1 gal. flat or round bottom, each....	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
1/4 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. (\$1.65 doz.)	8 75
Electric in Cartons	
No. 2, Lime (75c doz.)	4 20
No. 2, Fine Flint, (85c doz.)	4 60
No. 2, Lead Flint, (95c doz.)	5 50
LaBastie	
No. 1, Sun Plain Top, (\$1 doz.)	5 75
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	2 50
LANTERN GLOBES	
No. 0 Tub., cases 1 doz. each, bx.	10c 50
No. 0 Tub., cases 2 doz. each, bx.	15c 50
No. 0 Tub., bbls, 5 doz. each, per bbl.	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 3/4 in. wide, per gross or roll.	28
No. 1 1/4 in. wide, per gross or roll.	38
No. 2 1/4 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
4000, any one denomination	8 00
Steel punch	

Advertising a Drug Store in a Smaller City.*

Advertising a drug store is like advertising any other business. It pays when done right. Few druggists give the mater of advertising the time and study they should—it is part of the business that is usually left to spare moments or to an inspiration period, which comes mighty seldom.

In my experience in Bay City I have always tried to impress upon the public the fact that my store was thoroughly up-to-date. My advertisements have been timely and I have always endeavored to find something of interest to talk about, not necessarily a special sale, but an advertisement that will be in keeping with the season. During the summer months considerable of my space is devoted to advertising the soda fountain. New beverages are mentioned every week and when an especially popular concoction is made I advertise it very strong. I have found that this part of the business cannot be given too close attention. If you can tickle one's palate he is apt to be in the mood to spend money for other goods in your store.

My confectionery case, for example, is located near the fountain, is kept as attractive as possible and it is surprising the amount of trade this brings me.

When the season changes I make it a point to advertise cough cures. Almond Cream and other preparations that I know will be needed. This sets the people to thinking and invariably I have calls for the articles advertised. I also advertise my prescription department frequently. A talk on pure drugs, accuracy in the filling of prescriptions and quick delivery is always impressive. I do not think the average dealer realizes how important the latter item is. I always aim to keep plenty of delivery boys, so that there will not be a moment's delay in delivering, and even then it is often necessary for me to hire a messenger. It is expensive, but the results more than repay me.

There is no better advertisement for a store than this and I have found that it has made me a great many permanent customers. As to the kind of advertising that pays best, I have no hesitation in recommending the daily newspaper. Money spent for program or scheme advertising is invariably thrown away and the sooner a dealer discontinues it the more he will be ahead. It is not necessary to take a large space in a newspaper, but the matter of position is very important. Have your advertisement appear on a page with local news and demand a full position—top of column or following next to reading. It may cost a little more per inch, but it is well worth the extra. Do not expect the newspaper to do it all. If you are foolish enough to insert an unseasonable advertisement or if you are too lazy to change it at least twice a week, you cannot expect returns.

When you have a special sale give your patrons the very best bargains

*Paper read at annual convention Michigan State Pharmaceutical Association by C. H. Frantz, of Bay City.

possible. I find that these sales bring many new faces into my store and that means the making of new customers. One of the most successful sales that I ever conducted was during the week of May 20 to 26, when I advertised a specialty in the shape of a box of Violet Toilet soap, a rubber complexion brush and a bottle of violet talcum powder, all for 39c. I had calls from all parts of the city and I have noticed that many of these people are trading with me regularly.

I have also been very successful in running catchy advertisements on fountain syringes and hot water bottles, quoting prices like 49c, 63c, etc. My advice is always to back up your specialty advertising with attractive window displays of the article advertised. Place price cards in a conspicuous place in the window; in fact, let everybody know that you are holding a sale.

Advertising cannot be expected to sell your goods. If it brings customers to your store you should be satisfied; the remainder depends upon yourself. Keep your store neat and clean. Have your show and wall cases well arranged and have your prescription room as clean as you would expect your house-keeper to keep your kitchen. Select your clerks with care and don't look for cheap help. A competent, courteous clerk will earn his money and be a better investment than five or six of the cheap kind. Impress upon the clerks the importance of being neat in their personal appearance. Never allow them to wait upon a customer in their shirt sleeves.

Another very important matter for retail druggists to keep constantly in mind is the absolute necessity of being accommodating. Wait on a customer who wants a postage stamp, the use of your telephone or the loan of your directory with the same courtesy as you would show one who leaves with you a ten or a twenty dollar order.

Made a Difference of Less Than \$800.

Detroit, Aug. 10—I notice an article published on page 7 of your last issue with reference to the affairs of Dwight E. Price, bankrupt. In order that a wrong impression may not obtain I would be obliged to you if you would note that the second set of appraisers appointed, whom Mr. Randolph proposed for the express purpose of boosting the value of the stock out of sight, made a difference of less than \$800 on the stock of goods, wares, merchandise and fixtures, which will be readily proven by the records on file in the office of the Referee in Bankruptcy, and to accomplish this he was instrumental in putting the estate to a large expense. A. Fixel.

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

Fall Underwear

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

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

Men's Fleeced Shirts and Drawers

in Black, Blue, Oxford and Jaegar

Men's Wool Underwear

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

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

Assorted. Reliable qualities and best values in the market.

Boys' and Misses' Fleeces

Infants' Wrappers

Women's Fleeced Vests and Pants

in Ecru, Peeler, Grey and Jaegar

Women's Wool Vests and Pants

in Greys and Reds

The Wm. Barie Dry Goods Co.

Wholesale Dry Goods

Saginaw, Michigan



Our Cap Department

offers some good things for fall trade. Look over this list and then take a look at our sample line. We can show you some money makers.

Brightons with outside bands in Cloth, Corduroy, Leather and Plush @ \$2.25, \$4.00, \$4.50 and \$9.00 per dozen.

Brightons with inside bands of fur @ \$4.50, \$6.00, \$9.00, \$12.00 and \$13.50 per dozen.

Jockeys with inside bands of fur @ \$4.50, \$6.00, \$9.00, \$12.00 and \$13.50 per dozen.

Tourists with inside bands of fur @ \$4.50, \$6.00, \$9.00, \$12.00 and \$13.50 per dozen.

Drivers, Windsors, Yacht and Golf, in boys' and men's, from \$2.25 to \$4 25 per dozen.

GRAND RAPIDS DRY GOODS CO.

Exclusively Wholesale

Grand Rapids, Mich.

Advertising a Drug Store in a Village.*

I would not have you think that I am here to give you special instruction in the art of advertising, but I am here by request. And I am not here to tell you how to advertise, but to let you know how I do it. I may say something useful to the druggist who is situated, as I am, in a town of 1,500 or 1,600 people, with two drug stores doing about the limit of business and striving to maintain an interest in my business and in the people who are, or who may be, my customers. There is very little, perhaps nothing, that I can say that you have not heard or read about in the magazines. I consider advertising necessary, and I like to write advertisements—there's no use denying that. Some of my advertisements sell goods, some do not seem to, but I keep at it. Don't forget that—keep at it. The windows of a store are said to be its index and the best and most economical form of advertising for any merchant. I change the display of goods in my window every week, sometimes oftener. Clean glass, of course, and usually white book paper on the floor of the window. Nearly always have a sign printed or written and prices on the goods—our kind of goods, if I have enough; if not, something relating to the main idea. People will stop to read a written sign when something more elaborate will not arrest their attention. A written announcement has individuality. The common set phrases are printed. Sometimes my window display sells goods at once, but whether it does or not the window is cleaned and a new show given; no hammocks in my December windows. The English language gets some pretty hard strains in some newspaper advertisements, but there is no plan for oratory or dictionary effect in calling people to your store. An article for sale has about three points of interest—how good it is, the price and the place to get it—that's all—possibly cold and unromantic, but full of business. Have something to say, then say it, then stop. Talk about one thing, boil down what you think is necessary to tell and then stop. Don't repeat ideas. Be direct, short, pointed. I use two papers—one the local village paper; the other the Detroit Courier, a county paper with a large circulation among the farmers. I write new advertisements every week for both papers—to 4 advertisements each year—no two alike. I usually have a quantity of cardboard cut about postal size, which I use for reproductions of the best of my local advertisements, 500 at a printing, for counter distribution and mailing. Nearly every package that goes from the store carries a piece of advertising—carries it free and carries it right into the home. I sell magazines. Into each one I place a card, booklet or something that will go with the buyer. In this way I have large space in all the magazines

without charge. This is also continuous. I keep at it. Tell the truth in all advertising. It may take more religion to hold a man level in writing copy than it does to make him shout at camp meeting, but never mind—tell the truth. I sell school books and school supplies. Upon every tablet goes my rubber stamp, and with all school books a good cover with my advertisement on the outside. Blotters are used all the time in books, box papers—given to teachers and pupils and placed in packages. Envelopes are used for small parcels. Each one has copy calling attention to something I wish the other party to have. If advertising matter accumulates I drop three or four pieces in a rubber band and distribute from house to house and in farmers' wagons or put in envelopes and send to my mailing list—and keep at it. I have some good specialties; Raynor's White Pine Cough Balsam, Little Liver Pills, Matchless Headache Cure, Salicylic Corn Cure, Bronchial Lozenges and a few others—all good sellers, made so by having a good article and repeatedly telling of it. These articles are the best sellers in their respective lines that I have. If you will read some of my claims for these goods you will see no extravagant statements. It pays to be truthful. If you do not tell the truth in your advertisements some one will do it for you. If your goods are a little better than you say they are—if you do a little more than you promise—you will not be asked for any retractions or charged with making unfounded statements. Advertising should be founded upon facts. Your customers should be your friends and your competitors also. It pays large interest to treat your fellow merchants as you would like to be treated. Do not be afraid—be friendly—it is good advertising to be on good terms with a business rival. Something good can be said of nearly every man. If you speak of your competitors speak well of

them. If you do not people will think you are sore, and say so, too. And now, having advocated brevity, I will briefly sum up a few things which you will all agree is good advertising: Clean windows frequently changed, reliable goods well arranged in a clean store, the druggist clean in person and clean in speech, promptness with all customers, rich or poor, high or low, black or white, an earnest desire to satisfy patrons; in one word, you must give service. Some of your effort will be unappreciated, of course, but keep at it, and if you live long enough the great-grandchildren of your present customers will be buying goods at your store. Confidence is based upon character, and that is of slow growth and easily destroyed. The building of a good name for a business is the work of years. Persistence is the watchword. Keep at it through the heat and through the cold, through the shine and through the shadow, whether climbing towards the summit of life, or descending the Western slope, always striving to give a "square deal;" and although you may not—probably will not—become a millionaire, you will be a successful man.

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.

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.



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.

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

*Paper read at annual convention Michigan State Pharmaceutical Association by Owen Raymo, of Wayne.



Michigan Knights of the Grip.
President, H. C. Klockseim, Lansing;
Secretary, Frank L. Day, Jackson; Treas-
urer, John B. Kelley, Detroit.

United Commercial Travelers of Michigan
Grand Counselor, W. D. Watkins, Kal-
amazoo; Grand Secretary, W. F. Tracy,
Flint.

Grand Rapids Council No. 131, U. C. T.
Senior Counselor, Thomas E. Dryden;
Secretary and Treasurer, O. F. Jackson.

How To Convince Prospective Em- ployers of Capacity.

"If you have sold goods on the road, and have met with a degree of success, you must have something to show for it. Produce the evidence."

When a sales manager hurls this request for evidence at an applicant for a place on his sales force, one of two things is bound to happen.

What usually happens is this: the applicant draws from his pocket a bundle of commendatory letters from former employers, and presents them with a serene confidence in the power of their magic to open all doors to him and to convince all skeptics as to his ability. This is the salesman's usual answer to the request for evidence.

A more effective answer and one which is more rarely made, lies in the salesman's producing a record of his actual operations on the road. This may be in the form of memorandum books which he has carefully kept during all his years' experience as a salesman.

The first information one gets from this record is the names of the different companies he has worked for, the date on which he entered the employ of each company, the date on which he left the company, and a description of the line of goods he handled for each one.

Next in importance are the entries showing, not only the number of sales made and the gross returns for these sales, but the net profit to the house on individual sales. Against this last item should be entered the expense to the house of making each sale—that is, the salesman's commission on the sale and the traveling expenses incurred. These entries should be arranged so that at a glance their total can be compared to the item entered under "net profit" to the house.

Next in order of importance, this record should contain the names of the towns which the salesman has visited, and a comparison of each year's business received in each town with the amount of business received in that town the previous year.

There will be another entry in this record, which the salesman who applies for a position should withhold. This item relates to the identity of his customers. If he is applying to White & Co. for a position as salesman, he will not make a favorable impression if he produces a record showing the names and addresses of the customers whose business he secured when he was in the employ of Black & Co. This information would perhaps have a distinct value and

interest to the sales-manager of White & Co., but it is clear that, in divulging it, the salesman would be jeopardizing the interests of his former employer by "giving him away" to a competitor.

The salesman may be resolved that if he secures a position with White & Co. he will try to induce certain old customers of his when he was with Black & Co. to transfer their accounts to his new concern. But in following out this plan, he will do well to keep his counsel as to the actual identity of these old customers. If he does succeed in getting them to transfer their accounts, the new employer derives the benefit of their custom, and can draw his own conclusion.

When a sales manager asks for evidence of the applicant's ability, he will, nine times out of ten, be presented with letters of recommendation from former employers. Perhaps in one time out of ten, the applicant will be prepared with more substantial proof of his ability contained in such a memorandum as I have described above which gives the details of all his own previous operations on the road.

Letters of recommendation are in a way evidence, but they are not such strong, forceful and convincing evidence as statistical memoranda of the calls made, the territory covered, the lines handled, and the profits on individual sales compared with the selling expense.

In the first place, letters of recommendation are usually very general expressions, and often their sincerity is not to be relied upon.

Take as an example the following: "During the three years of Mr. Jones' connection with this company, I had every reason to be satisfied with his ability and desirableness from a personal standpoint. I regret to dispense with his services."

When the sales manager, to whom Jones applies for a position, reads this letter of recommendation certain questions arise in his mind: first, whether or not Jones was fired by the manager who wrote that letter, and in the event that he was, whether or not this letter were given him merely in way of largesse by a man of generous sympathies. The general assertion, "I have every reason to be satisfied with his ability," leaves a great deal to the imagination. What did Jones do that gave his former employer satisfaction? By what standard did the former employer judge the work of his salesman? Would the amount of business which satisfied him as to their ability prove than satisfactory to the prospective employer? As to Jones' personality: the fact that another man claimed to be satisfied in that regard does not prove that Jones has the particular strong points which the man to whom he is making application considers indispensable.

Such a letter of recommendation has a certain value, but it does not begin to have the weight that the specific statement of what Jones has done in the past, of what his peculiar qualifications are, would have.

The good-natured employer who writes a letter of recommendation,

rarely troubles himself to go into details. He prefers to throw in glowing superlatives in his praise of Jones, rather than to take the trouble involved in telling to all whom it may concern just what Jones actually did for him.

One of the vices of business is the habit some employers have of writing letters of recommendation which are undeserved and are likely to be misleading. Oftentimes a man who is discharged for incompetency or for some personal fault, receives on his departure a letter cleverly evading the question of his capability, but recommending him, in general terms, as a desirable man. Letters of this sort work an injury to three parties: First to the employers who, on the strength of them, take the risk of giving important positions to inefficient and undesirable men. Second, the writer does himself an injustice, for if the man whom he recommends fails to "make good," the new employer is apt to remember the recommendation, and to hold the writer of the same to some degree responsible. Third, injustice is done to other salesmen who have fairly deserved the recommendations they have received. Employers who have been fooled by a letter falsely representing a man's qualifications are likely to regard all letters of recommendation as being unreliable.

Jones, therefore, in applying to White & Co. hasn't the strongest backer in the world in his letters of recommendation. He should employ them by all means, for as I have stated, they have a certain value. But the best plan is, while showing these letters, to supplement them with a memorandum of what he has actually done on the road. Then the prospective employer can see for himself why former employers thought they had cause to recommend Jones, and he can judge as to whether or not the results that satisfied them are to be accepted as a criterion.

There are very few salesmen who provide themselves with such documentary proof of their ability. The reason for this lies in the fact that salesmen as a class dislike clerical work. Keeping such a memorandum of sales made, and the profit in individual sales compared with the selling expense, certainly involves some trouble. They consider that they have enough writing to do in getting out their orders, keeping in communication with the different departments of their house, and corresponding with their customers. It is natural then that they should slight a task which the house does not impose on them and which is not of immediate importance. But such an oversight is not the less unfortunate for being a natural one.

Many a salesman who would not hesitate to walk two miles on a pitch dark night, in a pouring rain, on the remotest chance of securing a small order would balk when it came to doing five minutes' work with a pen supplementary to a busy day in calling on the trade.

By slighting such a task as this memorandum, however, he does himself an injustice, in the same way

that a man who owns perishable goods does himself an injustice when he refuses to insure them. No matter how successful a salesman may be—no matter how secure he feels as to the permanency of his position, he confronts the possibility of some time in the future having to seek another situation. Hundreds of things may happen to sever his present connection and make it necessary to find a new one. In view of this contingency, he ought to provide himself with "documentary proof" of what he has been able to do as a salesman. If he ever does have to seek a new position, it is a great advantage to be able to show the results which he has obtained, day by day, through previous years of hard work. It is a great advantage if he can show not only a great bulk of business obtained, but a creditable proportion between the net profits which he earned for his house and the expense to the house which he incurred while doing it. It is a great advantage not to have to ask future employers to accept somebody's general statement as to the value of his work.—L. H. Blanchard in Salesmanship.

Tell a man he is in his prime and he will feel complimented. Tell a woman and she will feel that you are casting reflections on her age.

Traveling Men Say!

After Stopping at

Hermitage European Hotel

In Grand Rapids, Mich.

that it beats them all for elegantly furnished rooms at the rate of 50c, 75c, and \$1.00 per day. Fine cafe in connection. A cozy office on ground floor open all night. Try it the next time you are there.

J. MORAN, Mgr.

All Cars Pass Cor.

E. Bridge and Canal

Livingston Hotel

Grand Rapids, Mich.

In the heart of the city, within a few minutes' walk of all the leading stores, accessible to all car lines. Rooms with bath, \$3.00 to \$4.00 per day, American plan. Rooms with running water, \$2.50 per day. Our table is unsurpassed—the best service. When in Grand Rapids stop at the Livingston.

ERNEST McLEAN, Manager

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.

Gripsack Brigade.

A Lansing correspondent writes as follows: Mrs. George Wilcox, aged 39 years, wife of a well-known traveling man, expired suddenly Tuesday of heart failure. She had been in ill health since the death of her little girl from typhoid fever one year ago.

Harry Barber (Studley & Barclay) was recently initiated in the use of bloodhounds by Wm. Kettle, Deputy Sheriff at Mancelona. In explaining the nature of the canine later to Mr. Walsh, traveling representative for the Petoskey Grocery Co., the latter was forcibly detained by the hound in a manner which gave great enjoyment to the merchants of Mancelona who happened to be familiar with the situation.

Cadillac News and Express: Cadillac is located on a branch of the Pennsylvania railroad system, the Grand Rapids & Indiana Railroad being a member of the Pennsylvania's big family. This fact is interesting and important just now owing to the further fact that at a recent meeting of the Pennsylvania's board of directors it was decided to make reductions in railroad fares on all lines to two and a half cents a mile. We have had that rate on the Grand Rapids & Indiana for some time and that isn't where our interest in the action of the board comes in. The decision of the directors to place mileage books on sale, east of Erie, at the flat price of \$20, is where we sit up and notice East of Erie, that privilege will be given. When you buy a thousand mile book in Cadillac you pay \$30 for the same book. Then when the book is used up \$10 is returned to you, and you pay \$30 again for another book. When the Pennsylvania railroad enters upon the sale of thousand mile books for \$20 with the \$10 deposit feature eliminated, east of Erie, it will be but a little while before the same privilege will be required west of Erie, as far west as Michigan. Public opinion and State laws are not inclined to favor the arbitrary limitations of such desirable privileges.

Eighth Annual Excursion of Kalamazoo Grocers and Butchers.

Kalamazoo, Aug. 10.—A jolly and laughing crowd, one thousand strong, alighted from the twenty coaches that came from Ottawa Beach at 11 o'clock last night. It was the eighth annual excursion of the Grocers' Association and Retail Meat Dealers' Association of Kalamazoo. Despite the fact that the trip which began early yesterday morning was a tiresome one, the jollity of the happy throng was far prevailing. As the long train rolled into the station there was no evidence of weariness, but instead the laughing and musical voices were filling the atmosphere with the merriment of the occasion.

It was the most successful excursion ever held by the Kalamazoo grocers and meat dealers. This was the opinion of all. Laden with bountiful lunch baskets early in the morning, the party returned empty handed and with the wish that the

event was celebrated much oftener than once a year. There were not quite as many as were expected owing to the outlook for rainy weather as the party left. Nevertheless a thousand braved the threatening clouds.

While torrents of rain were besieging the Celery City, letting forth the threats of the angry looking clouds, the thousand of pleasure seekers who had taken in the trip were enjoying pleasant weather in amusements of more varieties than one. There was never a more beautiful day at the Michigan shore for the occasion. Never yet have the trips which have been taken for the past eight years been marred by rain although there have been times when things looked rather discouraging.

There were pleasures arranged for all. Husbands, wives, daughters, sons and sweethearts joined in the festivities. Everything that was planned was carried out successfully, for which much credit is due to those who had the affair in charge. The party left here at the appointed time and arrived at the destination shortly after 10 o'clock. From the time the people stepped off the train there was something to do. After dinner came the features. First of all an attempt was made by several contestants to dive to the bottom of the lake and bring up a hundred pound stone and swim with it to the shore. Several of the men contested for the honor but after many fruitless attempts they were forced to give it up.

Besides the different fly contests, races and other numbers came the baseball game which was the big event of the day. For two hours the two teams, one composed of grocers and the other of meat dealers, battled for supremacy and at the close the score was a tie. Darkness prevented the game being finished. During the nine innings there were many brilliant plays, equalled only by the league players. The men proved themselves as handy wielding the ash as they are presiding behind the counter in their places of business. A remarkable incident of the trip yesterday was the fact that there were an unusually large number of children in the party.

Butter, Eggs, Poultry and Beans at Buffalo.

Buffalo, Aug. 15.—Creamery, fresh, 20@23½c; dairy, fresh, 16@20c; poor, 14@15c.

Eggs—Fancy candled, 19@20c; choice, 17@19c.

Live Poultry—Broilers, 14@16c; fowls, 12@12½c; ducks, 11@13c; old cox, 8@9c.

Dressed Poultry—Fowls, iced, 13@13½c; old cox, 9@10c.

Beans—Pea, hand-picked, \$1.65; marrow, \$2.75@3; mediums, \$1.80; red kidney, \$2.60@2.75.

Susan's Perplexity.

I wonder what the spider spied,
And just what sighs the elder sighed,
And what is in the willow's will,
And has the pillow got a pill;
I wonder what the seaweeds see,
And if a bullock has a key.
I wonder all day long, Oh, dear,
At many other things as queer.

Status of the Hat and Cap Trade.

How easily a man is swayed and influenced in his dress by what he sees about him and sees other people wear, is illustrated by the clothes that men wear after they have been abroad for two or three months. Straw hats are a good example. This make of headwear for men has not been in vogue in London until the past few years, and the styles and shapes of the same as are seen worn by men returning from abroad are so different, and the difference is so marked, that they are soon discarded; our styles, which are less clumsy and top-heavy, have much more grace and even elegance. Europe no longer sets the styles for men's apparel in America. The fact is that many of our good innovations are most readily copied today in London, Paris and Berlin. What will become of the famous "London Letters?" It is decreed that the publications devoted to men's fashions in America will not be so presumptuous as to print them much longer—even as "space fillers."

The season has progressed to the extent when the question of the styles of hats which will be popular for fall may be discussed with a reasonable degree of certainty. In attacking this rather delicate subject it may be stated at the beginning that the man who affects the extremes of style in headwear will have a very small assortment of styles from which to make a selection, for very few extreme styles, either in stiff or soft hats, are being shown at present, and it is not at all probable that any "freakish" novelties will be shown this coming season.

Rarely, if ever, have the traveling fur-hat salesmen met with greater success on the road than was accorded their recent efforts to secure orders for the fall season, now near at hand. Certainly there were more orders for hats taken on the road than in any previous season. With the large volume of business that was secured on the road, the manufacturers have been further favored with many orders placed at their salesrooms in the various markets by the visiting buyers. As the buying season is still young, much more business is expected before fall selling with the retail trade really begins.

From the retailer's point of view the straw-hat season has been highly satisfactory, and the weather conditions are not being blamed for anything. Reports from different parts of the country show that few retailers will carry over any stock worthy the mention. In the larger cities there was a scarcity of straw goods long before July first, duplicate orders were rushed, and the very unsatisfactory sacrifice sales were not in evidence as is often the case at this time in the season. Almost every season the retailer will have a few straw hats in stock, and if they be of the split-braid variety, they are far from being "dead stock." The split-braid yacht shape hat will always find admirers, and the variation in shape from year to year is slight, and there is little likelihood that next season will witness any radical change from the present shape of this style of straw hat.

Soft hat manufacturers are saying nothing much about the condition of business, but are making hats most in-

dustriously. The low crowned, wide brimmed soft hat bids fair to be as popular for fall as at any time since its introduction. The secret of its popularity, if indeed it is a secret, is the fact that the low-crown effect is a becoming style to a greater number of people than any other. With the higher-crowned hats, as much difficulty is experienced by a customer in securing a hat that is satisfactory in all ways, as in a stiff hat, where the slightest difference in the shape, height, and width of the crown, or the width or roll of the brim, makes a marked difference in the appearance of the hat on the head.

All indications point to the continued popularity of the Panama, especially among those who desire a fine hat for summer wear. The only limit to the sale of Panama hats this summer has been the limitations set by the production and as soon as consignments have arrived in this country from South America they were used to fill the orders which had been on file for many weeks. Panama hats are graded according to the perfection and the fineness of the weave. The cheaper varieties find a ready market at five dollars each and the average grade sell at the retail price of from ten dollars to fifteen dollars each. From this grade the price depends greatly upon the fineness of the weaving and sixty dollars is considered a reasonable price for a Panama of fine texture. Fabulous prices are often paid for exceptionally perfect specimens. Importers of these hats are preparing as far as possible to supply a large demand for next summer's trade, but only the retailer who is wise enough to place his orders early can be assured of prompt deliveries, for it must be remembered that these hats are all hand made by the natives of South America, whose ideas of manufacturing to meet a demand are exceptionally crude.—Clothier and Furnisher.

If there is one thing that has distinguished this summer more than the unusual number of drownings it is the great number of those who are making pedestrian tours. Perhaps the idea started with the long "hikes" of the soldiers to the instruction camps. However that may be, it is a good sign. The English say you can tell a Yankee by his calves, and although our athletes showed their heels to all comers at Athens, it is, nevertheless, true that as a people we are not great walkers. Old trainers agree that there is nothing better for general building up of the system, and the fad which prevails this summer is a good one if only a fad.

The extent to which France is ravaged by consumption is made impressive by comparison with our own country. The disease is justly considered a dreadful scourge in the United States. Yet the death rate from this cause here is far below that of either France or Germany. France, with half the population of the United States, has nearly fifty per cent. more deaths from consumption. In Paris they are making a heroic attempt to stamp out the disease. Surely a great fortune and everlasting fame await the man who discovers the long sought cure.



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 Meetings during 1906—Third Tuesday of August and November.

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Does Tobacco Increase Brain Power?

I have met with many instances of heavy smokers in whom no sign of either intellectual or physical decadence was manifest on the surfaces of their lives, and I know that many imaginative literary men and artists at least have believed that they found aid or inspiration in tobacco. It may be so. My own explanation of the facts, as far as they are known to me, would be that such persons had smoked themselves into a state in which their brains were made to respond to the calls of duty or of volition until they had received fillip analogous in its temporary action to the dose taken by the victim of the morphine habit. I believe in the absolute superiority of the undrugged nervous system to the drugged one, and am convinced in my own mind that the tobacco often must have lessened and never can have raised the quality of the totality of the work that was done under its influence. I think every one would be able to cite more than a few examples of heavy smokers whose careers of promise had closed more or less under a cloud of intellectual failure or of social discredit, such as naturally would have been attendant upon the victims of narcotics of other kinds. There is extant a letter from the first Napoleon written from Egypt to the French commandant at Malta and congratulating him upon the security of the island against any attack by the English. The vessel carrying the letter was captured by an English cruiser and underneath the delicate signature of Napoleon there now stands a bold scrawl of "Mark the end, Nelson and Bronte." When I see good work of any kind produced by a man who is dependent upon tobacco I am apt to remember Lord Nelson's injunction.

There is one aspect of the consumption of tobacco where the hitherto prevailing optimism has been disturbed of late, and that aspect has regard to smoking by children. Many of the writers who lately have striven to direct attention to the alleged physical deterioration of large classes of our people have laid much stress upon juvenile smoking as an important element in the production

of some of the evils which they describe and deplore; and it certainly is true that the immature and comparatively unstable nervous system of the young is more liable to be injured by narcotics than that of the adult. The deterioration is not in growth or muscular development alone, but extends to the intellectual faculties by which the effects of drugs are first displayed. At one of the great universities the authorities instituted a definite series of comparisons between smoking and non-smoking students, with the result that the former were surpassed by the latter in every competition in which they were engaged, whether physical or intellectual, whether in the class rooms, in the playing field, or in the gymnasiums.

The craving for it I believe purely is artificial, for if it were not it would be as prevalent among girls and women as among boys and men. Boys want to begin smoking because they see their elders do it, and they think it is manly, and so they bear the initial discomforts with fortitude and drug themselves until tolerance and a habit are established.

A similar educational process seems now to be in progress among women of the more leisure classes. The smoking room has become an institution in clubs for women, and girls will soon be eager to follow the example set by their mothers and their elder sisters. In favor of such a result something possibly might be said. I always have felt that the soothing effect described by smokers is better adapted to the real needs of the softer than to those of the sterner sex, and that there is something which, if not quite feminine, may at least be described as womanish in the practice of seeking refuge in a narcotic from the pin pricks of daily life. A man who talks about requiring to be soothed reduces himself to the level of a fractious baby; and my own observation leads me to believe that his narcotic tends to the permanent diminution of his nervous energy.

R. Brudenell Carter.

Too Much To Ask.

A traveler in the Highlands observed, while at a tavern in a small village, a very beautiful collie. At his request the owner was pointed out to him, and he asked the man what he would take for the dog.

"Ye'll be taking him to America?" the Scot asked, cautiously.

"Certainly, if you sell him to me."

"I no coul' part wie Bob," the dog's owner then said, emphatically. "I'm muckle fond-like o' him," and liberal offers were no inducement.

To his astonishment the traveler later saw the dog sold to a drover for half what he had offered, and after the drover had disappeared, requested an explanation. "You said that you could not sell him," he remarked. A twinkle came into the Highlander's eyes.

"No; I didna say I'd no sell him—I said I couldna part wie him," he said. "Rob'll be hame in two or three days fra noo, but I-couldna ask him to swim across the ocean. Na, that woul' be too muckle to ask!"

Best Gloves From Milk-Fed Kids.

"This is a milk-fed kid," said the leather merchant. "It is very soft and fine and pliable, isn't it?"

He smoothed the delicate white skin and went on:

"All first-rate kid is milk-fed. It comes to us from the French mountaineers. These men are superb goat-herders. Their immense flocks supply the world's kid gloves.

"The goat-herders of France are careful to keep their kids on an exclusive milk diet. They pen the little animals, with their mothers, in rocky enclosures, where there is no grass. At that, the kids often escape, often manage to eat solid food. For, with almost human perversity, kids that shouldn't be weaned wean themselves early, whereas calves that should be weaned cling like grim death to milk.

"One meal of grass will spoil a kid's skin, will rob it of its softness and pliability, will harden and coarsen and stiffen it. Hence when you buy kid gloves, always choose the milk-fed kind."

The Drug Market.

Opium—Is very firm and is still tending higher on account of advices from the primary market.

Morphine—Is as yet unchanged, but will no doubt be higher.

Quinine—Is easy and tending lower.

Menthol—Has advanced about 20c per pound and is tending higher.

Juniper Berries—Are tending higher, and when the new crop comes in no doubt it will be at an advanced figure.

Roman Chamomile Flowers—Have been advanced by importers.

The Door Opened Toward Him.

Right side and wrong side lie so close together that the ability to generalize from a single example—Emerson's definition of genius—is sometimes misleading. A New Orleans lawyer who was recently asked to talk to the boys of a business school prefaced his address by a few extempore remarks.

"My young friends," he said, "as I

approached the entrance to this room I noticed on the panel of the door a word eminently appropriate to an institution of this kind. It expresses the one thing most useful to the average man when he steps into the arena of life. It is—"

"Pull!" shouted the boys with a roar of laughter, while the horrified politician recognized that he had taken his text from the wrong side of the door.

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Popular in Odor!

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Popular in Price!

Universally sold at retail, 50 cents per ounce, and at wholesale at \$4.00 per pint, net.

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is worth more to you than a dollar in your pocket, because—

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Are not these excellent reasons why you should begin a deposit account with us? Our efficient and obliging banking force is at your disposal.

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WHOLESALE DRUG PRICE CURRENT

Advanced—
Advanced—Citric Acid, Oil Peppermint, Camphor.

Acidum		Copaiba	15@1 25	Scilla Co	50
Aceticum	6@ 8	Cubebae	1 20@1 30	Tolutan	50
Benzoinum, Ger.	70@ 75	Evechthitos	1 00@1 10	Prunus virg	50
Boric	17	Erigeron	1 00@1 10		
Carbolicum	26@ 29	Gaultheria	2 25@2 35	Tinctures	
Citricum	52@ 55	Geranium	75	Anconitum Nap's R	60
Hydrochlor	3@ 5	Gossippi Sem gal	50@ 60	Anconitum Nap's F	50
Nitrosum	8@ 10	Hedeoma	2 25@2 50	Aloes	50
Oxalicum	10@ 12	Junipera	40@1 20	Arnica	50
Phosphoricum, dil.	15	Lavandula	90@2 75	Aloes & Myrrh	60
Salicylicum	42@ 45	Limons	1 35@1 40	Asafoetida	50
Sulphuricum	1 1/2@ 5	Mentha Piper	3 50@3 60	Atropine Belladonna	50
Tannicum	75@ 85	Mentha Verid	5 00@5 50	Aurant Cortex	50
Tartaricum	38@ 40	Morruhuac gal	1 25@1 50	Benzoin	50
Ammonia		Myrica	3 00@3 50	Benzoin Co	50
Aqua, 18 deg	4@ 6	Olive	75@3 50	Barosma	50
Aqua, 20 deg	6@ 8	Picis Liquida	10@ 12	Cantharides	50
Carbonas	13@ 15	Picis Liquida gal	1 00@ 35	Cardamon	50
Chloridum	12@ 14	Ricina	1 02@1 06	Cardamon Co	50
Aniline		Rosmarini	1 01@ 08	Castor	1 00
Black	2 00@2 25	Rosae oz	5 00@5 00	Catechu	50
Brown	80@1 00	Succini	40@ 45	Cinchona	50
Red	45@ 50	Sabina	90 1 00	Cinchona Co	50
Yellow	2 50@3 00	Santal	2 25@2 50	Columbia	50
Baccas		Sassafras	75@ 80	Cubebae	50
Cubebae	18@ 20	Sinapis, ess. oz.	1 00@1 20	Cassia Acutifol	50
Juniperus	7@ 8	Tigili	40@ 50	Cassia Acutifol Co	50
Xanthoxylum	30@ 35	Thyme, opt	1 60	Digitalis	50
Balsamum		Theobromas	15@ 20	Ergot	50
Copaiba	45@ 50	Potassium		Ferri Chloridum	35
Peru	60@ 65	Bi-Carb	15@ 18	Gentian	50
Terabin, Canada	60@ 65	Bichromate	13@ 15	Gentian Co	50
Tolutan	35@ 40	Bromide	25@ 30	Gulaca	50
Cortex		Carb	12@ 15	Gulaca ammon	50
Abies, Canadian	18	Chlorate	12@ 14	Hyoscyamus	50
Cassiae	20	Cyanide	34@ 38	Iodine	75
Cinchona Flava	18	Iodide	2 50@2 60	Iodine, colorless	75
Buonymus atro	30	Potassa, Bitart pr	30@ 32	Kino	50
Myrica Cerifera	20	Potass Nitras opt	7@ 10	Lobelia	50
Prunus Virginl.	15	Potass Nitras	6@ 8	Myrrh	50
Quillaia, gr'd	12	Prussiate	23@ 26	Nux Vomica	50
Sassafras	24	Sulphate po	15@ 18	Opil	75
Ulmus	25	Radix		Opil, camphorated	1 50
Extractum		Aconitum	20@ 25	Opil, deodorized	50
Glycyrrhiza Gla	24@ 30	Althae	30@ 35	Quassia	50
Glycyrrhiza, po	28@ 30	Anchusa	10@ 12	Rhatany	50
Haematox	11@ 12	Arum po	25	Rhei	50
Haematox, 1s	13@ 14	Calamus	20@ 40	Sanguinaria	50
Haematox, 1/2s	14@ 15	Gentiana po 15	12@ 15	Serpentaria	50
Haematox, 1/4s	16@ 17	Glycyrrhiza pv 15	16@ 18	Stromonium	50
Ferru		Hydrastis, Canada	1 90	Tolutan	50
Carbonate Precip.	2 00	Hydrastis, Can. po	2 00	Valerian	50
Citrate and Quina	55	Hellebore, Alba	12@ 15	Veratrum Veride	50
Citrate Soluble	40	Inula, po	18@ 22	Zingiber	20
Ferrocyanidum S	15	Ipecac, po	2 25@2 35	Miscellaneous	
Solut. Chloride	2	Iris plox	35@ 40	Aether, Spts Nit 3f 30@	35
Sulphate, com'l	70	Jalapa, pr	25@ 30	Aether, Spts Nit 4f 34@	38
Sulphate, com'l, by	7	Maranta, 1/4s	35	Alumen, gr'd po 7	3 1/2
Sulphate, pure	7	Podophyllum po	15@ 18	Annatto	40@ 50
Flora		Rhei	75@1 00	Antimoni, po	4@ 5
Arnica	15@ 18	Rhei, cut	1 00@1 25	Antimoni et po T	40@ 50
Anthemis	30@ 35	Rhei, pv	75@1 00	Antipyrin	20
Matricaria	30@ 35	Spigella	1 45@1 50	Antifebrin	20
Folia		Sanuginari, po 18	50@ 55	Argent Nitras oz	10@ 12
Barosma	30@ 38	Serpentaria	85@ 90	Arseuicm	60@ 65
Cassia Acutifol	15@ 20	Senega	50@ 55	Balm Gilead buds	60@ 65
Cassia, Acutifol	25@ 30	Smilax, off's H.	20@ 25	Blismuth S N	1 85@1 90
Salvia officinalis	18@ 20	Smilax, M	20@ 25	Calcium Chlor, 1s	10
Uva Ursi	8@ 10	Scilla po 45	20@ 25	Calcium Chlor, 1/2s	10
Gummi		Symplocarpus	25	Calcium Chlor, 1/4s	12
Acacia, 1st pkd.	45	Valeriana Eng	25	Cantharides, Rus	1 75
Acacia, 2nd pkd.	35	Valeriana, Ger.	15@ 20	Capicid Fruc's af	20
Acacia, 3rd pkd.	28	Zingiber a	12@ 14	Capicid Fruc's po	22
Acacia, sifted sts.	25	Zingiber j	22@ 25	Cap'i Fruc's B po	15
Acacia, po	45@ 55	Semen		Carphyllus	20@ 22
Aloe Barb	22@ 25	Anisum po 20	13@ 15	Carmlne, No. 40	50@ 55
Aloe, Cape	25	Apium (gravel's)	12@ 14	Cera Alba	40@ 42
Aloe, Socotri	25	Bird, 1s	4@ 6	Cera Flava	1 75@1 80
Ammoniac	55@ 60	Carul po 15	12@ 14	Crocus	35
Asafoetida	35@ 40	Cardamon	70@ 90	Cassia Fructus	10
Benzoinum	50@ 55	Coriandrum	12@ 14	Centraria	35
Catechu, 1s	13	Cannabis Sativa	7@ 8	Cataceum	22@ 52
Catechu, 1/2s	14	Cydonium	75@1 00	Chloroform	90
Catechu, 1/4s	16	Chenopodium	25@ 30	Chloro'm Squibbs	35@1 60
Comphorae	1 12@1 21	Dipterix Odorate	80@1 00	Chlorid Hyd Crsl	20@ 25
Euphorbium	40	Foeniculum	7@ 9	Cinchonidine P-W	38@ 48
Galbanum	1 00	Foenugreek, po	4@ 6	Cinchonid's Germ	38@ 48
Gamboge	1 35@1 45	Linl	3@ 6	Cocaine	2 55@3 75
Gualacum	35	Linl, gr'd. bbl. 2 1/2	3@ 6	Corks list D P Ct	45
Kino	45	Lobelia	75@ 80	Creosotum	45
Mastic	60	Pharlaris Cana'n	9@ 10	Creta	2
Myrrh	45	Rapa	5@ 6	Creta, prep	5
Spiritus		Sinapis Alba	7@ 9	Creta, precip	11
Frumentum W D	2 00@2 50	Sinapis Nigra	9@ 10	Creta, Rubra	20
Frumentum	1 25@1 50	Sponges		Crocus	1 15@1 20
Juniperis Co O T	1 65@2 00	Florida Sheeps' wool	3 00@3 50	Cudbear	24
Juniperis Co	1 75@2 50	Nassau sheeps' wool	3 50@3 75	Cupri Sulph	5@ 8
Saccharum N E	1 90@2 10	carriage	2 50@3 75	Dextrine	7 10
Spt Vini Galli	1 75@2 00	Velvet extra sheeps'	2 00	Emery, all Nos.	5
Vini Oporto	1 25@2 00	wool, carriage	2 00	Emery, po	5
Vina Alba	1 25@2 00	Extra yellow sheeps'	2 1 25	Ergota	50@ 55
Oleum		wool carriage	2 1 25	Ether Sulph	70@ 80
Abstinum	4 90@5 00	Grass sheeps' wool	2 1 25	Flake White	12@ 15
Amygdalae, Dulc.	50@ 60	carriage	2 1 00	Galla	23
Amygdalae, Ama	50@ 60	Hard, slate use	2 1 00	Gambler	9
Anil	1 75@1 80	Yellow Reef, for	2 1 40	Gelatin, Cooper	50
Aurant Cortex	2 75@2 85	Syrups		Gelatin, French	50
Bergamit	2 75@2 85	Acacia	50	Glassware, fit box	75
Bergamit	2 75@2 85	Aurant Cortex	50	Less than box	70
Bergamit	2 75@2 85	Zingiber	50	Glue, brown	11@ 12
Carvophil	1 30@1 40	Ipecac	50	Glue white	15@ 25
Cedar	50@ 60	Ferri Iod	50	Glycerina	12 1/2@ 16
Chenopadi	3 75@4 00	Rhei Arom	50	Grana Paradisi	25
Cinnamon	1 15@1 25	Smilax Off's	50	Humulus	35@ 60
Citronella	40@ 50	Sonchus	50	Hydrarg Ch. Mt	90
Vanilla		Sonchus	50	Hydrarg Ch Cor	90
Vanilla	9 00@9 50	Sonchus	50	Hydrarg Ox Ro'm	90
Zinci Sulph	7@ 8	Sonchus	50	Hydrarg Ammoli	90
Oils		Sonchus	50	Hydrarg Unguem	90
Whale, winter	70@ 70	Sonchus	50	Hydrargyrum	90
Lard, extra	70@ 80	Sonchus	50	Ichthyobolla, Am	90
Lard, No. 1	60@ 65	Sonchus	50	Indigo	75@1 00
Lard, pure raw	37@ 40	Sonchus	50	Iodine, Resub	35@ 40
Linseed, boiled	38@ 41	Sonchus	50	Iodoform	35@ 40
Neat's-foot, w str	65@ 70	Sonchus	50	Lupulin	25@ 30
Spts. Turpentine	Market	Sonchus	50	Lycopodium	25@ 30
Paints		Sonchus	50	Vanilla	9 00@9 50
Red Venetian	1 1/2@ 2 1/2	Sonchus	50	Extra Turp	1 60@1 70
Ochre, yel Mars	1 1/2@ 2 1/2	Sonchus	50		
Ochre, yel Ber	1 1/2@ 2 1/2	Sonchus	50		
Putty, commer'l	2 1/2@ 3 1/2	Sonchus	50		
Putty, strictly pr'd	2 1/2@ 3 1/2	Sonchus	50		
Vermillion, Prime	13@ 15	Sonchus	50		
American	75@ 80	Sonchus	50		
Vermillion, Eng.	24@ 30	Sonchus	50		
Green, Paris	13@ 16	Sonchus	50		
Green, Peninsular	7 1/2@ 7 3/4	Sonchus	50		
Lead, red	7 1/2@ 7 3/4	Sonchus	50		
Lead, white	7 1/2@ 7 3/4	Sonchus	50		
Whiting, white S'n	90	Sonchus	50		
Whiting, Gilders	91 25	Sonchus	50		
White, Paris Amr	91 25	Sonchus	50		
Whit'g Paris Eng	91 40	Sonchus	50		
cliff	91 40	Sonchus	50		
Universal Prep'd	1 10@1 20	Sonchus	50		
Varnishes		Sonchus	50		
No. 1 Turp Coach	10@1 20	Sonchus	50		
Extra Turp	1 60@1 70	Sonchus	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

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6	7	8	9	10	11
Meal Bolited 2 90 Golden Granulated 2 50 St. Car Feed screened 2 50 No. 1 Corn and Oats 2 50 Corn, cracked 2 50 Corn Meal, coarse 2 50 Oat Meal, old proc. 2 50 Winter Wheat Bran 2 50 Winter Wheat Midg 2 50 Cow Feed 2 50 Oats No. 2 White Old 4 30 No. 2 White New 4 30 No. 3 Michigan Old 4 30 No. 3 Michigan New 4 30 Corn Corn 5 75 No. 1 timothy car lots 12 00 No. 1 timothy ton lots 13 00 HERBS Sage 15 Hops 15 Laurel Leaves 15 Senna Leaves 15 JELLY 5 lb. pails, per doz. 1 85 15 lb. pails, per pail 40 30 lb. pails, per pail 70 LICORICE Pure 30 Calabria 32 Sicily 34 Root 11 MEAT EXTRACTS Armour's, 2 oz. 4 45 Armour's, 4 oz. 8 20 Liebig's, Chicago, 2 oz. 5 75 Liebig's, Chicago, 4 oz. 5 50 Liebig's Imported, 2 oz. 4 50 Liebig's Imported, 4 oz. 8 50 MOLASSES New Orleans Fancy Open Kettle 40 Choice 35 Fair 26 Good 22 Half barrels 2c extra. MINCE MEAT Columbia, per case 2 75 MUSTARD Horse Radish, 1 dz. 1 75 Horse Radish, 2 dz. 3 50 OLIVES Bulk, 1 gal. kegs 1 65 Bulk, 2 gal. kegs 1 60 Bulk, 5 gal. kegs 1 50 Manzanilla, 3 oz. 90 Queen, pints 2 50 Queen, 19 oz. 4 50 Queen, 23 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 50 No. 572, Special 1 75 No. 95, G. satin finish 2 00 No. 898, Bicycle 2 00 No. 632, Tourist whist. 2 25 POTASH 48 cans in case 4 00 Penna Salt Co.'s 3 00 PROVISIONS Barreled Pork Mess 16 75 Short Cut 16 50 Short Cut Clear 16 75 Bean 14 50 Pig 20 00 Brisket, clear 18 00 Clear Family 15 00 Dry Salt Meats S P Bellies 11 30 Bellies 11 30 Extra Shorts 9 Smoked Meats Hams, 12 lb. average 13 75 Hams, 14 lb. average 13 75 Hams, 16 lb. average 13 75 Hams, 18 lb. average 13 75 Skinned Hams 14 75 Ham, dried beef sets 13 Bacon, clear 13 75 California Hams 9 75 Picnic Boiled Ham 14 75 Boiled Ham 20 Berlin Ham, pressed 8 75 Mince Ham 9 Lard Compound 7 75 Pure 10 80 lb. tubs advance 7 75 60 lb. tubs advance 7 75 50 lb. tins advance 7 75 20 lb. pails advance 7 75 10 lb. pails advance 7 75 5 lb. pails advance 7 75 3 lb. pails advance 7 75 Sausages Bologna 5 Liver 6 75 Frankfort 7 Pork 7 Veal 7 Tongue 7 Headcheese 7	Beef Extra Mess 10 00 Boneless 11 00 Rump, new 10 50 Pig's Feet 1/4 bbls. 1 10 1/2 bbls. 1 25 3/4 bbls. 1 35 1 bbl. 1 50 Tripe Kits, 15 lbs. 70 1/4 bbls. 1 50 1/2 bbls. 1 60 Casings Hogs, per lb. 28 Beef, pounds, set 18 Beef middles, set 45 Sheep, per bundle 70 Uncolored Butterine Solid dairy 10 10 Rolls, dairy 10 10 Canned Meats Corned beef, 2 2 50 Corned beef, 14 17 50 Roast beef 2 00 @ 2 50 Potted ham, 1/4 45 Potted ham, 1/2 45 Deviled ham, 1/4 45 Deviled ham, 1/2 45 Potted tongue, 1/4 45 Potted tongue, 1/2 45 RICE Screenings 4 Fair Japan 0 65 Choice Japan 0 65 Imported Japan 0 65 Fair La. hd. 0 65 Choice La. hd. 0 65 Carolina, ex. fancy 6 97 1/2 SALAD DRESSING Columbia, 1/2 pint 2 25 Columbia, 1 pint 4 00 Durkee's, large, 1 doz. 4 50 Durkee's, small, 2 doz. 5 25 Snider's, large, 1 doz. 2 35 Snider's, small, 2 doz. 1 35 SALERATUS Packed 40 lbs. in box Arm and Hammer 3 15 Deland's 3 00 Dwight's Cow 3 15 Emblem 3 15 L. P. 3 00 Wyandotte, 100 lbs. 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 19 60 5 lb. sacks 2 00 28 10 1/2 lb. sacks 1 99 56 lb. sacks 2 39 28 lb. sacks 15 Warsaw 56 lb. dairy in drill bags 40 28 lb. dairy in drill bags 20 Solar Rock 56lb. sacks 20 Common Granulated, fine 80 Medium, fine 85 SALT FISH Cod Large whole 6 75 Small whole 6 50 Strips or bricks 7 10 Pellock 6 30 Halibut Strips 13 Chunks 13 75 Herring Holland White Hoop, bbls. 11 50 White Hoop, 1/2 bbls. 6 00 White Hoop, keg 75 White Hoop mchs. 80 Norwegian 3 75 Round, 100lbs. 3 75 Round, 40lbs. 1 75 Scaled 13 Trout No. 1, 100lbs. 7 50 No. 1, 40lbs. 3 25 No. 1, 10lbs. 30 No. 1, 8lbs. 75 Mackerel Mess, 100lbs. 13 50 Mess, 40lbs. 5 90 Mess, 10lbs. 1 65 Mess, 3 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 23 Whitefish No. 1, No. 2, Fam 3 75 100lb. 5 25 50lb. 2 40 10lb. 1 12 8lb. 92 50 SEEDS Anise 10 Canary, Smyrna 5 75 Caraway 9 Cardamom, Malabar 1 00 Celery 15 Hemp, Russian 4 75 Mixed Bird 4 Mustard, white 3 Poppy 4 75 Rape 25 Cattle Bone 25 SHOE BLACKING Handy Box, large, 3 dz. 2 50 Handy Box, small, 1 dz. 1 25 Bixby's Royal Polish 35 Miller's Crown Polish 35	SNUFF Scotch, in bladders 37 Macaboy, in jars 35 French Rappie in jars. 42 SOAP J. S. Kirk & Co. American Family 4 00 Dusky Diamond, 50 8 oz. 2 80 Dusky D'nd, 100 8 oz. 3 80 Jap Rose, 50 bars 3 75 Savon Imperial 3 10 White Russian 3 00 Dome, oval bars 3 00 Sateet, oval 3 10 Snowberry, 100 cakes. 4 00 Proctor & Gamble Co. Lenox 3 00 Ivory, 6 oz. 4 00 Ivory, 10 oz. 5 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 Marcellies, 100 cakes 5 80 Marcellies, 100 cakes 5c 4 00 Marcellies, 100 ck toilet 4 00 A. R. Wrisley Good Cheer 4 00 Old Country 4 40 Soap Powders Lautz Bros. & Co. Snow Boy 4 00 Gold Dust, 24 large 4 50 Gold Dust, 100-5c. 4 00 Kirkoline, 24 4th. 4 00 Pearline 4 75 Soapine 4 75 Babbitt's 1776 3 50 Roseine 3 50 Armour's 3 70 Wisdom 4 80 Soap Compounds Johnson's Pine 5 10 Johnson's XXX 4 25 Nine O'clock 4 25 Rub-No-More 4 75 Scouring Enoch Morgan's Sons Sapodilo, gross lots 9 00 Sapodilo, half gross lots 4 50 Sapodilo, single boxes 2 25 Sapodilo, hand 2 25 Scourine Manufacturing Co Scourine, 50 cakes 3 80 Scourine, 100 cakes 3 50 SODA Bones 5 75 Kegs, English 4 75 SOUPS Columbia 3 00 Red Letter 30 SPICES Whole Spices Allspice 22 Cassia, China in mats. 22 Cassia, Canton 26 Cassia, Batavia, bund. 26 Cassia, Saigon, broken. 40 Cassia, Saigon, in rolls. 40 Cloves, Annamoya 25 Cloves, Zanzibar 25 Mace 45 Nutmegs, 75-80 35 Nutmegs, 105-10 35 Nutmegs, 115-10 35 Pepper, Singapore, blk. 25 Pepper, Singap. white. 25 Pepper, shot 25 Pure Ground in Bulk Allspice 16 Cassia, Batavia 24 Cassia, Saigon 24 Cloves, Zanzibar 15 Ginger, African 15 Ginger, Cochin 15 Ginger, Jamaica 15 Mace 45 Mustard 18 Pepper, Singapore, blk. 25 Pepper, Singap. white. 25 Pepper, Cayenne 20 Sage 20 STARCH Common Gloss 1lb. packages 4 95 3lb. packages 4 45 6lb. packages 4 45 40 and 50lb. boxes 3 60 Barrels 2 60 Common Corn 20lb. packages 5 40lb. packages 4 97 SYRUPS Corn Barrels 25 Half Barrels 27 20lb. cans 1/2 dz. in case 1 90 10lb. cans 1/2 dz. in case 1 75 5lb. cans 1/2 dz. in case 1 35 2 1/2lb. cans 2 dz. in case 1 90 Pure Cane Fair 16 Good 20 Choice 25 TEA Japan Sundried, medium 24 Sundried, choice 32 Sundried, fancy 34 Regular, medium 24 Regular, choice 32 Regular, fancy 34 Basket-fired, medium 31 Basket-fired, choice 38 Basket-fired, fancy 43 Nibs 22 24 Siftings 19 11 Pannings 12 14	Gangpowder Moguna, medium 30 Moguna, choice 32 Moguna, fancy 30 Pingsuey, medium 30 Pingsuey, choice 30 Pingsuey, fancy 40 Young Mysan Choice 30 Fancy 35 Colony Formosa, colony 42 Amoy, medium 35 Amoy, choice 32 English Breakfast Medium 30 Choice 30 Fancy 40 India Ceylon, choice 32 Fancy 42 TOBACCO Fine Cut Cadillac 34 Sweet Loma 34 Hawthorn, 5lb. pails. 25 Telegram 20 Ply Car 13 Pearlie Rose 19 Protection 19 Sweet Burtley 14 Tiger 10 Plug Red Cross 21 Palo 25 Hawthorn 41 Kylo 25 Battle Ace 27 American Eagle 33 Standard Navy 37 Spear Head, 7 oz. 47 Spear Head, 10 1/2 oz. 47 Nobby Twist 38 Jolly Tar 38 Old Homesty 45 Totley 45 J. T. 38 Piper Hotsfeldt 48 Boat Jack 48 Honey Dip Twist 48 Black Standard 48 Cadillac 48 Forge 48 Metal Twist 48 Mill 48 Geant Navy 48 Smoking Sweet Cure 34 Ply Car 30 Wampach 30 Bamboo, 75 oz. 27 T. X. L. 75 oz. pails 27 T. X. L. 10 oz. pails 27 Honey Dew 48 Gold Birch 48 Flagrant 48 Chips 48 Kilm. Lined 48 Duke's Mixture 48 Duke's Camen 48 Wardle Navy 48 Tum Tum, 1 1/2 oz. 28 Tum Tum, 10 1/2 pails. 48 Crown 48 Crown, 1 1/2 oz. 28 Crown, 10 1/2 28 Ply Car, 1 1/2 oz. 28 Ply Car, 10 1/2 28 Ply Car,		

Special Price Current

AXLE GREASE



Mica, tin boxes... 75 9.00
Paragon... 55 6.00

BAKING POWDER

Royal



BLUING



C. P. Bluing

Small size, 1 doz. box... 40
Large size, 1 doz. box... 75

CIGARS



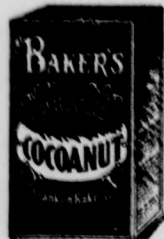
G. J. Johnson Cigar Co.'s bd.
Less than 500... 33
500 or more... 32
1,000 or more... 31

Worden Grocer Co. brand
Ben Hur

Perfection... 35
Perfection Extra... 35
Londres... 35
Londres Grand... 35
Standard... 35
Puritans... 35
Panatellas, Finas... 35
Panatellas, Book... 35
Jockey Club... 35

COCOANUT

Baker's Brazil Shredded



70 1/2 lb. pkg. per case... 2 60
35 1/2 lb. pkg. per case... 2 60
38 1/2 lb. pkg. per case... 2 60
16 1/2 lb. pkg. per case... 2 60

FRESH MEATS

Beef

Carcass... 6 @ 8
Hindquarters... 7 1/2 @ 10
Loins... 8 @ 14
Ribs... 8 @ 12
Rounds... 7 @ 8
Chucks... 5 @ 5 1/2
Plates... 4 @ 4
Livers... 3 @ 3

Pork

Loins... @ 13
Dressed... @ 8
Boston Butts... @ 10 1/2
Shoulders... @ 10
Leaf Lard... @ 9 1/2

Mutton

Carcass... @ 9
Lambs... @ 13
Spring Lambs... @ 14

Veal

Carcass... 5 1/2 @ 8

CLOTHES LINES

Sisal

60ft. 3 thread, extra... 1 00
72ft. 3 thread, extra... 1 40
90ft. 3 thread, extra... 1 70
60ft. 6 thread, extra... 1 29
72ft. 6 thread, extra...

Jute

60ft. 75
72ft. 90
90ft. 1 05
120ft. 1 50

Cotton Victor

50ft. 1 10
60ft. 1 35
70ft. 1 60

Cotton Windsor

50ft. 1 30
60ft. 1 44
70ft. 1 50
80ft. 2 00

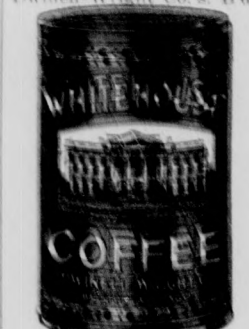
Cotton Braided

40ft. 95
50ft. 1 35
60ft. 1 45

Galvanized Wire
No. 20 each 100 ft. 1 90
No. 18 each 100 ft. 1 80
No. 16 each 100 ft. 1 70

COFFEE

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

1/4 to 1 in. ... 6
1 1/4 to 2 in. ... 7
1 1/2 to 2 in. ... 9
1 3/4 to 2 in. ... 11
2 in. ... 15
3 in. ... 20

Cotton Lines

No. 1, 10 feet ... 5
No. 2, 15 feet ... 7
No. 3, 15 feet ... 9
No. 4, 15 feet ... 10
No. 5, 15 feet ... 11
No. 6, 15 feet ... 12
No. 7, 15 feet ... 15
No. 8, 15 feet ... 18
No. 9, 15 feet ... 20

Linen Lines

Small ... 20
Medium ... 26
Large ... 34

Poles

Famboo, 14 ft., per doz. 55
Bamboo, 16 ft., per doz. 60
Bamboo, 18 ft., per doz. 80

GELATINE

Cox's 1 qt. size ... 1 10
Cox's 2 qt. size ... 1 61
Knox's Sparkling, doz. 1 20
Knox's Sparkling, gro. 14 00
Knox's Acidu'd, doz. 1 20
Knox's Acidu'd, gro. 14 00
Nelson's ... 1 50
Oxford ... 75
Plymouth Rock ... 1 25

SAFES



Full line of fire and burg-
lar proof safes kept in
stock by the Tradesman
Company. Twenty differ-
ent sizes on hand at all
times—twice as many safes
as are carried by any other
house in the State. If you
are unable to visit Grand
Rapids and inspect the
line personally, write for
quotations.

SOAP

Beaver Soap Co.'s Brand



100 cakes, large size, 5 50
50 cakes, large size, 3 25
100 cakes, small size, 3 50
50 cakes, small size, 1 95
Tradesman's Co.'s Brand



Black Hawk, one box 2 50
Black Hawk, five bxs 2 40
Black Hawk, ten bxs 2 25

TABLE SAUCES

Halford, large ... 3 75
Halford, small ... 2 25

Use

Tradesman

Coupon

Books

Made by

Tradesman Company

Grand Rapids, Mich.

Before You Buy Holiday Goods or General Merchandise

This fall see what's of-
fered by "the house that
covers the country."

You'll not need to go
far to see our goods.
Our complete display—
some 40,000 odd items
arranged in a compact
time-saving way with
prices marked in plain
figures—is ready for
your inspection in each
of these six cities:

New York

Baltimore

Chicago

St. Paul

St. Louis

Dallas

Many a buyer who
comes often to market
uses our sample floors
for seeing the newest
things in the quickest
time—and also finds
there the specials that
more than pay the cost
of his trip.

If you don't come to
market, wait for our
big fall catalogue in
which we shall show
the same line and the
same prices now dis-
played on our sample
floors.

That catalogue (No.
J586) will be ready in
about a fortnight. Tell
us now to send you one
of the first copies.

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 CHANCES.

pany, Grand Rapids

Tradesman Company, Grand Rapids

THE OVERTHROW OF JUSTICE.

Some of those pessimistic persons who are always prophesying evil of the country, of its institutions, of its people and of the human race, have declared that the greatest evil which assails today the permanence of our national institutions and the maintenance of public order, is the great growth of private fortunes, the accumulation of vast wealth in the hands of a few.

These prophets of evil are mistaken. The trouble which they see looming up in the rise and growth of great financial, commercial and industrial trusts and combinations may turn out to be more or less serious, but it will be settled in due course. Manufacturing trusts and labor trusts will fight each other until both become so dangerous to the public well-being that the masses of the people will rise up against them and throttle them all.

Whenever any selfish interest, organized and carried on by those for whose benefit it was created, becomes a menace to the principles of government and the protection of individual rights and social order, it grows to be a public enemy and will be put down by sumful that it can assume to control the many violence. There is no difference between a capitalistic trust and a labor trust.

When either shall become so power-machinery of the Government or attempt to exercise supreme authority and power, the people will rise up against it as they would against any other unbearable tyranny, and crush and destroy it.

Thus it is that while the destruction of despotic trusts may cost violence and bloodshed, the popular uprising required to accomplish such a result will not uproot the foundations of the Government, but on the contrary, when the noxious tumors in the form of such a trust shall be amputated or exercised, social order will resume its course and government will go on as before.

But there is an evil which is growing up in this country, poisoning our social life and if allowed to continue to its utmost results, it will work the destruction of all our liberties regulated by law and the overthrow of our public institutions. This is the growing failure of our system of justice to enforce the laws against evil doers and its shocking inability to punish criminals.

Where the laws are not enforced, there is no protection to life and property, social order is overthrown, vice and crime go unpunished and justice becomes a mere name.

Not only is this the most serious evil that rises like a black cloud upon the horizon of the American people, but those judicial dignitaries and ministers of the law who have given attention to the impending disaster are able to see no remedy, no sure preventive.

Many great judges have spoken on the subject, and they recognize that the greatest trouble is in the ability of the criminal indefinitely to delay proceedings against himself until public interest in his case has subsided, the witnesses against him have died, or he escapes through mere technicalities that set him free in the face of a full knowledge of his guilt.

The trouble all lies in the difficulty

in the courts of this country of securing a final decree in a criminal case. The same case may go up on appeal many times to the same highest court after it was commonly supposed that the last word had been said and every issue disposed of. Under our system of procedure and pleading a case may, and often does, turn on a mere technical error without regard to the fully established guilt of the defendant.

Justice Brewer, of the Supreme Court of the United States, has declared that the remedy for this overpowering and constantly growing evil is that the right of appeal should be abolished or limited, as it is in England. In this connection a most important deliverance was recently made by Judge Charles F. Amidon, of the United States Court of North Dakota, who asserted that the mere detail of procedure has become all-important in the overthrow of justice. It is difficult to get through the rigmarole of detail in the conduct of an important criminal case without leaving some apparently pitiful item unattended to, and that may prove to be more potential to secure the escape of a criminal from the hands of the law than would the most sure and conclusive array of his guilt to convict him. Technicalities are everything for the salvation of criminals from the consequences of outraged law. The primary duty of the trial judge is to proceed with the cause. If he stops to debate and investigate all the questions that will arise in the course of the trial, he is sure to fall into error on minor points. He has no time for the investigation. He must proceed with the cause on its merits, giving his best judgment to these points as they arise; but the Appellate Court, having ample time to study the details, discovers some trivial detail that does not affect the real merits of the case, but discloses the neglect of a mere technicality that invalidates all that had been done in the courts below.

And this sort of thing has gone on in the courts of our country until it brings the Judge, who is quoted above, to exclaim: "I say that our administration of the criminal law has broken down. It is an unworkable machine. I know we convict men and send them to the penitentiary; but I state it here as a fair statement of the administration of the criminal law in America that if a man has the means to employ able counsel, so as to make a fight, as we say, in the great majority of cases he can escape punishment for crime. The trial can be so protracted and enmeshed in such a complication of pleading and evidence as to result—not in every case, but in the majority of cases—in error which, under this pernicious doctrine of presumed prejudice, will nullify a conviction."

What is to be the fate of a country in which the machinery of justice has broken down and become unworkable? The remedy is in the abolition of appeals and the trying of criminal cases on their merits and the facts. Will the American people demand and compel that? If not, then there is no remedy, and in a country where only petty criminals and those against whom general prejudice exists can be punished, popular violence will become the rule.

The lucid address of Judge Amidon

is printed at length in the Outlook for July 14 and he declares that in the last seventy-five years nowhere in the British Empire, including the principal colonies, has there been a case of lynch law. That is not because there were no crimes, or that the people were more law-abiding than ours. The difference is in the administration of the law. In one country justice is swift and certain as human agents can make it. In the other, it is slow, halting, uncertain, and is governed by quibbles more than by the merits of the causes themselves.

The Quiet Woman Worker Gets the Best Place.

Two busy business men earnestly discussed the young woman employed by one.

"Such a nice girl," he said, his tone and his brow dubiously puzzled, "so bright, so quick, so industrious, so reliable, so obliging. She's worth every cent of the large salary we pay her. But she spoils it all by being too ready to talk.

"I daren't pass the time of day with her pleasantly for fear she'll pour out a perfect flood of gay chatter. Witty nonsense, you know, and she's a good talker; I'd be glad to listen in a parlor, but that kind of conversational enjoyment is out of place downtown."

The listener nodded in a way that showed his sympathetic comprehension of the situation.

"I know what that sort of thing is, and it's a great pity," he answered. "I've had women like that work for me before now, and I always get rid of them as soon as possible. But it isn't easy to do this when there's no fault to find save the tendency to excessive chatter. One can't well tell a girl she'd be a more valuable employee if she could learn to hold her tongue. And yet I sometimes think it would be kinder to the girl."

The state of affairs suggested by this talk is by no means uncommon. Many a business man feels inclined or even compelled to discharge a valued and trusted employee because of her apparent inability to acquire reserve or reticence. It is not always a girl's fault that her office associates lean toward frequent talks with her, but she should remember that few employers regard with favor the feminine employee who always has one or more uncanonical masculine decorations hanging over her desk.

Heads and instructors of business colleges and training schools should pay particular attention to this point of business etiquette. The sensible, self-supporting business woman would never dream of wearing house gowns, over-dressy blouses, jewelry, or high heeled slippers to the office, of serving afternoon tea, or insisting that her masculine associates should rise every time she comes near them.

Why, then, should she indulge in the gay social chatter equally out of place and unsuitable in the downtown region? Merely because, being a woman, the chatty social impulse is strong within her, and it does not occur to her, especially if she is

young and merry, to curb it during office hours and occupations.

Other things being equal, the quiet, reserved business woman who, though friendly with all, says comparatively little while engaged in business, is the one most likely to reach the top of the ladder. Nor need opportunities for sympathy and kindly assistance to fellow toilers be laid aside.

There are men who must have some one to talk to, who exact sympathy and advice from all who come near them, who, failing a patient wife or a tender mother, will insist that the stenographer, book-keeper, or other feminine employee reap the worry harvest of all their troubles. There are other men—though these are not so numerous—who must share their joys with all about them. A girl habituated to working with a man of either description will, especially if young when undergoing the experience, respond rapidly and even bear the unfortunate business ways thus acquired to offices marked by more desirable modes and conditions.

"Talk only when you must and then to the point" is a good and safe rule for all business women to follow. A woman's wit and ineradicable social instinct often lead her into mistakes that her common sense should correct sharply. Retain the merry heart, the joyous outlook, the friendly impulse always if you would keep young and be of value to yourself and your fellows, but sternly repress all tendency to social chatter down town.

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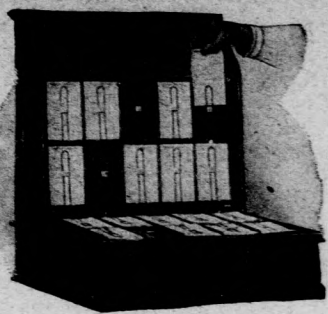
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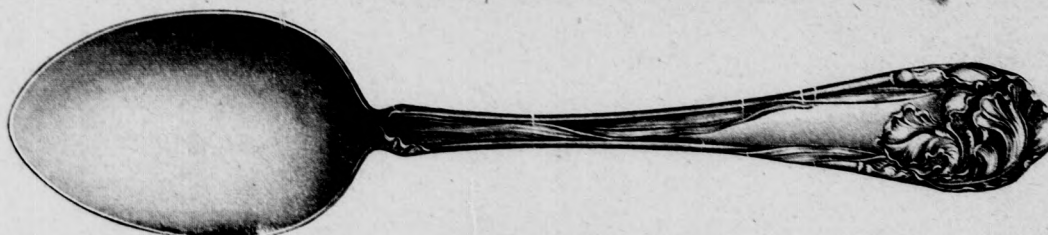
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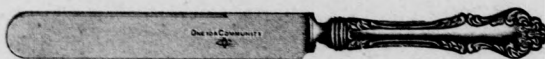
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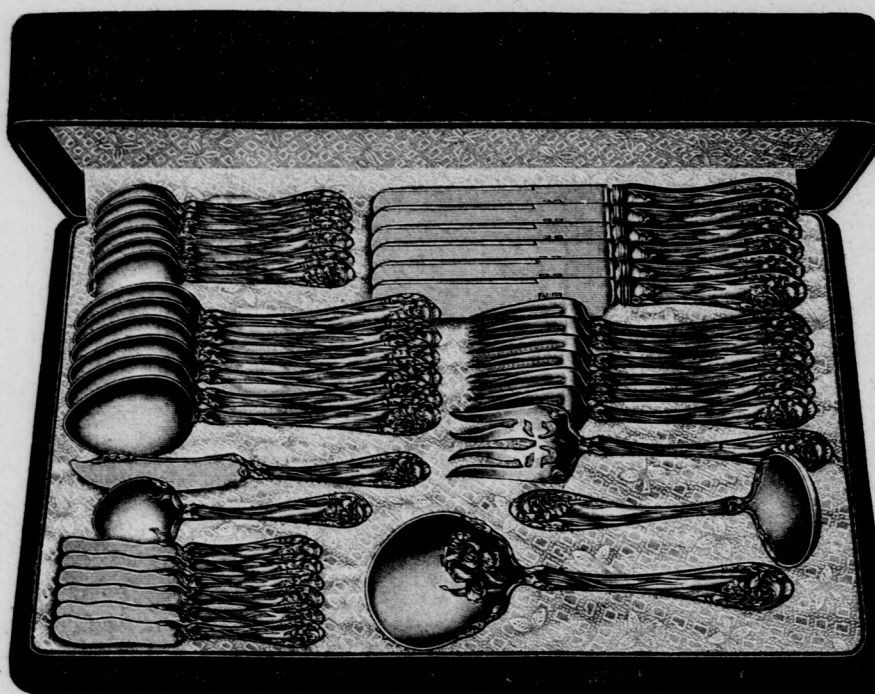


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