

SUPPOSE YOU TRY SMILING

Your burden is heavy, I haven't a doubt,
But others have loads they must carry about,
And they are not whining.
Some people are glad if but half of the way
Lies out of the shadow or part of the day
They see the sun shining.
Suppose you try smiling.

I know you are lonely, but other hearts ache
And bravely refuse to be bitter or break
Because of life's sorrow.
They think of the joys in the land far away
And hasten the slow-passing hours of to-day
With hopes of to-morrow.
Suppose you try smiling.

This funny old world is a mirror, you know—
Turn its way with a sneer or the face of a foe
And you will see trouble;
But meet it with laughter and looks full of cheer
And back will come sunshine and love true and dear,
Your blessings to double.
Suppose you try smiling.

All places are open to those who are glad,
Too many lack courage, too many are sad,
Those near you need cheering.
So sing with your burden—the way is not long—
And if you look upward your heart will grow strong
And skies will be clearing.
Suppose you try smiling.

Your Best Business Partner

A Telephone at Your Right Hand

Let that Telephone be the One that will Meet

All Your Requirements

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

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

The Michigan State Telephone Company

For Information Regarding Rates, Etc.,

Call Contract Department, Main 330, or address

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

Every Cake



of FLEISCHMANN'S

YELLOW LABEL COMPRESSED

YEAST you sell not only increases

your profits, but also gives complete

satisfaction to your patrons.

The Fleischmann Co.,

of Michigan

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

Pure Apple Cider Vinegar

Absolutely Pure
Made From Apples
Not Artificially Colored

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

Sold through the Wholesale Grocery Trade

Williams Bros. Co., Manufacturers

Detroit, Michigan

Makes Clothes Whiter-Work Easier-Kitchen Cleaner.

SNOW BOY WASHING POWDER.

GOOD GOODS — GOOD PROFITS.

MICHIGAN TRADESMAN

Twenty-Third Year

GRAND RAPIDS, WEDNESDAY, AUGUST 23, 1906

Number 1196

GRAND RAPIDS FIRE INSURANCE AGENCY

W. FRED McBAIN, President

Grand Rapids, Mich. The Leading Agency

ELLIOT O. GROSVENOR

Late State Food Commissioner

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

2321 Majestic Building, Detroit, Mich.

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

We Buy and Sell
Total Issues

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

Correspondence Solicited

H. W. NOBLE & COMPANY
BANKERS

Union Trust Building, Detroit, Mich.

The Kent County Savings Bank OF GRAND RAPIDS, MICH

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

3½ Per Cent.

Paid on Certificates of Deposit

Banking By Mail

Resources Exceed 3 Million Dollars

Commercial Credit Co., Ltd.

OF MICHIGAN

Credit Advances, and Collections

OFFICES

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

ELECTROTYPES

DUPLICATES OF
ENGRAVINGS & TYPE FORMS
SINGLY OR IN
TRADESMAN CO. QUANTITIES

IMPORTANT FEATURES.

- Page
2. Make a Million.
 4. Around the State.
 5. Grand Rapids Gossip.
 6. Window Trimming.
 8. Editorial.
 9. Problem of Success.
 12. Furniture Woods.
 14. Dry Goods.
 16. Insist on Business.
 18. Woman's World.
 20. Tyrannical Rulings.
 22. Bluffed and Won.
 24. Physician Prescriptions.
 27. Laid to Order.
 28. Business Etiquette.
 30. The Law of Average.
 31. Work and Study.
 33. Shoes.
 36. The Back Yard.
 38. New York Market.
 39. The Head of a Mouse.
 40. Commercial Travelers.
 42. Drugs.
 43. Drug Price Current.
 44. Grocery Price Current.
 46. Special Price Current.

THE YONDOTECA CLUB.

It is to laugh, the bold, determined and resolute manner in which the Wayne county manipulators of things Republican are striving to establish fiction in the realm of fact.

Rhetorically, as one reads the amazing revelations that come out of the "Governors & Judges" territory, the Hon. (?) Thomas J. Navin, the Hon. James O. Murfin, the Hon. Arthur L. Holmes, the Hon. Wm. T. Dust, the Hon. T. Hawley Christian and all the rest of the galley slaves, positive in their belief that they are running things, are engaged in a boisterous quarrel as to which one of them is responsible for cinching Wayne's legislative votes for W. C. McMillan.

And they are so perfect in their sophistry that they are utterly oblivious as to the existence of the Yondotega Club.

After all, considering the origin, the location and the "atmosphere" of this organization, it may be that they are honestly ignorant of the presence, policy and purpose of this mystic shrine of the haut et bon, and so, as innocent dullards who care not as to the source of the money they are playing with, are, in a way, excusable.

The Yondotega Club is historic; that is to say, the building it occupies is historic as the old homestead of one of Detroit's honorable pioneers; the name is Indian and necessarily historic, even although there is tangling disputation as to the exact meaning of the word; then, too, the Renaissance Italian of its garden and apartments, porches, etc., is the work of the late great American architect and artist, Stanford White. Incidentally it numbers among its members many Sons of the American Revolution, members of the Order of Cincinnati, Sons of the Bean-Eaters-of-Boston, Veterans of the Civil War, the Spanish War, the Pekin Campaign, the Philippines Campaign, the Pingree Campaign, the Detroit United Campaign, the School Board

Campaign and so on all through the list, with but one qualification absolutely essential:

Every member is compelled to possess the "Mazuma" and to demonstrate the fact when within the precincts. Just how to do this is very material. He may own a "string of hosses," a few dozen automobiles, a game preserve or a forty room cottage on the sea shore; his bent may be in the direction of collections of weapons, pottery, rare books, musical instruments, curios from the Orient, or he may be a devotee and patron of music or art, of archaeology, chemistry, ballooning or any old thing that costs a lot of money; he may indulge in all these things and many of the Yondotegas come under this head; but they don't count unless they are ready to "shake the bones" with a half dozen or dozen confreres at any time, to see who shall—at one flop of the dice—pay the score for luncheons or dinners, as the case may happen, "for the bunch."

The Yondotega Club is a Classic, so far as its architecture is concerned, and it is right down town—only four or five squares up Jefferson avenue from Woodward avenue, so that it is only a step or two to cover in case someone phones you to come over. It is august in its dignity at times and superb in its confidence and good fellowship at all times. Commonplaces such as spinning jennies, sweat boards, wheels of fortune and the like are not tolerated, of course; but then—?

And why should they be?

The Yondotega is not of or for the hoi polloi.

It represents the lever that lifts things without dainty distinction as to fulcrum or load so long as the load is what is coveted. Collectively, the Yondotega is Past Master as to all degrees of skill in finance and politics. And, conglomerate though it be in its make-up, it is absolute in its homogeneity—as to politics. The Yondotega, made up of Democrats and Republicans, loftily puts party aside when a Yondot is candidate, and plans, contributes, advises and works for a man when he is one of 'em.

And W. C. McMillan is a Yondot.

And Messrs. Navin, Murfin, Holmes, Dust et al. are not Yondots.

So that, when the galley slaves bravely assert that they do thus and so, or will not do this or that, there's a wave of pleasant reflection wafted through the colonnades, kissing fluted columns and pilasters as they go along the terraces and the porticos, into library, smoking room, cafe—aye, even to the cloisters, which, catching the perfumed song of the murmuring fountains, resolves itself

into: "Ah, well, the boys are doing nicely. Old Wayne is safe for Will, all right."

The millionaires of the Yondotega Club, and those of the Club who are steering toward the seven figure distinction, see in W. C. McMillan as a United States Senator at Washington not only a reflected distinction for themselves, but one more way in which to spend their money. With Will McMillan in the Senate, all of his Yondot associates will be certain to receive courtesies when they visit Washington; it is among the possibilities that they may be invited to attend the annual dinner of the Gridiron Club, or may be, for an evening, the guest of the Clover Club. At any rate there's Chamberlain's and it's an easy matter there to prove that one has the "Mazuma" and the nerve.

It is all in the game and the game is based on cash. Brains do not count, decency does not count, the public welfare does not count. The cash is available, the willingness to "put up" exists. The galley slaves are at hand and Will is the son of his father and a good fellow. Reasons enough, if any were needed other than the fact that the Yondotega Club of Detroit millionaires has issued the edict that Will McMillan shall be the next United States Senator from Michigan.

But will he?

While the Yondotega Club represents the greater bulk of the cash capital of Detroit, it by no means represents the best citizenship of our Michigan metropolis. And will the men of education, culture, refinement and rectitude permit themselves to be cheated out of their rights as citizens by such a group of arrogant, self-conceited and politically-unscrupulous moneybags?

Whether, through indifference, fear or over confidence, they permit the Yondotega Club to win out on the Wayne legislative delegation or not cuts little figure on the senatorial question, because, strange as it may appear to the supercilious Yondots, there is a tremendously large portion of Michigan outside of Wayne county which will not stand for any such political chicanery.

One of the best known members of Burnham, Stoepel & Co.'s army of fifty traveling men is J. H. Lavin, who lives at 848 Vermont avenue, Detroit. Mr. Lavin has been on the road twenty years, and of that time sixteen years have been spent in the service of his present employers, by whom he is much valued. His territory is the Thumb. Mr. Lavin's son Glenn also has been out for the company for some years, and has returned to his duties after a serious illness.

MAKE A MILLION.

Easy to Do It Without Taint or Graft.

The general trend of opinion in that direction, notwithstanding, it does not follow necessarily that a millionaire or multimillionaire is a grafter or that the possession of a large fortune implies questionable methods in its acquisition. When we consider the largeness of the commercial field, the extent of present day industrial development and enterprise, and, above all, the unlimited supply of choice labor, the matter of gaining a million or two—or even five or ten—should not be so serious a task. Indeed, to judge by the numerical strength of the millionaire class, it would seem as easy to acquire a few millions as a few hundred thousands. And this nearly is true, for the enterprise that can be made to yield a hundred thousand dollars ordinarily is good for a million under the more favorable conditions of a higher executive ability or a broader field.

The three cardinal requisites to the amassing of a large fortune are judgment, executive ability and perseverance. A natural degree of caution is implied—caution being of necessity one of the prime essentials to any and all ventures by the wise business man. Give such a man a good selling proposition, for instance, and, if, after the careful preliminary analysis he will give it from competitive and other relevant standpoints, he finds it meritorious, it will not be long before he finds himself on the highroad to wealth in seven figures. If he can produce a profit of 10 cents on the efforts of each one of 10,000 workers in his employ he is entitled to his reward.

The secret of a large untainted fortune lies in the ability of the promoter. The merit of the proposition; the matter as to whether it can be promoted individually, or must be placed on a corporate basis, with a number of co-workers to share in the profits, and the proportion or scope of its promotion will regulate its extent. Ability, and push, and perseverance being equal in the promoter, the scope of territory limited, it cannot hope to attain the same degree of success as in an unlimited field.

The late Marshall Field, though he would have been the "prince" in his line if he had cast his lot with any one of the hundreds of our small cities that might be mentioned, never could have attained the immense success and fortune that awaited him in Chicago, with its immense field and prestige.

The opportunities of the present are equal, if not superior, to the opportunities of the last two or three decades. The needs of our great commercial and industrial machine multiply with its growth, and he is the lucky man who can spot the right one—or one of the right ones.

Take a city like Chicago, for instance, with its great restless mass of rent payers and its hundreds of contractors, ready at the first suggestion of profit to dig down into their bank accounts to put up anything from a one story residence to a sixteen story office structure. Let a man come

along with a good idea based on the added comforts and conveniences of these renters, backed by the courage of his convictions, with possibly a long time lease, and there is nothing in his way to the million mark within a few years. Neither can such enterprise be considered in the nature of a graft, the earnings entirely being due to the promoter's ability to benefit the renter, irrespective of any particular form of its consummation.

The "dinner pail" workingman—especially in the case where he has to use the street cars morning and evening in going to and coming his work—the loaded furniture van, the empty (customerless) store, the idle professional man—all represent ideas which may or may not upon a careful survey of the field disclose the golden nugget of opportunity for speedy wealth. A shrewd perceptive faculty together with a convincing perseverance is the main essential to success in promoting enterprises such as these. Ten and twenty years ago a promoter, no matter what the line, was a curiosity. Today he not only is a recognized factor in our business world, but is conceded a most desirable personage to have about the premises. "Away with the dead timber—let there be more golden vistas" is his motto, and that he is manfully living up to his motto none will deny.

Many good opportunities right now are to be found in the electric railway field. Scattered all over the Central and Middle Western States are towns and small cities heart aching for the swish of the trolley car—with their bankers and prominent citizens lying awake nights wondering when the comet will strike them. To the bright promoter it is not a difficult task to map a promising line or "system" from among the bunches of these neglected geographical children—and a persevering hustle will do the rest.

The man who lies down at the beginning with an "O, I never had any luck; by the time I get there I'll find some one else already there ahead of me," had better stay out of the promoting business, or any other business, for that matter. He is a pessimist, a failure at heart, and wouldn't make a million cents, far less a million dollars.

It may not be out of place to mention the courage of Mr. Coleman Younger [he now deserves this slight change in his appellation], who at the age of more than 60, after the hardships of a confinement of nearly twenty years in the Stillwater prison, is now on the high road to success with a trolley line down in Missouri, near his old home. True courage never dies, and many of our weak-kneed aspirants well may take a lesson in this striking example.

With the farmer's "right" along the proposed route—usually easiest effected through promises of positions to the son, promises which both for the sake of making and keeping the road popular should be kept—and a good per cent of stock subscriptions to show, the promoter will find little difficulty to find railway contractors to do the building. This class of pro-

moting usually is done on a percentage basis; but quite often, too, the promoter can provide a good position for himself in addition.

But it is not necessary to have such a huge proposition to win success. Often the little thing will distance the big one. The man who can get 10,000 agents to sell an article for him with but a 25 cent net profit on the article, and an average of four sales a day for each agent, clears over \$3,000,000 the first year.

With the immense field offered by the United States, the eager demand for the good or better in every household, and, last but not least, with the splendid training by the press of the mass of unemployed toward the want pages, this is by no means an exaggerated possibility. True, the mountain seems high, but if you find the right road you'll get to the top.

Every mountain seems insurmountable at first, but little by little the distance is laid behind and at last, half wondering whether it is a mountain after all, you find yourself at the top. But to find the easy ascent to this golden mountain the promoter requires judgment in the selection of his article.

For instance, we will assume a man to have a knack for the toy line, and we'll say he has found a good one that will sell on trains for 10 cents. Without costing him a cent for advertising in this case, about 5,000 train "news butchers"—through the news companies—are waiting for him.

If the toy is so taking that it will average ten a day for each of the 5,000 "butchers"—and with only 1 cent net profit to him on each toy—he will realize over \$150,000 the first year; and if he can have something new as soon as the public tires of the old, he can keep this up indefinitely. And on this hypothesis of a strictly congenial article the mode of marketing through the news companies is by long odds the most promising, saving both time and expense of exploitation at the same time, and, in fact, the acceptance of the article by the news company is in itself in a measure an assurance of its success.

Many individual avenues could be cited to the would-be millionaire, but the best man on earth cannot hope to make good time over a poor road any more than a poor man can even keep up with the procession over the finest of macadam.

As a general index, the following businesses may be cited as giving the best hope for the aspirant for great wealth: Railway promoting, commercial and industrial promoting, manufacturing articles of general demand, wholesale goods, insurance, life and fire; book and magazine publishing, selling specialties, patented or otherwise; stock farming, banking, or stock broking, hotel or restaurant business, department store or other retail merchandizing, real estate, contracting and building, newspaper publishing, places of amusement.

C. D. Romero.

It's easy to determine your principles when you have postulated your interests.

Saginaw Factories Are All Busy.

Saginaw, Aug. 21—The Herzog Art Furniture Co. is spreading out. The two-story part of the Michigan avenue factory, which is 50x105 feet in size, will be built to five stories—that is, three stories will be added, and two of these will be double-floored, giving practically the room of five floors in the addition. The machinery room will be increased by an addition 60x185 feet in size, two stories high.

These buildings will be completed and the machinery department equipped within thirty days.

All but four of the men employed in the table factory applied for and obtained work in the main factory. As soon as the additions to the buildings are completed at least fifty more hands will be put to work and the large factory will be run night and day.

The addition to the South Michigan avenue factory building will not dispose of the question of the rebuilding of a factory on the site of the one burned recently. This will be taken up a little later and the prospects are that the company's business will warrant the erection of an independent factory for the Herzog table business.

J. A. Thick, of Detroit, is in the city closing up the preliminary work on an electric road to run between Saginaw and Lansing, touching at St. Charles, Chesaning, Owosso and Pine Lake on the way. A private right of way has been secured for practically the entire distance. The road expects to make better time between Saginaw and Lansing than the Michigan Central.

Work is to begin this fall and it is hoped to grade as far as Owosso before January 1. The whole road is expected to be in operation by July next.

The surveys, profiles, maps, etc., requisite have all been made and everything is ready to go ahead. The incorporation of the company is scheduled for next week, at which time the names of the capitalists said to be behind the deal will come out.

Walter C. Britton, Secretary of the Merchants' & Manufacturers' Association and the Board of Trade, has compiled a set of figures which shows a phenomenal growth in commercial affairs of this city. Seventy per cent. increase in bank deposits in four years is one instance of the same and 100 per cent increase in postal receipts in ten years is another.

According to figures the bank deposits, as recorded by the clearing house in 1905, were over \$25,000,000. In 1900 the sum was \$16,163,565. The postal receipts for the fiscal year of 1905-1906 were \$85,891.44 and for the present year, \$173,663.09, an increase of over 100 per cent., or \$87,771.65.

Statistics from the last Government census show that Saginaw's manufacturing resources have likewise increased, the percentage being 19.8.

These figures are now being printed under the direction of the municipality, together with a statement that the city has a population of 55,000 and a valuation of \$5,341,233.27

Open Shop Fully Established at Jackson.

Jackson, Aug. 21—The Employers' Association claim, and the union men who have walked the streets for weeks fully conceded that it has fought the open shop question to a finish, and has won out. At the beginning of the year the building trades unions submitted the usual closed shop and eight-hour agreements to the employers. The latter were just as well organized as the unions this year, and every agreement was returned. Then open shop notices were posted.

All the union men in all the contracting shops with few exceptions walked out, and after waiting a few days the employers began filling their places. Now the employers claim that all work is proceeding as satisfactorily as ever, with men imported from outside towns. While the unions are still keeping up the strike it is in a desultory way, and the open shop question seems to have been decided. Jackson, for the first time in years, is now practically on an open shop basis.

Preparations for beginning work on the big shops of the Metal Stamping Co. in an Eastern suburb are now under way. The Jackson Automobile Co. is now working on what will be the most extensive group of factory buildings in the city. George A. Matthews, of the Fuller Buggy Co., and Charles Lewis, of the Lewis Spring & Axle Co., are the principal stockholders in this enterprise. When present plans are completed there will be one of the most complete automobile factories in the State adjoining the Lewis Spring & Axle Co. plant.

A factory for making the engines, 200x60 feet in size; a machine shop, 50x60 feet; a drop forge shop, 50x30 feet, and a testing building, 30x60 feet, are now nearing completion.

With the Buick factory, which will conduct a branch business west of the city, it is conservatively estimated that 1,000 men will be engaged in the automobile manufacturing business here next year. The Jackson Automobile Co. will have a very complete plant. With the allied industries it will make its own springs, axles, engines, drop forgings and perhaps its own wheels and bodies. A half-mile track for testing is being constructed.

Sprinkling Without a Nozzle.

"You have probably heard that there are tricks in all trades," remarked the man with a back yard. "I don't know as you would call lawn sprinkling a trade, although quite a number of men in town earn their living that way, combined with lawn mowing. But there is, nevertheless, a trick in it, and the trick is worth knowing to the man who has to do his own lawn sprinkling. Of course, anybody can sprinkle a lawn. The trick I am speaking of is in doing it right and in the shortest possible time. The way to do it is to take off the nozzle and sprinkle with the open hose, using the thumb or a finger to guide and regulate the stream. At first you are liable to get your feet wet and perhaps catch a jet in the eye, but with a little practice you can

place the stream exactly where you want it and in any form desired. You can get a needle spray, a May shower or a solid smooth flowing stream the size of your hose, all by slipping your fingers. My experience is that with the open hose you can sprinkle a lawn or a garden in about half the time and much better than it can be done with a nozzle, and also with much less damage to the plants. You may not like the open hose plan at first, but after a little experience you will have no use for the nozzle except, perhaps, when you sprinkle the street in front."

From Bankruptcy To Common Stock Dividends.

The common stock of the Grand Rapids Railway Company has been placed on a 4 per cent. dividend basis. The first dividend of 1 per cent. will be paid Sept. 1, and it is the expectation that there will be a quarterly sugaring off hereafter. The company is capitalized as follows:

Common stock	\$2,000,000
Preferred 5 per cent. stock..	1,500,000
Bonds	3,188,000

The earnings of the company the past two years have been as follows:

	1905.	1904.
Gross	\$820,469	\$760,776
Net	427,890	326,334
Charges	196,260	189,345
Preferred dividends	75,000	75,000
Surplus	156,630	61,989

The surplus in 1904 was a little more than 3 per cent. on the common stock, in 1905 in excess of 7½ per cent., and this year it is likely it will be about 10 per cent.

The company, as it is to-day, was organized in 1900 to take over the controlling interest held by Chicago parties. Under the old management the company was unable even to pay the interest on the bonds. The reorganization put more money in, made many improvements and did everything possible to popularize the system. The result has been to raise the company from a position verging on bankruptcy to paying dividends on the common stock, and still leave a comfortable balance for improvements and contingencies.

Reopening Old Iron Mine.

Ishpeming, Aug. 21—Under the superintendency of Capt. Frank Platto, of this city, excellent progress is being made with the task of reopening the old American mine, an old-time property on the Western Marquette range, which was shut down a dozen years ago. The work was started last winter. Underground there had been a considerable settling of ground despite the hard hematite formation, while on the surface there was not a building in habitable condition. Probably 5,000 tons of ore, taken out in the course of the development work, will be shipped this season, and it is hoped to open sufficient ground during the winter to make a creditable showing next year. The mine is being reopened by the Cleveland firm of M. A. Hanna & Co.

The man whose religion is a bluff always wants to cash in with the chips.

Making Additions To Their Plants.

Holland, Aug. 21—Business activity in this city has not subsided in the least during the past summer months, and many factory buildings as well as residences are now under construction, and the prospects for other factories are very bright.

The Limbert furniture factory has just been completed and is now operating with a force of 150 men. It has already found its large floor space too small and will build a gluing room, 40x100 feet, at once.

The Bush & Lane Piano Co. is rapidly adding to its force, but is unable to anywhere near fill its orders. The company complains of the lack of experienced men, and is doing everything possible to induce young men to learn the trade.

The H. J. Heinz Co.'s plant continues to grow steadily. Its new vinegar plant is rapidly nearing completion. It will be the first factory building in the city to be finished in cement block veneer. The company is planning to erect a still larger building as soon as this one is done.

The Holland Rusk Co. is building a large addition to its factory. A contract has been let for the factory of the Holland Furnace Co., which has just recently been organized. The plant will cost \$10,000 and must be completed by October 1.

She Also Had a Pet.

When the thin woman in the long gray ulster sat down in the subway car opposite the fat woman holding a bright little Scotch terrier, it could be seen at once they had points of common interest and that those points of common interest consisted of dogs.

"What a dear little fellow he is," chirped the thin woman.

"Isn't he dear?" cooed the fat woman, snuggling her pet so closely that he had to sniff for breath.

"Mine is a French poodle," ventured the woman. "I hear those gray terriers are coming into style, though."

"Yes, they're all the rage," said the fat woman. "I had to give up \$50 for Sandy."

A handsome young woman who occupied the seat by the thin woman

was an interested listener to the colloquy. She was good looking enough to attract attention anywhere and she looked as if she loved everything that was worth loving in this world, including dogs. She leaned over and gave Sandy's head an affectionate pat and Sandy tried to lick her gloved hand.

"You love dogs, too?" said the fat woman.

"O, yes," was the reply, "who could help it?"

"What kind is yours?" came the eager query.

"Mine? Oh, I haven't any. Mine is a baby."

And the fat woman and the thin woman raised their brows, turned up their noses and grew coldly silent just as if someone had said something to shock their sense of modesty.

Some preaching is only a prescribing of prescriptions for a heartsick world.

People who are farsighted to faults are nearsighted for virtues.

HATS At Wholesale

For Ladies, Misses and Children

Corl, Knott & Co., Ltd.

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

Sash and Glass

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

Valley City Glass & Paint Co.

30-32 Ellsworth Ave.

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

Grand Rapids, Mich.

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 Foote & Jenks

Highest Grade Extracts. JACKSON, MICH.

W. C. Rea

A. J. Witzig

REA & WITZIG

PRODUCE COMMISSION

104-106 West Market St., Buffalo, N. Y.

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

REFERENCES

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

Established 1873



Movements of Merchants.

Lake Odessa—Fred Jury has engaged in the bakery business.

Sherman—The Wexford County Independent Telephone Co. has increased its capital stock from \$1,000 to \$2,000.

Coopersville—A. Patterson has sold his restaurant to Fred Worden, who was formerly engaged in business at Fruitport.

Coopersville—E. M. Reed has sold his grocery stock to Charles Streeter, who will continue the business at the same location.

Lake Odessa—Carl Schuchart and S. E. Albright have formed a co-partnership and engaged in the clothing and shoe business.

Caro—R. Hillis has purchased an interest in the grocery stock of E. V. Silverthorne. The new firm will be known as Silverthorne & Hillis.

Sherman—Charles and Oliver Belcher have purchased a general merchandise stock at Woodstock, Ill., and will re-engage in business there.

Detroit—The Detroit Crushed Slag Co. has been incorporated with an authorized capital stock of \$5,000 of which amount \$4,000 has been subscribed and paid in cash.

South Boardman—A deal was consummated last week by which the Champion Tool Co., of Evart, purchased the Lumbermen's Tool Co. plant and stock in this village.

Detroit—The Acme Storage Co. has been incorporated with an authorized capital stock of \$1,000 of which amount \$500 has been subscribed and \$250 paid in cash.

South Boardman—Frank Labar, who last week sold his meat business, has purchased the grocery stock of C. C. Baringer & Co. and will continue the business at the same location.

Benton Harbor—The Benton Harbor State Bank has increased its dividend rate to 5 per cent. semi-annually. Last year the bank gained \$109,000 in deposits. It was started in 1900.

Millington—The Vassar Hay & Produce Co., of Vassar, has leased the Rubidge potato house here and expects to open it for business on Sept. 3, with Henry Van Wagnen as manager.

Bay City—The People's Department Store has been incorporated with an authorized capital stock of \$20,000 common, and \$5,000 preferred, of which amount \$20,000 has been subscribed, \$900 being paid in in cash and \$19,100 in property.

Bellaire—A new state bank will at once succeed the Bank of Bellaire. F. W. Bechtold has purchased the banking business of Sickles, Tiffany & Co., and will promote the new financial institution, himself taking all stock not promptly subscribed by others.

Lowell—Chas. McCarty, after forty years' successful business at this place, has turned over his grocery

stock to W. E. and Leon J. McCarty and the business will be conducted at the old stand. Mr. McCarty entered the business as clerk for his brother, N. F. McCarty, in 1867, and embarked in business for himself in 1878. He has made a success in every line of business he has espoused.

Lansing—The Clothes Shop, which has been owned since it was started by Bruce N. Hickey, has passed into the hands of a new firm, Frost & Walter. Cass L. Frost went into the business sixteen years ago with Isaac Lederer, and was with the Sheets store, at Grand Ledge, and James O'Connor, in this city, previous to the opening of the Clothes Shop. Isaac J. Walter has been with Louis Beck for thirteen years.

Port Huron—Hogg & Lytle, Limited, of Port Hope, Ontario, growers of seeds, have leased the Port Huron canning plant with the option of purchase, and will establish in this city a branch seedwarehouse. At the outset it is expected that the new concern will devote itself entirely to seed peas. The company is the largest grower of seed peas and beans in Canada, and has been paying duty on its importations into the United States of about \$15,000 per annum.

Manufacturing Matters.

Detroit—The name of the Humrich & Wedell Trunk Co. has been changed to the Humrich Trunk Co.

Lowell—Chas. McCarty, associated with the King Milling Co., will equip the Wisner mill for a modern bean elevator and put in twenty-four machines for the picking of beans.

Detroit—R. J. F. Roehm & Co. have incorporated to manufacture jewelry, with an authorized capital stock of \$30,000, of which amount \$21,500 has been subscribed and paid in cash.

Saginaw—The Saginaw Kiss Co. has been incorporated to manufacture candy, etc., with an authorized capital stock of \$5,000, of which amount \$4,000 has been subscribed, \$1,000 being paid in in cash and \$2,500 in property.

Charlevoix—The Charlevoix Portland Cement Co. has been incorporated to manufacture Portland Cement, with an authorized capital stock of \$300,000, of which amount \$161,000 has been subscribed and \$88,200 paid in property.

St. Joseph—John Wallace Sons Co. has incorporated for the purpose of manufacturing building materials, with an authorized capital stock of \$22,000, all of which has been subscribed, \$824.11 being paid in in cash and \$21,175.89 in property.

Grayling—A company has been incorporated under the style of the North Michigan Lumber Co. to manufacture timber and forest products, with an authorized capital stock of \$300,000 all of which has been subscribed and \$60,000 paid in cash.

Allegan—The Allegan Preserve Co. has been incorporated for the purpose of manufacturing preserves, cat-sup, etc., with an authorized capital stock of \$25,000 of which amount \$15,000 has been subscribed, \$2,000 being paid in in cash and \$13,000 in property.

Boyne City—The Boyne River Power Co. has been organized with a capital stock of \$100,000, all of which has been subscribed, to purchase the flowage rights of C. C. Follmer and E. A. Stowe on Boyne River and erect a 32 foot dam at a point about three miles southeast of this place. The electricity thus produced will be taken by the Boyne City Electric Co. and also utilized to illuminate Boyne Falls, Clarion and the resorts on Walloon Lake. Frederick C. Miller, of Grand Rapids, has charge of the improvement, which will be begun at once.

Jackson—The Central City Soap Co., extensive manufacturer of soap, has been sold to the Proctor & Gamble Co., of Cincinnati. The transfer of the property will take place September 4. The Proctor & Gamble Co. will dismantle the plant here, move the machinery to Cincinnati and merge the extensive business with its own. Frank D. Bennett and Bradley M. DeLamater, of this city, are the principal owners of the soap company and have developed the business from a small beginning more than twenty years ago. The Peninsular Spice & Coffee Co., controlled by the same men, has not been included in the merger and it may be this business will be continued.

Claims Monarch Brand Contains Salicylic Acid.

Chicago, Aug. 21—"Maraschino" pineapple and preserved blackberries are the latest Chicago-made food products to come under the ban of the city health department and Food Inspector Murray. The "Maraschino," a celebrated cordial made from the cherry of Zara, is suspected of being itself flavored with, if not a flavor of, salicylic acid, which is a poison, not a food delicacy.

Such is the finding of Mr. Murray and the city's bacteriologists in reference to table delicacies placed on the market by the Chicago firm of Reid, Murdoch & Co. In addition to the use of salicylic acid as a substitute for preservatives, the firm is charged with substituting glucose for cane sugar syrup.

A hint of trouble for the firm, in the event that it fails to mend its ways, was conveyed in the following letter which Inspector Murray mailed yesterday:

"We have made careful analysis of samples of your 'Monarch' brand of food products. We find the preserved blackberries and Maraschino pineapple, which we purchased from you not long ago, contained a large amount of glucose, this being a substitute for cane sugar syrup, and that both samples are preserved with salicylic acid. This salicylic acid is injurious to health. We hereby give you notice that you must discontinue the use of salicylic acid as a preservative and glucose as a substitute for cane sugar. Otherwise it will be necessary for us to prosecute

P. J. Murray,
Chief Food Inspector.

You cannot conquer the world for good by whining over its wickedness.

Unique Coffee "Finish."

A specimen of so-called "coffee finish," which coffee roasters have recently been offered by an enterprising New York house, has been submitted to analysis in the laboratory of the Massachusetts Board of Health. The promoter states that when used in the manner recommended, which is to sprinkle the coffee with the "finish" as it comes from the roaster, and while it is in the cooler, and then let it cool in the ordinary way, a coffee of common grade is made to appear to be of greatly superior quality. The "finish" is offered at 2 cents per pound in barrel lots, and the seller guarantees that "the weight saved will more than pay for the goods." The prospective buyer is informed that the preparation has been sold all over the United States during the past few years, and that no complaint has ever been received from those using it. Analysis shows the "coffee finish" to be merely a 2 per cent. solution of caramelized dextrine and dextrose. Not only would its use be illegal, in consequence of its causing an article of food to be "colored, coated, polished or powdered in such a manner as to conceal its damaged or inferior condition," or to be "made to appear better or of greater value than it is," but the compound itself is a fraud in a different way, inasmuch as 2 cents' worth of caramelized dextrine and dextrose dissolved in water would make very many pounds of the "finish," instead of one pound, and one could buy in small packages instead of in barrel lots.

Card from the State Food Commissioner.

Lansing, August 21—I notice in your issue of August 15, you publish the statement of B. Steketee, of Holland, to the effect that I did not reply to a letter which he sent the Department some months ago. You also make editorial comment at some length with reference thereto. The records of this office make the following showing with reference to this matter:

A package was received by mail from Mr. Steketee on May 2, and in said package, wrapped with it, was a written communication dated April 27, but of course not received by me until the package arrived and was opened in the laboratory. On May 5 an acknowledgment of the receipt of the package and likewise the receipt of the letter, also stating the position of the Department with reference thereto, was mailed to Mr. Steketee. The consecutive letter copy books of this Department are open to the inspection of yourself, any representative of the Tradesman and, for that matter, of any person interested, to examine for the purpose of verifying this statement.

A. C. Bird,
State Dairy and Food Commissioner.

Perhaps some of us may join the heavenly choir as a reward for what we have suffered from the earthly ones.

From the grind of drudgery comes at last the glorious divine spark.



The Produce Market.

Apples—Maiden Blush fetch \$2.25 per bbl. Duchess and Sweet Bough command \$2.50 per bbl.

Bananas—\$1 for small bunches, \$1.25 for large and \$2 for Jumbos. Trade is very lively and large quantities of fruit are being handled. Prices have been without change for several months.

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. The quality of butter is running very good and this season has witnessed an exceptionally good demand, which has kept the market strong and healthy. A firm market can be looked for for some time to come.

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. The market is firm and unchanged. The quality of the present receipts is running good for the season and the production is greater than it was at this season for the past four years. The market is in a very healthy condition and is likely to remain so. Present prices are not quite high enough to draw eggs from cold storage.

Green Corn—10c 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 \$8 per box. Dealers predict the price will go to \$11@12 per box in the event of the hot wave continuing a fortnight longer.

Lettuce—60c per bu. box.

Musk Melons—Illinois Gems command 50c per basket. Rockyfords are steady at \$4.50 per crate. Benton Harbor Osages now are in command of the market, fetching \$1.25@1.50 per crate.

Onions—Spanish command \$1.35 per 40 lb. crate. Ohio stock fetches \$1.50 per 65 lb. sack.

Parsley—30c per doz. bunches.

Peaches—Early Michigans are in liberal supply, commanding \$1.25@1.50 per bu. Crane's Early are also in liberal supply on the basis of \$1.50@1.75 per bu.

Pears—Flemish Beauties and Sugar are in fair supply at \$1.25 per bu.

Poultry—Spring chickens show a decline of ½c a lb. as compared with last week's quotations. The feeling,

however, is rather weak in the face of large receipts.

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

Plums—\$1.50 per bu. for Bradshaws.

Potatoes—Southern are steady at \$1.50 per bbl. Home grown are in liberal supply at 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.

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

Has Elected Officers.

The Roi-All Embalming Fluid Co., which was recently incorporated with a capital stock of \$10,000, of which \$6,000 is subscribed and paid in, has elected the following officers:

President—H. W. Hakes, Lowell.

Vice-President—Geo. P. Hummer, Holland.

Secretary and Treasurer—Frank R. Miles, Grand Rapids.

The company will manufacture and exploit the sale of a new embalming fluid recently invented by the President of the corporation.

The Boys Behind the Counter.

Hancock—Phil Levy has returned to this place and taken a position as salesman in the dry goods department in Gartner's store, succeeding Louis Blumenthal, who has gone into business for himself at Calumet.

Cassopolis—Ophir Haring has removed to this place from Ithaca to take a clerkship in W. D. Iseman's furniture store.

As a business factor the postal card is not very prominent. The privacy of a letter appeals to men more strongly than the cheapness and convenience of the card. The Government favors the cards because they net \$1.20 a pound. Now it is about to issue a smaller card, which will be still more profitable, although its size and make-up are meant to appeal to a person's eye. But as long as the truly objectionable features of postal cards remain they will not become popular. The Government, by removing from its books certain silly regulations in regard to pasting, addressing, etc., could both increase its revenue and convenience a larger public.

A. J. Bellaire, who has been engaged in the drug business at Gladstone for the past eight years, has removed his stock to this city and engaged in business at 1169 Wealthy avenue. Mr. Bellaire is a brother-in-law of Police Judge Hess.

C. W. Elston and Ida W. Elston have formed a copartnership under the style of Elston & Co. and engaged in the dry goods and men's furnishing goods business at 89 Plainfield avenue. P. Steketee & Sons furnished the stock.

Andrew Wurtzler has re-engaged in the harness business at Montague, the Sherwood Hall Co., Ltd., furnishing the stock.

The Grocery Market.

Sugar—Raws have shown some small fluctuations during the week, but nothing to seriously affect the situation. Refined sugar is unchanged, and if there is any change in the near future it is much more likely to be an advance than a decline. The consumptive demand for refined sugar is good, although not unusually so.

Tea—The general opinion is that new crop Japans are not going to be any lower. News from the primary market is practically to the effect that there is no stock of new crop teas in first hands and that basket fired teas are scarce. Second crop teas are beginning to reach the market, but have been held so high as to restrict business.

Coffee—The Brazilian valorization plan has passed and been signed by the President, and is therefore now a law. It has already had the effect of advancing the prices of Rio and Santos coffees from ¾ @ 1¼c, and the prospect is that there will be still further advances when the plan gets well under way. Mild coffees will also advance in sympathy, though the valorization plan affects only Rio and Santos. As a matter of fact, Maracaibo and Bogota coffees have already made a considerable advance. Java and Mocha are unchanged. The general consumptive demand for coffee is only fair, but some speculative demand is developing for Brazil coffees.

Canned Goods—Corn is quiet but there is no pressure to sell for immediate or forward delivery and the firm tone of the market is maintained. Peas also are in a firm position, but little or no business is reported from first hands. Domestic sardines remain firm, with no reported improvement in the catch. Advices from Delaware indicate that the peach pack in that State will be short, several canners expressing a determination to pack none on account of the high cost of raw fruit. New York gallon apples are said to have been very active of late, many packers having sold largely in excess of any previous pack. The market is firm at 10c above the opening price of the season. There are few gallon apples left on the spot. California fruits are in a very strong position, and the tendency of prices is upward. The California Fruit Canners' association has announced an advance in 2½-lb. lemon cling peaches of 25c on extras, 20c on extra standards and 10c on standards and seconds. On 2½-lb. yellow frees an advance of 10c is made on extra standards, standards and seconds. Prices on all cherries are withdrawn. Southern peaches are reported to be very active, with an upward tendency in prices. Leading packers of fruit on the Coast are becoming more conservative in their offerings of the more popular varieties, as the active demand and reported shortage of the pack in the pack have combined to create a condition at early stage of the season which makes it necessary for them to decline to accept orders for straight lots of apricots, cherries and peaches. These varieties, which are running low, are now

being reserved for sale only in assortments, which call for the less free sellers, such as pears and plums, and in some instances offerings of the first three named varieties are entirely withdrawn for the present. This is particularly true of lemon-cling peaches. With the end of the Columbia River salmon packing season approaching, and the pack according to all accounts being very short, the tone of the market is hardening. Estimates of the shortage in the Pacific Coast pack vary from 20 per cent. to two-thirds. One Pacific Coast interest asserts that the Alaska pack will be at least 200,000 cases less than last year, and that the Puget Sound pack will be 700,000 cases short. This authority estimates the entire Pacific Coast pack at about 2,800,000 cases, against 4,700,000 cases last year. The continued wet weather is reported to be doing a great deal of injury to the tomato crop, and this has a decidedly strengthening influence upon the price of both spot and futures.

Dried Fruits—Raisins are unchanged and in moderate demand, both loose and seeded. Nothing is doing in currants. Spot currants are scarce and futures at a standstill. Apricots are scarce and high. Spot prunes are scarce and hardly quotable. Futures are unchanged on a 2c basis, and the demand is light. Peaches are unsettled. Some holders are cutting the price 1c, while others are holding firm at list. Naturally, if the cut holds for any time and covers any important quantity of fruit, it will break the market.

Syrup and Molasses—The demand for both compound and sugar syrup is light, as is usual at this season. Sugar syrup shows no particular change in price. Molasses is steady and unchanged; demand light.

Fish—Cod, hake and haddock are quiet as to spot business and rather weak as to futures. By reason of the extremely small and disappointing catch, quotations on shore mackerel have been advanced to a point which is just about the highest for years. The supply is light and the demand active. Irish mackerel are dull and weak. All packers advanced ¾ mustard sardines 10c during the week, and one packer advanced quarter oils 10c. These advances are due to the very light catch and light supply. The demand for sardines is good, though very few are being offered. Salmon is unchanged, but strong. Prices on the new pack are expected very soon. The general salmon situation is strong.

The advertisement of Rindge, Kalmbach, Logie & Co., Ltd., published last week, contained a typographical error. The term "\$62.25" in the last paragraph should have read "and \$2.25."

W. W. Empey has purchased the grocery stock of Henry De Jonge, 167 Butterworth avenue, and will continue the business at the same location.

T. B. Greenfield has opened a harness shop at Barryton. The Sherwood Hall Co., Ltd., furnished the stock.

WINDOW TRIMMING

There Is No Excuse for Poor Windows Nowadays.

I was talking, the other day, with a young man who thinks he knows—and he does—a thing or two about window dressing. At any rate, he ought to be well informed on the subject, for he has held lucrative positions with a number of different firms playing to big business.

Said he:

"Yes, I've been at this sort of work now for some dozen years. I started in as a kid helper to a first-class man, and with him I got a good start. I wasn't perfect—who of us is in anything you might mention?—but I was bound to learn all that my first boss was willing to teach me. He was a most companionable, whole-souled gentleman, and many were the hints and suggestions I received at his hands, gratuitously, and I have managed to profit by them all.

"My boss wasn't one of these fellows who go around with their heads in the clouds—far from it. He was nothing if not practical, and was wont, in all his instructions to me, to dwell particularly upon practicability.

"He was a great stickler for cleanliness in everything about a trim. First of all, the glass must be from Spotless Town, and every article put in the window besides. No dust or other dirt on the units for him, if you please. Soap is not the dearest thing in the world and here was one place where it must not be scimped on.

"Fixtures, also, came under the category of generous provision, though, of course, in the days of a dozen years ago they were not nearly so elaborate as in the present luxury-loving period of existence.

"Always make your windows tell something—but don't talk unless you have something to say," was his sage advice. 'Start out with a purpose and don't let your optics wander off that purpose once.

"Mind your bosses, boy," was another of his admonitions. 'You'll be one yourself some day, and then you will know what it is to be pleased with obedience. Don't fall into the error of thinking that you are everything and the boss your hireling. Disabuse your mind of that illusion if it ever takes root there. Obedience to superiors is commendable over all other precepts.

"Look well to your colors," he would advise. 'An otherwise fine window is often utterly ruined by colors that "scream at each other." If you don't know what shades look well together make a study of the laws of harmony and contrast.'

"One of his rules was never to use warm colors or warm combinations of colors during hot weather.

"Mercy knows it gets hot enough," he used to say, 'without having red pepper thrown at you. Use restful greens, or greens with white, or all white; there's nothing so cool look-

ing as green, else the good Lord never would have put so much grass under our feet.'

"And I long ago came to the conclusion he was about right in regard to that.

"Diaphanous stuff introduced into backgrounds in the way of festoons is to be relied on to take away 'that stuffy look,' so much to be avoided. Plenty of open spaces are a help, too, along this line. Why, I know a store right here in Grand Rapids whose windows are so full of truck that you can't see anything. The observer turns away surprised that the man who perpetrated those frights could be so satisfied with his so-called 'work' that he creates the same monstrosities winter and summer—always so much trash that the windows are nothing but an abomination on good taste. Someone ought to give the fellow who does them—at the same time undoing the store's influence—a knock on the head with the hammer of good sense and get him to understand a few of the very first principles of his profession. He has not begun to learn his A B C's yet. He must think he's all right, however, or he'd certainly turn over a new leaf and present windows radically different to a long-suffering public.

"A sameness of trimming is to be deprecated. To eliminate this difficulty—to get out of a rut—a windowman should occasionally visit—if only for this object—cities that are contiguous, but larger, so that he can broaden his views and return dissatisfied with his present ways of work. Also, let him have the added—and most excellent—assistance of the subscription to several authoritative trade magazines devoted exclusively to windows. He will then find himself waking up to the fact that he is a miserable old back number, and if ambition is not dead in him he will mend his ways. There is no excuse for poor windows, nowadays, with the many helps at one's hand."

New Sign Works at Flint.

Flint, Aug. 21—The Radium Sign Co. will be organized early the coming week and will bring to this city a new industry that promises to develop into a large and important manufacturing enterprise. The capital stock will be \$10,000 and the incorporators will be W. R. Bates, formerly United States Marshal for the Eastern District of Michigan; his son, Irving B. Bates, of the Michigan Paint Co., and parties interested in the Radium Sign Co., of Cleveland, O. The new company will manufacture illuminated signs and will employ only experienced men. A suitable building has been secured, and it is expected that the plant will be ready to start up by September 1.

The Flint Wagon Works will shut down to-morrow for a few days to permit the annual inventory being taken. The plant is now employing about 500 men and is rushed with orders.

Many men miss truth because they are expecting something that looks learned.

Encouraging Report from Greater Manistee.

Manistee, Aug. 21—This city within the next couple of weeks will complete the paving on River street and finish the new roller lift bridge on Maple street, and as soon as the street car tracks are connected will have everything running smooth again.

With all the principal streets paved with bitulithic pavement, and all the objectionable electric light and telephone poles removed from the business streets, Manistee will present to her citizens and visitors the finest appearance of any city of her size in the State.

With her beautiful surroundings, increasing industrial importance, natural industrial possibilities and fine harbor Manistee is, without doubt, destined to be the largest manufacturing center and summer and bath house resort on the East shore of Lake Michigan.

With excellent shipping facilities, both by water and rail, having daily boat lines to Milwaukee and Chicago, and railroad competition to the East, with unexcelled educational advantages, fine churches, electric street car service, electric lights, gas, city water, telephone system, one of the finest theater and assembly halls in the State, a public library, new Elks' home, with a new \$50,000 postoffice in sight, and a fifty-room hotel addition to the bath house almost completed, a large \$50,000 bank building to be started this fall, and with all that Nature has done to make this city the ideal place in the State for manufacturing industries and a summer and bath house resort, it only remains for the people to do the rest.

Manufacturing industries seeking locations should see to it that Manistee is investigated before locating elsewhere.

Manistee, on the shore of Lake Michigan, is destined to be a great summer resort, as a better climate than this would be hard to find, also the brine bath houses are running to their full capacity, and it is safe to say that in a very short time this city will be listed among the most prominent bath resorts of the country.

In order to take care of the ever-increasing traffic a bill has been presented to Congress asking to have our waterway deepened to 18 feet in order to accommodate the larger vessels called here in order to take care of the business of this port.

Quite a number of new manufacturing industries have been located here in the last few years, and a number of others are now under consideration. Among her industries are iron works, machine shops, boiler works, lumber mills, planing mills, salt works, furniture factory, novelty works, flour mill, shoe factory, rug factory, glove factory, sand lime brick factory, candy factory, car shops, emery wheel works, foundries, etc., and with the number of excellent available sites for manufacturing industries located all around Manistee Lake, this list will be materially increased in the immediate future.

Another great question of cheap power will be solved in a short time

when our electric power dams are completed and, from present indications, this will be accomplished in the near future.

Business Piled Up At Owosso Factories.

Owosso, August 21—The Jackson Sleigh Co. did not make a bad move when it came to this city a few months ago, taking the large modern factory building of the Owosso Carriage Co. The Jackson company purchased the Owosso plant and business for \$38,000, which was a little more than the factory actually cost.

The force of workmen is being increased daily. Orders are coming in fast. During the last two weeks the office force has been more than busy taking care of buyers who have been here to see the company's new plant, and to leave orders. One wholesaler left an order for carriages, buggies and sleighs amounting to \$125,000.

J. H. Robbins, of the Robbins Table Co., reports that business this summer is the best it has ever been. Today the factory is sixty days behind orders and there is every indication that there will be no let-up for an indefinite length of time. Mr. Robbins says buyers are taking the better grade of goods, an indication of better times throughout the country.

For a single week this summer the Woodard factories—casket and furniture—were shut down for repairs to be made. Fred B. Woodard says this is the busiest time in the history of his company in the furniture line.

The Owosso Manufacturing Co., maker of screen doors and windows, will start up its factory about September, somewhat earlier than usual.

Lively Mining Town Near Negaunee.

Negaunee, Aug. 21 — Princeton, south of this place, where the Cleveland Cliffs Iron Co. is operating three mines, the Austin, Princeton and Stephenson, and the Steel Corporation the Stegmiller, is one of the liveliest mining locations in the Lake Superior region.

Both companies are making extensive preparations for further development of the mines by the erection of new and substantial buildings, the installation of more powerful and economical machinery and the systematic opening of the ore deposits. All told, 700 men are now employed. The Cleveland Cliffs Co. has an ideal location for its workmen.

The Steel Corporation is erecting a number of buildings at the Stegmiller, and half a dozen or more new structures are to go up at the Cleveland Cliffs properties. The foundation for a modern changing house is finished, and the superstructure will be completed within two months. A large central power station is to be erected this fall at the Stephenson, a contract for which has just been awarded. The building will be of brick and stone, the engine room 59x34 and the boiler house 48x34.

It's Out! Free To All!

The Fall Opening Campaign—the September issue of Farwell's Selling Helps—is off the press.

In this number are outlined ideas for pushing fall goods---selling plans, store arrangements, newspaper ads., window trims---by word and picture.

Mr. Albert A. Koester, the foremost window decorator in this country, has designed and described a dozen or more window trims especially for this magazine.

These **Free Selling Helps**, covering practically every week of the year, are only one of the many advantages enjoyed by the customers of **JOHN V. FARWELL COMPANY**.

Our stocks of reliable Dry Goods, Cloaks, Furs, Carpets, Rugs, Curtains, Blankets, Jewelry, Fancy Goods, Notions, Men's and Women's Furnishings, etc., are in such shape that mail orders are handled in the quickest possible way.

Our location is such that a minimum of time and labor is expended in carting goods between warehouses and depots.

Do you want to share in these advantages?

If you do, and are not a regular customer, please sign the coupon and mail it to

Advertising Department
JOHN V. FARWELL COMPANY
Please send us a copy of
"The Fall Opening Campaign"
with the understanding that we place ourselves under
no obligation in any way to you.

**JOHN V. FARWELL
COMPANY**

CHICAGO



DEVOTED TO THE BEST INTERESTS
OF BUSINESS MEN.

Published Weekly by
TRADESMAN COMPANY
Grand Rapids, Mich.

Subscription Price

Two dollars per year, payable in advance.

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

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

Sample copies, 5 cents each.

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

Entered at the Grand Rapids Postoffice.

E. A. STOWE, Editor.

Wednesday, August 23, 1906

INCONSISTENCY EUGBEAR.

"I wouldn't give a blank for a man afraid of being inconsistent," said an irate citizen who had been talking in plain fashion to a city official, and that person, amazed, or seeming to be so, threw up his hands and as his constituent walked angrily away dolefully observed: "That's what we're up against constantly. They insist that we must go back on our own opinions."

What had been the topic of conversation?

The Tradesman is not aware and it is not essential. Presumably, however, it had to do with municipal government as exemplified in Grand Rapids, where "the lid," alleged to be tightly down, is no such thing; where the dignity of the city government is swashed in the mire of "Old Sleuth" nastiness to the extent of sneaking special officers around to hide behind hedges and tree trunks and, attired in citizens' dress, to wait, watch and pounce upon automobile owners who, in the minds of the spies, are violating the speed ordinance.

If Grand Rapids officials truly desire to behave fairly toward the automobile drivers, let them establish time-keepers at definite points, definite distances apart. Let these stations be connected by telephones—utilizing drug stores, grocery stores, meat markets, and the like, for the purpose if the cost of independent stations is too great—and when an automobile passes a station at seemingly too great a speed let the time-keeper take the time and the number of the car and telephone the same to the next station along the route followed. Then, if the ordinance is being violated, it can be definitely ascertained, complaint can be made and the case won.

Let there be a tangible, demonstrable and reliable system to the work. Let it become permanent and not fitful and let the work cover all offenses by all men, instead of picking out a few men who have happened to incur the ill will of the officers and who are shadowed day and night as though they were dangerous criminals, instead of reputable citizens and representative business men. Forced to play the part of sneaks,

such officers naturally become careless in their conversation and reckless in their statements on the witness stand, so that their retention on the police force has become a public scandal and a civic disgrace. Has the city any right to force policemen to become sneaks and liars by detailing them to accomplish their purpose by such detestable methods?

Enforce the ordinance prohibiting the throwing of fruit rinds on sidewalks. Teach policemen to inform strangers who, not knowing our city's regulations and not intentionally offending, carelessly drop the peeling of the banana they are eating, that they must not do it; that the dignity of streets and sidewalks must be preserved; that a carelessly thrown peel may cause large expense, dreadful suffering and possible death to someone not at all at fault. Do not permit a policeman to reprimand a resident of the city for such an offense and permit the stranger to go unrebuked. Teach policemen to do their duty, instead of suddenly turning their backs and becoming interested in some vision down another street or up in some sixth or seventh story, when a runaway team forgets itself and comes dashing madly toward the officer.

Of course city officials, like ordinary mortals, have opinions and, like the common herd, they are quite as apt to hold a wrong impression, an incorrect theory, as are other men. Other men change their minds because they are open to conviction, and do so daily, even although they know they will be charged with being inconsistent. Why will it be a criminal thing or even a moderate offense if a city official acts as fairly?

The crux municipal appears to be to secure absolutely fair treatment at all times of all citizens and all interests simultaneously. It is a large proposition and can be solved only by the broadest, most comprehensive and fair minded view of the complete situation by those who are elected to office. It is no "snap" for any man to be designated, either by vote or by appointment, as a city official, provided that official conscientiously performs his whole duty as such. For this reason no man who truly desires, as a city official, to demonstrate his fitness for office can afford to investigate superficially or with prejudice; to voice an opinion or give his vote with the rock bottom conviction that under no circumstances will he change his mind. It is eminently honorable to become inconsistent when by so doing an error may be corrected.

THE MISSION MUDDLE.

One ham approximately competent to give an approximate imitation of Lew Fields.

One ham approximately able to copy approximately some other Hebrew impersonator.

Two or three hams able to come within a mile of presenting fac similes of Gus Williams, Lew Dockstader and Louis Harrison.

Various beefy, red armed has-beens of the female gender who can "cut

up" with their eyes and heels, and a few additional hams who try to speak lines and can't.

And the entire conglomeration guiltless of singing voices, speaking voices, beauty, grace or artistic sense.

Above are the conventional specifications for the conventional leg shows handled by the so-called Empire Circuit syndicate. The plays do not matter, as they are neither comic, dramatic, musical nor meritorious in any other sense.

They are Morgue Combinations, and the Empire Circuit is the dead house for those unfortunates who, because of dissipation or because their moral sense has been so blunted that they can not secure desirable engagements, are forced to accept the nasty makeshift of cheap house weekly stands and intervening and tiresome one night stands.

That is the proposition that has been referred to the License Committee of the Common Council, and the only business that Committee has before it is whether or not a license should be issued. All of the intermediary details as to the bargain between Mrs. Smith, on the one hand, and the Empire Circuit, on the other, belong to the courts, and it is safe to wager, in advance, that the Empire Circuit sharks will fight hard and will utilize every variety of specious resort available. And it will cost somebody a lot of money. So far as possible the License Committee should see to it that the cost, both in cash and moral turpitude, shall be as small as possible.

The Rescue Mission is not concerned in the matter in any way, because it did not buy the property subject to any lease or any other lien or incumbrance. It owns the property in fee simple and all the talk in the daily papers to the effect that Mel Trotter will have to suffer the humiliation of conducting a variety show for a year is the merest twaddle.

INADEQUATE AND INEFFICIENT.

In view of the agitation prevalent throughout the United States during the past year with regard to municipal ownership, the reported interview in Berlin with Mayor McClellan, of New York, is of particular interest:

I have kept my eyes wide open for evidence of successful municipal operation, particularly in Germany, which is constantly held up as an example, but I have failed to find it. I have discovered conditions in cities like Frankfurt and Dresden, which own their street railroads, which no American community of second rate importance, to say nothing of New York or Chicago, would tolerate. Not only is the traffic of these places insignificant, judged by American standards, but it is handled inadequately and inefficiently.

The conditions in Great Britain, with the possible exception of Glasgow, where our cousin, Mayor Dunn of Chicago, has been taking lessons, are even worse than on the continent. The British tramways act of 1873 gives municipalities options upon franchises before the franchises exist, and the result has been perpetuation of old fogysm and the stunting of private enterprise. My European observations convince me more than ever that municipal operation is the last desperate means which ought to be resorted to only when private enterprise has absolutely failed.

These views are of weight and are opportune and important to all who are interested in this class of securities.

The communication of Grocer Steketee, of Holland, published in the Tradesman of last week very closely discloses the necessity which has long existed for an amendment to the present food laws in at least one important particular, and that is the conversion of the Food Department into a help for the retail dealer who shows a disposition to be frank and honest with the department, instead of being a sphinx, maintained for the purpose of using the information which comes to the department in this manner to the detriment of the retail dealer. Under a provision of the present law the Department is prohibited from informing a retail dealer as to the good character of any goods submitted to it. In the case of Mr. Steketee, for instance, he submitted a sample of maple syrup which he suspected was not true to name. The department declined to give him any information on the subject, acting under the provision of the present law above referred to, and he was either compelled to consume the goods himself, return them to the house from which they were purchased or sell them in the regular way and take his chances on being made a defendant in court later on. Such a condition ought not to exist. The dealer who takes the trouble and goes to the expense of submitting samples of food products to the Food Department ought to receive a prompt and satisfactory reply by return mail or as soon as the necessary investigation can be completed. Those merchants who would like to join hands with the Tradesman in bringing about an amendment to the present law in this respect are invited to communicate with the editor at their earliest convenience.

With the fronts of the Morton House, the Pythian Temple, the Furniture Exhibition building, the Michigan Telephone Co.'s building, the new Manufacturers' building, the new postoffice building and the Y. M. C. A. building, already in evidence, the permanency of the commercial value of Ionia street, north of Monroe street, is guaranteed beyond peradventure. More than that, the high grade architectural merit of these buildings suggests a continuance of and even an improvement on that grade in all new structures going up in that neighborhood. And on Fountain street, beginning with the State Bank of Michigan and the Peninsular Club buildings as present standards, comes a like suggestion as to Fountain street and its permanence and excellence as a business street. Operations are already under way for the erection of a new business block in the very heart of the district indicated. Basing an opinion on the certain future importance of those four corners, it is fair to assume that the new Steketee building will present architectural facades on both Ionia and Fountain streets which will be a decided credit to the owners and of great value to that section of our city.

PROBLEM OF SUCCESS.

Conducting a Business So That Waste Is Eliminated.*

I have passed the age when I am willing to consume valuable time in writing an article just to fill up a programme. The danger of the filling being amalgum, instead of gold, is what set me to thinking and wondering if it was possible to offer suggestions upon any subject that would be helpful to anyone in the running of a drug store. I came to the conclusion that it was not only a waste of my own time, but the time of those who listened, to try and instruct anyone on subjects that have been discussed in the magazines and on the floor of the convention hall times without number by the ablest men in the profession.

I naturally thought that anything I might write would be pure, unadulterated waste—a useless expenditure of both time and labor. I was about to give it up as a bad job, but do you know that word "waste" kept constantly coming to my mind and as I looked around the store and thought of the wasted energy, misdirected time, improperly systematized merchandise carelessly displayed, expensive drugs carelessly kept. I was impressed with the belief that I had discovered the element that has been the occasion of more failures in the drug business than any other single cause.

By failure I do not mean to be closed up. Any business that pays only living expenses is classed as a failure.

Before considering the question of waste in all its different phases, let me impress upon your mind that it does not take the highest grade of ability to get customers into your store—just an ordinary man can do that. It does take talent, however, to keep trade, and the man who can pay large dividends upon his stock must be a sort of genius—it requires talent of the first order. The man who can run his business so that waste is eliminated has solved the problem of success.

First, let us consider what the effect is upon the individual. I assume that no one will dispute the assertion that good health is essential to the success of any business. The man who puts in from sixteen to eighteen hours a day can not, in the nature of things, be healthy. Indigestion, constipation, nervousness and irritability are all the natural results of long hours housed up in the narrow confines of a drug store. Success can never come to the man whose vital forces are impaired by disease. Over work and worry will ruin any man's business.

The time that a man puts in where the work is continuous, over ten or twelve hours a day, is waste. No one can work at his best for more than ten hours at a stretch. There are druggists here in this room who are losing both money and health, which latter is of more value, using up their vital forces by long

hours in their stores. I have witnessed some of them waiting on customers at about the fourteenth hour of the day—and they had more the appearance of an undertaker than a cheerful druggist. A man in this condition injures his trade by attempting to wait upon customers.

I know most of you would offer the flimsy excuse that you can not afford more help, and that is where you are off on your calculations. You can afford it, and you would make more money by giving ten hours a day of your best thought and ability to your business and then get out doors and put your mind on other matters.

Druggists are so prone to get into the habit of doing things in a small way—can not get out of the rut or do not want to. I have known men starting out in business to put in eighteen hours a day, running to their meals and back again. I also knew a friend of mine to practice this and it took him just five years to run into bankruptcy.

I commenced this same way myself. I ran all the flesh off my bones—and never got any of it back again—but let up just in time to save myself from being a physical wreck. The trouble was I had more ambition and vitality in my legs than I had in my head. When I got to using my brains more and my legs less I made more of a success.

That is the trouble with most druggists. The push and energy put into their business are not well directed. Like the painting that was examined critically by an eminent artist, "It lacks—it lacks, why, con-found it, it lacks brains." So I advise that you put more brains into your business, and see that the quality of your brains is kept unimpaired by plenty of good healthy out door exercise. Take so many hours for sleep, reading and out door exercise and adjust your hours in the store so that you can make all your time count without friction.

There can be no general plan laid out. Every one must arrange his own. Anyone who has not practiced doing work in this way will be surprised at the amount of time saved. We are constantly hearing men say, "I can't do this or that because I haven't the time," yet usually the man who says it has more time than he would know what to do with if he would apply a little system to it.

The waste of time in the average store is something appalling. If based upon the value of time properly utilized it would ruin an ordinary business inside of a year. The systematic arrangement of work every morning in a drug store is as essential as for a contractor in the construction of a building. Yet how many druggists do you suppose practice this? Try it and see what it will do for you.

There is an immense waste of time in buying goods, due to a lack of proper training of the mind to pass judgment quickly. The man who goes back the third time to examine merchandise before making a

decision is not, in my opinion, a safe buyer. One who knows his business as he should decides quickly. The old saying that a man who hesitates is lost is applicable to a buyer. If a thing does not impress you on the start as just what you want, drop it. Occasionally a mistake is made by a too quick decision, but not often.

Not only are some druggists wasteful of their own time, but by careless, negligent, indifferent business methods they consume unnecessary time of the traveler. I concede you have the right to waste your time, but not that of a man who is paid a salary by some one else and who is doing you a favor by visiting your store and giving you an opportunity to purchase goods that you haven't time or money to expend in going to the market to see.

The traveler should be treated with the same courtesy and respect and waited upon as promptly as you would wait upon a customer, for in many instances he is of much more value to you. Taking the time of a traveler for two days in the purchase of a little merchandise that could be bought in two hours is downright dishonesty, for you are taking what costs some one else money.

There is not a department in one's store but that is confronted with the problem of waste. Commencing with the minor details of the store, permit me to ask if you know how the floor is swept and if you have a method that is effective in keeping the dust from rising? Careless sweeping soils goods.

When the dust is raised it takes more time to keep the goods in a salable condition—the accumulation of dust or constant dusting frequently makes the goods unsalable. The proprietor who knows how to instruct his help in the art of sweeping will find that the results will amply compensate him for the time spent.

There is a constant waste by the improper and careless handling of stock. Allowing it to remain on the shelves or in the window without dusting or care of any kind it soon becomes fly-specked and unsalable. I have seen window displays which were positively injurious to the business. The country druggist is more apt to be negligent and careless in

this respect, and yet I recall window displays in Detroit and Grand Rapids which were not a credit to the stores they represented.

Many dollars are spent every year for spatulas, graduates, mortars and other utensils which could be saved if proper care had been exercised in the use of these articles. Liquids left improperly corked, the sulphur, soda, copperas, Epsom salts left without a cover, the perfume kept in the light, are only a few of the many wastes that help to consume the profits of any man's business.

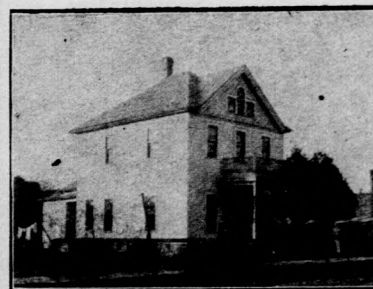
How about the goods you put in your show window? Do you always use good judgment and discrimination in selecting those that will not soil? Are you positive the goods you put on your show cases are not stolen? Do you know for an absolute certainty that your clerks are not smoking at your expense? Do they always pay for the gum, toothpicks, soap, perfume and numerous small articles which are inexpensive in themselves but which in the aggregate make a large amount? Have you a system that protects you? A cash register is all right, but it is no protection against dishonesty. Some merchants lay too much stress on their value and neglect to look after many more important things.

Do you give personal attention to the dead stock and see that it is disposed of in some way? Are you careful about saving your light, heat and do you keep your windows clean, so that your light will shine?

Do you ever waste your own time doing jobs about the store, like scrubbing and cleaning, which you could hire done for \$1 per day, the doing of which consumes your own time and beats some poor wash woman out of a job? If your time is not worth more you never ought to be running a drug store.

Have you ever given much thought about your clerks? Are you positive that they have not yielded to temptation and become dishonest? Do you know who their associates are and how they spend their evenings? Have you ever got next to them, talked with them about their affairs, not always yours? Haven't you forgotten sometimes that they have aspirations, troubles and temptations like yourself and frequently need advice? Have you placed yourself in a position

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*Paper read at annual convention Michigan State Pharmaceutical Association by Arthur H. Webber, of Cadillac.

where they would feel warranted in coming to you with their troubles? If you have not done these things don't complain if you fail in getting the service you should, and be not too much surprised if your clerks are found dishonest.

Do not allow your clerks to smoke during business hours? I have seen them do this in some stores, and yet it would be fully as consistent to allow them to eat their meals on the counter. Clerks with hands, clothes and breath thoroughly saturated with smoke are not in proper condition to wait on lady customers. It also takes time. No one can do as good work with a cigar in his mouth.

The waste in time is beyond all question the largest single element of waste which one meets with in the running of a store. Take, for instance, the selling of goods. Many merchants not only set a bad example to their help, but waste valuable time by gossiping with personal friends or customers. It is not necessary, in order to sell goods, to put in time which is equivalent in value to profits on the sale. The average customer respects a merchant who is all business and has not time during business hours to waste in discussing ball games, weather, religion and politics. If all the clerks follow the example of the proprietor who practices these things—and they are pretty apt to do it—the loss is a heavy one.

The subject of discounts has been and will be discussed in all its phases times without number. Nearly every pharmaceutical journal publishes several articles a year and yet I will venture to say that not over 25 per cent. of the druggists of Michigan, or any other state, take advantage of it. The discount on drugs—1 per cent. thirty days—is 12 per cent. a year, or 6 per cent. saved, and on nearly all other classes of goods the discounts run from 2 per cent. sixty days to 6 per cent. A conservative estimate would make the net saving on the average business 10 per cent., allowing 6 per cent. on the money.

I am aware that many dealers are in debt and they say, "We are obliged to have credit extended to us," but why can't you have this credit all concentrated in a bank? If one's business methods are good, if the store is run in the manner I have suggested, credit can be easily obtained.

A merchant who has an untidy, carelessly kept, dirty store can not expect accommodation from a bank, although he may get it from the wholesaler, to his sorrow sometimes. And here is where the wholesaler is at fault. In his over-anxiety to sell goods he will give credit to men who have no right to be classed as pharmacists and are only in the business for what they can make out of a blind pig.

I have known men who could buy goods of a drug house that could not get 15 cents' worth of beefsteak on credit in their own town. The bolstering up of these unprincipled, dishonest, disreputable druggists is unfair to the honest, legitimate pharmacists

who are running their stores on legitimate lines.

I recall an instance in my own town when one of the leading wholesale drug houses of Michigan sold a druggist goods when it had his name on the D. B. book and he was running a store that was in direct competition with one of its best customers. Thanks to the dishonesty of said druggist, it now has his name on the D. B. books a second time.

I do not believe that the wholesalers follow this practice intentionally, but they are careless in their methods of doing business and take too much stock in the travelers' representations without proper investigation.

I am well aware that most of my suggestions are exceedingly commonplace and simple, but it is the failure to look after the small wastes of the store that has brought ruin to many a man.

There is one thing that a druggist should ever keep in mind: Success will never come until he has educated himself to do the things he expects his clerks to do. Help will not practice economy, be neat, industrious, careful, clean, tidy and studious if their employer is the reverse of all these.

The proprietor who smokes in his store during business hours will have a hard time to keep his help from doing the same thing. The proprietor must practice the things he preaches if he expects to succeed in making his help do as he wishes.

The inefficiency of help is one of the stumbling blocks to every business and that proprietor who is not well equipped himself will have trouble in getting the proper service out of those who are looking to him as an example.

There are many wastes which time will not permit me to mention—advertising, for instance. One could write a paper on this alone. I believe I am safe in saying that the average druggist is the most wasteful, careless advertiser among all the classes of merchants. The time spent in studying an advertisement, considering the impression it would make upon you if it were written by some one else, keeping in mind the cost and direct loss if it fails to be read, is well spent and will bring good returns for the effort. Use your brains more and your physical powers less and the returns will justify the change.

I appreciate the fact that the most of us are a bundle of habits, and the small way of doing things that we became accustomed to when we were working on a small salary in a country drug store seem to follow us. Get out of this rut, get into the habit of doing things on a larger plan. If yours is a small store, run it with as much system as the big fellow does his store and it won't remain small very long.

These few rambling plain facts may not be applicable or of value to any one of you, but possibly you may know some one who is not running his store according to the best business methods who might be benefited by a few suggestions along the lines I have covered.

TRUE HOSPITALITY.

It Cannot Exist Where Selfishness Prevails.

Did you ever stop to think, after you had parted company with a friend, just what was the general tenor of your talk with him?

It is a good thing to do now and then. It is not at all infrequent that the friend who shows another all the hospitality possible at the dining room table and over the sideboard may be personification of selfishness when it comes to the vital hospitality of conversation. He may allow his friend the free handed liberty of his home and all that is in it, yet at the same time so restricting him in thought and speech as to render void all the material things which have contributed to the palate. And, where this condition exists, the soul of hospitality is a dead thing.

I know some members of a certain club which always has prided itself upon its makeup of good fellows. Wealth and position are not points of eligibility in it. Men of many professions and occupations are on its rolls of membership. But the sternest written rule of the organization is that any member who at a club dinner brings up a business or professional topic to the plane of fellowship must pay the full score for the wine consumed at that meal.

Shall one wonder that with this one restriction such a club is likely to live long as a body of "good fellows?" Some one has described the bore as a person "who insists upon talking

Have You Received One of Our

POLICEMAN

Cutouts

which reads

Found

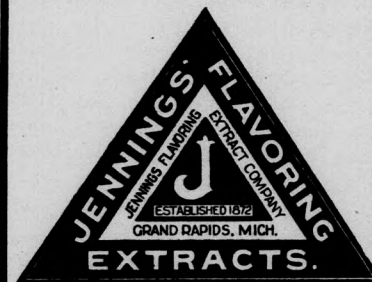
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**Jennings
Flavoring
Extracts**

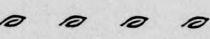
**Terpeneless Lemon
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WORDEN GROCER COMPANY

Grand Rapids, Mich.

about himself when you want to talk about yourself." This club has made a wise, wide step toward the bore's elimination.

Man's egotism is one of his most dangerous gifts. Under the supervision of man's knowledge and wisdom no one can dispute that man's egotism is the gift of the gods. Without it he would be rudderless in a stormy sea. Without this hand at the tiller, however, wreck and ruin are probabilities.

Perhaps you have felt occasion to ask your friend: "I hope I am not boring you?" In the question there is at least an implied apology if you have so offended. But why, as a friend, have you risked a situation that suggests the question? To have asked the question at all indicates your sensitiveness, which in itself is enough to deter your friend from telling you the truth, even when you have bored him to the limit. And if, on the other hand, the topic shall be of the keenest interest to him, at least you have embarrassed him. You have admitted in so many words that you doubt whether the things you are saying to him are sufficient to claim his attention, which might be construed as a challenge of his mental calibre; or else he may take it as a rebuke to a suspected ill bred inattention on his part.

Unfortunately for the egotist in such a situation, his state of doubt as to your interest and attention arises from the fact that your mutual friendship is not on the bedrock of absolute frankness. If it were, he would

know that at the first touch of boredom in his talk you would protest. At the transition stage of friendship and mutual understanding, he is in the position of imperiling the whole future of intercourse. He knows from hard experience that no one more hopelessly is outlawed socially than is the chronic bore. He is admitting, too, that boredom has its two sides that are active and passive. On the one side is the bore who talks endlessly of inconsequential things, but on the other side is the passive object which no conversation available can interest to the extent of holding his attention. If one be talkative, he will know intuitively whether you are the silent bore of inattentiveness on all topics. Therefore, in the last analysis, you find him in the indefensible position of asking you to sit and listen to something which he selfishly is determined to put upon you, unless you shall decide to stop him at the risk of wounding his feelings.

Conversation has been charged with decadence in our hurried modern life. Selfish egotism is at the bottom of the art's degeneracy. Along with this cause, too, is the mistaken idea of the scope of hospitality as nursed by so many people. The insistent bore, who talks his victim into a mute lethargy or into a "Yes" and "No" state of monosyllabic helplessness, all on the lines of the speaker's egotistical self-interestedness, is a standing menace to all social intercourse. Yet he may be grappled with successfully as a material evil.

In the homes of millions of people

today friends are invited to the hospitality of the dining room only to suffer the pangs of inhospitality in the drawing room. On the part of the hostess so much effort and so many fears and misgivings are exacted for tated when she is called upon for the hospitality of the parlors. She may be nerve racked to the point of the rest cure in a hospital bed when dinner is done, yet in the contemplation of the affair the next day she may decide for herself that the evening was "a perfect success."

But was it? Only the guest in his own heart may say with authority of his own impressions. It is worth the while of no worthy human being to attend the hospitalities that come of mere plenty on the dining table. An elaborate dinner beyond the visible means of the entertainer may indicate even the lack of a true hospitality. Perhaps the truest test of the hospitality of the table is shown in the invitation to the unexpected caller to sit down and eat, unexpectedly of what his host had prepared only for himself. For, given this situation, it is a certainty that the visitor's host will bulwark himself against the possibility of having to ask the guest if he is bored. He will have assured himself beforehand of his ability to make up in intercourse the shortage of the table.

Conversation must not die of either inanitation or pernicious activity. What have you been doing for its evolution and welfare? Do you ever find yourself with thoughts miles away from the topic on which a friend

is speaking? If so, ask yourself if he or you is the bore. Surely one of you is guilty of the offense. Surely one of you has driven a nail into the coffin of sociability.

But, as between the active and the passive bore, the active party to a conversation is the chief offender. It is his first duty to interest you and to become interested in the interesting. Which brings us up to the original question: What were you talking about the last time you spent an hour with your friend?

John A. Howland.

Two Types of Stay-at-Homes.

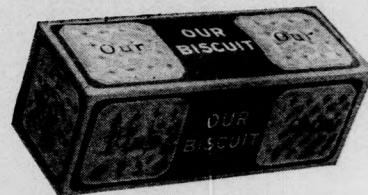
We see a man with underlip that has a downward droop. Upon his face a scowl as if he'd fallen in the soup! He roams about the busy streets in an uneasy way. And puts a surly accent on the things he has to say. He goes into a restaurant and drops into a seat. And wonders why they've not a thing fit for a dog to eat. And if you care to seek the cause that makes him feel so brown. You'll not have very far to look—his wife is out of town.

We see another man dressed up unusually gay. He wears a smile of gladness and a buttonhole bouquet. He joins the cruising parties where the white-topped schooners sail. And goo-goo's all the pretty girls who chance to cross his trail. At striking of the midnight hour he yet is on the street. Is strenuous in his efforts to control his wabbling feet. He wears his hat tipped sideways on his beer-befuddled crown. The mousey knows the cat's away—his wife is out of town.

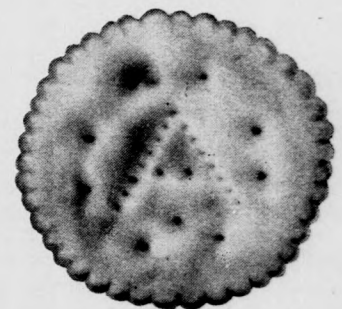
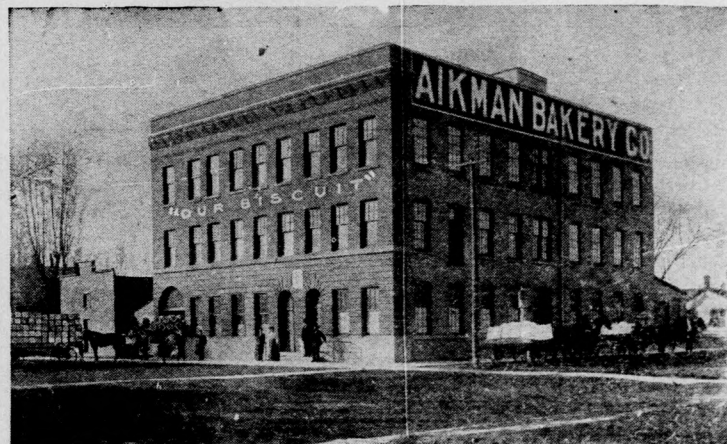
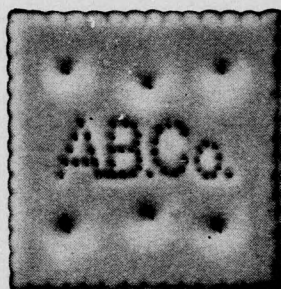
That day best fulfills its purpose which is a preparation for the next.

To be ashamed of virtue is a step towards being proud of vice.

QUALITY is our MOTTO



The best 5c package put up



We manufacture a full line of Crackers and Sweet Goods. Give our goods a trial, we guarantee them the best. Ask us for samples and prices—you will not regret.

AIKMAN BAKERY CO.

Port Huron, Mich.

FURNITURE WOODS.

Where Shall the Raw Material Come From?

So far as this problem relates to the manufacturer of furniture it is one somewhat difficult of solution, for it is well known that the forests of the United States are not only being rapidly depleted, but that the quantity of timber suitable for furniture manufacturing is already of well-defined limit. The hardwoods of the North are now found only in Michigan and Wisconsin, with a very limited amount to be had yet from the Adirondacks and possibly Northern Vermont. The oak of Michigan, Wisconsin, Indiana and Ohio is of the past; only here and there is timber of suitable size and quality to be found. This diminishes the area for our supply of oak to the Southern States, and I am informed that Kentucky and West Virginia are rapidly approaching the depletion of the North, that now Arkansas, Tennessee and Mississippi are almost the only reliable sources of supply. We can appreciate how soon this will be completely exhausted if the present demand continues. Grand Rapids consumes about seventy-five million feet of hardwood per annum, and we are forty furniture manufacturers of about 3,000, with, perhaps, as many more in agricultural implement and other wood-working industries in the United States. It requires very little computation indeed to note how rapidly will this timber be depleted to the same condition as is now found in what were the magnificent pine forests of Michigan and Wisconsin.

We are not permitted to draw our supplies from Canada, an abundant source of so much of the timber which we require, for tribute must be paid to the owners of Northern timber lands until they have drawn the last dollar which the virgin forests can give them. Thinking of this I am reminded of the song we so enthusiastically sang in my early school days, "Uncle Sam is rich enough to give us all a farm." Not only was he rich enough then to give farms, but such wealth of land did he have that it was given away in principalities, and right here in the State of Michigan is there an example, not so large as in other parts of the United States, yet an illustration of the prodigal manner in which this birthright of the whole people was thrown away. Twelve million or more acres of land were given for building the Grand Rapids & Indiana Railroad alone, land as rich in its forests as any area upon this broad earth, and given not even to the men who originally projected the road but to a close corporation from the East, which probably never invested a dollar in the construction of the road that it did not recover before the road was completed, and all of these twelve million acres or more were handed over to them in this lavishly wasteful manner for the people of Michigan furnished enough business and paid a tariff rate that built the road section by section as it progressed, giving

to these few men this vast estate, with no compensation to the people whatever. When I mention the Thaw estate, of Pittsburgh, which was one of the principal beneficiaries of this prodigality, we may realize its true meaning. Not only were the lands given, but to-day, under the benign benefits of our lumber tariff, we are compelled to pay further tribute to the owners of these lands, for we are not permitted to draw from our Canadian neighbors who have the timber in abundance and desire our trade; our forests are being exhausted and the depletion is made more rapid by this iniquitous duty levied upon any attempt to purchase from other sources.

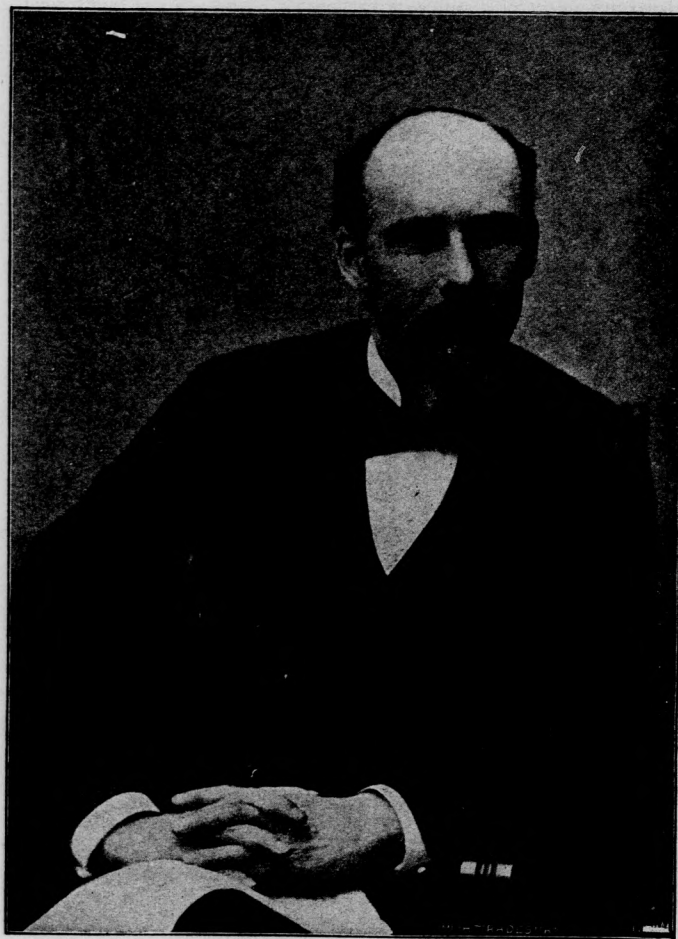
The only lumber used by the furniture manufacturer which has not

Reforesting the lands of Michigan for furniture lumber is, in my opinion, almost impossible. The forest for the rapid production of hardwood should be an unbroken wilderness, and the peculiar manner in which the State is divided into mile square sections, with a public road around every section, will prevent that seclusion and moisture in the soil which hardwood timber demands for rapid and permanent growth. The roads surrounding and dividing every section of land afford opportunity for dry winds to penetrate the forest, a great source of danger through fire. I have been informed of an estate in Boston which owns in one compact body some 250,000 acres of land in the State of Maine, that it is their practice to sell from this land

large forest such as this estate owns. As illustrations of the rapidity with which timber will grow under favorable conditions, I measured logs from Austrian pine trees about thirty years old from the farm of Mr. J. A. Pierce, four miles from this city; that were fifteen inches in diameter, and I have upon my lawn an elm tree twenty-six inches in diameter at the stump height which I planted twenty-five years ago. These are indications of the rapidity with which the forest will recover if no adverse conditions are present. I want to mention yet another example of land which I saw being cultivated the spring before I entered the army in 1861 that has since grown an oak and pine forest, with trees fifteen inches in diameter. I had watched this growing forest for many years and, to my intense sorrow, fire was allowed to creep into it last year and nearly all of it was destroyed, the fire beginning in one of the section roads I mentioned.

Furniture manufacturers, realizing that their timber supplies are constantly growing scarcer and increasing in cost, are economizing in the use of lumber to the utmost extent. Without doubt as our supplies grow less and prices higher still further economy must be had. Material must be substituted which is less expensive, and at the same time this may be done at the expense of permanent quality. The timber that was grown in Michigan and the adjoining states, excepting mahogany, has been the most perfect material from which furniture could be produced, furniture that would have a permanent value, and any substitution of other material for this grand lumber must be an injury to the quality which we, as furniture manufacturers, should endeavor to maintain.

William Widdicomb.



William Widdicomb

been materially advanced in price during the past ten or fifteen years is mahogany, which, fortunately for us, can be imported without any duty whatever, hence to-day the price is no higher than it was twenty years ago. This has opened up a broad field for the furniture manufacturer to develop the mahogany portion of his business. This beautiful foreign furniture wood has been a marked factor in the remarkable education of the American people toward a higher standard of taste in their home furnishings. The contract between the excellent furniture produced to-day and that which was in vogue not many years ago is a theme frequently dwelt upon by the papers that treat of home and house-keeping affairs.

a certain number of acres per annum, the purchaser being bound by his contract to remove the timber and clear off all of the waste during the winter months. The land in the spring, being in a clean condition, with no danger of fires, is very quickly reforested, and this estate draws every year an income from the land that is like an annuity guaranteed by the National Treasury. Nature is constantly reproducing the forest and, with a tract so large, there is a permanent supply of merchantable timber to be had. If I mention that the average age of the pine timber in the vicinity of Cadillac was about seventy years and the hardwood timber not much over one hundred years, we can again understand what a valuable possession is a

The commercial development of the world is going forward with colossal strides. In 1805, according to the Geographic Magazine, there was not a single steamer upon the ocean, a single mile of railway on land, a single span of telegraph upon the continents, or a foot of cable beneath the ocean. In 1905 it has over 18,000 steam vessels, 500,000 miles of railway and more than 1,000,000 miles of land telegraph, while the very continents are bound together and given instantaneous communication by more than 200,000 miles of ocean cables, and the number of telephone messages sent aggregate 6,000 millions annually, and one-half of them in the United States alone. The effect of this enormous increase in the power of production, transportation and communication has been to multiply commerce in all parts of the world. The world's international commerce, which a single century ago was less than two billions of dollars is now 22 billions, and the commerce of the Orient, which was less than 200 million dollars, is now nearly 3,000 millions.

It will take more than an eight hour day to make the twenty-four hours divine.

EGG-O-SEE

Great Profit-Sharing, Co-Operative and Concentration Plan Offer

—TO—

Retail Grocers

Positively the Last Special Offer This Year

WE PAY THE FREIGHT

From August 20th to October 1st, 1906, we will make the following

SPECIAL FREE OFFER:

With 10 Cases of EGG-O-SEE - - 1 Case FREE

With 5½ Cases of EGG-O-SEE - - ½ Case FREE

In response to letters from thousands of Retail Grocers and General Merchants all over the country who took advantage of our recent great Concentration Plan Offer to increase their profits and eliminate unprofitable brands of uncertain life and questionable value, we are repeating this the most liberal offer ever made by a Cereal Company. EGG-O-SEE is the highest grade, most extensively advertised and largest selling cereal in the world, and there is more EGG-O-SEE sold than all other flaked wheat foods combined. This is the reason by which it attains its greatest sale.

In this age of strenuous business competition it is self-evident to the mind of every grocer that the manufacturer of a proprietary article who does not advertise liberally and judiciously has no claims upon your patronage and support.

Life is too short, indeed, for the retail grocers to spend their valuable time attempting to "boost" unadvertised goods.

GOODS RIGHTLY BOUGHT ARE HALF SOLD. This is your opportunity to buy right, increase your profits and eliminate many objectionable features of the cereal business. Is it not decidedly to your interests to concentrate your efforts upon Egg-O-See, which meets all requirements, rather than to divide your efforts as well as your profits by attempting to market unprofitable brands of uncertain life and questionable value?

MANY RETAIL GROCERS HAVE DISCARDED ALL OTHER BRANDS OF FLAKED WHEAT FOODS, realizing that Egg-O-See meets all requirements and is the only brand on which the grocer absolutely takes no chances.

Our great magazine, newspaper, street car and bill board advertising campaign, combined with our offer of free goods to the retail grocer, MAKES EGG-O-SEE EASY TO SELL, makes it move off of the retailers' shelves quickly and satisfactorily, pleases the people who buy it and is in every sense a live and profitable proposition.

We are now running our factories at full capacity, but believe we will be heavily over-sold before October first; in view of which we suggest that you send orders promptly as they will be booked and filled in the order in which they are received.

EGG-O-SEE CEREAL CO.

QUINCY, ILLINOIS



Weekly Market Review of the Principal Staples.

Cotton Goods—The situation in the cotton fabric market is rapidly becoming more and more acute. In all branches of the trade the market seems to be moving with absolutely no regard for any of the actions of the raw material market. Not only is this true of cotton fabrics, but all cotton products are disposed to operate independently to a greater or less degree of the raw material. Raw cotton has declined at least 1½¢ per pound, while, on the contrary, cotton goods continue to advance. The last two weeks have brought about a remarkable change in the state of affairs, and where heretofore buyers have been absolutely indifferent in every way as to what was going on in the market they are now literally falling over one another to place their orders, and are dumbfounded upon receiving intelligence of the real position of the market. Owing to the former indifference shown the market, machinery was not employed to its full capacity and the consequence is that now it is impossible to supply the enormous demand that pours in from all sides. Goods are not only scarce, but badly so, which makes the value conditions of the primary market a scale of regular advances. This is especially true of the bleached goods situation, in which the strength is most pronounced. Too strong emphasis can not be placed upon the strength of this branch of the market, for it is here that the pressure is the most intense. All goods which are available for the converters' purposes are very scarce indeed and are selling very close. The converters themselves are simply amazed to learn that they can not secure the deliveries they desire, and in some instances on all bleached goods premiums are being offered in the effort to secure desired deliveries. The situation is really extremely precarious, and is rapidly becoming dangerous, as must any business that is governed by the law of supply and demand. A short time ago no one wanted goods, but now the whole situation is reversed and everybody wants them and wants them at once.

Underwear—The underwear market presents a decidedly "cleaned up" appearance in every respect. Orders with any kind of a desired delivery command a very handsome premium, and no small amount of difficulty is encountered in obtaining goods even at that. This year is not a circumstance to what next year will be, however. Every reputable mill making a standard grade is sold up as tight as a drum. Men's wear, particularly, has enjoyed the big end of the prosperity. Ladies' ribbed vests do not seem to be in such a difficult position, and there is little doubt that some could make very satisfactory deliveries. Their greatest handicap is the yarn

market, which shows little sign of letting up this year; in fact, the chances are that prices may be somewhat more stiff. It is useless to argue that because the raw material market is considerably lower it will follow that all products will get in line, because this is obviously not so. The yarn market, like all other cotton products, is operating absolutely independent of the raw material, the law of supply and demand operating here also, leaving little room for other considerations. Some regular buyers who are looked upon for good orders have not yet covered for their next spring trade and the chances are that when they get around to it they will experience not a little difficulty in just getting their goods, to say nothing of any kind of delivery. With regard to the fall season there is still the same objection raised as to the poor deliveries, which, of course, become more of an issue as the time draws near. The mills, however, are doing their best to relieve the situation of any strain. They are rushed to the fullest possible capacity, which, to be sure, is not what it might be were help more plentiful; the fact, nevertheless, that they are doing their best is all that can be expected of them. The feature of this market which is really too bad is the question of prices. This year was essentially a manufacturer's year with all the cards in his hand to play as he chose, and had there been anything that approached a unanimity of purpose the best prices could have been gotten from the start. But, instead, each one jumped into the field with the idea of being on the ground as soon as possible. No doubt there is virtue in such a movement, but from the experiences of last year and this one also the fact that there is wisdom in waiting has been amply demonstrated.

Hosiery—While, on the whole, the hosiery market presents a rather quiet appearance, still there are houses whose business is so arranged that it covers a great area, and when the buyers from one section get through the buyers from another are about due. It is with these houses that there is always something on the move businesswise to a greater or less extent. With these houses ladies' goods are still moving well, and in some instances business amounting to fairly good proportions is being done. An indication that the strength of the market is aggressive is the fact that it is being felt by the lower end of the market, against which many forces are operating. The disposition in 84-needle bundle goods is to call for two-pound stuff, regardless of what it is made of. Then, too, the cutting of prices has led the buyers to believe that they can buy this line for almost anything that they are willing to pay. An improvement is being felt now by the better class of this line and indeed it can stand it, as there is little or no doubt that many of the manufacturers have pocketed some fair-sized losses in this department. The change is one which is welcomed, for hard work

which produces no results is hardly desirable in anything.

Carpets—The effects of the decline in prices at the last Liverpool wool sale are now being felt in the carpet market. Wool dealers claim that the class of wools sold at the late sale in Liverpool could not be bought at the prices named at that sale and brought to the United States. Even at the lower prices recorded the prices which the domestic dealer would be obliged to ask would be higher than the level of the American market. For more than six months the foreign consumers have been willing to pay more for carpet wools than American consumers have been willing to pay, with the result that the foreign markets have been

at a considerably higher level than the American markets.

Art Squares and Rugs—Some manufacturers of art squares are fairly well employed on cotton goods. It is only when an order for worsted is accompanied by a good-sized order for cotton goods that many manufacturers will accept the order for worsteds. The margin between the cost and selling price of worsted art squares is so small that some manufacturers say that they are utterly unable to find it. As a result they are not looking for business in that line. Last week one art square manufacturer refused an order for 300 pieces as there was no profit in the business. Smyrna rug manufacturers are doing a fair volume

Men's Furnishings

We can fit you out from the top of your head to sole of your foot.

Hats, Caps, Neckties, Collars, Cuffs, Underwear, Socks, Negligee Shirts, Hose Supporters, Suspenders, Wool Shirts, Collar and Cuff Buttons, Kersey Pants, Covert Coats, Mackinaws, Overalls, Jackets, etc.

Our stock is complete and our prices are right. Ask our agents to show you their line.

P. Steketee & Sons

Wholesale Dry Goods

Grand Rapids, Mich.

Barnet

Bison Cloth



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

Costs Less

than sheep skin.

BISON CLOTH is porous and allows skin breathing.

Trade can choose from 5 colors.

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

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

Send for Sample to Manufacturers

Barnet Textile Co.

Troy, New York

of business. Manufacturers of made-up rugs are doing a fair business, but they are beginning to feel the effects of the demand for lower prices.

Other Side of the Price Clothing Controversy.

Detroit, Aug. 18—Upon my return to the city to-day, after an absence of ten days, my attention was called to an article in your valued paper of Aug. 15, which mentions my name in connection with the affairs of D. E. Price, of this city, bankrupt, and signed by one A. Fixel.

If I am correctly informed the person whose name is signed to the above mentioned article is A. Kroluk & Co.'s credit man, and to show his influence among the credit men of Detroit I will say that, at a meeting of the Price creditors to elect a trustee, this man Fixel stood grouped by himself, none of the other Detroit credit men who were interested in the failure voting or acting with him.

He represented his firm's claim as \$487 and attempted to dictate the entire policy for creditors, amounting to about \$25,000. I am frank enough to say that with Mr. Bernard Selling, who is conceded to be the most successful attorney in the Eastern District Bankrupt Court, they succeeded.

A so-called appraisal was taken by men, which, from the admission of one of them, was not an appraisal, and yet they made affidavit that they appraised the stock, and they received their pay therefor.

I stated these facts to Referee Davock, and asked that an appraisal be taken, which was done. This article says I asked for an appraisal to "boost the value out of sight." It would seem that a man occupying the position of credit man for any concern ought to know that the value of a stock can not be boosted. As I understand the law says an appraisal shall be made. I take the stand and can prove that no appraisal had been made up to the time I asked that appraisers be appointed. This large expense caused by this "gum shoe" appraisal was made at the request of the side representing \$5,200 worth of claims and before a trustee was elected, the side representing the balance of the \$25,000 indebtedness not being even notified that the stock was to be touched until after the job was completed.

This is the unnecessary large expense that should have been saved the estate. E. S. Randolph.

Worth Noting.

Here is a part of the recipe, says "Chums," which a great judge left behind him for the guidance of his son:

Begin each day's work with a memorandum of what is to be done, in order of urgency.

Do one thing only at a time.

In any business interviews note in your diary or in your entries the substance of what takes place—for corroboration in any future difficulty.

Be scrupulously exact down to the smallest item in money matters.

Keep your papers in a neat and orderly fashion.

There is no need to confess ignor-

ance, but never be above asking for advice from those competent to give it in any matter of doubt, and never affect to understand when you do not understand thoroughly.

Get to the bottom of any affair intrusted to you—even the simplest—and do each piece of work as if you were a tradesman turning out a best sample of his manufacture by which he wishes to be judged.

Always be straightforward and sincere.

Indifferent Clerks Lose Trade.

Perhaps the lack of alertness or indifference on the part of employers is to some extent responsible for the fact that many clerks and other employees who come in contact with customers frequently injure business.

While the majority of clerks are obliging and study to please their customers and to serve their employers conscientiously, there is many a one among the minority who causes his firm to lose more than his salary amounts to.

The clerk who has his mind on the base ball game, the race track, or the coming Sunday outing, rather than the customers he is serving, is bound to act with an indifference which is extremely distasteful to some men, and in these days of keen competition it is wonderfully easy for the customer who is displeased with any show of indifference on the part of the man behind the counter to transfer his patronage to the establishment of a competitor around the corner or down the street.

Not All His Life.

Two gentlemen were traveling in one of the hill countries of Kentucky not long ago, bound on an exploration for pitch pine. They had been driving for two hours, without encountering a human being, when they came in sight of a cabin in a clearing. It was very still. The hogs lay where they had fallen, the thin claybank mule grazed 'round and 'round in a great circle to save the trouble of walking, and one lean, lanky man, whose garments were the color of the claybank mule, leaned against the tree and let time roll by.

"Wonder if he can speak?" said one traveler to the other.

"Try him," said his companion.

"How do you do?" said the Northerner.

"Howdy," remarked the Southerner languidly.

"Pleasant country."

"Fur them that likes it."

"Lived here all your life?"

The Southerner spat pensively in the dust.

"Not yit," he said.

Good Cheer.

Have you had a kindness shown?

'Twas not given to you alone—

Let it travel down the years,

Let it wipe another's tears,

Till in Heaven the deed appears,

Pass it on.

One of the best prayers for peace within is the restraint that waits until the apples are ripe.

Only the infant thinks of this life as the whole curriculum of God's university.

Toques and Tam O'Shanter



will again be popular with children for fall and winter wear. We prepared for this by placing an early order, thereby securing some very pretty numbers as well as extra good values. We also have in this department a good line of caps for infants' wear. Place an order soon if you want the choice of the line.

Range of prices is as follows:

Toques

Infants, worsted @ \$2 25 per dozen
Child's, single wool @ 2 25 per dozen
Misses' and boys', wool @ 2 25 per dozen
Misses' and boys', worsted, angora, mercerized, with wool lining, in plain stitch, fancy stitch, plain colors, assorted and plain white \$4 50 per dozen

Tam O'Shanter

Square and Round Styles—Solid colors. Red, white, blue, gray, browns, etc. \$4 50
Square and Round Styles with Visor—Solid colors. Red, white, blue, gray, browns, etc. 9 00

Infants' Caps

Wool, assorted colors @ \$2 25 per dozen
Knit Silk, white @ \$4 50 to 6 00 per dozen
Bear Skin, white and gray @ 4 50 per dozen
Silk, @ \$2 25, \$4 00, \$4 25 4 50 per dozen

GRAND RAPIDS DRY GOODS CO.

Exclusively Wholesale

Grand Rapids, Mich.

Fall Underwear

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

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

Men's Fleeced Shirts and Drawers

in Black, Blue, Oxford and Jaeger

Men's Wool Underwear

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

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

Assorted. Reliable qualities and best values in the market.

Boys' and Misses' Fleeces

Infants' Wrappers

Women's Fleeced Vests and Pants

in Ecru, Peeler, Grey and Jaeger

Women's Wool Vests and Pants

in Greys and Reds

The Wm. Barie Dry Goods Co.

Wholesale Dry Goods

Saginaw, Michigan

INSIST ON LUXURIES.

Middle Class People Buy the Most Expensive Foods.

Written for the Tradesman.

"I want about four pounds of that porterhouse steak."

"I have an advance order for that," said the grocer.

"Then why don't you keep it out of sight?"

"That might be a good idea," said the grocer.

"I have never been able to get any prime cuts here," said the customer, a lumber dealer of wealth and social position.

The grocer smiled and led the customer to the door.

"Look about you," he said. "What do you see?"

The lumberman knew the grocer well, having slept with him out in the woods when hunting, and tumbled out of the same boat into the cold lakes of Northern Michigan, else he might have thought the man was going daffy.

"What do I see?" he repeated. "I see a dusty street, a bevy of girls on their way to school, and a grocer that is evidently off his trolley."

"Don't see any houses, eh?"

"Of course. Cities are composed principally of houses."

"Wise!" said the grocer.

"Oh, you mean what kind of houses?"

"That's the idea."

"Well," said the lumberman, "they are a pretty good lot. No palaces and no hovels—the homes of a self-respecting, hard-working class of mechanics—the fellows who get good salaries and want to get all out of life they can."

"There you are," said the grocer.

"What's all this got to do with my not being able to get prime cuts of meat at your store?" demanded the lumberman.

"The people who live in those houses get their orders in first," replied the grocer. "You leave an order to-day for porterhouse to-morrow and you'll be apt to get it, although I have orders ahead."

"That's a joke," said the lumberman.

"Indeed it is not."

"Mechanics buy all the best cuts?"

"Most all the best cuts."

"I thought the prime cuts went to the fine houses."

"Rarely. I don't know where the wealthy people buy their meats."

"I still believe that you are joking," said the lumberman. "It does not seem reasonable that low-salaried people should order all the good things."

"These people are not low-salaried," said the grocer. "They earn from \$20 to \$30 a week."

"Well, there must be a reason for this," said the lumberman. "I did not buy the pick of the market when I was making \$1,200 a year."

"There is a reason for it," replied the grocer. "If there is one thing on earth the American mechanic dreads it is being thought 'cheap.' He feels insulted if you offer him an inferior cut of meat or second grade tea or coffee. He must have the best there

is, and he is proud of his ability to pay for it."

"Still, it is a waste of money."

"Oh, I don't know about that," was the reply. "The mechanic, the book-keeper, the clerk, the salary man in a good position anywhere is a peculiar institution. He is under the thumb of a boss during working hours, and when he gets out he wants to assert his independence in every manner he can. It is satisfying to the mind to be exceptionally well treated in places of business, and the good customer is always well used. See? If they want to pay the price for the things their sensitive natures demand, let them do so."

"But they are illogical," said the lumberman. "No one likes to be graded as a hired man, whatever the position, and yet they keep themselves under the lash by their use of the money they earn. Economy might put them in business in time."

"I suppose you are right, but the average mechanic never gets into business for himself. He never gets money enough for a start. He lives like a man with a big income and dies in harness. Yes, sir, it is a fact that the middle class people of the United States are the best customers we grocers have."

"That's a new one on me," said the lumberman.

"I didn't believe it myself when I was told so on going into business," said the grocer. "It did not appear reasonable, but I soon found out where my early fruits and vegetables went, and who ordered the best butter and the prime cuts of meat. Yes, the average mechanic is a liberal buyer when he has money. He never haggles over prices and weights as many rich buyers do. He pays the bill and takes what is handed over to him."

"And so gets the worst of the deal," suggested the lumberman.

"That depends on the dealer. There are some merchants who put all the bad stuff off on their best customers—the customers who buy carelessly and pay whatever is asked—there are others who put the bad stuff on the kickers, while still others throw the bad stuff away. And here's another thing: You send anything to one of the mechanics that I have been talking about that is not exactly right and up to sample and there is a row. They think you are trying to impose on them 'just because they are a mechanic.' Sensitive! That is no name for it."

"But the prime cuts of meat are not always the most nutritious," observed the lumberman, getting back to the point of the discussion.

"That depends on the cook," said the grocer. "A good many of the mechanics who buy the pick of the market are married to the daughters of men in their own class. Now, the high-priced mechanic wants his daughter to play the piano, and play tennis on the lawn in a white dress, and belong to a club where she speaks or reads in public and gets her name in the newspapers. That is, many of them do. Cooking is a secondary consideration in their homes. Now,

when she marries and goes to house-keeping for herself she may know how to cook or she may not. Sometimes she knows how but thinks it a menial occupation and goes through the whole business perfunctorily, which spoils anything that is brought into the house. I think that every girl who wants to get married should be obliged to pass an examination in cookery."

"Oh, I'm ready to quit if you are going off on that old hobby," said the lumberman. "I've heard all about that a good many times."

"Well," said the grocer, "we started to talk about the buying of the pick of the market and I've told you where it went. Order your porterhouse steak the day before."

And the customer did.

Alfred B. Tozer.

Sow your seed in ruts, and you will not be bothered by a harvest.

Many a man thinks he is orthodox when his mind is only atrophied.

Saves Oil, Time, Labor, Money

By using a

Bowser Self Measuring Oil Outfit

Full particulars free. Ask for Catalogue "M"

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



Get our prices and try our work when you need

Rubber and Steel Stamps Seals, Etc.

Send for Catalogue and see what we offer.

Detroit Rubber Stamp Co.

99 Griswold St.

Detroit, Mich

ASSETS OVER \$6,000,000

Not Making Enough Money

Is that the difficulty?

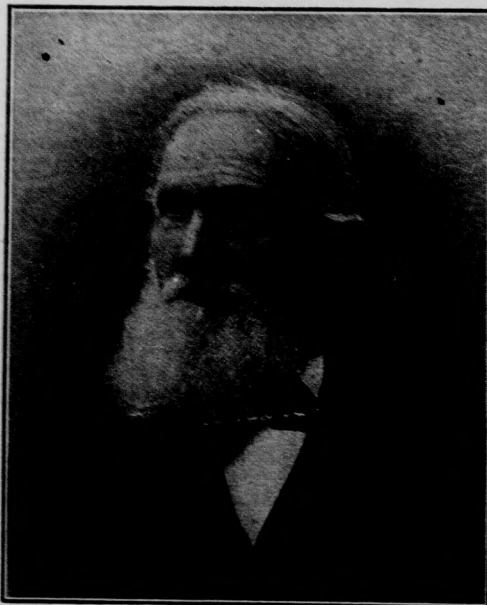
How much do you spend foolishly? Don't you know?

Suppose you try paying your bills by check. The stubs of your check book will tell amount spent during a given time, and you'll find that it's not that you're not earning enough, but you're **spending** too much.

Deposit your money with us. Let us assist you with the many conveniences this bank affords

OLD NATIONAL BANK

FIFTY YEARS AT 1 CANAL STREET.



John Ball

Try a
John Ball
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Cigar

G. J. Johnson
Cigar Co.

Makers

Grand Rapids, Mich

Boy Made Good at the First Trial.

In the first place, he was the largest and strongest boy who came in to answer the ad calling for a boy to help in the sample room, so I suppose if we search for a reason for his opportunity to become a salesman with this house his physical superiority when he was a kid may be considered, if he hadn't been big and strong he wouldn't have got his first job here, and without that, of course, he couldn't be where he is at present. But at the same time it is to be remembered that if he hadn't come in when he did another big, strong boy would have come, possibly within the next ten minutes, and so that doesn't count so much.

It probably was the case with which he fraternized and made friends with everybody who came into the sample room that first called our attention to his possibilities as a salesman. He made himself liked from the start, did what was to be done as well as it ever had been done before, and half of the time he was looking around for something new to do. He was a good worker; that was his first recommendation. The house salesman who had charge of the sample room began to rely on him for many things that he himself had been forced to look out for before and the boy soon jumped into importance enough to merit a raise in salary. Also, I might say here that it is this same talent for gaining the confidence and friendship of every merchant that he comes in contact with that makes him the brilliant success on the road that he is. It isn't that he's a 'con man,' for he isn't. He's the real thing, and nobody has yet reposed confidence in him and had cause to be sorry therefor.

His work as a boy in the sample room hardly was what would be called important, nor did it offer any brilliant opportunities for the boy to distinguish himself. He helped the traveling men unpack and pack their samples when they were in the house.

When a man came in from a long trip on the road it was the boy's duty to go over his samples, replacing the articles that had been worn, lost, or given away, and generally polishing up the cases and getting them ready for the next trip. In addition to this he cared for the house samples, a room full of shelves behind glass where was kept a sample of everything in the line. Cleaning, arranging, and dusting these shelves took a good part of his time and running errands and helping the men consumed the rest. He had little time or chance to show brilliance.

But on the other hand he had plenty of opportunity to show that he was a good, conscientious worker, and this he did.

A sudden rush of competition forced the house salesman to get out and hustle with the city salesman for new business, and this left the boy alone in the sample room a considerable part of the time. Customers coming in met him, and he

took care of them from the start, much as an old salesman would have done—gave them chairs, showed them something new, or in some way kept them from standing about feeling lost, and chased around and found somebody to take care of them. It was seldom that a customer came in and met him to talk with him alone who didn't say, "That's a mighty nice boy in the sample room," or words to that effect when he left. Within a year customers were coming up to him and asking him questions, or even giving him orders, when it happened that the house salesmen were all busy.

He was strong especially with the country trade. He had the man-and-brother style that the country customer likes through and through, and the country customer who met him once invariably looked him up on the next trip to town. He could talk to them about things that interested them besides the stock, about how much more rain it would take to make it a good hay year, and about how money always was tight before crop moving time, and all that. It wasn't long before some customers were talking to him in preference to some of the salesmen.

When he was 20 years old our southeastern Wisconsin man was taken sick just as he was to start out on a new trip. There was no salesman available and so we sent the sample boy out to make the rounds, expecting him to do so in perfunctory fashion, merely calling on old trade and taking what they were ready to give him. He did nothing of the kind. He went after old and new trade as aggressively as if he had been on the road for ten years. He didn't beat the old man's record because the old man was a star; but he came so near to it that it made us

sit up and take notice when his orders began to come in. He did as well as any experienced salesman could be expected to do.

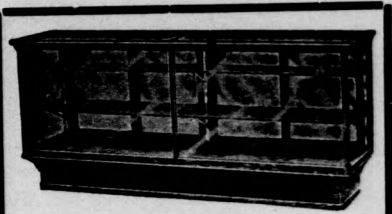
It was six months later that we gave him his regular trial. There was no keeping him from it. It was plain to see that his time was being wasted by keeping him in the sample room, so he packed two cases for himself one day and went out. He made good from the start and he is our star now. He can sell goods where nobody else can, can collect accounts that would be bad with any other man, and has more friends among his customers than any man on our staff.

In other words, the reason why he got on the road is that he is a born salesman.

"If The Shoe Fits—"

Breathes there a man with soul so dead that to himself has never said: "My trade of late is getting bad, I'll try another 10-inch ad." If such there be, go mark him well. For him no bank account shall swell, no angels watch the golden stair to welcome home a millionaire. To such a man the noisy din of traffic may not enter in, for bargain seekers by the score shall pass, nor heed, his dingy door. Tread lightly, friends, let no rude sound disturb his solitude profound. So let him live in calm repose, unsought except by men he owes. And when he dies, go plant him deep, that naught may break his dreamless sleep; where no rude clamor may dispel the quiet that he loves so well, and that the world may know its loss, place on his grave a wreath of moss and on the stone above: "Here lies a chump who would not advertise."

Many a man thinks he is humble because he walks with his nose in the gutter.

**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.

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.

IT WILL BE YOUR BEST CUSTOMERS,

**or some slow dealer's
best ones, that call for**

HAND SAPOLIO

**Always supply it and you
will keep their good will.**

**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.**



Love Letters Should Not Be Too Ardent.

It is difficult to say what might become of fond lovers, forced to dwell apart, were it not for the visits of the postman, the comfort of epistolary correspondence. There are times without number when delightful little love letters will have to be written, even when the two hearts beating as one physically are within easy reach of each other; they will come as a joyful surprise and be twice as sweet as those which are expected. There possibly are engaged couples who after parting from each other at 11 p. m., expecting to meet again in a day or two at farthest, write a long letter that night before going to bed, containing all that they had not time to say. If they have the time and energy to spare it concerns no one but themselves; still it seems a pity to make a habit of this sort of thing, since it is possible also that it may be hard to keep up, and the failure on either side may be productive of pain, if not friction.

When daily or even frequent meetings are impossible the love letter has a most important part to play in courtship, and it does no little to smooth the course of true love. There is no present so welcome from those whom we love as an endearing letter. It seems a part of themselves, and is prized and cherished accordingly. Says Emerson: "To my friend I write a letter, and from him I receive a letter. That seems to you little; me it suffices. It is a spiritual gift worthy of him to give, and of me to receive. It profanes nobody. In these warm lines the heart will trust itself as it will not in the tongue. An affectionate letter! what a glow it leaves in the heart! I bear ill the day when the postman passes my door!"

Undoubtedly letters are a most valuable addition to personal intercourse. It is not safe to judge a person wholly from them, but when taken side by side with personal knowledge they throw much light upon the character, and are of great assistance to intimate acquaintance.

In letters between unengaged lovers, when either man or woman seeks to evade conventional endings to the letters, there is more than meets the eye. There is a nameless something in correspondence which just skirts the sentimental and approaches topics which quicken the pulses. Where the writer pours out the thoughts which are uppermost in his mind, his aspirations, his ambitions, as though certain of thorough sympathy from the unnamed object of his confidence, and where a veiled endearment of a caressing nickname is introduced as though in conversation, the charm in such letters scarcely is second to those of actual love letters. Two people easily may drift into this sort of thing.

He lends her a book perhaps and asks for her written opinion of it. She reads it with double interest and is eager to express her views. She writes interestingly and well, but is illogical. He thanks her for her letter, but attacks her weak spot; she defends herself, and thus the ball keeps rolling. It is not long before the great subject of love is touched on, in an entirely impersonal manner. Each elucidates theories for the edification of the other, but both are careful to veil any real sentiment which may be growing within them.

Such a correspondence as this may mean anything, everything, or nothing. It simply may be a pleasant interchange of thoughts, to be laid aside, at any time, without a sigh on either side. Or it may be that while one regards it as a diversion or a channel for instructive entertainment, the other may be scanning every line eagerly hoping to read the story of love between the lines. She may cry herself to sleep because he writes in praise of another woman, or because she fancies that his letter is colder, indifferent. He will chafe at the fates which give another man the opportunity which she unwittingly describes in an account of her last visit. The deep interest may be one-sided, in which case there will be more or less sorrow for one; it may be mutual, and imperceptibly lead up to mutual love and happiness.

When an engagement is broken, all letters which have been kept ought, in honor and honesty, to be returned to the writer. And if this is not done, they ought by all means to be burned. Indeed, it is questionable whether the love letters of even happily married couples, however precious to the owners, wisely can be kept. It is better to destroy them than to run the risk that anything so sweet and sacred sometime may be read by careless, even mocking eyes. It was soon after the publication of the Browning love letters that a bright young married woman gathered up the many letters which her husband had written her during their engagement, and, cutting them into strips, made them into filling for sofa pillows. "You see," she said to her husband, "I know you aren't famous, but perhaps you may be some day, and people might like to read your letters, so, as I couldn't bear to burn them, I have put it out of their power, just as effectually, and kept the letters, too!"

It ought to go without saying that no one, whether man or woman, who marries has a shadow of excuse for keeping love letters from an old love. Such epistles ought to be destroyed and forgotten. If preserved they almost are certain to do mischief, and the keeping them easily may be construed into disloyalty by a jealous husband.

Nevertheless, this seems to be one of the cases in which it is useless to give advice. As some one once said of training children: If people don't know how naturally they can not be taught. Dorothy Dix.

When jealousy gets busy love takes a vacation.



Money Getters

Peanut, Popcorn and Combination Machines. Great variety on easy terms. Catalog free.

KINGERY MFG. CO.
106 E. Pearl St., Cincinnati

Window Displays of all Designs

and general electrical work.
Armature winding a specialty.

J. B. WITTKOSKI ELECT. MFG. CO.
19 Market Street, Grand Rapids, Mich.
Citizens Phone 1437.

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

Make Me Prove It

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

E. B. Longwell
53 River St. Chicago



This is a photograph of one of the jars in our

Scientific Candy Assortment

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

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

PUTNAM FACTORY, Mfrs.
Grand Rapids, Mich.

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.

The Employer Must Pretend to Know It All.

Do you remember the time when you were a boy at school that you asked the teacher a question she could not answer? Do you remember how she flushed and evaded the question? She told you that you should attend to your lessons and if you wanted any information pertaining to outside matters you might remain after school and she would give it to you.

You knew she could not answer that question. That was why you asked it. And yet, away down in your boyish heart, you were mighty glad she did not say straight out, "I do not know." You did not reason it out, of course, but you were glad to know that she who had been placed at the head of a division because of her knowledge of many things would not admit to you, a little upstart, that she did not know everything.

The way you expressed it at the time was, "She was bothered, but she was game all right." You respected her for it. Little did you suspect that she spent her entire noon in the school library learning the answer to your question, and that if you had remained after school she could have told you all about it. You had forgotten it by that time and your "joke" had done nothing but increase her knowledge by that much and give you an admiring respect for her.

There are a great many grown up boys running about the business world who like to ask "the boss" a question once in a while that is a "stumper." It is a wise boss who takes a hint from the tactful little teacher and never says, "I don't know."

When he is dealing with a man who is his equal in rank or above him, the frank admission of a lack of knowledge of any given subject often gives a favorable impression, and is a greater help than any evasive reply or assumption of knowledge, but there is something in the nature of every boy in the world—he be 5 or 50—which demands an air of superiority and confidence in the man at the head.

This does not mean that a "know it all" air or bragging or boasting will carry a man through—subordinates are quick to see these evidences of a shallow mind and rank the boss accordingly—but the confidence that is born of an actual knowledge of his business and a full appreciation of the value of that knowledge never fails to inspire respect in the men who receive orders.

Special emphasis should be placed upon the appreciation of the value of this knowledge, for in that lies the greatest power.

It sometimes is a question whether the man with limited knowledge and much decision and tact is not better qualified to handle other men than the one who knows every detail of the work he wants accomplished but still lacks these other important qualifications.

As an illustration we might cite the case of a man who for many years was at the head of the agency force of one of the largest life insurance com-

panies in the world and yet only had a general knowledge of insurance. He had a great insurance library behind him, and when his agents came to him with a thousand and one questions about the limitless subjects of insurance he had a way of saying: "You will find that in volume 3 of the New York report of '98" or, "Sorry I haven't time to go into that in detail with you just now. I can explain it to you in five minutes when I have time, but I have an important appointment. Come in about 4 o'clock and I will take it up in detail with you."

It was done in a confident way that allowed no suspicion to enter the mind of the agent that the manager was as much at sea concerning the matter as was he himself.

This man's ten year record as director of agents was a matter of pride with his company and when he made a change it was after many flattering offers had been declined. His immediate successor was a man who knew insurance as thoroughly as any man in the country. He knew it from the standpoint of the actuary, from the side of the agent and every phase of the policy holders' interest in it he had studied carefully, yet his hold on the agency forces was feeble.

He was never positive about anything. He "guessed," or "supposed," or "thought it might be," and often told them flatly "I do not know." He does not know today why the agency force fell off, why the record was lowered, why his best men made contracts elsewhere, or why his position lasted just one year. His knowledge of the insurance business was worth ten times that of his predecessor, but his lack of assurance, of confidence and decision, injured him far more than the superior knowledge helped him.

There is one type of boss who is exasperating in the extreme and who gets only half returns from his help—the one who expects his employees to be mind readers. He formulates a plan for the work in hand, whatever it may be, and makes up his own mind absolutely as to how it must be done. This arranged to his own satisfaction, he proceeds to give orders. It is all so clear in his own mind that he forgets to give the details to the people who are to do the actual work. The result is that when they go about it they work out the details for themselves, consuming much time in this way that could be used to better advantage, and invariably their solution of the difficulties in the case is at odds with his and the whole thing has to be done over a second time. Clear cut directions would have saved just half the time.

The forceful man at the head of affairs is a man of system. He makes blue prints of his plans, gives directions and instructions clearly, and then sees that they are followed to the letter. This applies to any man who has from one to a thousand men under his direction. The business man who wants to dictate a letter to his stenographer should decide first of all what he wants to say, next how to say it, and then he should discharge

the stenographer who fails to write it as he dictated.

Many an office has gone to pieces for a whole day simply because "the boss" has failed to give his orders clearly, and then gone into a fit of anger when he found that things had not gone as he expected.

A conversation overheard on the "L" a few nights ago sums up the matter pretty well.

"He's a crank, but I always liked to work for him," said Number One.

"Yes," replied the other, "no trouble to get along with him when once you understand him. He knows how he wants things done and all you have to do is to do as he tells you. He never has any kick coming if you follow his instructions. If you don't you might as well quit before he fires you."

"After all, it's enough sight easier to work for a crank who knows what he wants than to work for a man who expects you to be a good guesser and then raises Cain because you didn't guess right."

And there is the whole story from the worker's standpoint.

W. N. Mitchell.

His Word Was Good.

Representative Williams tells of a case tried in a Southern court, where counsel for the defendant endeavored to impugn the testimony of a negro witness.

The latter regarded the lawyer with a mixed expression of astonish-

ment and resentment. Then, turning to the judge, he said:

"Yo' honah, Ise a pore but respectable man. Ise always behaved maself. I ain't never been lynched an' the only mule I ever stole knocked me down an' broke one of my laigs."

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

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



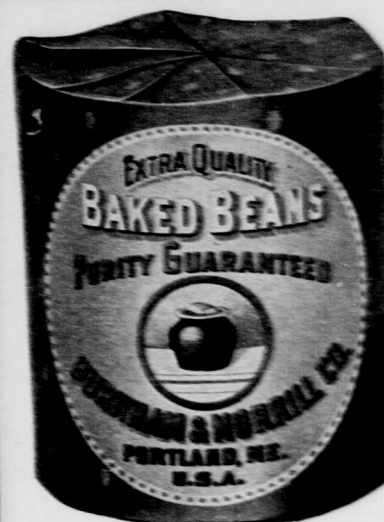
Registered U. S. Pat. Off.

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 1750, 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 constant 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.

TYRANNICAL RULINGS.

How Discipline May be Carried to Extreme.

There is a Puritanical type of man in the business world. He stands always for the Puritanical, strict observance of discipline. His word and method are the law. If either is challenged by so little as an employe doing something to the lasting benefit of the business, that employe is called to some form of account. He has acted without authority or father law or precedent. By some sort of good luck no disaster has followed the act—but inferentially nothing of the kind ever must take place again.

At the same time in such establishments it not infrequently occurs that the following of the strictest interpretation of the written laws resulting disastrously brings also another penalty upon the one charged with the law's enforcements. Perhaps the conditions will not allow a superior in office to call the person to task. Discipline itself occasionally must be disciplined in the letter. Yet at the same time the Moses who gave down the law which fails may show an individual displeasure all round to a degree that is tyrannous.

I have a young friend who began with one of these old fashioned houses where the mere getting to a desk on time far outweighed anything which he might accomplish at the desk. Punctuality was the one great desideratum in the management. This young man was in love with his work and he grew in favor with the house. The fact that he was promoted to the head of a minor department that was in closer touch still with a main department manager and more quickly than ordinarily came to the lot of the young man in the house, was something to spur his ambitions to greater lengths. From turning the time clock key among the first in the morning and among the last at closing this young man got the habit of going back to the office at night, suddenly to discover that if he didn't hurry out he would miss a 10:30 o'clock train to his suburban home.

Promoted quickly as he had been, the young man was not getting a salary in proportion to that which would have come to a long time member of the house. But this had not worried him in the least. Responsibilities had been put upon him and his nervous temperament was prompting him to make good far beyond what the promptings of salary would be.

Punctuality had been the rule of the house, always; to get there and wait an hour before he could make his first move was far better discipline than coming ten minutes late and doing two hours' work in fifty minutes. Working overtime for several nights in succession, this young man awoke one morning a full hour late. Missing a train, he was an hour and a half behind time when he appeared at the time clock and turned the key.

Everybody in the main office was staring as he came in. Several acquaintances between the main en-

trance and his desk remarked "his tardiness in tones of levity. It was the manager in chief who finally came up to him for the real censure. There was no doubt of the fact that the young man had been working long overtime, day after day. This the manager did not question at all. He was not questioning the work that the young man was accomplishing and he had no fault to find with any possible lateness of hours. But he could not stand for lateness in arrival at his desk.

"The house simply asks you to get here before a certain hour and it allows you to leave at a certain other fixed hour in the evening," he said, argumentatively. "You have staid beyond that hour because you wanted to. But in doing this not half a dozen of 300 other employes have known of the fact. On the other hand, virtually all of them saw you come in this morning nearly two hours late. How can I maintain any sort of discipline if this is to continue?"

It didn't continue. Thereafter the young manager was on time to the minute and he arranged to leave on the stroke of the clock in the evening. But just here, in spite of all the rules of punctuality governing the house, this sudden change to clocklike observance of the hours brought upon him the displeasure of his superiors. They had protested only at his arriving late; not a word had been said forbidding him to remain one, two, or three hours late as he had been doing. In the refusal to remain as he had been doing there was an unmistakable air of insubordination—as the manager saw it!

But there are compensations. That young man to-day is in business for himself in competition, as far as he has grown, with the house in which he learned the business. Out of his experience there he has been careful in the selection of his employes—still few in number, but who are encouraged to initiative by the fewest of rules.

As a general proposition—not without some exceptions—the stern exactions of grooved discipline show weakness of true management. The manager of any business who needs to take so seriously under supervision the machinery by which his results are reached is in the position of the machinist working at the machine which he suspects will fail him at any moment. He is giving too much attention to the machine. Its products are dropping away from it perhaps without inspection.

Surely whatever measure of fellow feeling may allow an employer the least censorship of his employes is a measure giving that employer a wider freedom to exploit the essentials of his business. Whatever the character of the business its products must come in competition with others, regardless of the details of the management which produced them.

Most employers are too far from their employes. Literal distance or the distance of position in life, or the



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 25¢ and gives you 25 per cent. profit, when sold at 10¢ it pays you 30 per cent. profit.

Because its quality is guaranteed.

25¢ per case.

\$2.50 in 5 case lots, freight allowed.

For Sale by all Jobbers

Manufactured by

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



Hart Canned Goods

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

JUDSON GROCER CO., Grand Rapids, Mich.

Wholesale Distributors

Sell

Your Customers

YEAST
FOAM

It is a Little Thing,

But Pays You

A Big Profit

figurative distance which grows between by the establishment of under heads of departments is keeping the average employer too far from the fellow feeling that otherwise might make employer and employed recognize a mutual interdependence. Here and there in the business world is an abnormal man capable of outstripping most men in his work. If this man were an abnormality of the athletic field he could not compete with his fellowmen without an official handicap. In business he is the type which receives preferment and which most often finds a position to command abnormal results from his department. The results of his offices are rules and more rules—discipline and more discipline.

In a thousand ways in community life the overdisciplined one takes the revenge of a discipline that is tyranny. The business management of the great house, which confidently looks for loyalty in the great mass of its employees, is rare. The great businesses which, on the other hand, feel that they are suffering from disloyalty might be counted in hundreds. Why does this disloyalty exist? The answer is easy.

More disloyalty comes of the employers' tyrannical ruling of employees than from any other cause in all the field of the world's work.

John A. Howland.

On the Other Foot.

There is an enterprising dealer in men's shoes in Boston who, at one time, was accustomed to display sticking out of each pair of shoes in his windows three new one-dollar bills. The accompanying announcement used to read something like this: "Three of a kind beat two pair."

On one occasion a bright young man undertook to get the better of the dealer. Entering the store, he said to the proprietor, "You sell shoes according to the rules of poker, I see."

"Yes," was the reply.

"I wear size nine," said the bright young man; "wrap me up two pairs of them."

When he had received the shoes he tendered in payment therefor \$3.

"Pardon me," said the proprietor, "but those shoes come to \$6."

"Not according to Hoyle," said the bright young man, with a triumphant grin, "three of a kind beat two pair."

"Very true," responded the suave proprietor, "but they don't beat four nines. Six dollars, please."

Certified Checks Irrevocable.

A certified check can not be revoked. If the holder of a check were to carry it to the bank and cash it the depositor could not revoke the check after that, of course. The certification of a check is the same thing as a payment of it, so far as the depositor is concerned. It is an arrangement between the bank and the checkholder to which the depositor is not a party and with which he has no concern. The checkholder simply asks the bank to keep the money for him a while, and the bank consents; the drawer of the check is released from all liability upon it; the check is paid, so far as he is con-

cerned, and he has no further responsibility or power in connection with it. It is practically as if the holder had collected the money at one window and deposited it to his own credit at another; the only difference between the two cases is that all the money represented by a certified check must be withdrawn at once, whereas in the other case it could be withdrawn in installments.

Merit Unrewarded.

Lawyer Sharp had advertised for an office boy.

Three urchins were waiting in the anteroom.

The first one to be admitted was Tommy Jones. He answered all of Mr. Sharp's questions satisfactorily except the last one.

"Are you a good whistler, Tommy?"

"Yes, sir."

"You may go."

The next one was Charley Judkins. Charley was a bright, amiable lad, with a good record at school, and seemed a promising candidate, but he fell down equally hard.

"Are you a good whistler, Charley?"

"Pretty fair, sir."

"You may go."

The third was Clarence Dearson, a carefully groomed boy of correct manners, and possessing apparently all the needed qualifications for the job.

"By the way, Clarence," carelessly asked the lawyer, "are you a good whistler?"

"No, sor," answered the lad. "I ain't whistle at all. I never learned how."

"You're lying to me, you little rascal! You get out!"

To Subdivide a Mutton Carcass.

In splitting a carcass of mutton it should be done through the spinal cord to divide the sides evenly, and for the convenience of the cutter in preparing the chops and other parts. The quarters are separated between the fifth and sixth ribs. The loin and best ribs should be separated from the rump for the best chops by cutting close to the top and back of rump, parallel with the ribs and not straight across as many cutters do, i. e., if you cut straight across the loin when you get to the end of the loin ribs you will have to spoil the looks of two chops or more before you can cut the remainder parallel with the ribs as you should do.

Glass Signs.

Few people realize the wonderful advancement made during the last few years in the glass sign business. Like all other things of true merit, the progressive business men appreciate their value. They are becoming more popular every day with all classes, including merchants, manufacturers, doctors, lawyers, etc., who know that a durable and attractive sign is always the cheapest.

The public of to-day is becoming Some people are so busy writing "to-morrow never comes," that they do not know to-day is going.



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BLUFFED AND WON.

Received Substantial Reward for Keeping Mouth Shut.

"My work in the main is confined to large business houses or corporations, but occasionally I receive a commission from others, and among these was one from Coxey, the well known architect. I never had done any work for anybody in his profession, and so was surprised when he called on me for the purpose of securing my help in some trouble he was in. I could hardly see wherein an architect might need an extra pair of 'eyes.' If he had been a contractor it would have been easier. But Coxey was strictly an architect, and head and shoulders above anybody in his line.

"He enlightened me in a hurry when he began to speak.

"It's about some plans, Mr. Ford," he said at once, 'some plans that I made secretly for a certain corporation and which another firm of architects have had the benefit of. I want you to help me find just how these people got wind of my ideas. Do you think you can do it?'

"I always think I can do these things until I know that I cannot," I said. 'It is always poor policy for a detective to start in on a case with the notion that he cannot succeed. It is much the same in my profession. Tell me your story, then we can tell whether we can get together.'

"He hesitated. 'Of course,' I continued, 'you assured yourself as to my reliability before you sought me? Understand, then, that in your dealings with me, if we are to have dealings together, you must trust me as you would yourself. I must know all that you know if I am to work with any hope of success. If you are not sure that you can take me into your depest confidence you will make a mistake in engaging me.'

"I was only thinking of how best to start the story," he said. 'Of course I know that you are to be trusted implicitly.' He pulled his mustache a little, then said: 'The fact of the matter is that I'm afraid I've been double crossed, as the prize fighters say, by one of my associates, perhaps by an employe, possibly by even one of my partners. I'd hate much to discover that my beliefs are true, for my employes are old men—have been with me ten years or more, all of them, and every one a friend of mine—and my partners are young men of excellent prospects. But at the same time I must protect myself, and considering the facts in every imaginable manner I seem forced to arrive at the conclusion that there is a traitor in my office. I cannot see how else my plans could have been known to outsiders.'

"The story was complicated. The I. and P. T. railroad had decided to build a new passenger station at its terminal in Kawaukis. The old station erected there twenty years before had been outgrown, for the railroad had prospered and was one of the richest in its section, and the officials had determined to do something big. They were going to make the Kawau-

kis depot the finest in the state, and they didn't care much what it cost them to do it. So they set about for an architect to make their plans and quite naturally hit upon Coxey. He had been successful in building two depots in the east where he had entered into competition with all the big firms in the country and had won out. He was familiar with the conditions at Kawaukis, and the road snapped him up the minute they voted the million that the new structure was to cost.

"At first it was generally agreed that Coxey was to have the job and he was asked for a general idea of how he would build the depot if he started on it. Now there happened to be a number of difficulties in building that depot there, resulting partly from the unfortunate location of a city part at one side which must not be disturbed and from a lake on the other. In other words, the space left for the erection of a big depot hardly was sufficient. Unless, of course, the architect was a genius. This Coxey happened to be. He went to Kawaukis, took a room across the street from the depot, ordered his meals brought in, and for a month lived, ate and slept on those depot plans. In the end he evolved a scheme where by using stilts and a moving stairway the depot could be built over some tracks and its beauty and efficiency not be decreased from the original plans.

"Coxey showed his rough sketches of his ideas and the officials were pleased. Coxey naturally expected the commission at once, as he practically had been assured it from the start, so he was surprised a week later when the road announced that the architect for the new depot must be decided in an open competition. He was wroth. He went to the officials and demanded a reason for their sudden change of front. He was mollified by their answer, which was to the effect that the competition purely was a political move, that some of the eastern stockholders had grumbled at giving the work offhand to a western man without calling into consultation any of the well known architects from the east, and to appease their grumbling the official had announced the competition.

"But that's all right, Coxey," they had assured him. 'It is your plans that will build the depot. They are what we want. You turn them in as a regular competitor with the assurance that you win out. That's the only difference from the way we originally had planned to do it.'

"The plans submitted by the different architects were opened one day in the road's general offices. The officials with whom the decision rested pondered all day long, and in the end they announced that the building had been awarded to Deland & Carmody, a small firm in the east, whose biggest venture up to date had been the erection of a small hotel in Buffalo.

"To say that the architects of the country were surprised at the award is to put it mildly. Coxey's reputation was such as to put him way ahead of all others in prospects, and there

only were two others firms who were regarded as having a chance, and Deland & Carmody was not one of these. But when the winning plans were published the architects saw that they had won on their merits, all except Coxey, and he swore many hard oaths, for the two big ideas that he had hit upon in his month at Kawaukis, the moving stairway and the stilts, were utilized in the plans submitted by Deland & Carmody. Not only this, but several other little ideas showed the touch of Coxey in their handling. Coxey knew at once that Deland & Carmody had had a hint of what he proposed to do. In addition to copying his ideas they had made their estimate of the building price just enough lower to decide the road in their favor. Coxey had a good right to be angry.

"Being a fighter he didn't look upon the facts as he saw them with any great degree of equanimity. He had been jobbed—that was the sum of the whole thing—and he wasn't the kind of a man that anybody could job and be secure. He proposed to find the guilty parties if it broke him to do it.

"He was quite sure that the steal must have been accomplished in his office. Either, he thought, one of his men must have turned against him or one of the partners had sold out. They were, he said, the only people who knew anything about the plans, and consequently the only ones who could impart them to anybody.

"How about the officials of the railroad?" I asked.

"No," he said, a little vexed, because the question was so obvious.

"They only had the rough sketches I made for ten minutes. They could only grasp the idea then—the idea in the chaotic form that such drawings appear to the layman. They could no more transfer that knowledge to anybody than they could design the buildings themselves. They would have to be architects to do it."

"First, I went through Coxey's office, as he requested, but I found nothing there. His men and his partners were as good as gold so far as I could find. Then I went straight to the railroad officials, wormed myself in among them with letters of introduction from an eastern iron house that I had done some work for, and began on them. Two vice presidents, one general manager and one superintendent of transportation did I hound and find nothing, and then I found the passenger agent of the road, the last possibility among the officials.

"Well, he took me to his club to luncheon, and we sat in the window and looked across the street at a theater structure that was going up.

"It seems to me," I said, casually, 'that the architect who designed that building must have been a chucklehead.'

"Why?" asked the agent, sitting up.

"Look at that waste of material," I said, and then went on with a lot of technical stuff I had crammed the night before.

"He listened patiently. 'No,' he said, seriously 'you're dead wrong there. That fellow, whoever, he is, did good work.' And then he went

on to explain how and where the work was superior.

"Why, you must have been an architect yourself, old man," I said.

"He was a little bit flustered. 'No, no. Not at all,' he said. 'I just read up on it once in awhile.'

"Then I knew it would pay to follow him more closely, and it was not long before I discovered that for years he had made practical architecture his hobby, and that he was one of the best informed laymen in the country. I worked for a month more, and in that time I knew to a moral certainty that the passenger agent must have been the man to give Deland & Carmody their ideas, but I had no more legal proof than I had in the beginning.

"I was near the limit of my time, for soon the actual awarding of contracts would take place, and then it would be too late for Coxey to have a chance to change the award, so I decided upon a terrible bluff. I knew that I couldn't bluff the passenger agent. He wasn't of the kind that a sane man tries to bluff. So I went to the architects.

"I gave myself an everlasting bad character with those people. I went to them as a blackmailer. I told them that I knew how they had got the plans for the Kawaukis depot. I showed them forged proofs. Then I tried to hold them with the threat of going to Coxey with my information. They wouldn't be held up, not a bit of it. They told me to come around the next day, as they wished to see the railroad man, although of course my talk was the talk of a crazy man.

"Now, this is the end of the story as far as I am concerned. I dropped out of it the minute I reported to Coxey just how things stood that night. He laughed at my accusations of the passenger agent. But the next evening the railroad columns of the daily papers mentioned the fact that an error had been made in awarding the new I. & P. T. depot at Kawaukis to Deland & Carmody and that Coxey was in reality the winner. There had been a misunderstanding about the figures used by the eastern firm, and so the award was reconsidered and Coxey was to put up the building.

"I got a check from Coxey in the next morning's mail and thanks for my services, and the notification that they would no longer be required. Afterwards I discovered that he got a substantial bonus for accepting the re-award and keeping his mouth shut. Verily, strange are the ways of the wise men who run our great enterprises—sometimes." James Kells.

Saline Matter in Sea Water.

Henry Leon estimated the quantity of saline matter contained in the water of the Atlantic Ocean, which he found to be 32,657 parts in 1,000; in the Mediterranean Sea he found 43,735 p. in 1,000; in the Black Sea, 17,663 p.; in the Sea of Azov, 118,795, and in the Caspian Sea, 62,942 p. in 1,000. The percentage of saline matter diminishes toward the poles, and increases toward the equator; also, as would be supposed, there is an increase according to the distance from land.

Invitation

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PHYSICIANS' PRESCRIPTIONS.

Critical Examination and Comparison of Six Hundred.*

In answering this query a year ago I undertook to examine some 7,000 Rs. obtained from different sections of the State, to separate them into different classes, and found as the average result:

Class I.
Rs consisting mainly of a proprietary medicine 10.3%
Class II.
Rs calling for ready made pills or tablets 9.1%
Class III.
Rs calling for a single pharmaceutical 17.4%
Class IV.
Rs calling for two or more pharmaceuticals, but not requiring any special skill. 31.6%
Class V.
Rs requiring skill in compounding 23.2%

The percentages from my own files at the same time were respectively 10, 10.2, 14.2, 14.6 and 51.

This is mentioned because all the data for the present paper are taken from Rs filled at the writer's store, the labor of compilation being so much as to render it doubtful if he would be successful in getting the same tabulations from various sections of the State. While the value is minimized somewhat thereby, the results shown are certainly valuable as showing the actual medicines prescribed in the metropolis of the State.

Five hundred Rs. filled consecutively in the early fall of 1905, were analyzed, also 25 Rs filled during the middle of the four winter months, or 100 Rs. The results are in parallel columns, but for comparison remember the fall Rs are five times the winter ones. So in comparing multiply the winter numbers by 5.

	Fall	Winter
Acetanilid	9	
Acid Boric	25	5
Acid Carbolic	11	
Acid Hydrochloric dilute	7	
Acid Phosphoric dilute	1	
Acid Salicylic	3	
Acid Nitro-Mur. dilute	1	
Acid Hydrocyanic dilute	1	
Acid Oleic	1	
Acid Citric		1
Alcohol		2
Acetozone Inhalant ..	2	
Aqua Coleis	5	
Aqua Cologne	4	1
Aqua Camphor	9	
Aqua Aurant	1	
Aqua Anise	1	
Aqua Apenta	1	
Aqua Cherry laurel ..	1	1
Aqua Peppermint	10	1
Aqua Rose	1	1
Aqua Cinnamon	2	
Acetphenetidin	1	
Adnephren	1	
Alcohol	3	
Algicide	4	
Alum	2	
Alkalithia	2	
Aloes		2

Apiol	1	
Antiphlogistine	1	
Antimony & Pot. Tartrate	1	
Aloin	3	2
Albolene	3	
Albumen	3	
Ammon Carb	2	1
Ammon Chloride	11	3
Ammon Bicarb	2	1
Ammon Iodide	1	
Ammon Magnes Phosphate		1
Arsenic Trioxide	3	
Aspirin	7	1
Asafoetida	1	
Argyrol	4	
Atropia Sulph	4	
Adrenalin Chloride Solution		2
Bismuth Sub Carb	1	
Bismuth Sub Gallate ..	4	
Bismuth Sub Nitrate ..	13	2
Bismuth Salicylate	1	
Borol		1
Betul-ol	1	
Borolyptol	1	
Berberine Sulphate	1	
Beta-Naphthol	2	
Black wash	5	
Brandy	2	
Boroglyceride	1	
Chloral Hydrate	2	
Compound Tonic sol. ..	1	
Calcium Glycerophosphate	2	
Calcium Carbonate	1	
Caffein & Salts	3	
Cod Liver Oil Comp. ..	4	
Codeine & Salts	7	14
Chloroform	1	
Camphor	4	4
Calamine	9	
Calomel	8	
Cerium Oxalate	1	
Cerate	1	
Cerate Goulards	1	
Caroid	1	
Caripeptic liquid	2	
Capsicum	1	1
Codeine Cough Sedative	1	
Collargolum	3	
Creosotide	1	
Creta Aromat	2	
Chloretone Inhalant ..	1	
Chloranodyne	2	
Cubeb		1
Copper Sulphate		1
Cochineal		1
Dioviurnia	1	
Dovers Powder	6	
Digitalis	1	
Digestone	2	
El. Zernac	4	
Elix Chloralamid	1	
Coca	1	
Calisaya Iron & Strych ..	1	
Digestive Ferments	1	
Fir Compound	1	
Glycerophis Comp.	1	1
Hyoscyamus & Bucher ..	1	
Lactopeptine & Combinations	1	3
Pepsin	4	
Pepsin & Thymol Comp.	1	
Peptenzyme	2	
Saw Palmetto & Sandal Co.	1	
Terpen Hydrate & Heroin	1	
Terpen Hydrate & Cherry Co.	5	

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Ferrons Iodide	4	Tongaline	1
Hypophs.	4	Terpen Hydrate	1
Hydriodic Acid	3	Tab. Taka - diastase &	
Hypophos Co. (He-		Compounds	1
matic)	1	Tab. Anti-rheumatic ..	1
Ipecac	1	Urotropin	5
Lactucarium	3	Uterotonic	1
Lemon	1	Veronal	7
Licorice	1	Vaseline	5
Orange	1	Wine, Mariana	1
Poppy	1	Wine, Iron Citrate ..	1
Tolu	7	Wine, Calchicum	2
Trifol. Comp.	6	White Pine Expector-	
Rhubarb Arom.	2	ant	3
Squills Comp.	2	Whisky	1
Squills Comp.	3	Zean	1
Senega. Comp.	3	Zinc Oxide	7
Stillingia Comp.	2	Sulphate	9
Tamarinds Co.	1	Sulphocarbonate	2
Yerba Santa	2	Phosphide	1
Stillingia	2		
Phosphates & Calisaya			
Salicin	4		
Solution Opium.	1		
Silver Nitrate	1		
Sulfodine	1		
Suapnia	1		
Tanalbin	2		
Thymoseptine	3		
Thymol	1		
Tritipalm	1		
Turpentine	2		
Triacol	2		
Three Chlorides	1		
Tinct. Aloes	8		
Aconite	9		
Belladonna	1		
Bloodroot	1		
Capsicum	2		
Cardamon Comp.	1		
Cantharides	4		
Catechu	1		
Cinchona	3		
Cinchona Comp.	3		

made outside the average store, 157, or 11.8 per cent.

Such a showing as this, with 85 per cent. of the articles called for that are or should be made in the store is certainly encouraging, although I am aware in some sections this percentage would be very much reduced.

More Interest in Turkeys.

There seems to be a revival of interest in turkey raising, especially in New England and the East, and it is

attributed to the increasing demand for turkey broilers. There is little chance that the East will become famous for turkey raising as the conditions are considerably less favorable than in the West, but many farmers could raise more or less turkeys without material increase in cost or labor, and just so much more income could thereby be derived. Many Eastern farmers are realizing this fact, as is evident from the increasing production in many sections.

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

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Made Up Boxes for Shoes,
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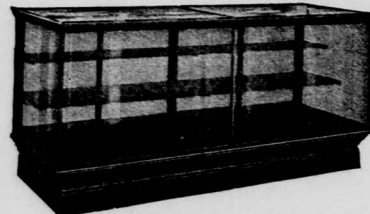
Reasonable Prices.

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

GRAND RAPIDS, MICH.

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Buy None Other



Our fixtures excel in style, construction and finish.

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

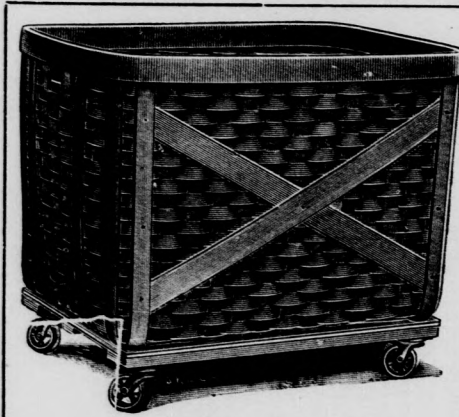
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Grand Rapids Show Case Company
Grand Rapids, Mich.

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

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.

LAI D TO ORDER.

Grocer Introduces a New Feature in Egg Trade.

Written for the Tradesman.

"Good morning." It was a strange voice, but a very pleasant one which caused the grocer to turn from his work of rearranging goods on the shelves to behold a trim little lady before the counter. "A half dozen eggs, please."

"Excuse me; I did not hear you enter," and the grocer immediately proceeded to put up the specified number of eggs.

"I suppose they are strictly fresh?" enquiringly remarked the customer.

"Yes, madam; I can assure you that they are."

"Make it a full dozen then, please. I have such trouble to secure fresh eggs; in fact, I seldom ever do get strictly fresh ones. If these are satisfactory I shall want more quite frequently. Of course you can furnish them?"

"I can, in limited quantities."

"Why, you buy direct from the farmers, do you not? I should think you could always have plenty of fresh eggs. In the city, of course, it is different."

"In a larger city you probably mean," said the grocer with an amused smile.

"Why, I did not know that this was a city. You will excuse me, being a new resident."

"Oh, I am not at all particular as to the appellation," replied the grocer. "I prefer to think of it as it is, a pleasant village, but since we have a charter and elect a President and Council, some of our people are quite particular to speak of it as our 'city.' I trust you are getting acquainted, and hope you will like it here."

"Thank you. I have always lived in the city, and I do enjoy the change," and the lady, evidently thinking the grocer had forgotten her last question, picked up the package of eggs to depart.

"Excuse me," said the grocer, "now that I understand your point of view of the egg problem, if you have a little time to spare I will answer your question. Take it all in all the egg problem is one of the great problems of the day, for in a greater or less degree it concerns almost every person in our whole country. First, the egg producers, the farmers and poultrymen; then those who buy direct from the producers, the general storekeepers, grocers and hucksters; then the commission men and wholesale egg dealers, then the grocers, the retailers and, lastly, the consumers, the helpless victims of unsystematic methods, careless management and dishonest practices.

"Through the winter and early spring the eggs which are brought in are reasonably fresh, but after the hens begin to set and hot weather comes on it is different. Then, as our German friend says, 'Better you look a leetle oudt,' for then only the careful, painstaking, systematic and withal honest farmer or farmer's wife will succeed in keeping bad eggs from going to market. On many farms the eggs are gathered when-

ever it comes handy, once a day or two or three times a week. Even where eggs are gathered regularly every day from the hen house there is occasionally a nest of eggs found of uncertain age, in some fence corner, on a stack or under a building. The eggs may have been rained on and discolored, laid on the ground until musty, been partly incubated by broody hens or hot rays of the sun, been fought over by hens and other eggs broken over them, and not even cleaned off when put up for market. The family may use nearly all the eggs gathered, and it may require several weeks to get a basketful for market. All the time the housewife uses off the top of the basket, putting in and taking out every day, leaving the older eggs below. I can not begin to mention all the ways in which eggs quickly deteriorate by careless management, and yet those eggs of uncertain age and doubtful condition are taken to the store without testing and offered for sale. No; not that, exactly. The storekeeper is expected to take them at the market price of good eggs as legal tender for groceries. Do you wonder that I can not guarantee as fresh all the eggs I buy of the farmers?"

"But you positively guarantee these," said the lady, indicating those which she had purchased.

"Those are from my own flock. I keep a few hens. Not only are they strictly fresh, but my hens have clean grain, pure water and nice grass or clover hay. Pure food makes quality."

"The country storekeeper also is responsible for a great many of the stale eggs which go to the city. He holds them for a raise in price, or he lets them accumulate in boxes, baskets and crates until his rooms and cellar are all cluttered up with them and he has to have a grand clearing out. But the most contemptible trick of all is that played by the farmer who keeps his eggs at home all summer and then in the fall, when prices are higher, mixes those packed eggs with fresh ones and works them off a few dozen at one store and a few at another."

"I have studied this egg question from beginning to end, and I say right here, that with all the facilities for shipping and communication at the present time it is a wonder of the age, and yet a stigma upon our business ability, that the business of marketing eggs should continue in such an unsystematic, out-of-date, haphazard, unprofitable, unsatisfactory manner. Milk is delivered to the customer sweet and good fifty or a hundred miles from the farm the same day it is drawn from the cow—yes, before noon even—and there is no good reason why eggs can not also be delivered fresh to all who desire them. It is a lack of system, a lack of co-operation among those who conduct this great business, which results in great loss and much dissatisfaction to all concerned. But there will be a change some day. A dozen eggs weighing twenty ounces will not always buy as many groceries as a dozen weigh-

ing thirty ounces. And as to bad and stale ones, the egg buyer will test the eggs before quoting a price for them; just the same as the grain or fruit or produce buyer now does with other farm products.

"The storekeeper is too easy. He is afraid to offend a customer by telling him or her that their butter is not the very best, or that he has doubts about the freshness of the eggs. He pays the same price for all grades, and the maker of good butter and the one who takes special pains to sell only fresh eggs get no more than the careless and dishonest ones. It is not right nor fair. And there are a good many egg raisers who will not submit to it. If they are convenient to town they secure customers for their nice, large, fresh eggs and deliver them regularly, or they ship to friends in the city. That also decreases the percentage of desirable eggs which come into the stores."

"Now I have only fairly begun on this subject; but I am detaining you. If I have done wrong I am perfectly willing to be forgiven."

"No apology necessary. I have been quite interested, and now that I know where I can get fresh eggs I shall want two dozen or more every week."

"Yes, madam; from this date eggs will be laid to order for you."

"How about next winter? What shall I do then?"

"Oh, there are winter-laying breeds of hens, and there are some people who give their hens proper care in winter and secure eggs, but there is no need of your paying 30 or 40 cents a dozen for eggs. Buy enough in October to supply you until March, pack them in clean salt in a crock or butter tub, set them in a room in which there is no fire and where it does not freeze. Your pantry will probably be a suitable place; but never keep eggs in a cellar."

"Thank you. I believe I will try your plan."

"You will find it a good one. Good morning." E. E. Whitney.

Corollary of a Child.

During the course of a little sermon on morals at a Sunday school the instructor said: "An excellent way, children, when you are in doubt as to whether a thing is right or wrong is to follow the rule never to do anything which you would be ashamed to have the whole world see." Home from the school rushed one small pupil in high glee. "Mamma," he said, as soon as he found his mother, "I'm never to take any more cold baths in chilly weather. Teacher says it's wrong."



Hocking Dry Measures

(Bottomless)
For Potatoes, Apples, Spinach, Green Peas, Etc.
Saves tearing bags; "Cuts out" guessing at quantities in sacks.

Geo. Goulding, Danville, Ill., says:
"Of all the store fixtures I ever bought nothing ever repaid me like bottomless measures."
Peck, ½ peck, ¾ peck, 1 peck, \$2.25.
Order of your home jobber or
W. C. HOCKING & CO., Chicago

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

BUSINESS ETIQUETTE.

Some Questions of Deportment Not Easily Solved.

We are charged—and perhaps chargeable in the present age of business with too little regard for the small details of deportment in our business relations. Woman's invasion of the field of the workers has given rise to much of this in the past. But having quieted comment in this quarter, rather than settling the question for all time, that other general question comes up again. Are the amenities of social contact sufficiently preserved in the domain of business in its general lines?

Unquestionably the answer is, No. At the same time the matter of this settlement on a comprehensive general scale involves so many incidental and individual factors in business and community relations that in all probability man never will be able for the solution of the matter.

Deportment in its last analysis is a fictitious, artificial disguise. Considering etiquette in its fullest sense, its place in all human relations is one with the proposed universal language of Volapuk, which long ago sank into oblivion. Volapuk was suggested and partly designed and executed as a conglomerate language which should serve any race whose spoken and written speech should be incorporated in it. If ten distinct languages had been merged into it, the proposition was that any one speaking any one of the ten languages at once could make himself understood in written and

spoken speech by any one or all representatives of the other nine languages.

But however, coldly Volapuk was received and let die of inanition, etiquette in its broad lines is preserved as a limited common ground for all the civilized great nations. International diplomacy has done much to make and preserve this economical factor. Today a representative from ten nations, having no spoken word in common, might meet at table without one giving offense to another in table manners. Why, then, should a single nation within itself present its own impossible tangles of deportment in business and community relations?

Deportment is etiquette in all its surface essentials. Lack of unwritten deportment makes it possible for the individual attempt to conform to it to bring about a laugh at the expense of the conformist, or on the other hand to land the nonconformist on his head in the street. One has been guilty of too much and the other guilty of too little, but according to the judgment based in an unwritten law both are made to suffer.

Nationally an unwritten law asks of the citizen that he remove his hat when the band plays "The Star Spangled Banner." At the same time no man with an ancestry buried south of Mason & Dixon's line takes kindly to the invitation. He has no objection to the music as a national air—no more than his northern brother to the music of "Dixie" when that northern brother claps and shouts his appreciation of "Dixie's" stirring sym-

phonations. But the southerner remembers first the words of the national air, and they are not words to command an obeisance of forty years after they have become nationally in bad taste. Yet there are instances enough where a written law has been broken by assault upon the person who for one reason or another has failed to obey this unwritten law of deportment! Under this evidence shall even Business rule that deportment is not vital in community life?

But how oddly deportment about the hat obtains! Naturally, the typical American is not disposed to remove his hat without sufficient cause. At his business office desk he is disposed to keep his hat on his head and his cigar in his mouth—perhaps a foot on the table, too—when a chance woman caller comes in on a business quest. But somewhere in Chicago at least some ethical authority, unknown and failing to put his ethics of the hat in written form, is seeking to establish in public memory even certain buildings in which in elevator traffic the man's hat must come off his head in the presence of a single woman passenger. In these buildings he may keep his cigar in his mouth, but his hat must come off. Observation has shown, that the Fine Arts office building is one of the places; that Marshall Field's department store is another.

The truth is that a senseless, empty sham etiquette is behind the hat removal in a public elevator anywhere. Given five or ten men in such an elevator, ready for the ascent, what right has any one of these men to remark

the appearance of any woman by the removal of his hat? He kept it on when he overtook her in the entrance door and passed her, perhaps rudely; he will put the hat on again when he steps into the corridor of his particular floor, where a score of women may need to be crowded aside in order that he shall pass; in any public conveyance moving laterally—even to the omnibus which may have brought him and ten women to the entrance of the building—the hat will never be re-the dining table that she is incapacitated. But in the elevators in these certain prescribed buildings he will take off his derby or straw hat and stand crowded to the point of crushing merely because one possibly embarrassed woman is in the car!

Originally the act of removing the hat was one of servility or of profound obeisance. There is no act of civilized man expressive of so much—or so little—as the uncovering of the head. But as between this much and this little of uncovering, there is a wide field of possibility in community deportment.

In business and community relations in general the office of the hat is not well adapted to the needs of the American citizen. If a woman be the private secretary in the outer office, it is a question of even tipping the hat as a preface to a question from the male caller is in good taste. There are offices—as in the reception room for a suite of physician's offices—where removal of the hat is generally accepted by the waiting layman. But in these offices, in scores of city

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

buildings, the uncovered layman may pick out most of the wating physician calle.s merely in the boorish refusal of the professional to remove his hat!

What is business and community etiquette? Define it in even general details and we shall be able to mark the boor or the ignorant. But until this consistent law is framed in written English only a real gentility may find itself capable of a consistent expression at all times and in all circumstances. John A. Howland.

Where Do the Flowers Get Their Colors?

Why are the flowers adorned with rich colors? The poets have found many answers to this query, which today is raised anew with violent controversies among the learned. There is a theory first expounded by a bizarre personage under the name of Christian Conrad Sprengel in 1793 which has been everywhere believed. This theory postulates a perpetual strife on the part of the flowers for brilliancy in order to win recognition at a distance from the honeyed insects. It is to win these that the corolla is decorated with bright hues.

I occupied myself with this question for a long time when I was doing some work for my thesis for the doctorate of sciences. I was taught the absolute reciprocal relations between the insects and the flowers, the attraction of the bees by the colors. I was convinced in advance with the enthusiasm of youth that my observations and experiments served to confirm all the points of these propositions in bringing fresh proofs to bear upon them. The excellent Decaisne, a little skeptical on this point, encouraged me to go on in my work. At the end of some months I was desolate. All my observations and my experiments contradicted the theory of reciprocal adaptation, and in particular the role attributed to the color of the flowers in the attraction of the bees.

After a continuation of my observation I prepared a list of plants whose flowers are scarcely visible, obscure, uncolored, or green like the leaves of the plant itself, but which all are most nectariferous and abundantly visited by bees and other insects. To this list I added all the trees on whose leaves the bees sought their honey stuff—leaves not colored otherwise than neighboring leaves without the honey—and all the plants where insects come for nectar, besides flowers, the various part of a vegetable, not colored, not visible, and wherein are situated the nectars termed extra-floral.

I prepared another long list, including the names of plants with highly colored flowers, but wherein there was no secretion of sugared liquid, where in consequence the insects did not come.

As for experiments, I made many and varied, all of which bespoke the same truth, that there exists no correlation between the presence of a lively color and the quest of a sugary liquid by the bees. I will cite but one. I disposed squares of many colors on a uniform green foundation of grass.

The same quantity of syrup or honey was placed in the middle of each square. The bees discovered these various depots of sweet liquid in the same time without the color influencing their search. The red square on a green formation attracted them no more than the plain green square where the same amount of syrup was to be had.

The result of all my experiments was the following:

The development of colors in floral organs and that of nectar are not concordant.

Under the same conditions the most highly colored flowers are not the most visited by insects.

The visibility of flowers is not proportioned to their adaptation to cross pollination.

The insects go in the largest numbers where the nectar is the most abundant, the richest in sugars, and the easiest to take.

The researches made by M. Felix Plateau, professor of the University of Gand, are important, his observations most numerous, his experiments varied.

First, he verified with many details one of the points which I proved, that bees show no preference or antipathy for the diverse colors which the flowers of the different varieties of the same species can present.

But this Belgian scientist did not content himself with verifications. He made artificial flowers, excellent imitations, of paper or cloth, and the bees did not visit them. He constructed others of living leaves with the natural vegetable odor. If he put honey in them the bees visited these false green flowers; if the honey was withdrawn they ceased their visits.

When the nectariferous part of the natural flower was removed, leaving the brightly hued corolla, the insects came no more on their quests. If, on the contrary, the nectariferous flowers were hidden beneath green foliage the insects knew how to trace their invisible prize.

The general conclusion of M. Plateau's researches is identical with that which I formulated twenty-five years ago; the insects are guided to the flowers by another sense than vision and which only can be smell.

This does not say that it is the perfumes of the flowers which attract the bees, because perfumed and nonnectariferous flowers seem in general to be without sensible result.

It is not the fragrance such as we conceive subjectively, it is a subtle odor which permits the sugared matter to be recognized.

Indeed, substances which we cannot recognize by their odor are found by the bees. I have often made the following experiment, for example: Bits of ordinary sugar, which have no appreciable odor at a distance, are placed in a dark pavilion, closed, where there is no honey or objects having a special fragrance, and where the bees do not come. On the morrow, sometimes the day after, the bees have discovered the sugar and have recognized it as a useful material. Nibbling at the morsels with the feeble little mandibles, they realize that this

process is not practical for gathering the sugar. They go for water to dissolve the sugar and then pump out the sugared water.

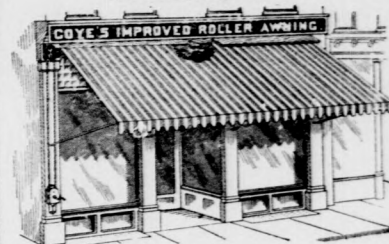
The preceding suffices, I think, to raise doubts as to whether we owe the colors of flowers to the bees, as Sir John Lubbock said.

Then why are flowers colored? Why not inquire to what mysterious adaptation we owe the color of the rocks, of precious stones, or of sunbeams? This, evidently, is neither a reply nor an objection. But the partisans of the Spengel theory have this to answer: Why are mushrooms rich of hue? Many who are convinced of the floral adaptation to insects say that the edible mushrooms are colored like the poisonous varieties so as to prevent being gathered. As well might we say that the poisonous varieties assume the colors of the edible kind so that they might be sought! Gaston Bonnier.

John Newson, who died in St. Louis a few days ago, was the first one to suggest the invention of a straw stacker. The old method by which the straw from the threshing machine was tossed back by hand required the employment and feeding of many men. To save his mother the labor of cooking for so many the young man made the first attempt in producing a straw stacker. His own effort was not successful, but his idea led to creation of the modern device. Pity as the mother of invention stole a march on necessity that time.

Chas A. Coye

Manufacturer of



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Hand Separator Oil

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The Wise Do First What Others Do Last

Don't Be Last

Handle a Line of

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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

THE LAW OF AVERAGES.

Philosophical Manner a Clothier Met a Loss.

Written for the Tradesman.

"It was about time, anyway."

The village clothier closed his ledger with a slam and lighted a cigar.

"Time for what?"

The customer also lighted a cigar, which he abstracted from the vest pocket of the clothier.

"Time to lose a regular customer and an account," was the reply. "Also a cigar."

"Regular thing, eh?"

"Sure. Happens at stated periods, like that thirst of yours."

"What's the per cent.?" asked the customer, with a grin.

"About 5 per cent. last year," was the reply, "and I claim to be doing a cash business at that."

"Just so often, eh?"

"Everything happens just so often," replied the merchant. "Every man in so many wears blue overalls. Every man in so many has gold in his teeth. Every woman in so many puts powder on her face. The law of averages is a great and enduring institution, my friend."

"It must be a consolation to know when you are going to get yours," said the customer. "It keeps me guessing."

"The law of averages," continued the merchant, "accounts for everything in the world. Every year a certain number of banks fail. Every year a certain number of women and a certain number of men seek divorce. You give the vital statistics and the census reports of any community to a general averagist, and he'll tell you how many children will be born two years from next February, and how many police court cases there will be in a month from next Wednesday. Everything and everybody travels in cycles, and the man who talks of chance ought to be ducked in the pond."

"I suppose your trade runs in cycles, too," observed the customer.

"Say, mister," called a boy from the front end of the store, "I want to buy one of them new-kind bathing suits. Anybody here to wait on customers?"

The clothier said something concerning the general character of clerks who are supposed to attend to business at store fronts, laid aside his cigar and went forward to sell a new-kind bathing suit to a freckle-faced youngster with his trousers rolled up at the bottom. He came back presently, struck a match to re-light his cigar, and allowed it to burn while he pondered over a writing pad on his desk.

"Every thirteenth customer this week," he said with a grin at the customer "has been a boy and every ninth boy has had freckles on his nose. Every eleventh boy has bought a new-kind bathing suit and every twenty-first boy has bought flesh color."

The customer watched the flame of the match creep toward the thumb and first finger of the merchant's hand. The clothier was not

thinking of his match or his dead cigar. He worked away mentally until the blaze got near enough to bite and then threw the match down without lighting his cigar.

"Every tenth match I light is wasted," he said, "and every twenty-fifth one burns my fingers. You just take notice of things, and you'll find points of interest in the law of averages."

The telephone bell rang sharply and the merchant took down the receiver.

"No," he said in a moment. "I do not know where he is. Haven't seen him this morning. Why don't you tie him up with a chain? Oh! Well, I'm too busy. By-by."

"Every other telephone call," said the clothier, again bending over his pad, "is from my wife, and every fourth call from her is in the interest of little Johnny, who runs away and gets tangled up with street urchins who wear hats without a brim, and who throw stones with an accuracy calculated to excite the envy of the man whose neighbor's chickens raid his onion beds. Every other time she calls little Johnny is discovered in the yard, and every time she calls I don't know where he is."

A brisk young man bustled back to the office with a bill in his hand.

The clothier took the bill and looked it over.

"Every fifth bill I get," he said, looking up at the customer, "is wrong, and every third one of the wrong ones I get is a fraud, pure and simple. This is the third one of the fifth class."

"I'd like the money to-day," said the brisk young man."

The clothier had had numerous controversies with the brisk young man concerning this identical bill, and he was wroth at the cool impudence of the fellow in presenting it when he knew that it would not be paid. He had a notion that the young man thought he could tire him out, and resented it.

"Yes," he said, "I suppose you would like the money to-day, young

man. Well, if you stand there until I pay this bill you will have to order your meals sent in, and I shall probably be obliged to secure a license for keeping a puppy on exhibition. Now, get out of the store, and if you ever bring that bill here again I'll break your neck."

The young man said things, and the merchant, who is large and strong, took him by the back of the neck and the slack of the trousers and marched him along to the front and bounced him out on the walk.

"Every ninety-ninth bill collector has to be thrown out," he said, as he walked back to the customer, "and every third one of the ninety-nine comes back and throws stones at me," he added as a boulder came rolling in at the door and bounded back from the safe. "I rather like the spirit of that young man, too," he continued, "but I find that he must be chastised."

But the brisk young man was nowhere in sight when the merchant got to the door, and the village street lay hot and getting hotter in the sun with no trace of a fugitive bill-collector on its dried-up pavements.

"As I understand the game," resumed the merchant, sitting down with his cigar in his mouth and a lighted match between his fingers, "the entire universe is based on the law of averages. Now, I'm arrested once for every nine-hundredth-and-third time I fire a collector out of the store, and the limit is not reached by the last case, so there will be no arrest made. Only for this science of averages that incident would worry me not a little. Wow! What's that?"

"That" was an explosion at the back of the store. It sounded like a dozen cannon crackers exploding in a metal box with good acoustic properties. In a moment a lance of flame showed at the back door, and in no time a stock of inflammable goods was on fire. The clothier struggled with a pail for a few moments, and then the village fire department came up and ruined the few goods the fire

hadn't destroyed. When the excitement was over the merchant was found seated on a keg with his feet dangling in the water which was flooding the store.

"In this town," he was saying, "there is an average of nine fires a year, of which three are in the business district. This makes the third, so I can't be burned out again until next season."

"How soon can you collect your insurance and get to going again?" asked the customer, who looked like a volunteer fireman himself.

"I'd like to know that myself," was the reply. "Every twenty fires brings default in twenty-nine insurance policies, and—"

But the clothier fell off the keg into the water, and the customer sat down to reckon how many times that would have to happen before it found a place in the general average tables of the cheerful clothier.

Alfred B. Tozer.

If You Advertise.

S'pose success don't come at fast;
What be you goin' to dew?
Throw up the sponge and kick yourself.
An' go to feelin' blue?
Uv course you hain't; you've got to fish.
An' bait, an' bait again.
Bimeby success will bite your hook,
An' you will pull him in.
—Houston Post.

Wm. Connor

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Ready Made Clothing

for Men, Boys and Children,
established nearly 30 years.
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8 a. m. to 5 p. m. daily. Mail
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Age 4 to 15.....\$3.25

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Orders shipped same day received.

THE IDEAL CLOTHING CO.
GRAND RAPIDS, MICH.

Two Factories

WORK AND STUDY.

Improvement of Odd Hours Brings Success.

The average man, when he has worked hard seven, eight, or perhaps ten hours at his regular employment, has little disposition to devote additional time to study or to some other line of effort. He prefers to spend the rest of his day in rest and recreation. This preference may be wise or not, according to the conditions of the particular case, but it is a fact that many men have owed their success chiefly to the work they have done "on the side." Numbers by studying during leisure hours have fitted themselves to reach eminence in the callings they already were in, and others have by this means been enabled to leave the lines they were in, and enter businesses and professions more congenial or profitable. Still others, while continuing in their original avocations, have by energetic and systematic use of spare time added to their incomes and even achieved lasting fame in altogether distinct branches of endeavor.

The lesson which the careers of such persons hold for those who are not advancing as fast as they desire to, or who are engaged in work that is not congenial, or who have a taste for some line of effort which they hesitate to enter for fear it will not prove remunerative, would seem to be obvious. There are few employments in this age of short hours of labor which don't leave a good deal of leisure which may be devoted to outside study and work. Methodical utilization of this time might in most cases—and in many instances does—prove the road to culture and the realization of cherished ambitions.

American history is full of examples of men who owed their success largely to the use of time which others would have wasted. Henry Clay got his literary and legal education by study outside business hours while in a small store and later in the office of the high court of chancery in Richmond. Thomas H. Benton and Stephen A. Douglass studied law while teaching. The story is familiar of how Lincoln mastered grammar and Euclid by the light of a pine knot and of how he read law after his daily work as a country storekeeper and postmaster was done.

The case of James A. Tawney, chairman of the house committee on appropriations and one of the leaders of Congress, shows it still is possible to become lawyer and statesman as Clay and Lincoln did. He fitted himself for the bar while laboring at the blacksmith's forge.

Many men have climbed to the top of the business ladder in much the same way. It was Mr. Carnegie's constant study while as a boy he tended an engine, while he was a messenger in a telegraph office, and while he was secretary to Thomas A. Scott of the Pennsylvania railway, that enabled him to become the greatest of steel manufacturers and philanthropists.

Webster, being asked how he was able to prepare his great reply to

Hayne in so short a time, answered that he had prepared it years before when he was a young lawyer without clients back in New Hampshire. He equipped himself to be the "expounder of the constitution" by getting a firm grasp of its principles when he had nothing else to do. The secret of success is to be ready to seize opportunity when it comes. As J. G. Holland says: "Work seeks the best hands as naturally as water runs downhill."

It often is a practical impossibility for a man to leave the business or profession he is in and follow his bent along some other line. Perhaps his obligations to others require him to stay where he is. Many persons similarly situated have defied the untoward circumstances and realized their ambitions by careful employment of their leisure. Probably most persons imagine that Charles Lamb, most delightful of English essayists, devoted his life to literature. As a matter of fact, most of his best work was done during the thirty-five years he was a clerk in the offices of the East India Company.

The great philosopher, John Stuart Mill, likewise was for thirty-five years a clerk in the East India Company's offices, his two longest and most important works, "Political Economy" and "Logic," besides most of his essays, being written in his spare time during this period.

Burns wrote his immortal poems while following the plow and tending cattle. The American poet and critic, Edmund Clarence Stedman, is a New York banker and a familiar figure in Wall Street. Charles L. Pidgeon, the American novelist, is the capable secretary of the Massachusetts bureau of labor statistics. Edward Noyes Westcott, who won fame in a day by his novel, "David Harum," was a banker at Syracuse, N. Y. His untimely death just before his book attained its almost unprecedented popularity is the saddest event in American literary history. Among teachers who are also authors are Myra Kelly, Stanley Hall, and Brander Matthews. F. Hopkinson Smith, novelist and painter, is by profession an architect. Another painter-author is Kenyon Cox.

Mr. Roosevelt has done some outside writing even since he has been president. Senator Lodge—who is, by the way, the only member of either house of congress who, in his autobiography in the congressional directory, gives literature as his profession—is historian, biographer and essayist.

Mr. Gladstone was an authority on Homer. Lord Salisbury wrote magazine articles in his early manhood, and, while he was prime minister, had a private laboratory and took his recreation dabbling in science.

Almost everybody has one or two hours of spare time which could be devoted to study or to work on the side—and two hours daily for a year is equal to eight hours daily for three months. The use made of this time has in many cases spelled the difference between failure and success. Doubtless the most important thing

is to make good use of the regular hours of work, but many people have found it paid to make good use of the spare hours. S. O. Dunn.

From Fancy To Fact.

"O, thank you!" exclaims the delighted wife, as her husband hands her a large bunch of money and tells her to go right down town and buy everything she likes.

"Don't mention it," replies her husband. "I want you to have everything your heart desires in the way of dresses and bonnets this summer. I realize that I have not been as generous as I should have been, and I hope I may be able to make up for it now. Here, take this double handful of gold \$20-pieces, too. Look out there! You're dropping them."

But the double handful of gold twenties fell to the floor and went jingling here and there and the husband laughed merrily until—

B-r-r-r-r-r-r-r!

It was the alarm clock and she heard the voice of her husband saying:

"I'll be late to work again to-day. Say, lend me half a dollar, won't you? I haven't got carfare and lunch money this morning."

It is such distressing occurrences as this that make women wish they had married the squint-eyed freckled boy who afterwards left home and became a plutocrat.

The last man to improve the world is the one who is satisfied with himself.

It means

Positive Assurance

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

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Always Uniform

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Never Equaled

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Good Grease Makes Trade

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FRAZER Axle Grease

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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 1, 1898, March 19, 1901.

Do Not Make a Garret of Your Mind.

The best advice a young woman who still is studying can get from a friend is this: "Don't make a garret of your mind!"

Your ambition should not be to know everything, to remember everything, to discuss everything. This is a fault of youth. Then—

"When I was a youngern' wut you see me now,
Nothing from Adam's fall to Huldy's bonnet

But I was full cocked with my jedge-ment on it."

If your life were to last a thousand years and you were to acquire facts sleeplessly and were to retain all you might acquire, you still would be "like a child picking up pebbles on the shore of the ocean of knowledge. You would still be a million years away from knowing everything.

But, as men and women are constituted, there is no such long existence guaranteed, there is no such capacity for sleepless work, there is no such immunity from the lapses of memory. We are what we are. The problem is to make the most of ourselves. To do that we must study first, our absolute limitations.

Therefore throw away the trumpery of knowledge.

First of all, never remember anything for the vain glory of remembering it. You are not likely to seek employment in a museum as a human cyclopedia. Nobody is going to fall down and worship you because you know the date of the battle of Thermopylae, and he doesn't. Nobody will be affected pleasantly by your ability to repeat "Paradise Lost" backward. These things make serious people smile. I am sorry, but I think it must be confessed that too much of our organized education neglects this proposition, which seems self-evident.

It has been said that one ought to know something of everything and everything of something. But, like every other rule, this needs explanation before it can convey any definite meaning to the mind. That something of which you should know everything should be related to your vocation in life. It should give you an advantage as a worker in your own field. It should be useful, no ornamental. It should not be a matter of vanity, but a matter of calculated utility. The something which you should know of everything is in the nature of things limited.

I remember a dear old garret, the mecca of childhood, where all manner of things that had passed their days of usefulness were stowed away. There was a rocking chair with two broken arms, an old sewing machine that would sew no longer, a pile of volumes of the United States census, a shotgun with the hammer missing, a half dozen worn out umbrellas, a wooden home made cradle that had done duty for two generations, three cracked looking glasses and two trunks full of—O, I can't tell you what was in the trunks. But everything was always in confusion. Too many minds are like that garret. Nothing is in order; and though the list of what is there might fill a book,

nobody cares what becomes of it all. Such a hodge-podge of knowledge is worse than no knowledge at all. There is virtue in submitting. There is virtue in substituting simple ignorance for the more complex kind.

On the other hand, I remember a study in which every book on the shelves was in its proper place when not in service; in which every drawer in the desk had its definite use, and the pigeon-holes above were full of all sorts of references, which the owner of the study was never at a loss to use when there was occasion for so doing. His pens were in one place, his paper in another, his envelopes and stamps always ready. There are figure. They do not attempt to hold some minds for which this study is a everything. They have within instant reach what is likely to be needed. Their owners work rapidly and logically because their material does not have to be searched for. But in the pigeon-holes there is a storehouse not only of facts, but of ways to get at facts. It is the pigeon-holes to which I want to call especial attention.

I once knew a man who had followed this plan. He was asked to deliver a lecture on French literature. He never had paid any particular attention to the subject. In fact, I believe he never paid any particular attention to any subject. He accepted the invitation promptly. I went to listen to him, for I wondered what on earth he could do with it. His address lasted for forty-five minutes and everybody was sorry when it was finished. He was not talking to ignorant people and any blunder would have been detected instantly. When he was through and had received general congratulations, I asked, wondering: "How did you do it? Did you crib it all from somebody else's lecture without giving credit?" And he answered: "You might hunt from now until the end of the century and you never could tell where I 'cribbed' that matter. I didn't crib it. I merely spent an hour in the Astor library, digested the facts I needed, picked from each of half a dozen books, and then wrote my own lecture. My system has always stood me in good stead."

Therefore, I end as I began: Throw away the trumpery of knowledge. Seek for wisdom, not dead facts. Don't make a garret of your God given mind. And, remember that, for the mind, as for the stomach, indigestion always is the introduction to dyspepsia! Wisdom and philosophy never are amiss, for they enlarge the mind, but when the brain is made a storehouse for facts and figures, it becomes inactive. I knew a girl who had a desire for learning the population of cities. She even wrote to the census bureau in Washington to secure exact data. This knowledge never helped her, and it never failed to disturb the peace of mind of her friends, for she could talk of nothing else. She bored them completely. One by one they deserted her, and she grew to be considered a narrow minded, uninteresting, good for nothing person.

Cynthia Westover Alden.

Talks To Grocers on Modern Methods===No. 2

We all know some men succeed where others fail. There's no luck about it. It's either management or mismanagement.

For instance, one man buys a 63 lb. tub of butter and sells about 61 lbs out of that tub. He loses 2 lbs. by digging it out with a paddle in dribbles and giving overweight.

Another man buys a 63 lb tub and sells 63 lbs. out of it because he uses a

Kuttowait Butter Cutter

He sets his machine to cut 63 lbs and he gets 63 lbs. or as many lb pieces as he wants.

Besides the Kuttowait man saves his time or the

time of his clerks, which reduces cost. He will cut up a tub of butter while the man with the paddle is digging out a few pounds.

The man with the paddle keeps his butter in the ice box where it absorbs foreign odors and wastes ice every time he sells a lb. of butter by letting in the warm air.

The Kuttowait man keeps his butter in a small separate refrigerator, on the counter, right at his elbow, where every one coming in can see how clean and sweet and pure he keeps his butter.

There's a big difference in these methods—the difference between profit and loss.

The Kuttowait Butter Cutter Company

68-70 N. Jefferson St., Chicago, Ill.

Keep In Touch With

**"Quaker"
Brand
of
Coffees and
Spices**

Worden Grocer Co.

Grand Rapids, Michigan

Whose Coffees and Spices are "built along the lines of the best family requirements—the full weight, full body, full flavor kind that appeal so strongly to discriminating housewives.

"A word to the wise," etc.



Some Facts About Leather Worth Knowing.

Russia calf, a popular leather for shoes for summer wear, is made from a good quality of green skins, free from imperfections, and finished mostly in colors, brown being the prevailing shade. The name is taken from the imported Russia leather, and is the same in all its features, excepting, perhaps, in the odor found in all genuine Russia leather.

Kid leather in vici or glazed stock is made mostly from sheepskin, and finished either in black or brown. The bright surface is given by dressings and seasonings, and by a glazing or polishing machine, to give the desired smooth and glossy surface. Dry goatskin is also used in making vici and glazed kid, and much of it is produced in Philadelphia and Wilmington, Delaware.

Russet leather and other high class leather for men's wear is made from well selected hides, free from brands, scratches or any marks on the grain. This leather is prepared by a vegetable tannage, and by this is meant tanned with bark, or bark liquors, or its extracts. This is also a desirable leather for bags and belts.

Sole leather, or bottom stock, as it is more commonly called, is made in oak, hemlock and union tanned leather; that is, by the vegetable tannages, either straight oak or hemlock bark.

Union leather is made with a combination of oak and hemlock bark.

The definition of acid or non-acid sole leather is, that in one sulphuric acid is used to bleach and plump the stock, and in non-acid no acid is used, and it is generally hemlock, or more often called red leather, which is used for shoes of a cheap grade.

Ooze calf, which is used for slippers, is made from calkskins, but is sometimes produced from sheepskins. The name ooze is given for the peculiarity of finish. The nap of ooze leather is raised on the flesh side of the skin, and it is finished in a number of beautiful shades.

Satin leather for shoe purposes is a new name for the old style of buff leather. The leather is made at present by very few concerns. A great deal of it is made up into shoes by English manufacturers. It is a wax leather finish, buffed, and blacked on the grain side, and it makes a strong, serviceable shoe.

Wax splits are taken from the side from which wax upper leather is made. They are trimmed up, shaved and leveled to the right thickness, and finished in the same manner as wax calf for a medium priced shoe. This makes a good wearing leather. Large quantities of it are exported to England, where there is a big demand for it.

Calkskins in colors used for shoe leathers are finished both in the chrome liquors and in a good vegetable tannage, called combination, such

as gambier and quebracho. This tannage is very desirable, as it does not draw, and is not heating or uncomfortable to the feet. None but perfect skins on the grain can be used for this purpose.

India goatskins are finished similar to glazed kid. New England has been noted for this finish, in what is commonly called India dulls, it being a dull finish. A great deal of this stock is cut in the shoe towns of New England making men's goods for topping. These skins are tanned in India, and finished in this country, mostly in black.

Enamel leather for shoes is a dressy and fine textured leather. It is made from cow hides, split down to the right weight, but also has been made from goat and kangaroo skins. It is finished on the flesh side, the enameling being put on by a stiff brush, after which it is smoothed off with pumice stone, and a very smooth surface secured. Then it is stretched on boards, and varnished, and set where a current of air will harden it.

In making patent leather the vegetable tannages are the best, a combination of oak and hemlock bark, or their extracts, with the addition of quebracho. Mostly large, spready, Western hides are used, and they are split down to the weight desired, stretched with toggles or secured to frames before being japanned, and then placed in a dry room for several days.

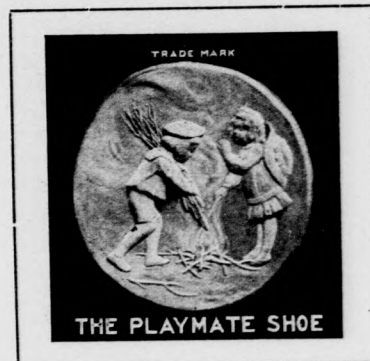
For heavy men's wear and for hard service shoes, oil and plough shoe grain is made. The hides used are generally heavy green hides, chiefly from the West and South. They are prepared in the usual way, and after being nearly tanned are split to the weight required. They are then finished on the grain side, and boarded by hand, or machine, to soften and raise the figure. For some kinds of leather they are run under a roller in a glazing machine to give the pebbled effect.

Glove grain leather is tanned, but buffed on the grain side with a slicker, and a finish is put on with a seasoning and dressing and afterwards glazed with a machine with a smooth roll, which gives that high gloss and smooth surface seen in these leathers.

The dyeing of leather for shoes has now nearly reached perfection, and can be produced in numerous different shades and colorings. For the black skins they are now dyed in the drum wheel, but for colors they are more often done in trays or on tables with aniline dyes.—Shoe Retailer.

The fire of love was burning, yet so low
That in the dark we scarce could see
its rays,
And in the light of perfect placid days
Nothing but smoldering embers dull and
slow.
Vainly for love's delight we sought to
throw
New pleasures on the pyre to make it
blaze.
In life's calm air and tranquil, prosperous
ways
We missed the radiant heat of long ago.
Then in the night, a night of sad alarms,
Bitter with pain and black with fog
of fears,
That drove us trembling to each other's
arms—
Across the gulf of darkness and salt
tears,
Into life's calm the wind of sorrow came,
And fanned the fire of love to clearest
flame.
Henry Van Dyke.

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 and \$2.25, carrying at these prices—and in this era of high priced leather a good liberal profit.

**Rindge, Kalmbach, Logie
& Co., Ltd.**

Grand Rapids, Mich.



Shoe Retailer Buys a Pair of Shoes.

Well, your Uncle Ike has been fishing, away up in Canada, among the guides and the lakes and the bass and the 'longe and the hotel keepers.

It wasn't a very good year for fish, but that has nothing to do with this matter.

You meet people from about all over up among the Canadian fishing resorts, and among others I met a real up-to-date business man from California.

It was one of those horribly dull evenings around the country village hotel—one of those evenings after a great day among the wooded islands, over the lakes and in the pure delicious air, with the memory of the splendid "shore dinner" keeping you from fleeing and from committing suicide because of the awful transition from all that is beautiful and enjoyable in Nature to all that is prosy and dull, and quiet and unbearable in the Canadian country lake village from 7 o'clock until it is late enough to go to bed.

And while I was viciously slapping mosquitoes and wishing that it was 9:30 instead of only 8:30, Silverwood, of Los Angeles, dropped down into a chair beside me, and in that cheery way Westerners have, began to talk with the greatest frankness about himself and his business. He didn't ask me many questions, but he told me a lot of answers.

I'd been hearing about him all day from our guide, about how his guide had only rowed him two days and had already received \$6 in tips over and above his regular wages, and when your guide talks that way to you it makes you feel small and mean and stingy, and I wasn't predisposed toward Mr. Silverwood, of Los Angeles.

I wasn't at all surprised that within ten minutes he'd told me how his four stores in Los Angeles did half a million of retail business a year. They all do that to your Uncle Ike. There is something about me that causes people to unfold life histories at first sight. I suppose it's because I'm such a first class listener, really, but I love to think that it's because I have such a sympathetic manner that these tales of trouble, romance, care and success flow in upon me wherever I go.

But there was no trouble or care about Silverwood's tale. For apparently with him trouble and care in life history become merely experience and adventure, and as he said himself, so long as he could hire a man for \$2.50 a day to walk the floor and worry for him about the cares of business he intended to enjoy himself. And he certainly does.

And his talk was interesting. Unfortunately the Silverwood stores do not sell shoes, but they sell about everything else for men to wear. I should judge, and it struck me as fortunate for the shoe dealers of Los Angeles that Mr. Silverwood hasn't decided to add shoes to his line.

I was a good deal interested in his story of his early life in stores as a clerk, of his trip into the Black Hills country from his quiet Canadian home, of how he managed to get to-

gether what seemed then like a fortune—\$17,000—and of how the Black Hillers gave him experience by getting it all away from him, and of how he landed in San Francisco with about what he had when he started from home, plus a good bit of valuable reminiscence.

He told me how he started in a small way, but began to do business in a large way right at the beginning and has kept it up.

"I don't believe it pays," he said, "to be picayune in anything when you start out to do business with the public. The salary basis in my stores begins at \$20 a week, and runs up to figures that would surprise you, and in addition I give every clerk a percentage on his sales as a bonus. It does me good, almost as much as it does them, to hand them out these handsome presents every six months and it pays, too.

"The hardest job I have with my young clerks is in teaching them and making them understand how fair we mean to be with the public. My idea is that when a man comes in and hems and haws around and pouts a little and says, 'This hat hasn't stood up as I expected it would for the price I paid, and I think something ought to be done about it,' my instruction to my clerks is to greet him as though he were a new customer starting in to buy a new bill from head to heels for his wedding, just take that hat promptly and produce a brand new one with evidences of joy to have a chance to show how glad we are to make anything right that the customer even says is wrong. If you pretend to do that sort of thing that is the only way to do it. The minute the customer has to haggle and browbeat to get things made right, that minute you begin to lose his good will. If you are going to do it at all, do it promptly and cheerfully, and more than the customer has a right to expect. That's what it means to warrant goods, and it is a meaning that a good many merchants don't understand when they say it."

"But don't you get stung once in a while?" I asked.

"I suppose so, but what of it? In a business of the volume of ours it doesn't amount to a tenth of 1 per cent. of the good the plan does us, and on the other hand there are a lot of customers who have one experience like that, or see some other customer have such an experience, who get such a friendly feeling that they won't complain even when, perhaps, there is some cause. Anyway, that's the way it is in California.

"The man who goes back with something that hasn't given entire satisfaction goes into the store in a sort of belligerent mood, with a set determination to make you do something that he gets the idea in advance you won't want to do. When the clerk hardly looks at the article, lays it on one side cheerfully and produces a new one with a smile and thanks for calling attention to the dissatisfaction, it sort of heaps coals of fire, as it were, and if the customer isn't a jelly fish he begins to wonder, af-

ter all, if he hasn't been a little hasty, and if, perhaps, the article hasn't done better than he thought. He becomes an earnest capper for the house, and hardly ever does such a thing again.

"I think I have the most enthusiastic lot of clerks in the world. I do everything to make them so, and to imbue them with the spirit of enthusiasm in the business. I think a lot of my clerks. Know almost all of them personally in all four stores and the same spirit runs through all of us.

"Occasionally I will get a young clerk who can't get this 'make-it-good-and-no-back-talk' idea into his head correctly. When a man brings back a hat, for instance, and says that it hasn't given satisfaction, he thinks he's working for my interest when he says that he thinks it has done pretty well, and that the customer has had a lot of wear out of it, and tries to sell him another, making the smallest possible allowance, or some such cheap settlement. When I hear about it I call the young fellow onto the carpet and have a talk with him. I say, 'Young man, I like you and the way you are taking hold of things and hustling in the store, and I appreciate your looking out for my profit and loss, but you haven't quite got the spirit yet. When we say we warrant everything to give satisfaction we mean just that, and mean the satisfaction of the customer and take his word for it. Now, young man, it doesn't cost you a cent to do this and I'm standing right back of you in it. If you're going to stay with us you've got to learn to do this and enjoy it, or appear to.'

"Of course it's all in the volume of business and the fact that we cater to the best trade. Goods that we

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.

**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.

**NETS AND
DUSTERS**

Our line this year is very complete. We invite you to call and look it over before buying.

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

Elk Skin Outing Shoes

Black or Olive

Men's \$1.90 Boys' \$1.75 Youths' \$1.50

The very best shoe of the kind made.

MICHIGAN SHOE CO. = - DETROIT

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.

warrant, or that any dealer in any line warrants, very seldom fail to give satisfaction, and the customer who buys that class of goods is very seldom of the sort to make unjust claims, anyway, after he has been accorded the Silverwood treatment once.

"Another thing I try to teach my clerks is not to make a sale by hook or crook; making a sale at the risk of dissatisfaction. A customer who buys but still is not suited is the very worst sort of advertisement. He is more than likely never to come back. My instructions to my clerks are to suit the customer with what he wants, and if we haven't got it and can not please him with something we have got, let him go with bows and scrapes and smiles and even go so far as to direct him to some other store, even our worst competitor's, perhaps, where he stands a chance of getting just the thing he wants. It is hard to prevent such a customer from coming back to you, even although he buys that one time elsewhere."

A few days after that I came out of Canada by way of Toronto. Coming down from the fishing country I noticed that my tan shoes didn't look quite up to the standard after my sojourn in the village of occasional sidewalks, and it occurred to me to become a customer myself for once and buy a pair of white canvas oxfords. Funny, but do you know, I couldn't remember when I had ever gone into a retail shoe store to buy a pair of shoes for myself—that is, to go in as an unknown, transient customer. Of course, when I can't find what I want in our own stock I run over to Ball & Instep's or Oaks, Tanner & Hyde's or some of the other local stores and poke around until I get what I want, if they've got it, but I tell you, it was a queer sensation to step into a shoe store and yet not be of it, and ask for shoes like any other passing stranger. And, do you know, they stung your Uncle Ike. Think of that! I'm of a mind to tell you that it was The Royal Shoe Store on Younge street, only I guess I better not.

It was a swell store with all rattan furniture, no foot rests, plate glass mirrors all around and a really cream stock.

The clerk was very gentlemanly according to Canadian shop standards. It was almost noon on Saturday and the store would close at 1 o'clock.

Some white canvas, leather soled low shoes, for myself? Certainly.

Into the stock room and back in a jiffy with the very thing. Just what I wanted. Exactly the style. Quality in every part. Price only \$2.50. Had been more but were being closed out. It was a snap satisfaction from the very start. I would be a customer. I knew how it was myself. The size was a 7. Your Uncle Ike wears an 8 1-2, "C" wide. The clerk would get it in a minute. He disappeared into the stock room. Long wait. Here it was. Miles too large. Another search. Too small. There was French chalk on my

stocking after the trial. Here was another style toe—pointed. Mercy, no. Besides it was miles too large. Would I mind if the eyelets were not large and white and if the top was not blucher cut? No, if the toe was the same. Here was a pair. They were last year's style of course, but excellent quality and the toe I liked only they had the old style lacing. The price would be made only \$2. That would do, I said, but the pair he brought was much too large.

Long absence. He had finally found a pair. Were they 8 1/2? Yes. "C" wide? Yes. I did not examine them. The clerk put them on while I luxuriated in the sensation. They were not a whale of a fit, but I have let worse ones go out of the store in Lasterville. I was tired. I saw that the clerk was restless about closing time, my fishing partner kept making remarks about luncheon, and so, with my old shoes tied up, I wore the purchase away. They seemed to slip up at the heels more than most 8 1/2 C's that I had worn, and along in the afternoon a queer bunch developed under my left heel. Walking around Niagara Falls a scalding sensation made itself felt under the ball of my right foot. It got worse at Buffalo, and when I sat down on the edge of my berth in the sleeper I felt anticipations of great joy. The left shoe came off easily enough. There was no reason why it should not. It was a 9, D, although someone had put a belt on the D with a pen until it looked almost like a B. The bunch under the heel was easily explained. The leather insole which the clerk had slipped in was only a 7 and, naturally, it had slipped forward. The right shoe wouldn't come off at all. I pulled and tugged. No use. My foot was solid with the shoe. Finally, by a terrific effort, I ripped my foot out, the insole coming with it. This insole was an 8, but it had been designed for a left foot, so, to make it right, it had to be put in upside down. Of course, in July, any foot will become warm and moist. Any leather insole with the glue side up will stick to a \$1 silk stocking. I had a sandal and I couldn't rip it off until I got home and soaked the combination apart. The shoes were good value for the money. The clerk had made his sale. He had worked off a pair of last year's summer shoes. He had got rid of a pair of misfit insoles. He had unknowingly stung a fellow laborer, and as I thought of what Mr. Silverwood, of Los Angeles, had said I wondered if the young salesman had really done the best thing for his employers.—Ike N. Fitem in Boot and Shoe Recorder.

A Chicago professor who disappeared 31 years ago returned to his home the other night and, seeing that his wife was about to make inquiries as to his absence, said: "There, there. Take that and don't ask me any questions," and he laid before her a package of bills amounting to \$5,000. Being an exceptional woman she took the money and kept quiet.

Wolverine Girl



A LADIES' McKAY sewed line, of character, at a popular price. The cut which we give herewith can not possibly convey to you the sterling worth of these shoes. The uppers are made from fine grade dongola stock. Solid leather insole, outsole and counter. Very snappy lasts.

We have these shoes in stock and they look fine. Any of our customers who put these shoes in will have a winner right from the start.

The Price is \$1.65

Seven different styles and lasts to select from in high shoes.



We are State Agents

Geo. H. Reeder & Co.

Grand Rapids, Mich.

HARD PAN SHOES

FOR MEN, BOYS & YOUTHS
HONEST WEAR IN EVERY PAIR

SOLD HERE

MADE BY
THE HEROLD-BERTSCH SHOE CO.

THE SIGN OF GOOD BUSINESS.

Getting the Business

is an important point, but vastly more important is holding fast the business you get.

Hard-Pan Shoes

keep the trade coming—simply can't keep the people away from a store that handles our Hard-Pans.

Good leather and good shoemaking—that's the combination: that's exactly our proposition and that's what counts when it comes right down to business.

Think what this means to you when we give you the exclusive agency in your town. We give you shoemaking, we give you profits. Deliveries right out of stock.

Mail a postal today for samples.

Our Name on the Strap of Every Pair

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

THE BACK YARD.

How It Became a Thing of Rare Beauty.

Written for the Tradesman.

When Cotterman took 502 Windom place he bought it more for its locality and possibilities than for any immediate attraction, for that it did not have. When the town was first laid out there was a strip of territory running through it with big primitive trees, and 502 had a sturdy, wide-spread oak in the front yard and a splendid elm in the back that "covered all creation." At the time that Cotterman took possession the house wasn't anything to brag of and the grounds, front and back, were a sight. A year or two of occupancy led to a house that was worth living in, with bay windows and a front veranda with vines, and a lawn which was a little piece of landscape gardening "something less than divine," as one of Mrs. Cotterman's effusive callers declared it, a statement that Cotterman said he would have been better satisfied with if the woman had stated how much so.

When that had been accomplished the man of the house declared that he had got through. There wasn't a finer place on the street and he was willing with his right hand up to affirm there wasn't another place in the whole town that went ahead of it, and as for bothering with any backyards he wasn't going to do it—and down in her heart Mrs. Louis Cotterman said he would. So after the novelty of the new house had worn off and Mr. Louis found out that a law, akin to that of the Medes and Persians, to the effect that a front veranda buried in Virginia creeper was no place and wasn't going to be any place for Louis Cotterman to sit in his shirt sleeves, had been handed down he found that the back yard under what he called his umbrella elm—that's exactly what it was—was about the dandiest he knew of out of town or in to sit after supper and watch the golden glory of the sunset as it poured through the sky's western window.

After a time Mrs. L. C. got into first the notion and then the habit of bringing out her fancy work and sitting on the porch's single step, looking mighty pretty, Mr. L. C. thought, with her dark hair coiled up and a single long, shining curl falling down and resting on her shoulder. He got so he liked to look at the picture she made when the sun got down low enough to look under the drooping branches of the elm, and finally when she didn't come of her own accord he called her out to enjoy the sunset.

So it happened that with his "Dearest Dear," that's what he called her when there was nobody around, on the porch step he began to study the picture in detail, and he found that things didn't harmonize. "A picture at its best, like a jewel, must be well set," he had learned somewhere, and it got so at last that every time the sunlight fell on Mrs. C.'s face it glanced from there to a big rotting hole in the fence back of

her. He didn't like that, and he began to wonder how the fence would look covered with morning glories—these big blue ones, you know, mixed in with some white ones streaked with purple, like some his mother used to have at home crawling all over the wall along the lane. He spoke of it once, but the remark didn't seem to excite any enthusiasm. After he had mentioned it once or twice, Dearest D. turned around to see what particular place he meant, and then with her "tip-tilted" nose in the air she gave a look of contempt at the rotting fence, the tin cans that bordered its base, the litter that had full possession of the back yard and didn't believe the thing would pay. The elm was beautiful, she would admit that; but that great tree growing there shading a yard that was a disgrace to the neighborhood didn't strike her as being just the thing, and she didn't see why it wouldn't be a good plan to cut it down and make firewood of it! And there that beautiful woman sat in the shade of that magnificent elm, that he wouldn't have harmed for a fortune, and calmly talked of having it cut up into firewood! He looked for an instant as if he would have to "cuss" to find relief, but thinking better of it he took it out in glaring at her.

Finding no comfort in that, he turned his gaze at the splendid tree trunk in the middle of the yard, its three feet of diameter speaking of an ancestry that makes insignificant anything pertaining to American descent. Firewood! Humph! That tree! The trees of Lebanon were nothing to it. It ought to be now in the garden of the Hesperides loaded with golden apples!

That's what did the business for him. It is only a step from the sublime to the ridiculous and the man laughed as he thought of calling his back yard—that back yard!—the orchard, growing that sort of fruit! He hadn't the least doubt about Dearest D.'s being one of Juno's commissioned nymphs in charge of the apples; but the garden! It had the accumulations of the ages! If Hercules should get into it he'd think cleansing the Aegean stables a fancy job in comparison with clearing this! Then he began to think of the old fable, and he soon found himself wondering what sort of Hercules he would make changing that 7x9 patch of earth into a bit of the fabulous garden for the nymph on the step; and that creation sat plying her tatting shuttle and looking the elm over from time to time as if she were calculating how many cords of wood it would cut up into!

"I have an idea, Dearest Dear, that with the rubbish cleared out a rustic seat with that splendid hole for a back would be a fine thing for this back yard," Cotterman said with the rising inflection.

"M—well, the tree could be sawed off high enough to leave a good back; but if there are eight cords in it at seven dollars a cord that would come to \$56, and that comes within four dollars of the chamber

suite I saw at Bishop's Furniture Store not long ago."

"Yes; well, I can tell you that that elm tree is going to stand right where it is, and the ax isn't made yet that will cut it down. It's going to live and flourish like a green bay tree until I'm gathered to my fathers, and a century or two after that, I hope. 'Within four dollars!' Woman alive! Don't you know that was one of the attractions to the place when we bought it? Don't you remember you said yourself that it would be hard work to tell which was going to be the front yard and—"

"Yes, I know I did; but I didn't think what a job it was going to be getting it into shape. Now here 'tis six or seven years and it's getting worse every day. I don't blame you; but I've got used to it now and don't mind having it all littered up out here. It'll cost like everything to get it done, and so I think we might as well get the good of it, and a bedroom suite is what I want most now. Look at that pile of ashes over there in that corner. See that heap of demoralized brick in that and that rotting walk from here to the back gate is as vile to look at as the smell of the decaying boards is offensive to the olfactories. I can't stand it a minute longer. Let's go and sit at the front of the house where we sha'n't have to look at it. Come on!"

Cotterman, however, wouldn't go. He hadn't got over his wrath at the thought of cutting down the elm, and while that wasn't to be considered, he did think that the tree's surroundings were wholly unworthy of it. The lot was a deep one to start with; land when he bought was cheap and he took three; the big elm stood in the middle of it. How would it look out there all cleaned out? With just sod there would be a gain of over 100 per cent. Then bordered with a flower bed all around with vines crawling all over everything and a decent fence and that ram-shackle of a woodshed out of the way and a portico in place of a porch—a big wide one—it would be the front yard; they'd make it a good deal more homey than that anyway and he'd—he'd—he'd—well, only himself just then knew what, for his imagination had run away with the rest of him and he finally stopped trying to keep up!

What he did do was to stop at a drayman's on his way down town the next day and tell him to clean out the back yard. "You want to make a good job of it, and when you get that done I want you to pull down the fence all around the lot and that old shed along with it."

Reaching his office he called up Smith, one of his next door neighbors. "Hello! Smith. Good morning. I'm tearing down that old rotten fence between your back yard and mine, and what do you say to turning the whole back way into a sort of a park? If you say yes to it, I'll call up Rogers and see if he'll do it, too. That'll take the whole block and I believe we can have the

prettiest private park in the city. What do you say?"

"I'm in for it. It's a good thing, especially if Rogers says so."

That was what Rogers did say; and by the time June came in, with her apron full of roses, the people in that part of the city began to walk around that way just to rest their eyes by looking at something pretty.

The best was to come, however. The good woman at 502 was shocked one morning at what seemed to be tearing the house down. With a "What under the sun!" she rushed to the kitchen door to find some carpenters removing the back porch preliminary to putting on a "pyazzy;" and a piazza it was indeed. It was as big as parlor and sitting room combined, and when at noon Cotterman came home to luncheon and showed her the plans, wild would be a very tame word to express her delight. "It's what I've been wanting, oh, so long! and to think it's all settled and, as you might say, over without a bit of fret and worry. Louis Cotterman, you are just an—ooh!" and if the reader doesn't happen to know what "ooh" is it is well enough to state that it is the expression of a feminine emotion with a clasping of hands behind the masculine neck, accompanied with a violent mussing of his moustache! No shaking before taking!

I do not believe there was ever a bit of architecture put up under such supervision as that. Hammer and saw alike were watched from seven until six by at least one pair of eyes—oftener by two pairs and sometimes three; for back door splendor had become an object-lesson not only to the immediate neighborhood but to all parts of the town as well.

Then came the day when the carpenter, putting up his tools, remarked, "There, Mrs. Cotterman, you've got the likeliest porch there is in this town anyway, if not in the State, and I'm going right home and begin one on my own house, only on a smaller scale. It's next to living outdoors, and that's what I believe every man, woman and child ought to do three months of the year and as much longer as the weather allows."

That workman had hardly shut the gate behind him before all traces of litter had been removed. Then a big rug went down. Then a lot of easy chairs were put where they belonged. A table found its place and some hammocks went up, and when Cotterman came home Dearest D. wouldn't let him sit down.

"If you get into your Morris chair now, Lou, there will be no early getting you out, and I want these vines up before the neighbors come over. It won't take long."

It didn't, for the vines had been carefully laid back when the building began, and it needed only a nail here and another one there to fasten up the prettiest drapery that ever barred back the intruding sun.

"They ought to have had a housewarming?"

What! In July? Oh, no; a house-

cooling rather, and that's what they did have. The round table was brought out and a warm-weather feast was served in grand style; and when they got to the cigars—that's the fun at a porch-feast—this was what broke up the party and set them all to laughing: "My idea from beginning to end and here's the outcome of it. Right here in this backyard parlor I'm going to spend my summer vacation, and the rest of you can share it with me." They did; and a happier vacation was never had "by mountain stream or sea."

Richard Malcolm Strong.

The Eternal Controversy.

The question of whether alcohol is a food or a poison, and in which Sir Frederick Treves, King Edward's surgeon, has just expressed so decided an opinion, recalls a good story as to whether alcohol is detrimental or beneficial. In a right of way case in the Court of Session (Supreme Court), Scotland, evidence was being given. It was necessary to prove that the public had had the use between two public places for over forty years, and the witnesses, therefore, were mostly old men. An old farmer, over 85 years of age, was giving evidence, and he looked such a picture of health that the presiding judge could not refrain from saying to him: "I suppose you are a total abstainer, sir?" "I've been a total abstainer a' my life," was the reply.

"What an example for you, Mr. —," said the judge, beaming on the counsel who was appearing. The next witness, who gave his age as being over 90, looked, if possible, even ruddier and healthier than his friend.

"I suppose," queried the judge, as he surveyed the witness, "that, like your friend, you are also an example of life-long abstinence?"

The witness hesitated a moment and then replied, "On the contrary, my lord, I would na gang (go) to my bed sober if I could go fou (full)."

"What an example for your lordship," said the counsel as his lordship hurriedly pulled out his pocket handkerchief.

Japanese Woods Are Beautiful.

Japanese woods are as beautiful as Japanese lacquers. The oak trees of northern Japan grow to a large size, but on account of the nature of the ground it is difficult to get out large pieces. The usual sizes are from twelve to fifty-five inches square, and from eight to thirty feet long, and the timber is of excellent quality. The next wood in importance is ash, of which there are about twelve varieties, two of which specially are sought for at the present time, one a beautiful curly ash, and another with a wavy grain. Both are used by Japanese carriage builders for panels. There are some ten varieties of maple; one is a beautiful bird's eye, another has a flowery grain. The sen is used for making furniture, for which it is well adapted, since it gives a good polish, does not warp, and is quite hard and lasts well. This wood and the ash come in logs up to forty-eight inches square.

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 Rizal-For Shotguns.				
No.	Drs. of Powder	oz. of Shot	Size	Per 100
120	4	1 1/4	10	\$2 90
128	4	1 1/4	9	2 90
128	4	1 1/4	8	2 90
126	4	1 1/4	6	2 90
135	4 1/2	1 1/4	4	2 95
154	4 1/2	1 1/4	4	3 00
200	3	1	10	2 50
208	3	1	8	2 50
256	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, 7/8 in. 5-16 in. 1/4 in. 1/2 in.	6 c.	6 c.	6 c.	4 c.
BB, 3/4 in. 7/8 in. 1 in. 1 1/8 in.	8 c.	7 c.	6 c.	6 c.
BBB, 1 in. 1 1/8 in. 1 1/4 in. 1 3/8 in.	8 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	2 35
Steel nails, base	2 15
Wire nails, base	2 15
20 to 60 advance	Base
10 to 16 advance	5
8 advance	20
6 advance	25
4 advance	35
3 advance	45
2 advance	70
Fine 3 advance	50
Casing 10 advance	15
Casing 8 advance	25
Casing 6 advance	35
Finish 10 advance	25
Finish 8 advance	35
Finish 6 advance	45
Barrel 1/2 advance	85
RIVETS.	
Iron and tinned	50
Copper Rivets and Burs	45
ROOFING PLATES.	
14x20 IC, Charcoal, Dean	7 50
14x20 IX, Charcoal, Dean	9 00
20x28 IC, Charcoal, Dean	15 00
14x20 IC, Charcoal, Allaway Grade	7 50
14x20 IX, Charcoal, Allaway Grade	9 00
20x28 IC, Charcoal, Allaway Grade	15 00
20x28 IX, Charcoal, Allaway Grade	18 00
ROPES	
Sisal, 1/2 inch and larger	9 1/2
SAND PAPER	
List acct. 19, '86	dis. 50
SASH WEIGHTS	
Solid Eyes, per ton	28 00
SHEET IRON	
Nos. 10 to 14	3 60
Nos. 15 to 17	3 70
Nos. 18 to 21	3 90
Nos. 22 to 24	4 10
Nos. 25 to 26	4 20
No. 27	4 30
All sheets No. 18 and lighter, over 30 inches wide, not less than 2-10 extra.	
SHOVELS AND SPADES	
First Grade, Doz	5 50
Second Grade, Doz	5 00
SOLDER	
1/4 @ 1/2	21
The prices of the many other qualities of solder in the market indicated by private brands vary according to composition.	
SQUARES	
Steel and Iron	60-10-5
TIN—MELYN GRADE	
10x14 IC, Charcoal	10 50
14x20 IC, Charcoal	10 50
10x14 IX, Charcoal	12 00
Each additional X on this grade, \$1 25	
TIN—ALLAWAY GRADE	
10x14 IC, Charcoal	9 00
14x20 IC, Charcoal	9 00
10x14 IX, Charcoal	10 50
14x20 IX, Charcoal	10 50
Each additional X on this grade, \$1 50	
BOILER SIZE TIN PLATE	
14x56 IX, for Nos. 8 & 9 boilers, per lb 12	
TRAPS	
Steel, Game	75
Oneida Community, Newhouse's	40 & 10
Oneida Com'y, Hawley & Norton's	65
Mouse, choker, per doz. holes	1 25
Mouse, delusion, per doz	1 25
WIRE	
Bright Market	60
Annealed Market	60
Coppered Market	50 & 10
Tinned Market	50 & 10
Coppered Spring Steel	40
Barbed Fence, Galvanized	2 75
Barbed Fence, Painted	2 45
WIRE GOODS	
Bright	80-10
Screw Eyes	80-10
Hooks	80-10
Gate Hooks and Eyes	80-10
WRENCHES	
Baxter's Adjustable, Nicked	80
Coe's Genuine	40
Coe's Patent Agricultural, Wrought	70-10

Crockery and Glassware

STONEWARE	
Butters	
1/2 gal. per doz.	44
1 to 6 gal. per doz.	5 3/4
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, bail, per doz.	86
1 gal. fireproof, bail per doz.	1 14
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 doz.	
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 00
No. 2, Fine Flint, 12 in. (\$1.35 doz.)	7 50
No. 2, Lead Flint, 10 in. (95c doz.)	5 50
No. 2, Lead Flint, 12 in. (\$1.65 doz.)	8 75
Electric in Cartons	
No. 2, Lime (75c doz.)	4 20
No. 2, Fine Flint, (85c doz.)	4 60
No. 2, Lead Flint, (95c doz.)	5 50
LaBastie	
No. 1, Sun Plain Top, (\$1 doz.)	5 70
No. 2, Sun Plain Top, (\$1.25 doz.)	6 90
OIL CANS	
1 gal. tin cans with spout, per doz.	1 24
1 gal. galv. iron with spout, per doz.	1 40
2 gal. galv. iron with spout, per doz.	2 25
3 gal. galv. iron with spout, per doz.	3 25
5 gal. galv. iron with spout, per doz.	4 10
3 gal. galv. iron with faucet, per doz.	3 85
5 gal. galv. iron with faucet, per doz.	4 50
5 gal. Tilting cans	7 00
5 gal. galv. iron Nacefas	9 00
LANTERNS	
No. 0 Tubular, side lift	4 50
No. 2 B Tubular	6 75
No. 15 Tubular, dash	6 75
No. 2 Cold Blast Lantern	7 75



Special Features of the Grocery and Produce Trade.

Special Correspondence.

New York, Aug. 18—When the grocer considers that Mr. Harriman made perhaps ten million dollars at a whack on Friday, he wonders whether it pays to dole out tea and coffee any longer. No. Give it up and buy a few railways, or even a few lots anywhere on Long Island within thirty miles of New York, where the greatest land boom one ever saw is in full blast—a boom that has a solid foundation, too. It is estimated that three hundred million are being spent by public and private individuals in Long Island, and the whole acreage for miles is being cut up into city lots. The old fellows who owned farms they purchased a few years ago are reaping such a harvest as they never dreamed of. Yesterday four heirs of a saloonkeeper who settled in Long Island City in 1861 received \$60,000 each for a block wanted by the Belmont Tunnel Co.

But, coming to the markets, spot coffee has had simply an average sort of week, jobbers reporting only a moderate trade. Nominally Rio No. 7 is worth 83½c, which is exactly the same figure it was quoted at a year ago. In store and afloat there are 3,158,224 bags, against 3,801,218 bags at the same time last year. There has been a good demand for mild coffees and quotations are strongly sustained. Good Cucuta, 93½c, and good average Bogotas, 12½c.

The tea market shows steady signs of improvement, but the change is very slight as yet. The demand from the country is better and quotations are well sustained for about every sort.

Nothing new can be said of the sugar trade. There is a heavy movement in withdrawals under previous contracts and quotations are firm.

Rice is meeting with fair demand, but, as a rule, the call is for very small quantities. Prices are well sustained, but show no change whatever.

Spices are quiet. Quotations are well held and dealers are confident as to the future. Reports from abroad indicate an advancing market.

While the movement of molasses is small as yet, there is a good degree of confidence among holders. They all seem to anticipate higher rates and a good fall and winter demand. Syrups are steady and the market is pretty well cleaned up all the time.

The canned goods market, upon the whole, is in good condition. Tomatoes are steady at 80c for spot goods f. o. b. New York. The supply of goods from last year is said to be about used up. Reports from the West indicate that the crop is going to be badly injured—or rather has been—and if the lately-busted syndicate could have held on awhile longer they might have "made good." Gallon peaches are going to be a good

thing for the holder, as the peach crop South, which started in so very favorably, has been most disappointing. The supply of peas, both of New York State and Western pack, is certainly not over-abundant, and there is a good demand for cheaper grades. Salmon is steady, but little is being done.

The better grades of butter are very well sustained and the supply is hardly sufficient to meet the demand. Extra creameries, 22¾@23c; seconds to firsts, 19@22c; imitation creamery, 17@19½c; factory, 16@17¾c; renovated, 16@20c.

Cheese shows some advance. The market is closely sold up and the demand has been brisk every day. Fancy full cream, 12c. The quality shows some improvement, as the weather has been more favorable.

The better grades of eggs are in good demand and near-by stock is quotable at 25@26c. Finest selected Western, 20c, and holders are very firm in their views.

The Clock Stopped and He Stopped

A certain lady tells a story on her husband to demonstrate the inferiority of the masculine mind. One morning as her husband was sitting down to the breakfast table he glanced at the dining room clock and said: "We must be later than usual this morning."

"Don't place too much confidence in that clock. It stopped at five o'clock this morning, and I just set it going by guess," replied the good wife.

"Were you up at five o'clock?" asked the husband.

"Of course not."

"What time did you say the clock stopped?"

"At five."

"If you weren't up at five," replied the man, with a puzzled look, "how in thunder do you know when the clock stopped?"

"Why, dear, it stayed stopped," was the reply.

The man didn't say another word that morning.

We want competent Apple and Potato Buyers to correspond with us.

H. ELMER MOSELEY & CO.
504, 506, 508 Wm. Alden Smith Bldg.
GRAND RAPIDS, MICH.

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

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

Clover and Timothy

All orders filled promptly at market value.

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

Redland Navel Oranges

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

THE VINKEMULDER COMPANY

14-16 Ottawa St.

GRAND RAPIDS, MICH

NEW CHEESE

"Warner's Cheese"

BEST BY TEST

Manufactured and sold by

FRED M. WARNER, Farmington, Mich.

Butter, Eggs, Potatoes and Beans

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

R. HIRT, JR., DETROIT, MICH.

Egg Cases and Egg Case Fillers

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

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

ESTABLISHED 1876

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TIMOTHY, CLOVER, RED TOP, ORCHARD GRASS

Let us have your orders. Fill same promptly.

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Office and Warehouse Second Ave. and Railroad.

BOTH PHONES 1217

GRAND RAPIDS, MICH.

Fishermen, Attention!

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

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

Both Phones 1254

71 Canal St.

Order

Noiseless Tip Matches
Pineapples
Messina Lemons
Cheese

Golden Niagara Canned Goods of

C. D. CRITTENDEN, Grand Rapids, Mich.

Both Phones 1300

Sell

Butter
Eggs
Produce to

3 N. Ionia St.

THE HEAD OF A MOUSE

Better Than the Tail of an Elephant.

Written for the Tradesman.

It was a tiny store on a side street. The man who stood behind the one counter day and evening was old and gray. When he was not visible somewhere about the place the door was locked. He looked after his own goods and handled his own cash.

He sold candy, furnishing goods, cigars, newspapers and odds and ends of almost everything, paid cash for what he bought and offered a reward of \$5 for evidence which would convict himself of ever giving credit to any person under the high arch of heaven. He was not a recluse nor a miser. He sought to enjoy life, and when he wanted to go to the theater he locked his store and went.

One day a traveling salesman dropped in on the old man and sat on a high stool watching him at work on his books. The old merchant was a perfect penman, and his books of account were famed for their neatness and their accuracy. The salesman watched the pen moving over the pages for a long time before venturing an observation.

"You've got a mighty handsome set of books there," he finally said.

"I have plenty of time to do the work in," was the reply. "There is no reason why the work should not be well done."

"Look here," said the salesman, "I know where you can make double the money you are making here."

"That interests me," replied the old man.

"If you can keep books like that you can get a place with my firm." "Too old," was the short rejoinder.

"Not for our house," said the salesman. "The proprietors are not looking for young calves and colts to break in. They have three or four young book-keepers there now, and they want an older man to take charge of the whole accounts department."

"And you think I could get the place?"

"I have no doubt of it. You understand buying and selling as well as the keeping of accounts. That is much in the business world."

"And what would the salary be?" asked the old man.

"Not less than \$2,000."

The old man hesitated.

"I don't make that here," he finally said.

"I should think not."

"Not half of it."

"I suspected that," said the salesman. "Better close up and come

along to the city with me and see about the job."

The merchant chuckled.

"Not to-day," he said. "Not to-day."

"There is no time like the present. The position may be given to some other man," urged the salesman.

"Couldn't stand the strain," said the merchant.

"No strain there."

"I mean the strain of being bossed."

"Oh, I see!"

"The first time one of the bosses came in and said something cross to me about my work, or about anything, for that matter, I'd up with a ledger and bang him over the head with it. The first time one of the young book-keepers gave me any lip I'd lift 'em up by the hair of the head and dump 'em out of the window."

"I don't think you are quite as ugly as that," laughed the salesman.

"I worked under about nine hundred bosses when I was a young man," began the old merchant, "and the ones that I didn't lick licked me at the time of parting. Because a man pays me money for doing his work is no reason why he should stick his nose into my affairs generally. I can't stand it to be bossed."

"And so you keep yourself in this little coop year in and year out?"

"That's the size of it. I am my own boss here. You know the old adage: Better be the head of a mouse than the tail of an elephant? Well, I am the head of a mouse here—and a mighty small mouse at that. It suits me all right, though."

"But all bosses are not hard to get along with."

"I am the one that it is hard to get along with," said the old man, with a grin. "I think sometimes that the devil must be saving up a nice warm place for me. I just won't be bossed, and there's all there is to it. No job for me in a big house."

The door opened and a pert miss of 16 entered with a tin pail in her hand. She advanced to where the old man stood and placed the pail on the counter.

"Here's that wagon grease mother got here," she said. "What she asked for was nice dairy butter. You dump that stuff and wash out the pail."

The old man colored painfully and took the pail out to the back yard, where the salesman heard him working a pump. Presently he returned and went down the narrow cellar stairs. When he handed the pail back to the girl it held two rolls of choice dairy butter, and the girl turned up her nose and left the store.

"One of my best customers," said the old man. "She probably kept the butter in the hot kitchen too long. I had to make it right."

Again the door opened and a woman carrying a baby in the curve of one arm and leading another entered and bestowed a scowl upon the old man.

"Nice lot of stuff you sent me for molasses," she said. "There'd been kerosene in the measure, and it spoiled my cake."

"Did you bring it back?" asked the merchant.

"No, I flung it away. I want some more, and want you to give me a dish to take it home in. You're bright to make such a mistake as that. You're too old to run a store."

The woman went away after getting what she wanted, and a boy stood in her place before the counter. He was ugly, and ragged, and impudent. He threw half a plug of tobacco down so that it rolled on the floor.

"Papa says that's the rottenest tobacco he ever struck, and he wants you to make it good," he said. "He says you're an old fool, an' don't know any better or he'd quit trading with you. Hurry up, now. I can not fool with you all day."

The old man took the boy by the hair and kicked him out of the door and threw the tobacco after him.

"You struck a regular symposium," he said to the salesman.

"And you still think that you are the head of the mouse?" laughed the salesman.

The old man looked the rage he did not express.

"I'd rather have one boss than a hundred," said the salesman. "And you ought to be able to understand what makes a boss cranky occasionally. I guess you'd make things lively for a clerk if you had one here this afternoon. Now wouldn't you?"

"I might."

"I can't see how a man who has the experiences every man who deals with the public must have can object to an employer having a temper of his own. Why, the boss has to stand all the mistakes he makes and all the mistakes the others make. It is a wonder to me that a lot of the employers of labor don't go to Kalamazoo. Well, you may keep right on thinking you are the head of a mouse, and I'll continue to swing on the tail of an elephant."

The old merchant sat on the counter a long time that night, thinking it over.

Alfred B. Tozer.

NOW IS THE TIME we can handle your small shipments of fancy fresh gathered eggs at good prices for you. We do not have to sell at any old price to clean up if we are unable to sell for what we value them at, we run them through the Candling Dept. and you get the benefit.
L. O. SNEDECOR & SON, Egg Receivers, 36 Harrison St., New York
Established 1865. We honor sight drafts after exchange of references. We try to treat every one honorably and expect the same in return. No kicks—life is too short.

Guns and Ammunition



Complete line of
Shotguns, Rifles and Revolvers
Loaded Shells

Camp Equipment Big Game Rifles

FOSTER STEVENS & CO.

Grand Rapids, Michigan

MILLERS AND SHIPPERS OF

Established 1883

WYKES-SCHROEDER CO.

FEEDS

Write for Prices and Samples

GRAND RAPIDS, MICH.

Fine Feed

Corn Meal

Cracked Corn

STREET CAR FEED

Mill Feeds

Oil Meal

Sugar Beet Feed

MOLASSES FEED

GLUTEN MEAL

COTTON SEED MEAL

KILN DRIED MALT

LOCAL SHIPMENTS

STRAIGHT CARS

MIXED CARS



Michigan Knights of the Grip.
President, H. C. Klockseim, Lansing;
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Secretary and Treasurer, O. F. Jackson.

CUSTOMER'S CONFIDENCE.

The Traveling Salesman Must Gain and Hold It.

"The thing to do in handling your customer is to gain his confidence," began the necktie man, and the next thing to do is to hold his confidence. I've been going over my territory for a good many years and I flatter myself that I have as solid a line of customers as any man out in this country. I know, to be honest about it, that there are lots of lines of goods out here that are on a par with mine, and there is no reason why my customers, as far as value of goods is concerned, might not as well buy their goods elsewhere. At the same time, my customers stick to me."

"I wish I had my trade as solid as you have," remarked the hat man.

"Well, I treat my trade right," continued the neck tie man. "Now for instance, I was up in the Black Hills last time just about the time I was winding up. I was about a week late, and my customer had been waiting for me to buy some Fourth of July neckties. He was running short on them. When I reached town I didn't even have time to telegraph in and get some stuff out for him. I was sorry about this, but he had been a faithful customer, in fact, gave me every cent in his line. I was lucky, though, in having quite a number of 'outs,' so, after he had given me his regular bill, I not only put the outs in a pile, but threw on top of them a whole lot more samples I could spare. You know I carry my line all made up instead of trying to work the confidence game and getting my customers to buy from swatches—small samples no larger than the palm of your hand."

"The prices on the samples ranged from \$4.50 to \$6 a dozen, and there were a few \$9 goods among them. 'Now, look here,' I said to my customer, 'you have been on the square with me and have been waiting for me. I can't get anything out in time for the Fourth, but I'll just let you have this bunch of samples over here. They will help you out a good deal. Are they worth anything to you?' 'I can use them in my sale; they are worth \$4 a dozen to me,' answered he. 'They would make a bully good 50 cent line.' 'Well, I can't let you have them at that price,' I answered, 'but you may have them at \$3.50.' There were nine dozen in all. I would just as soon have gone down into my friend's pocket and taken out \$4.50 as to have charged him \$4 a dozen for those ties, because my customary price on samples is only \$3.50."

"Well, it isn't everybody that will appreciate a thing like that," remarked the groceryman. "I know I once struck a fellow who wanted to buy an opening bill in my line. He had been carrying dry goods and clothing and everything of that sort, but didn't know anything about my business. He wanted to put in a line with which to fight a competitor who had been an exclusive grocer, but who had put in a general line of goods."

"I was making a special trip on pipes that time and had a large case of samples with me. These I had in the back end of his store. When we got down to pipes—I had made an estimate of all the other stuff for him—I thought it best for him to pick out the line. Just as I had spread out the samples on the counter a messenger boy came in and told me that a man from a neighboring town wanted me at the telephone. I was gone at the telephone office about half an hour and when I came back my customer had laid out enough pipes for an exclusive store on Broadway. 'Well, give us about a dozen each of these, I guess,' he said. 'We have a big Irish settlement west of here.' 'Well, Irish or no Irish,' I replied, 'you don't want all those pipes. If you will cut down about half of them and say six each, that would be a little more like it,' and I cut down his pipe order at least three-fourths, and, do you know, I never sold that son of a gun another sou. After that I made up my mind that I would let a man have all he wanted."

"Well, you can work your game as much as you please," remarked the necktie man. "While I may lose out a little once in a while my way, I am going to keep on playing the old system, and if a customer wishes to order more than I think he really needs, I am going to suggest to him that he do not take so much."

"I have one customer," spoke up the hat man, "who, when I first struck him, was loaded up to the guards with goods. He bought a bill from me and I cut it down hard after he had given me the order. Now, for three years I haven't even carried my trunks to that man's town. I go in there in the evening and go out early the next morning. The last time I went to his place my train was three hours late. I did not reach there until 9 o'clock, but still my man was waiting for me at the hotel. He took me down to his store. We went through his stock that night, thus saving for me a whole day."

"Well, you can handle some customers that way," remarked the furnishing goods man, "but not all of them. I have many who let me pick out their goods for them, but I have one that I let almost absolutely alone. You cannot handle every customer alike. When I first struck this man and told him my business, he said: 'Now, I'll buy some goods from you if you'll just let me have my way. The fellow I've been dealing with always wants to buy for me. My money is to pay for what I buy and I want to have the fun of picking it out.'"

"So I had my trunks thrown in his store after supper, and when I opened

my samples so they could be looked at I took a seat down by the stove and literally left this man and his clerk to pick out the bill. He went through the stuff, a line at a time, throwing out what he wanted, and as he finished with one line he would call to me to write it down. That's the way I've been selling him ever since. In handling a customer there is a great deal in finding out how he himself likes to be handled."

"Did you ever strike a fellow," asked Watkins, "who had a spite against one of the landlords in town and would not buy goods from you if you stopped at that man's hotel? I run against a snag of that kind every once in awhile."

"Well, what do you do, Watkins?" asked Brewster, the merchant.

"I try to make peace if I can. If I cannot do that, unless my customer is an old one and has a good cause for a grudge, I usually hunt some one else to do business with. In a case of this kind you can count on it that it is easier to find a new customer than to pack up your samples and move to another hotel. As a rule, I like to do business with a man who has a hobby. If I can find out what a man's hobby horse is, I always try to jump up behind, but I draw the line on a fellow who won't deal with you if you stop at the wrong hotel. His hobby horse is too weak backed to tote double."

"Yes, but it's a good idea to stand in with your customer," remarked the groceryman.

"But it is better," remarked Brewster, "to have your customer feel that he should stand in with you. In handling your customer, if possible, accept a favor, rather than give one."

"And there is another thing that a man must not do," began Watkins. "It is forgetting an old customer who has gone out of business. Once in a while a merchant will come to feel that he would rather feed a thrashing machine when the thermometer is 104 than measure calico. But after they sell out to try something else for a while, nine times out of ten they go back into business, and when they do, they will always appreciate the man who remembered them when they had no goods to buy."

"I used to have a customer who finally sold out his store and started to raising chickens. For three years, every time I visited his town, I would ring him up on the phone and have him come in to take dinner with me, or else go out to his house and take a squint at his domineckers. He would invariably say to me: 'Watkins, confound you, you know I appreciate a little visit with you. A whole lot of the boys who were good fellows when I bought goods have dropped me, now that I'm not in the business, one by one, until there are only a few of them left. I'm going to fool a big bunch of them pretty soon. I'm getting tired of white-washing henhouses to keep the mites away, and I think next spring I shall start up a business shack like I used to have. That's when some of the boys will come back and want to be sweet again, but just watch me give a few of them the wrinkled brow.'"

"Ah, you bet!" exclaimed the furnishing goods man. "The right thing to do in handling your customer is to be a man with him—just a man—that's all. I think a great deal of a man who gives me his business. A man's heart and his pocketbook are not far apart."

"Mr. Brewster, you know we boys on the road become much attached to many of our customers. The traveling man and his customer, after many years of dealing, draw close to one another. Of course we oftentimes get a hard bump on the head from those we think to be our friends, and I myself try to avoid too close a friendship with my customers. At the same time I cannot help it once in a while. Now, take a case like this: I had a man who had given me more or less of his business for two or three years, but one year he had just about cut me out altogether, so when I went out to Omaha, which wasn't far from where he is in business, instead of going out to his town, I dropped him a line. I thought he was going to pass me up, anyhow, and, you know, when we don't wish to make a town or think there is nothing in it, we write or phone a customer."

"That's a good way to lose one, too," put in Watkins.

"Sure thing," continued the furnishing goods man. "Write a man or phone him if you want to lose him. Well, a reply came addressed in a lady's hand. My customer's wife told me that her husband was sick in the hospital at Omaha. She was at the hospital with him. I got the letter only an hour or so before my train from home for about three months. I left. I had my ticket bought and sleeper paid for, and I had been away couldn't go out to the hospital, but I did go down to the florist's and sent out a nice bunch of flowers to my customer's wife and wrote her a note saying I trusted her husband would soon be up and on his feet again. That was just a simple thing to do, and I would have done just the same had the man been in the drug business instead of in my line. The next time I was in Omaha I found a letter from this man asking me to phone him. I did so and he came down and bought from me his complete bill of goods."

Charles N. Crewdson.

Plenty of people do not look where they are going; but there are mighty few who will not some day go where they are looking.

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

THE MAKER'S NAME.

Why all Buyers Should Insist Upon Its Use.

We often hear it said that there is little in a name. Such remarks usually are made without consideration. There is a great deal in a name when the name belongs to the manufacturer of a commodity of barter or merchandise. A dual interest attaches to the name in that case—the value to the manufacturer himself and the incidental value to the customer who purchases the goods. In either case the value is there.

The manufacturer who places his goods on the market minus his name stamp on each separate piece is at a disadvantage with the manufacturer who does so place his name upon his goods. A brief competition would suffice to demonstrate the truth of this and to drive the former out of business or into the ranks of the winning class. On an article of equal merit the goods having the name upon it will be given the preference by the customer every time. The customer appreciates that no honest manufacturer is afraid to place his name upon the goods.

The general awakening of the buying public to the fact that it will be money in their pockets if the manufacturer's name be on his goods has caused the latter to see that it will be a little money in his pocket, too; and the more pronounced this mutual realization has become the greater the activity shown by the manufacturers to climb into the band wagon of a more open and honest business method.

But the fact that the placing of the name upon the article or goods does not in itself bespeak quality or equalize qualities where the number of similar articles are in question, shows great moral courage in the man who does so, for it follows that when a manufacturer once loses his name he loses his prestige and his fortune. In this fact lies the buyer's safety. The maker who will place a good article, or an article which he believes to be good, on the market under these circumstances without his name upon it is a business coward. He does not deserve, and usually does not achieve success.

But with the ever increasing popular demand for the name on goods, not only is the inclination to persist with the nameless articles greatly modified but the manufacturers find it harder and harder to place the same on the market. The retail merchant finds it to his interest to follow the public's view, and whenever possible he taboos the nameless article. He no longer wishes to make himself the scapegoat of unscrupulous manufacturers. Moreover, the honest retailer is realizing more and more the importance of the big question mark that usually follows the handler of doubtful or dishonest goods. Half and half tactics in business do not work. He must align himself boldly on one side or the other. He must either skin the people and be a "skin" or he must carry only that which is above suspicion

and which he is willing to guarantee, and be a reputable merchant.

And because the manufacturer's name on the goods makes the matter of guarantee a simple and inexpensive proposition to the retailer he sees nothing but advantage to himself in climbing into the band wagon and cutting out the nameless goods.

When the customer buys a watch now "fine American movement" or "elegant Swiss movement" will not do. He wants the name. "Swiss" no longer is synonymous for quality, and no more is "American." When he buys a suit of clothes he no longer is deceived by the "fine tailored" neatly catstitched in silk up under the coat neck band, or by the "custom made for fine trade." He wants the name. The same may be said of shoes, hats, collars, guns, ranges, buggies, plows, or in fact of any article or commodity of barter. The customer wants the name. If he gets satisfaction, he will know what to call for the second time, and if he fails to get satisfaction he will know what to avoid. Misleading or obscure trade marks no longer suffice. Trading on the reputation of some one else's good manufacture has become a fine science and the buying public no longer cares to lend itself to such insidious methods. They realize that the man who has risked his all on an open and fearless combat on the merit of his goods deserves the protection they give him.

Should he be dissatisfied with one make the customer will try another one the next time, and still another, and so on until he is pleased. But he always will get the article that is backed by a name. Once he has struck the make that suits him he will stick to it. I know any number of men who have bought the same maker's hats, shirts and collars for over twenty years—the name having become with them a byword for reliability and quality.

Often a wavering buyer is influenced to a decision by seeing an article advertised. And usually his confidence grows commensurate with the persistent appearance of the ad. He realizes that the greater publicity given the greater the likelihood of real worth. Fakes and impositions cannot run the fire of persistent public scrutiny, and neither the good pulling qualities of the paper nor the neat get-up of the ad can make a good egg out of a bad egg. "We are selling a sewing machine as good as any of the standard makes" is an advertisement for the standard makes. The advertiser might well save himself his money. Far better for him to come right out and say: "I am Blank. Try my machine." With persistent advertising the buyers eventually will come, and if the machine be a meritorious one the prestige and value of the name will grow as time goes on.

C. D. Romero.

You cannot lead men to their possible good unless you have some faith in their present good.

It is hard keeping the heart healthy when you put your treasure into unclean places.

Died and Left All Behind.

A great millionaire was dying.

This was certainty, for the reason that four doctors at his bedside were insisting to the newspaper reporters that he had only a slight cold in one of his golf shoulders.

But four famous physicians attending a great millionaire merely for a bad cold are not to be sneezed at. Four days later there was no hope for the great man, save in the half hourly bulletins issued by the great physicians in order that their names might be printed in small capitals in the newspapers.

For nineteen years four and one-half months this great millionaire had been a nation wide topic of conversation.

"Where did he get it?" however, was the chief point of insistence.

What the great millionaire had done with some of it was an old and risqué story, but in spite of this he was a great millionaire still. He could take none of the residue with him, however, and from the question, "Where did he get it?" the world turned to asking, "What will he do with it?"

For ten days there were at least 10,000 persons in good health who had less sleep than the dying great millionaire had on his bed of pain. Then came the end—and the obituaries.

When the will was read at last the 10,000 persons who had been feeling for years that the great millionaire never had been understood suddenly shrunk to 231 individuals, of which 197 could feel that he was a little narrow and unappreciative after all. The estate, however, was at least \$200,000,000, making allowance for the fees of the great physicians. A goodly lump of this estate went to his home city, and it was agreed by the city council that the great millionaire had been a great loss.

"One hundred million dollars given away to the city of his birth!" was the shocked realization of his kin.

But on the day that they laid the great millionaire in his mausoleum a score of men who all their lives were so generous that they died penniless were laid to a last unmarked place in the potter's field.

Moral: You can not expect a reputation for generosity in an obituary unless you are prepared to leave several other millions in the family as a guarantee of good faith.

Gripsack Brigade.

Herringa & Tanis, proprietors Hub Grocery, Holland: We take pleasure in stating that the Michigan Tradesman is the best trade journal that comes to our place of business.

A Bay City correspondent writes as follows: C. D. Vail has formed a copartnership with F. H. Wood, the well-known traveling man, and will sell underwear, hosiery, etc., direct from the mills, their headquarters being in Detroit.

James Bonar is one of the Detroit traveling men who have been appreciated. He has been salesman for the Maddocks Glove Co., covering long trips through important territory and selling mostly to whole-

salers. Some time ago he was taken into the firm, but he continues to travel. Mr. Bonar came from Morris, Ill. He is an Elk, a Shriner, and a good fellow. When in the city he stops with his brother-in-law, Norval Sharpe, in the San Bernardino apartments.

Butter, Eggs, Poultry and Beans at Buffalo.

Buffalo, Aug. 22—Creamery, fresh, 21@24½c; dairy, fresh, 16@21c; poor, 14@15c.

Eggs—Fancy candled, 19@20c; choice, 18@19c.

Live Poultry—Broilers, 14@15c; fowls, 12@13c; ducks, 12@12½c; old cox, 8@9c.

Dressed Poultry—Fowls, iced, 13@13½c; old cox, 9@10c.

Beans—Pea, hand-picked, \$1.50; marrow, \$2.75@3; mediums, \$1.80; red kidney, \$2.60@2.75.

There is an expression in common use which, intending to convey the idea that something is a wonderful bargain and very desirable, characterizes it as "cheaper than gold dollars at ninety cents." These coins have never been quoted at any such figure, but it is ordinarily supposed that they are worth only a dollar and pass current for that, no more and no less. It is worth while for those who have them to know that just now they are at a premium, and are worth at least \$1.50, and the supply is not keeping pace with the demand. Previous to six years ago something like nineteen or twenty million of them had been put into circulation. The last were coined especially for the Louisiana Purchase and the Lewis and Clark Expositions. Previous to that the last regular mintage was in 1889. It is certain that there are still millions of gold dollars somewhere in this country. The banks perhaps have some, but presumably not a very great amount. Many are retained as keepsakes and souvenirs, and those who have saved them are entitled to know that they are growing more valuable every year.

The Pan-American Congress has taken up about every question under the sun and at last has got around to tuberculosis. All the resolving in the world won't find a cure for the dread disease, but certainly sanitary provisions can be made which will do much to ward it off. Its growth in the Western Hemisphere is justly a cause for alarm, and if the Congress can help out the doctors, so much the better.

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



Michigan Board of Pharmacy.
 President—Henry H. Helm, Saginaw.
 Secretary—Sid. A. Erwin, Battle Creek.
 Treasurer—W. E. Collins, Owosso; J. D. Muir, Grand Rapids; Arthur H. Webber, Cadillac.
 Meetings during 1906—Third Tuesday of August and November.

Michigan State Pharmaceutical Association.

President—Prof. J. O. Schlotterbeck, Ann Arbor.
 First Vice-President—John L. Wallace, Kalamazoo.
 Second Vice-President—G. W. Stevens, Detroit.
 Third Vice-President—Frank L. Shilley, Reading.
 Secretary—E. E. Calkins, Ann Arbor.
 Treasurer—H. G. Spring, Unionville.
 Executive Committee—John D. Muir, Grand Rapids; F. N. Maus, Kalamazoo; D. A. Hagans, Monroe; L. A. Seltzer, Detroit; Sidney A. Erwin, Battle Creek.
 Trades Interest Committee—H. G. Colman, Kalamazoo; Charles F. Mann, Detroit; W. A. Hall, Detroit.

Best Method of Preserving Grape Juice.

After obtaining the juice in the usual manner by expression, it should be strained through felt. By heating the albuminous matter is coagulated and may be skimmed off, and further clarification may be effected by filtering through paper; but such filtration must be done as rapidly as possible, using a number of filters and excluding the air as much as possible.

If the juice is to be preserved as such it is heated in the bottles intended to contain it and sealed while still hot. The heating is accomplished by immersing the quite full and uncorked bottle in water, gradually heating the water and keeping at a boiling temperature for some time.

A better method of proceeding, however, for the pharmacist who makes the juice for his own use is to convert it at once into concentrated syrup. This is done by dissolving about 2 pounds of refined sugar in 1 pint of the expressed juice. The sugar will dissolve in nearly this proportion without the aid of heat, and a syrup made "cold" will have a finer flavor, but the use of a gentle heat in effecting the solution will improve the keeping quality of the syrup.

The concentrated syrup so made is diluted with plain syrup as wanted in the proportion of about one to three.

The juices found in the market are usually preserved by means of antiseptics; but so far none has been proposed for this purpose which can be considered entirely wholesome. Physiological experiments have shown that while bodies suited for this purpose may be apparently without bad effect at first, their repeated ingestion is likely to cause gastric disturbance.

Joseph Lingley.

Anesthesia for the Wounded Soldier.

In a recent pamphlet Prof. Schleich proposes that every soldier in the field be provided with a means by which, in case he is wounded, it may be possible to produce a narcotic sleep which would alleviate his sufferings until other help arrived. The remedy most suitable for this purpose

is believed to be a mixture of chloroform, ether and ethyl chloride, with a boiling point closely approximating that of the temperature of the body. This combination has been used as a general anesthetic by Schleich and others in all classes of cases with good results. It is claimed to possess an anodyne action and the power of producing sleep without inducing a true narcosis, and therefore seems particularly adapted to the purpose for which it has been recommended. For practical use the remedy is to be carried about in small aluminum capsules containing absorbent cotton which has been saturated with the narcotic mixture. Each soldier is to be provided with three capsules, and when wounded he is directed to withdraw the cork from one of these small receptacles and simply inhale the narcotizing vapor.

The Drug Market.

Gum Opium—Is firm at the recent advance, with no prospects of a lower price. Reports from the primary market would indicate a firm market during the year.

Morphine—Is unchanged.

Quinine—Is dull and weak.

Citric Acid—Is very firm and another advance is looked for.

Iodine and Preparations—Are likely to be higher on account of the earthquakes in South America, where most of the shipments are made.

Menthol—Has a very firm position and is steadily advancing.

Wahoo Bark—Has again become scarce and is advancing.

Cubeb Berries—Have advanced and are very firm.

Juniper Berries—Are tending higher.

Oil Anise—Is firm and advancing.

Oil Bergamot—Has advanced.

American Saffron—Is being advanced by speculators.

Honduras Sarsaparilla Root—Has again advanced and is tending higher.

Lobelia Seed—Is in better supply and has declined.

Platinum—Has almost doubled in price and manufacturers have advanced all preparations.

Corrosive Sublimate Found in Calomel.

In the report of the Committee on Drug Adulteration of the Missouri Pharmaceutical Association, read at the recent meeting at Pertle Springs, it was stated that corrosive sublimate had been found in a sample of calomel purchased in the open market. Professor Hemm, in discussing the report, said: "This can be the result only of gross negligence, but it puts calomel once more in the list of drugs which must be carefully tested."

In purchasing other drugs besides calomel it will be well for the druggist to buy exclusively of a reliable jobber, and only those brands of whose purity he has assured himself. It is unfortunate that in the report the name of the manufacturer was not given. We urge the necessity of the druggist securing from his supply house a written guarantee as to the purity of his drugs.

A King on the Horse.

William of Germany is so intense he has to do a little of everything. He has taken the horse in hand, and now tells how one should care for him. Listen:

Do not expose your horses to draft in or out of the stable.

Do not allow any broken windows in your stable. At the same time see that it is properly ventilated.

Do not keep your horses too warm. Never cover them with blankets in the stable.

Exercise your horses daily as the best preventive against disease.

Don't feed wet fodder, but give dry fodder and fresh water. In winter let the water stand a while after taking it from the well or faucet.

Prevent ammonia gases, which are bad for the eyes and the ligaments.

Every fourth or sixth week remove the shoes and have the hoofs attended to. After that the shoes may be nailed on again.

When the roads are covered with ice use spiked shoes.

Do not put an ice-cold bit into a horse's mouth.

Cuticura Soap Imitated.

The manufacturers of Cuticura soap recently entered suit for an injunction restraining another concern from making an alleged imitation of their soap. The defendant, however, in his answer intimated that the Boston company did not come into court with clean hands, and declared that he had never been notified previous to the suit of any infringement of the brand. The charge is made that "the complainant has made false and fraudulent statements that its soap will cure all kinds of skin and blood diseases, when it has no medicinal or curative properties, and is an ordinary green soap perfumed and sold to the Potter corporation by manufacturers at \$3 per gross in bars." The injunction was refused.—N. A. R. D. Notes.

Force at Iron River May Be Doubled.

Negaunee, Aug. 21—Fully 1,200 men are now employed by the several mining companies operating in the field at Iron River and Stambaugh. This is more men by 500 than were ever employed before, and means a pay roll of about \$60,000 monthly. Of the 1,200 men, something more than half are in the service of Pickands,

Mather & Co., or a greater number than found work in the district three or four years ago.

With the development of other promising properties under way, notably at the Caspian, Baltic and Fogarty, it seems entirely likely that the present working force will be doubled within the next two years.

He gets little good out of his own faith who sees no good in any other.

**School Supplies
Holiday Goods**

Wait for the big line.
FRED BRUNDAGE Wholesale Druggist
 Muskegon, Mich.

**Dorothy Vernon
Perfume**

Popular in Odor!
 Popular in Name!
 Popular in Price!



Universally sold at retail, 50 cents per ounce, and at wholesale at \$4.00 per pint, net.

**Dorothy Vernon
Perfume**

**Dorothy Vernon
Toilet Water**

**Dorothy Vernon
Sachet Powder**

The
Jennings Perfumery Co.
 Grand Rapids, Mich.

**PILES
CURED**
 ...without...
 Chloroform,
 Knife or Pain
Dr. Willard M. Burleson
 103 Monroe St., Grand Rapids

Booklet free on application

Fire and Burglar Proof

Safes

Tradesman Company, Grand Rapids

WHOLESALE DRUG PRICE CURRENT

Advanced—
Advanced—Citric Acid, Oil Peppermint, Camphor.

Acidum		Copaiba		Scilla Co		Liquor Arsen et		Rubia Tinctorum		Vanilla	
Aceticum	60	Cubebae	1 15 25	Tolutan	50	Hydrarg Iod	25	Saccharum La's	22 14	Zinci Sulph	9 00 2
Benzoleum, Ger.	70 75	Erigeron	1 20 21 30	Prunus virg	50	Liq Potass Arsenit	10 12	Salacin	22 25		
Boracic	17	Gaultheria	1 00 21 10			Magnesia, Sulph	20 8	Sanguis Drac	40 50		
Carbolicum	26 29	Geranium	3 25 22 35			Magnesia, Sulph bbl	1 14	Sapo, W	12 14		
Citricum	52 55	Gossypii Sem gal	50 60			Manna, S F	45 50	Sapo, M	10 12		
Hydrochlor	10 5	Hedeoma	2 25 22 50			Menthol	3 40 3 50	Sapo, G	15 15		
Nitrosum	10 12	Juniper	40 21 20			Morphia, B P & W	25 26 60	Seidlitz Mixture	20 23		
Oxalicum	10 12	Lavendula	90 22 75			Morphia, S N Y	25 26 60	Sinapis	15 15		
Phosphoricum, dil.	42 45	Limons	35 21 40			Morphia, Mal.	3 25 26 60	Sinapis, opt	20 20		
Salicylicum	1 14 5	Mentha Piper	3 50 23 60			Moschus Canton.	40 40	Snuff, Maccaboy.	40 40		
Sulphuricum	75 35	Mentha Verid	5 00 25 50			Myristica, No. 1	25 26 80	DeVos	51 51		
Tannicum	75 40	Morruhae gal	1 25 21 50			Nux Vomica po 15	25 26 80	Snuff, S'h DeVos	51 51		
Tartaricum	35 40	Myrica	3 00 23 50			Os Sepia	25 26 80	Soda, Boras	9 11		
Ammonia		Olive	75 23 00			Pepsin Saac, H &	1 00	Soda, Boras, po.	9 11		
Aqua, 18 deg.	40 6	Picis Liquida	10 12			P D Co	01 00	Soda et Pot's Tart	25 26 80		
Aqua, 20 deg.	60 8	Picis Liquida gal	10 12			Picis Liq N N 1/2	01 00	Soda, Carb	1 14 5		
Carbonas	13 15	Ricina	02 01 06			Picis Liq qts	01 00	Soda, Bi-Carb	3 4 5		
Chloridum	12 14	Rosmarini	01 00			Picis Liq pints	01 00	Soda, Ash	8 14 5		
Aniline		Rosae os	5 00 26 00			Pil Hydrarg po 80	01 00	Soda, Sulphas	2 2 2		
Black	00 2 25	Succini	40 45			Pil Nigra po 22	01 00	Spts, Cologne	02 60		
Brown	80 1 00	Sabina	90 1 00			Piper Alba po 25	01 00	Spts, Ether Co.	50 55		
Red	45 50	Santal	2 25 24 50			Pix Burgum	01 00	Spts, Myrcia Dom	02 00		
Yellow	2 50 23 00	Sassafras	75 20 80			Plumbi Acet	12 15	Spts, Vin Rect bbl	02 00		
Baccaes		Sinapis, ess, os.	0 65			Pulvis Ip'e et Opil	1 20 1 50	Spts, Vi'l Rect 1/2 b	02 00		
Cubebae	18 20	Tigil	10 21 20			Pyrethrum, bxs H	01 00	Spts, Vi'l R't 5 gal	02 00		
Juniperus	7 8	Thyme	40 50			& P D Co. dos	01 00	Strychnia, Cryst	1 05 21 25		
Xanthoxylum	30 35	Thyme, opt	01 60			Pyrethrum, pv	80 25	Sulphur Subl	2 14 3 4		
Balsamum		Theobromas	15 20			Quassia	4 10	Sulphur, Roll	2 14 3 4		
Copaiba	45 50	Potassium				Quina, S P & W.	18 23	Tamarindus	8 10		
Peru	50 50	Bi-Carb	15 18			Quina, S Ger.	18 23	Terenth Venice	28 30		
Terabin, Canada	60 65	Bichromate	13 15			Quina, N. Y.	18 23	Theobromae	45 50		
Tolutan	35 40	Bromide	25 30								
Cortex		Carb	12 15								
Abies, Canadian.	18	Chlorate	12 14								
Cassia	20	Cyanide	24 25								
Cinchona Flava	14	Iodide	2 50 22 60								
Buonymus atro.	45	Potassa, Bitart pr	80 82								
Myrica Cerifera	20	Potass Nitras opt	70 10								
Prunus Virginl.	15	Potass Nitras	60 8								
Quillaja, gr'd	12	Prussiate	28 26								
Sassafras, po 25	24	Sulphate po	15 18								
Ulmus	25	Radix									
Extractum		Aconitum	20 25								
Glycyrrhiza Gla.	24 30	Althae	30 35								
Glycyrrhiza, po.	28 30	Anchusa	10 12								
Haematox	11 12	Arum po	20 25								
Haematox, 1s	13 14	Calamus	20 20								
Haematox, 1/2s	14 15	Gentiana po 15	12 15								
Haematox, 1/4s	16 17	Glycyrrhiza pv 15	16 18								
Ferru		Hydrastis, Canada	1 90								
Carbonate Precip.	15	Hydrastis, Can. po	02 00								
Citrate and Quina	2 00	Hellebore, Alba.	12 15								
Quinate Soluble	55	Inula, po	18 22								
Ferrocyanidum S	40	Ipecac, po	2 25 22 35								
Solut. Chloride	15	Iris plox	35 40								
Sulphate, com'l.	2	Jalapa, pr	25 30								
Sulphate, com'l. by	70	Maranta, 1/2s	0 35								
bbl. per cwt.	7	Podophyllum po.	15 18								
Sulphate, pure	7	Rhei	75 100								
Flora		Rhei, cut	1 00 21 25								
Arnica	15 18	Rhei, pv	75 100								
Anthemis	30 35	Spigella	1 45 50 15								
Matricaria	30 35	Sanuginari, po 15	50 55								
Folia		Serpentaria	50 55								
Barosma	30 38	Senega	85 90								
Cassia Acutifol.	15 20	Smilax, off's H.	0 48								
Tinnevely	25 30	Smilax, M	0 25								
Cassia, Acutifol.	25 30	Scilla po 45	20 25								
Salvia officinalis.	18 20	Symplocarpus	0 25								
1/2s and 1/4s	8 10	Valeriana Eng	0 25								
Uva Urei	8 10	Valeriana, Ger.	15 20								
Gummi		Zingiber a	12 14								
Acacia, 1st pkd.	2 45	Zingiber j	22 25								
Acacia, 2nd pkd.	2 35	Semen									
Acacia, 3rd pkd.	2 35	Anisum po 20	0 16								
Acacia, sifted sts.	2 35	Apium (gravel's)	13 15								
Acacia, po.	45 25	Bird, 1s	4 6								
Aloe Barb	22 25	Carui po 15	12 14								
Aloe, Cape	2 25	Cardamum	70 90								
Aloe, Socotri	2 25	Coriandrum	12 14								
Ammoniac	55 60	Cannabis Sativa	70 8								
Asafoetida	35 40	Cydonium	75 1 00								
Benzoinum	50 55	Chenopodium	25 28								
Catechu, 1s	0 13	Dipterix Odorate.	80 90								
Catechu, 1/2s	0 14	Foeniculum	0 13								
Catechu, 1/4s	0 14	Foenugreek, po.	70 9								
Comphorae	1 12 21	Lini	40 6								
Euphorbium	0 40	Lini, gr'd. bbl. 2 1/2	30 6								
Galbanum	0 10 00	Lobelia	75 80								
Gamboge	1 35 21 45	Pharlaris Cana'n	90 10								
Gualacum	0 35	Rapa	50 6								
Kino	0 45	Sinapis Alba	70 9								
Mastic	0 45	Sinapis Nigra	90 10								
Myrrh	0 50	Spiritus									
Oil	3 30 23 35	Frumenti W D.	2 00 2 50								
Shellac	60 70	Frumenti	1 25 21 50								
Shellac, bleached	60 65	Juniperis Co O T	1 65 22 00								
Tragacanth	70 71 00	Juniperis Co	1 75 22 50								
Herba		Saccharum N E	1 90 22 10								
Absinthium	4 50 4 60	Spt Vini Galli	1 75 26 00								
Eupatorium oz pk	20	Vini Oporto	1 25 22 00								
Lobelia oz pk	20										
Majorum oz pk	28										
Mentha Pip. oz pk	28	Sponges									
Mentha Ver. oz pk	28	Florida Sheeps' wool	3 00 23 60								
Rue oz pk	39	Nassau sheeps' wool	3 50 23 75								
Tanacetum	22	carriage	02 00								
Thymus V. oz pk	22	Extra yellow sheeps'	01 25								
Magnesia		wool carriage.	01 25								
Calcined, Pat	55 60	Grass sheeps' wool.	01 25								
Carbonate, Pat.	18 20	carriage	01 25								
Carbonate, K-M.	18 20	Hard, slate use.	01 40								
Carbonate	18 20	Yellow Reef, for	01 40								
Oilum		slate use	01 40								
Absinthium	4 90 5 00	Syrups									
Amygdalae, Dulc.	50 60	Acacia	0 50								
Amygdalae, Ama	50 60	Aurant Cortex	0 50								
Anisi	1 75 21 90	Zingiber	0 50								
Aurant Cortex	2 75 22 85	Ipecac	0 50								
Bergamit	85 90	Ferri Iod	0 50								
Calypso	85 90	Rhei Arom	0 50								
Carvophylli	1 30 21 40	Smilax Off's	50 60								
Cedar	50 60	Scilla	0 50								
Chenopadii	3 75 24 00										
Cinnamoni	1 15 21 25										
Citronella	60 65										
Conium Mac	50 60										

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

		1		2	
		ARCTIC AMMONIA		Plums	
		12 oz. ovals 2 doz. box...75		Peas	
		AXLE GREASE		Peaches	
		1lb. wood boxes, 4 dz. 3 00		Pineapple	
		1lb. tin boxes, 3 doz. 2 35		Pumpkin	
		3 1/2 lb. tin boxes, 2 dz. 4 25		Raspberries	
		10 lb. pails, per doz. 6 00		Russian Caviar	
		25 lb. pails, per doz. 7 20		Salmon	
		25 lb. pails, per doz. 12 00		Sardines	
		BAKED BEANS		Shrimps	
		Columbia Brand		Succotash	
		1lb. can, per doz. 90		Strawberries	
		2lb. can, per doz. 1 40		Tomatoes	
		3lb. can, per doz. 1 80		Tobacco	
		BATH BRICK		Carbon Oils	
		American		Barrels	
		English		Breakfast Foods	
		BLUING		Bordeaux Flakes, 36 lb. 2 50	
		Arctic Bluening		Cream of Wheat, 36 lb. 4 50	
		6 oz. ovals 3 doz. box...40		Egg-O-See, 36 pkgs. 2 85	
		16 oz. round 2 doz. box...75		Excella Flakes, 36 lb. 2 60	
		BROOMS		Excella, large pkgs. 4 50	
		No. 1 Carpet...2 75		Force, 36 2 lb. 4 50	
		No. 2 Carpet...2 35		Grape Nuts, 2 doz. 2 70	
		No. 3 Carpet...2 15		Malta Ceres, 24 lb. 2 40	
		No. 4 Carpet...2 15		Maple Flakes, 36 lb. 4 05	
		Parlor Gem...2 40		Pillsbury's Vitos, 3 dz. 4 25	
		Common Whisk...85		Ralston, 36 2 lb. 4 50	
		Fancy Whisk...1 20		Sunlight Flakes, 36 lb. 2 85	
		Warehouse...3 00		Sunlight Flakes, 20 lbs 4 00	
		BRUSHES		Vigor, 36 pkgs. 2 75	
		Scrub		Zest, 20 2lb. 4 16	
		Solid Back 8 in. 75		Zest, 36 small pkgs. 4 50	
		Solid Back, 11 in. 95		Crescent Flakes	
		Pointed Ends 85		One case...2 50	
		Stove		Five cases...2 40	
		No. 3...75		Special deal until July 1.	
		No. 2...1 10		One case free with ten	
		No. 1...1 75		5 1/2 cases.	
		Shoe		One-fourth case free with	
		No. 8...1 00		2 1/2 cases.	
		No. 7...1 30		Freight allowed.	
		No. 4...1 70		Rolled Oats	
		No. 3...1 90		Rolled Avenna, bbl. 4 90	
		BUTTER COLOR		Steel Cut, 100 lb. sacks 2 50	
		W. R. & Co.'s, 15c size 1 25		Monarch, bbl. 4 65	
		W. R. & Co.'s, 25c size 2 00		Monarch, 90 lb. sacks 2 30	
		CANDLES		Quaker, cases...3 10	
		Electric Light, 8s. 9 1/2		Cracked Wheat	
		Electric Light, 16s. 10		Bulk...3 1/2	
		Paraffine, 6s. 9		24 2 lb. packages...2 50	
		Paraffine, 12s. 9 1/2		CATSUP	
		Wicking...20		Columbia, 25 pts. 4 50	
		CANNED GOODS		Columbia, 25 1/2 pts. 2 60	
		Apples		Snider's quarts...3 25	
		3lb. Standards...1 00		Snider's pints...2 25	
		Gallon...4 00		Snider's 1/2 pints...1 30	
		Blackberries		CHEESE	
		2lb. 90@1 75		Acme...@12	
		Standards gallons		Carson City...@12	
		Beans		Emblem...@12 1/2	
		Baked...80@1 30		Gem...@13	
		Red Kidney...85@95		Gem...@12 1/2	
		String...70@1 15		Ideal...@14	
		Wax...75@1 25		Jersey...@13	
		Blueberries			
		Standard...@1 40			
		Gallon...@5 75			
		Brook Trout			
		2lb. cans, spiced...1 90			
		Clams			
		Little Neck, 1lb. 1 00@1 25			
		Little Neck, 2lb. @1 50			
		Clam Bouillon			
		Burnham's 1/2 pt. 1 90			
		Burnham's pts. 3 60			
		Burnham's qts. 7 20			
		Cherries			
		Red Standards 1 30@1 50			
		White...1 50			
		Corn			
		Fair...60@75			
		Good...85@90			
		Fancy...1 25			
		French Peas			
		Sur Extra Fine...22			
		Extra Fine...19			
		Fine...15			
		Moyen...11			
		Gooseberries			
		Standard...90			
		Hominy			
		Standard...85			
		Lobster			
		Star, 1/2 lb. 2 15			
		Star, 1lb. 3 90			
		Picnic Tails...2 60			
		Mackerel			
		Mustard, 1lb. 1 80			
		Mustard, 2lb. 2 80			
		Columbia, 25 1/2 pts. 2 60			
		Soused, 1 1/2 lb. 1 80			
		Soused, 2lb. 2 80			
		Soused, 1lb. 1 80			
		Tomato, 1lb. 1 80			
		Tomato, 2lb. 2 80			
		Mushrooms			
		Hotels...15@20			
		Buttons...22@25			
		Oysters			
		Cove, 1lb. @90			
		Cove, 2lb. @1 65			
		Cove, 1lb. Oval...@1 00			

		3		4		5	
		Peerless...@12 1/2		Cocoanut H'y Fingers 12		Raisins	
		Riverside...@11		Cocoanut Macaroons...18		London Layers, 3 cr	
		Springdale...@12 1/2		Dixie Sugar Cookie...9		London Layers, 4 cr	
		Warner's...@13		Fruit Honey Squares 12 1/2		Cluster, 5 crown	
		Brick...@15		Frosted Cream...8		Loose Muscatels, 2 cr	
		Leiden...@13		Fluted Cocoanut...10		Loose Muscatels, 3 cr @7 1/2	
		Limburger...@13		Fig Sticks...12		Loose Muscatels, 4 cr @7 1/2	
		Pineapple...@60		Ginger Gems...8		L. M. Seeded, 1 lb. 8 @8 1/2	
		Sap Sago...@19		Graham Crackers...8		L. M. Seeded, 1/2 lb.	
		Swiss, domestic...@15		Ginger Snaps, N. B. C. 7		Sultanas, bulk	
		Swiss, imported...@20		Hazelnut...11		Sultanas, package 7 1/2 @8	
		CHEWING GUM		Hippodrome...10		FARINACEOUS GOODS	
		American Flag Spruce...50		Honey Cake, N. B. C. 12		Beans	
		Beeman's Pepsin...55		Honey Fingers, As Ice. 12		Dried Lima...6	
		Edam...90		Household Cookies As 8		Med. Hd Pk'd...1 75 @1 85	
		Best Pepsin...45		Iced Honey Crumpets 10		Brown Holland...2 25	
		Best Pepsin, 5 boxes...2 00		Imperial...8		Farina	

6

Meal	
Bolted	2 90
Golden Granulated	3 00
St. Car Feed screened	22 50
No. 1 Corn and Oats	22 50
Corn, cracked	22 00
Corn Meal, coarse	22 00
Oil Meal, old proc.	20 00
Winter Wheat Bran	19 00
Winter Wheat Mid'g	21 00
Cow Feed	2 00
Oats	
No. 2 White Old	43
No. 2 White New	38
No. 3 Michigan Old	41
No. 3 Michigan New	37
Corn	
Corn	57½
Hay	
No. 1 timothy car lots	12 00
No. 1 timothy ton lots	13 00
HERBS	
Sage	15
Hops	15
Laurel Leaves	15
Senna Leaves	25
JELLY	
5 lb. pails, per doz.	1 85
15 lb. pails, per pail	40
30 lb. pails, per pail	70
LICORICE	
Pure	30
Calabria	23
Sicily	14
Root	11
MEAT EXTRACTS	
Armour's, 2 oz.	4 45
Armour's, 4 oz.	8 20
Liebig's Chicago, 2 oz.	2 75
Liebig's Chicago, 4 oz.	5 50
Liebig's Imported, 2 oz.	4 55
Liebig's Imported, 4 oz.	8 50
MOLASSES	
New Orleans	40
Fancy Open Kettle	35
Choice	35
Fair	22
Good	22
Half barrels 2c extra.	
MINCE MEAT	
Columbia, per case	2 75
MUSTARD	
Horse Radish, 1 dz.	1 75
Horse Radish, 2 dz.	3 50
OLIVES	
Bulk, 1 gal. kegs	1 65
Bulk, 2 gal. kegs	1 60
Bulk, 5 gal. kegs	1 55
Manzanilla, 8 oz.	90
Queen, pints	2 50
Queen, 19 oz.	4 50
Queen, 28 oz.	7 00
Stuffed, 5 oz.	90
Stuffed, 8 oz.	1 45
Stuffed, 10 oz.	2 40
PIPES	
Clay, No. 216	1 70
Clay, T. D., full count	65
Cob, No. 3	85
PICKLES	
Medium	4 75
Barrels, 1,200 count	2 85
Half bbls., 600 count	2 85
Small	7 00
Barrels, 2,400 count	7 00
Half bbls., 1,200 count	4 00
PLAYING CARDS	
No. 90 Steamboat	85
No. 15, Rival, assorted	1 20
No. 20, Rover enameled	1 60
No. 572, Special	1 75
No. 93 Golf, satin finish	2 00
No. 808 Bicycle	2 00
No. 632 Tourist whist.	2 25
POTASH	
48 cans in case	
Babbitt's	4 00
Penna Salt Co.'s	3 00
PROVISIONS	
Barreled Pork	
Mess	16 75
Fat Black	16 50
Short Cut	16 50
Short Cut Clear	16 75
Bean	14 50
Pig	20 00
Brisket, clear	18 00
Clear Family	15 00
Dry Salt Meats	
S I Bellies	11½
Bellies	11½
Extra Shorts	9
Smoked Meats	
Hams, 12 lb. average	13½
Hams, 14 lb. average	13½
Hams, 16 lb. average	13½
Hams, 18 lb. average	13½
Skinned Hams	14½
Ham, dried beef sets	13
Bacon, clear	13½
California Hams	9½
Picnic Boiled Ham	14½
Boiled Ham	20
Berlin Ham, pressed	8½
Mince Ham	9
Lard	
Compound	7½
Pure	10
80 lb. tubs, advance	½
60 lb. tubs, advance	½
50 lb. tubs, advance	¼
20 lb. pails, advance	¾
10 lb. pails, advance	¾
5 lb. pails, advance	1
3 lb. pails, advance	1
Sausages	
Bologna	5
Liver	6½
Frankfort	7
Pork	7
Veal	7
Tongue	7
Headcheese	7

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Beef	
Extra Mess	10 00
Boneless	11 00
Rump, new	10 50
Pig's Feet	
½ bbls.	1 10
¾ bbls., 40 lbs.	1 85
¾ bbls.	3 75
1 bbl.	7 75
Tripe	
Kits, 15 lbs.	70
¾ bbls., 40 lbs.	1 50
¾ bbls.	3 00
Casings	
Hogs, per lb.	28
Beef, rounds, set	16
Beef middles, set	45
Sheep, per bundle	70
Uncolored Butterine	
Solid dairy	@10
Rolls, dairy	@10½
Canned Meats	
Corned beef, 2	2 50
Corned beef, 14	17 50
Roast beef	2 00@2 50
Potted ham, ¼s	45
Potted ham, ½s	48
Deviled ham, ¼s	48
Deviled ham, ½s	48
Potted tongue, ¼s	45
Potted tongue, ½s	45
RICE	
Screenings	@4
Fair Japan	@5½
Choice Japan	@6
Imported Japan	@6
Fair La. hd.	@6½
Choice La. hd.	@7
Fancy La. hd.	@7½
Carolina, ex. fancy	@7½
SALAD DRESSING	
Columbia, ½ pint	2 25
Columbia, 1 pint	4 50
Durkee's, large, 1 doz.	4 50
Durkee's, small, 2 doz.	5 25
Snider's, large, 1 doz.	2 35
Snider's, small, 2 doz.	1 35
SALERATUS	
Packed 60 lbs. in box.	
Arm and Hammer	3 15
Deland's	3 00
Dwight's Cow	3 15
Emblem	2 10
L. P.	3 00
Wyandotte, 100 ¾s	3 00
SAL SODA	
Granulated, bbls.	85
Granulated, 100lb. cs.	1 00
Lump, bbls.	80
Lump, 145lb. kegs	95
SALT	
Common Grades	
100 3 lb. sacks	2 10
60 5 lb. sacks	1 00
28 10½ lb. sacks	1 90
56 lb. sacks	30
28 lb. sacks	15
Warsaw	
56 lb. dairy in drill bags	40
28 lb. dairy in drill bags	20
Solar Rock	
56lb. sacks	20
Common	
Granulated, fine	80
Medium, fine	85
SALT FISH	
Cod	
Large whole	@ 6½
Small whole	@ 6
Strips or bricks	7½@10
Pellock	@ 3¼
Halibut	
Strips	13
Chunks	13½
Herring	
White Hoop, bbls.	11 50
White Hoop, ½ bbls.	6 00
White Hoop, keg.	75
White Hoop mchs.	80
Norwegian	
100lbs.	3 75
Round, 40lbs.	1 75
Scalped	13
Trout	
No. 1, 100lbs.	7 50
No. 1, 40lbs.	3 25
No. 1, 10lbs.	90
No. 1, 8lbs.	75
Mackerel	
Mess, 100lbs.	13 50
Mess, 40lbs.	5 90
Mess, 10lbs.	1 65
Mess, 8 lbs.	1 40
No. 1, 100 lbs.	12 50
No. 1, 4 lbs.	5 50
No. 1, 10 lbs.	1 55
No. 1, 8 lbs.	1 28
Whitefish	
No. 1, No. 2 Fam	
100lb.	9 75
50lb.	5 25
10lb.	1 12
8lb.	92 50
SEEDS	
Anise	10
Canary, Smyrna	5½
Caraway	9
Cardamom, Malabar	1 00
Celery	15
Hemp, Russian	4½
Mixed Bird	4
Mustard, white	8
Poppy	9
Rape	4½
Cattle Bone	25
SHOE BLACKING	
Handy Box, large, 3 dz.	2 50
Handy Box, small	1 25
Buxby's Royal Polish	85
Miller's Crown Polish	85

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SNUFF	
Scotch, in bladders	37
Macaboy, in jars	35
French Rapple in jars	43
SOAP	
J. S. Kirk & Co.	
American Family	4 00
Dusky Diamond, 50 8 oz	2 80
Dusky D'nd, 100 6 oz	3 80
Jap Rose, 50 bars	3 75
Savon Imperial	3 10
White Russian	3 00
Dome, oval bars	3 00
Satinet, oval	2 15
Snowberry, 100 cakes	4 00
Proctor & Gamble Co.	
Lenox	3 00
Ivory, 6 oz.	4 00
Ivory, 10 oz.	6 75
Star	2 25
LAUTZ BROS. & CO.	
Acme, 70 bars	3 60
Acme, 30 bars	3 85
Acme, 25 bars	3 85
Acme, 100 cakes	3 10
Big Master, 100 cakes	5 80
Marseilles, 100 cakes	5 80
Marseilles, 100 ck toilet	4 00
Marseilles, 100 ck toilet	4 00
A. B. Wisley	
Good Cheer	4 00
Old Country	3 40
Soap Powders	
Lautz Bros. & Co.	
Snow Boy	4 00
Gold Dust, 24 large	4 50
Gold Dust, 100-3c	4 00
Kirkoline, 24 4lb.	3 80
Pearline	3 75
Soapine	4 10
Babbitt's 1776	3 75
Roseine	3 50
Armour's	3 70
Wisdom	3 80
Soap Compounds	
Johnson's Fine	5 10
Johnson's XXX	4 25
Nine O'clock	3 35
Rub-No-More	3 75
Scouring	
Enoch Morgan's Sons.	
Sapallo, gross lots	9 00
Sapallo, half gro lots	4 50
Sapallo, single boxes	2 25
Sapallo, habs	2 25
Scourine Manufacturing Co.	
Scourine, 50 cakes	1 80
Scourine, 100 cakes	3 50
SODA	
Boxes	5½
Kegs, English	4½
SOUPS	
Columbia	3 00
Red Letter	90
SPICES	
Whole Spices	
Allspice	12
Cassia, China in mats	12
Cassia, Canton	16
Cassia, Batavia, bund.	28
Cassia, Saigon, broken	55
Cassia, Saigon, in rolls	55
Cloves, Ambora	25
Cloves, Zanzibar	18
Mace	55
Nutmegs, 75-80	45
Nutmegs, 105-10	35
Nutmegs, 115-20	30
Pepper, Singapore, blk.	15
Pepper, Singap. white	25
Pepper, shot	17
Pure Ground in Bulk	
Allspice	16
Cassia, Batavia	28
Cassia, Saigon	48
Cloves, Zanzibar	18
Ginger, African	15
Ginger, Cochinchina	18
Ginger, Jamaica	25
Mace	65
Mustard	18
Pepper, Singapore, blk.	17
Pepper, Singap. white	28
Pepper, Cayenne	20
Sage	20
STARCH	
Common Gloss	
1lb. packages	4@5
3lb. packages	4@½
6lb. packages	5@½
40 and 50lb. boxes	3@3½
Barrels	2@3
Common Corn	
20lb. packages	5
40lb. packages	4@7
SYRUPS	
Corn	
Barrels	25
Half Barrels	27
20lb. cans ¼ dz. in case	1 80
10lb. cans ½ dz. in case	1 75
5lb. cans 2 dz. in case	1 85
2½lb. cans 2 dz. in case	1 90
Pure Cane	
Fair	16
Good	20
Choice	25
TEA	
Japan	
Sundried, medium	24
Sundried, choice	32
Sundried, fancy	36
Regular, medium	24
Regular, choice	32
Regular, fancy	36
Basket-fired, medium	31
Basket-fired, choice	38
Basket-fired, fancy	43
Nibs	22@24
Siftings	9@11
Fannings	12@14

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Gunpowder	
Moyune, medium	30
Moyune, choice	32
Moyune, fancy	40
Pingsuey, medium	30
Pingsuey, choice	30
Pingsuey, fancy	40
Young Hyson	
Choice	30
Fancy	36
Oolong	
Formosa, fancy	42
Amoy, medium	25
Amoy, choice	32
English Breakfast	
Medium	20
Choice	30
Fancy	40
India	
Ceylon, choice	32
Fancy	42
TOBACCO	
Fine Cut	
Cadillac	54
Sweet Loma	34
Hiawatha, 5lb. pails	55
Telegram	36
Pay Car	33
Prairie Rose	49
Protection	40
Sweet Burley	14
Tiger	40
Plug	
Red Cross	31
Palo	35
Hiawatha	41
Kylo	35
Battle Ax	37
American Eagle	37
Standard Navy	37
Spear Head, 7 oz.	47
Spear Head, 14½ oz.	44
Nobby Twist	55
Jolly Tar	39
Old Homesty	43
Toddy	34
J. T.	38
Piper Heidsieck	66
Root Jack	80
Honey Dip Twist	40
Black Standard	40
Cadillac	40
Forge	34
Nickel Twist	52
Mill	32
Great Navy	36
Smoking	
Sweet Core	34
Flat Car	32
Warpath	26
Bamboo, 16 oz.	25
I X L, 5lb.	27
I X L, 16 oz. pails	31
Honey Dew	40
Gold Block	40
Flagman	40
Chips	33
Kiln Dried	21
Duke's Mixture	40
Duke's Cameo	43
Myrtle Navy	44
Yum Yum, 1½ oz.	39
Yum Yum, 1lb. pails	40
Cream	38
Corn Cake, 2½ oz.	25
Corn Cake, 1lb.	22
Plow Boy, 1½ oz.	39

≡ R E A D Y ≡

Our Fall Catalogue

By the time we can hear from you we shall be mailing first copies of our fall catalogue.

Tell us to send you a copy, for in these days of close competition you simply can not afford to pay more than we quote.

The book makes the same showing of our fall and holiday goods, and with the same net prices in plain figures as you'll find right now in

our complete display of samples in each
of these six cities

New York

Baltimore

Chicago

St. Paul

St. Louis

Dallas



In our catalogue—as in our sample displays—the goods are shown compactly, with exact information so easy to get at that busy buyers find it a pleasure to buy from our book.

If you can't come to market you can have the market come to you in the form of our fall catalogue.

Write now for catalogue No. J586.

BUTLER BROTHERS

WHOLESALE OF GENERAL MERCHANDISE

NEW YORK CHICAGO
ST. LOUIS (And MINNEAPOLIS)
Early in 1907

Sample Houses: Baltimore, Dallas, St. Paul

Special Price Current

AXLE GREASE



Mica, tin boxes...75 9 00
Paragon55 6 00

BAKING POWDER

Royal



10c size 90
1/4 lb. cans 1 35
6oz. cans 1 90
1/2 lb. cans 2 50
3/4 lb. cans 3 75
1 lb. cans 4 80
3 lb. cans 13 00
5 lb. cans 21 50

BLUING



C. P. Bluing

Small size, 1 doz. box..40
Large size, 1 doz. box..75

CIGARS



G.J. Johnson Cigar Co.'s bd.
Less than 50033
500 or more32
1,000 or more31

Worden Grocer Co. brand
Ben Hur

Perfection35
Perfection Extras35
Londres35
Londres Grand35
Standard35
Puritinos35
Panatellas, Finas35
Panatellas, Bock35
Jockey Club35

COCOANUT

Baker's Brazil Shredded



70 1/4 lb. pkg. per case 2 60
35 1/2 lb. pkg. per case 2 60
38 1/4 lb. pkg. per case 2 60
16 1/2 lb. pkg. per case 2 60

FRESH MEATS

Beef

Carcass6 @ 8
Hindquarters7 1/2 @ 10
Loins8 @ 14
Ribs8 @ 12
Rounds7 @ 8
Chucks5 @ 5 1/2
Plates4 @ 4
Livers3 @ 3

Pork

Loins@ 13
Dressed@ 8
Boston Butts@ 10 1/2
Shoulders@ 10
Leaf Lard@ 9 1/4

Mutton
Carcass@ 9
Lamb@ 13
Spring Lamb@ 14

Veal
Carcass5 1/2 @ 8

CLOTHES LINES

Sisal
60ft. 3 thread, extra..1 00
72ft. 3 thread, extra..1 40
90ft. 3 thread, extra..1 70
60ft. 6 thread, extra..1 29
72ft. 6 thread, extra..1 29

Jute
60ft.75
72ft.90
90ft.1 05
120ft.1 50

Cotton Victor
50ft.1 10
60ft.1 35
70ft.1 60

Cotton Windsor
50ft.1 30
60ft.1 44
70ft.1 80
80ft.2 00

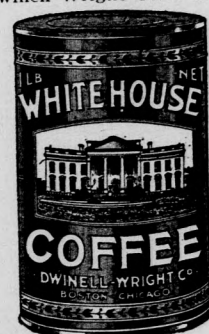
Cotton Braided
40ft.95
50ft.1 35
60ft.1 65

Galvanized Wire
No. 20, each 100ft. long 1 90
No. 19, each 100ft. long 2 10

COFFEE

Roasted

Dwinell-Wright Co.'s B'ds.



White House, 1lb.
White House, 2lb.
Excelsior, M & J, 1lb.
Excelsior, M & J, 2lb.
Tip Top, M & J, 1lb.
Royal Java
Royal Java and Mocha ...
Java and Mocha Blend ...
Boston Combination ...
Distributed by Judson
Grocer Co., Grand Rapids;
Lee & Cady, Detroit; Sym-
ons Bros. & Co., Saginaw;
Brown, Davis & Warner,
Jackson; Godsmark, Du-
rand & Co., Battle Creek;
Fielbach Co., Toledo.

Peerless Evap'd Cream 4 00

FISHING TACKLE

1/2 to 1 in.6
1 1/4 to 2 in.7
1 1/2 to 2 in.9
1 3/4 to 2 in.11
2 in.15
3 in.20

Cotton Lines

No. 1, 10 feet5
No. 2, 15 feet7
No. 3, 15 feet9
No. 4, 15 feet10
No. 5, 15 feet11
No. 6, 15 feet12
No. 7, 15 feet15
No. 8, 15 feet18
No. 9, 15 feet20

Linen Lines

Small20
Medium26
Large34

Poles

Bamboo, 14 ft., per doz. 55
Bamboo, 16 ft., per doz. 60
Bamboo, 18 ft., per doz. 80

GELATINE

Cox's 1 qt. size1 10
Cox's 2 qt. size1 61
Knox's Sparkling, doz. 1 20
Knox's Sparkling, gro. 14 00
Knox's Acidu'd. doz. 1 20
Knox's Acidu'd. gro. 14 00
Nelson's1 50
Oxford75
Plymouth Rock1 25

SAFES



Full line of fire and burg-
lar proof safes kept in
stock by the Tradesman
Company. Twenty differ-
ent sizes on hand at all
times—twice as many safes
as are carried by any other
house in the State. If you
are unable to visit Grand
Rapids and inspect the
line personally, write for
quotations.

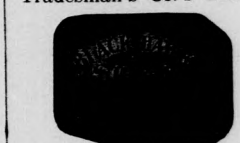
SOAP

Beaver Soap Co.'s Brands



100 cakes, large size..6 50
50 cakes, large size..3 25
100 cakes, small size..3 85
50 cakes, small size..1 95

Tradesman's Co.'s Brand



Black Hawk, one box 2 50
Black Hawk, five bxs 2 40
Black Hawk, ten bxs 2 25

TABLE SAUCES

Halford, large3 75
Halford, small2 25

Use

Tradesman

Coupon

Books

Made by

Tradesman Company

Grand Rapids, Mich.

Business-Wants Department

Advertisements inserted under this head for two cents a word the first insertion and one cent a word for each subsequent continuous insertion. No charge less than 25 cents. Cash must accompany all orders.

BUSINESS CHANCES.

Fine Opportunity—Large general store in thriving town in Michigan can be bought at bargain owing to press of other business; about \$12,000 required. Might accept Detroit real estate at cash valuation. Address P. O. Box 84, Detroit, 57

For Sale—\$5,000 stock of general merchandise in one of the best towns of its size in the State. Poor health reason for selling. Address L. B. 6, Manton, Mich.

For Sale—Two-story modern brick block, double store room 40x50. Price \$3,500 cash. Pays 8 per cent. net on the investment. Original cost \$6,000. Address Gavin W. Telfer, Big Rapids, Mich.

\$2,500 cash will secure one-half interest in a clean up-to-date shoe and clothing business. Established twenty-three years. Or would be willing to form partnership with party looking for a new location with a \$5,000 stock. Address Gavin W. Telfer, Big Rapids, Mich.

\$1,000 buys stock of groceries located in the residence district of Flint, Mich. Very low rent, with living rooms back of store. Books show good business. Come quick. Woolfitt & Macomber, Flint, Mich.

Wanted—To trade 160-acre farm in Lake county, Ind., near the city of Chicago, for a stock of merchandise. Address Jackson & McGlenen, Young America, Ind.

Men's clothing and furnishing store. Iowa county seat and college town; clean, well-kept stock, prosperous business. Newly refitted store, best corner, one price trade, safe credits, good dressers. Will remove objectionable stock balance; small discount for cash and quick deal; very desirable residence and educational town, stable business point; other interests suddenly demand owner's attention. Rare opportunity to get paying business with clean stock. Act quickly. Address H. V. Harlan, Toledo, Iowa, 50

For Sale or Exchange—Rambler run-about, good leather top, 7-horse power. Weight 1,150 pounds. Will sell cheap or will exchange for small house and lot and pay difference in cash. Address No. 53, care Michigan Tradesman.

For Sale—Stock of about \$2,000, consisting principally of shoes, located in a prosperous village in Eaton county. Owner is obliged to quit business on account of ill health. Stock will be sold at low price on this account. Rindge, Kalmbach, Logie & Co., Ltd., Grand Rapids, Mich.

For Lease—Modern five-story department building, 55,000 feet floor space, 96 feet frontage; choice location in Indianapolis. Apply George J. Marott, Indianapolis, Ind.

\$20,000 will buy one-fifth interest and membership to directorate in developed copper mine, the money to be used for concentrating plant to reduce their \$200,000 worth of ore that the Government report shows opened by tunnel on their 200-acre tract; prefer to keep stock and make mortgage loan; 6 per cent. semi-annually. M., 517 Hollister Bldg., Lansing, Mich.

For Sale—Nicely equipped small foundry; could be profitably enlarged; directly on track Grand Trunk main line. Address at once, H. M. Allen, Bellevue, Mich.

For Sale—Stock of general hardware in good town. Stock will invoice about \$2,000. Building can be bought or leased. Address E. E. Kohler, Byron, Mich.

To Sell—A \$2,500 stock first-class notions. A bargain for a ready buyer. Lock Box 783, Hudson, Mich.

Fine drug store for sale. Elegant small city, southern Michigan. Invoices about \$3,500. Address No. 8, care Michigan Tradesman.

Texas—Valuable townsite and 354 acres, beautiful prairie land surrounding it, near Houston, for sale. Perfect title, good water, easy terms. No trades. Box 7, Aldine, Texas.

For Sale—\$6,000 stock general merchandise; established business of \$15,000 per year; reason for selling, poor health. Must go West. Will give easy terms. Address Haig & Mathieson, Elizabeth, Ill.

Wanted—2,000 cords basswood and poplar excelsior bolts; will pay highest market price—cash. Address Excelsior Wrapper Co., or W. F. Mueller, Barnhart Bldg., Grand Rapids, Mich.

For Sale—Second-hand, in good condition, nickel overhead and window display fixtures, half price; showcases, safes, pedestals, cheap. E. W. Buehl, & Co., Memphis, Tenn.

For Sale—60-acre farm, four miles from Saugatuck, Mich.; good house; hundred apple trees, land suitable for small fruits. Particulars on application. F. H. Williams, Allegan, Mich.

Wanted—Set Dayton computing counter scales. Must be in good condition and cheap. Address 13, care Tradesman.

For Sale—Hardware and grocery stocks. Store building, dwelling house. Location etc., complete. Finest country in Michigan. Wish to engage in other business. Enquire I. F. Tucker, Sumner, Mich.

For Sale—Stock of general merchandise, invoicing about \$3,500; located in very prosperous town; also farms and farm lands for bargains. Address Chapman & VanBuskirk, LaCross, Ind.

For Sale—One-half interest or all of fine furniture store in good Indiana city of 28,000 population. D., 723 W. 9th st., Anderson, Ind.

For Exchange—\$40,000 equity in choice modern \$65,000 Chicago income property, for good stock of merchandise, and cash. R. Dockrill, 111 1/2 Loomis St., Chicago, Ill.

For Sale—Notion and grocery stock, or trade for small farm if handy. Harkless, Albion, Ind.

For Sale—\$3,300 stock of dry goods, in Michigan town of 1,200 population. Splendid chance to continue business. Sickness reason for selling. Will sell for 65 cents on the dollar. Must close before Sept. Address No. 39, care Michigan Tradesman.

For Sale—New thirty-room brick hotel in one of the best towns in Texas. Plenty of water and acetylene lights through the house. Will give bargain in this property if sold soon. Address Sandifer & Warren, Knox City, Texas.

Partner wanted for millinery business. Must be capable trimmer for best trade. Address No. 7, care Michigan Tradesman.

For Sale—Stock of groceries, shoes and dry goods. Now inventories about \$10,000, annual sales, \$70,000. Established 8 years. Located in Owosso, Mich., on west side, which is the factory end of the city and the only shoe and dry goods store there. Must move to dryer climate on account of wife's health. Address A. E. Stever, Owosso, Mich.

For Sale—The broom handle factory at Ayr, owned by the late G. P. Bennett, or particulars enquire of Mrs. G. P. Bennett, Ayr, Emmet Co, Mich.

For Sale—A No 1 stock of dry goods and house furnishing goods, located in a modern store, on one of the best business corners on the outskirts of Chicago. Stock invoices about \$9,000, but can be reduced if desired. All good clean staple merchandise, no stickers. Address No. 998, care Michigan Tradesman.

For Sale or Rent—Brick store in hustling northern town. Fine location for furniture and undertaking or general merchandise. Address No. 2, care Michigan Tradesman.

To Rent—Modern brick store, 20x60 ft., fitted complete for dry goods, clothing or bazaar. \$20 month. J. R. Lieberman, St. Clair, Mich.

Kansas and Colorado. We offer for sale at low price and easy terms, about 10,000 acres of southwest Kansas land in good farming section; partly improved. Also several nice farms, well located in an irrigated part of Colorado. If you can be interested in the coming country, address S. F. Sanders, Grant City, Mo.

Millinery business for sale if taken at once. Address No. 6 care Michigan Tradesman.

For Rent—Modern brick store room, shelving and counters. Three doors from postoffice. City of 4,500. Good country surrounding. State University located here, 600 students. Splendid business opportunity. Rent reasonable. Address Lock Box 212, Norman, C. T.

Wanted—Young man with \$4,000 for Pacific coast timber and mercantile business; fine opportunity. Timber, Box 150, Vancouver, B. C.

For Sale—Clean stock of general merchandise, \$3,800. Address Lock Box 306, Clarkson, Mich.

For Sale—Livery and feed business. Good location. A money-maker. Address Dr. J. E. Hunter, Ashley, Mich.

For Sale—At a bargain, a 407 acre farm, fine land and one of the best improved farms in the State. Three miles from station. Apply to Geo. F. Parrish, Cedar Hill, Tenn.

Want ads. continued on next page.

What Won the Occupancy of a Cashier's Cage.

Naturally, you look for one thing above all when you're searching for a cashier, and that is honesty. A dishonest cashier is just as impossible as a blind man in a photograph gallery. While, of course, we desire and expect honesty on the part of all of our employes from the office boys up to the office manager, it must be admitted that we don't succeed always in filling the pay-roll with men who are scrupulously honest. But we do succeed in getting honest cashiers; we make it our business to know that a man is strictly honest before we put him in the position. Besides this we pay enough to make it worth almost any man's time to be honest with us.

Of course the cashier is bonded, so it would not cost if he absconded with every cent of cash intrusted to him, but a dishonest man can make so much trouble for a firm if he begins to exercise his dishonesty that, despite all that may be said to the contrary, honesty is the great thing to be considered in the selection of a cashier. It doesn't make any difference how capable a man be, if he is dishonest he can't make a good cashier. A dishonest man can't make any kind of a cashier for this house.

But it must not be supposed that I picked this fellow for the place simply because I knew that he was honest. A man may be as honest as the sun and still be a fool. There are plenty of honest men in this office who fall short of the requirements of our cashier's position. Capability and experience form a combination only a short way behind honesty in the qualities necessary in a good cashier. Besides being honest the man had to be efficient. He had to be a well rounded character in every way, sober, reliable, efficient, and honest. It is not easy to find all these things in one man, even in so large an office as this. We had trained nobody up to take the place at the time our cashier suddenly left us, so it was a case of look around and pick one out among the employes of the office.

If a half dozen of our brightest young men had known that we were picking a cashier that week they probably wouldn't have conducted themselves in the evenings as they did. We investigated each possible candidate thoroughly, not only as to his connection with the office but in his personal life. I was surprised to find out how many of our young men were living in a manner absolutely to unfit them for a position of importance with us.

Booze! That was the great trouble. There were five fellows, good men in every way, who did not get a chance at the place simply because they spent their evenings in seeing how many saloons they could take in without getting drunk. I'm not an advocate of teetotalism, but I can not stand for drinking among young men in my employ. I don't care what they may be before they start in to drink, they are something quite different and quite useless to me after they have gone the rounds for a few years.

Then, several of those we looked

over had the habit of backing the ponies or of playing poker. I don't believe in putting temptation in a young man's way, and this certainly is what it would have been to put these fellows in the cashier's cage. So they were passed up. Others went the same way for a score of reasons, but booze, loose living, and gambling were the three principal elements in disqualifying those we investigated. Then we came to the young fellow who got the job.

He was a rate clerk in the traffic department at this time, and he had been overlooked among the first selections because there were so many clerks ahead of him both in length of service and importance. When I let it be known that I considered him a possibility for the vacant post the head of the traffic department demurred.

"Why don't you think so?" I demanded.

"Well, he's the only man in my department that I absolutely can depend upon."

"You can depend on him, eh?"

"As I can upon myself," he answered.

That was saying a good deal for the head of that department, for he was a crusty old railroad man who seldom praised anybody.

"Well," I said, "I'm afraid you've recommended your man too well for your own good. Send him in to me."

After that conversation, the first I ever had with the young man, I knew that I had my cashier if the outside investigation was satisfactory. There was that about him that bespoke his integrity in a way that no one could mistake. He was just about the sort of a young fellow a man would pick out for a son, if he had to pick out his sons.

When it came to looking him up it was quite a different affair from looking up the others. The young fellow was studying law nights. Three nights every week he went to school. The rest of the nights he read—when he did not work overtime. He smoked pretty hard; but he was saving money.

"What do you intend to do with your future?" I asked him.

"Well, sir, I was figuring on getting into the legal department here as soon as I get through with my law course," he said.

"You want to stay with the house, then?"

"I guess I can do as well here as with anybody else," he said. "I want to stay as long as the house uses me as square as I use it."

I got up and shook hands with that young man then. I don't know whether he appreciated that as a privilege, but I know I did.

"Quite right, my boy," said I. "And now, as we need a cashier, you get into the cage and get the hang of the cashier's work. Keep on with your law reading. You'll get into the legal department when the time is ripe—if you want to."

I don't think he'll want to, as a matter of fact. He's made himself so indispensable to us that he's drawing twice the salary paid the old cashier. I'm afraid he'll be worth too much to

start in again in the legal department. He'll be away beyond that if he lives up to his start.

In Germany war has been declared on the waiters' napkin by a prominent professor, who declares that it is unhygienic and abominable, and should not be tolerated longer. The professor points out that the waiter carries this piece of linen now in his trousers pocket, now under his arm. Sometimes he wipes the table tops with it, again he polishes off the knives, forks and glasses, mops the manly perspiration from his brow or the beer froth from his lips indiscriminately. There is truth in this description, as people who frequent cafes and restaurants can attest. Establishments exist, of course, where cleanliness in this as in other particulars is maintained, but the napkin that the ordinary waiter manipulates sees extended services and its condition is not above suspicion. In these days when so much is said in behalf of pure food, it would be strange if attention was not directed to the importance of cleanliness in preparing and serving viands. The crusade against the waiters' napkin started in Germany, but deserves to be taken up in this country.

Among the celebrations of the year is to be that of the centenary of the discovery of Pike's Peak. Although probably not the first white man to ascend the famous mountain, Pike made a great record in opening up Colorado and his name will probably stick to the point forever. He was a daring soldier and at the celebration the United States government will furnish exhibits illustrating early campaigning in the West. These celebrations seem to be getting quite frequent in this country. It is good that they should be so. In the rapid strides which we are now making we are all too prone to forget the educational value of what the men of the foundation period accomplished.

BUSINESS CHANCES.

For Sale—Stock of ladies and gents' furnishing goods, also bazaar goods, store and fixtures if desired. A bargain. Come and see if interested, or address Box 54, Middleton, Mich. 62

For Sale—The Holmes clothing stock, Belding, Mich. This stock of some \$10,000 can be bought at a very reasonable price and on easy terms. This clothing business is one of the best established and best located in the state and affords an opportunity to step into a good paying business from the start. Address Lock Box 853, Belding, Mich. 63

Wanted—Drug stock. Must be good paying business, at right price. Northern Michigan preferred. Address with full particulars, No. 935, care Tradesman. 935

Wanted—First-class department managers who can invest some money in a new big department store just being organized; without question the best opening in the country. Des Moines Department Store Co., Des Moines, Iowa. 14

Rare Bargain—For Sale, 50 bbl. flouring mill in first-class condition, center of splendid farming country. Town 700, situated on three railroads. No other grain market within 30 miles. Nearest other mill, 16 miles. Price \$10,000. Would exchange for good farm. Best reasons for selling. If you are interested remember you must have the price or good farm to exchange for this property as it is gilt-edge. For particulars address No. 15, care Tradesman. 15

For Sale—Retail lumber yard. One of the best locations in Central Michigan. No competition. Unload direct from cars into yard from the following railroads: G. T. C. S. & M., A. A., D. G. H. & M., and T. S. & M. McBride & Son, Durand, Mich. 16

For Sale—Grain elevator at Hudsonville, Mich., on tracks of P. M. Ry., near main street, \$700. Good chance for live man to make some money. Valley City Milling Co., Grand Rapids, Mich. 825

For Sale—Two exceptional bargains: 80 acres, large house and barn, orchard, 30 acres timber; \$4,500; 170 acres, 10-room house, large barn, outbuildings, orchard, 25 acres timber, good soil, \$8,000; 40 miles from Chicago. Ketring, Chester-ton, Ind. 17

For Sale—Stock of drugs in good location. Good brick store, good trade. Old age and poor health, reason for selling. G. C. Beebe, Bay City, Mich. 988

Do you want to sell your property, farm or business? No matter where located, send me description and price. I sell for cash. Advice free. Terms reasonable. Established 1881. Frank P. Cleveland, Real Estate Expert, 1261 Adams Express Building, Chicago, Ill. 577

For Sale—First-class business in one of the best manufacturing cities of its size in the State. Stock of dry goods, groceries and shoes about \$10,000. Did a \$70,000 business last year. Address Johnson Grocery Co., Owosso, Mich. 900

Wanted To Buy—I will pay cash for a stock of general merchandise or clothing or shoes. Send full particulars. Address Martin, care Michigan Tradesman. 755

For Sale—Stock of groceries, boots, shoes, rubber goods, notions and garden seeds. Located in the best fruit belt in Michigan. Invoicing \$3,600. If taken before April 1st, will sell at rare bargain. Must sell on account of other business. Geo. Tucker, Fennville, Mich. 538

For Sale—First-class drug stock, invoicing \$2,000, \$1,500 cash, time on balance. Good reason for selling. Address No. 621, care Tradesman. 621

We want to buy for spot cash, shoe stocks, clothing stocks, stores and stocks of every description. Write us to-day and our representative will call, ready to do business. Paul L. Feyereisen & Co., 12 State St., Chicago, Ill. 548

For Sale or Exchange—25-room hotel, bar in connection. Beautifully situated on one of the best resort lakes in Michigan. Good reasons for selling. Address No. 908, care Michigan Tradesman. 908

If you could make \$200 to \$10,000 per year for the balance of your life by making a small payment monthly without interfering with your present occupation, would you do it? We have asked this question candidly of over 500 business men who are now investing with us. Securities as safe as government bonds. Let us present the facts to you. The Western Land & Improvement Co., 318 S. Main St., Elkhart, Ind. 948

For Sale—Plantations, timber lands, farms, homes, etc. Send for printed list. V. C. Russell, Memphis, Tenn. 928

Steam laundry, located in hustling town of 15-1800 inhabitants in Western Michigan, for sale on easy terms. Only laundry in town and a fine opening for the right man. Write Helmer Rabild, Lansing, Mich. 985

A clean stock of general merchandise, inventorying about \$2,000. Can reduce. Situated in heart of elegant farming country. Can rent building and store fixtures, also living rooms. Particulars by mail. Will sell right. Address No. 984, care Michigan Tradesman. 984

POSITIONS WANTED

Druggist (not registered) wishes position. Well educated. Fine references. 12 years' experience. Address Box 287, Hastings, Mich. 44

Wanted—Situation by registered druggist. Twenty years' experience. L. E. Bockes, Empire, Mich. 915

HELP WANTED.

Wanted—Young man with two or three years drug store experience. German preferred. Apply by letter. Address 51, care Michigan Tradesman. 51

Wanted—By September 1 a registered pharmacist or assistant. Must furnish names of last two employers. Man from city preferred. Address No. 55, care Michigan Tradesman. 55

Wanted—A clerk for a general store of the lumber firm of Northern Michigan. Must be competent and honest. Send references with reply, stating age and salary expected. Address General Store, care Michigan Tradesman. 24

Wanted—Registered druggist, single man preferred. No fountain. Give references and wages. Nelson Hower, Mendon, Mich. 29

Wanted—Prescription clerk at Yerington, Nev. Best store in town. Salary to start, \$12 per week. References exchanged. Address Yerington Drug Co. 5

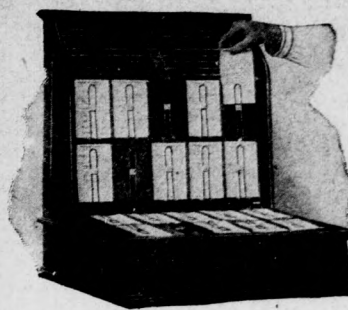
We want one lady or gentleman in each town and city to represent us in the sale of our shears and novelties; our agents make from \$12 to \$35 per week; the work is steady, no heavy samples to carry, and permanent. Salaried positions to those who show ability; write to-day for particulars of our offer. No money required on your part if you work for us. The United Shear Co., Westboro, Mass. 967

A good position for a good woman or man in every town or city. Wheat Steamer Co., Kalamazoo, Mich. 973



LOWNEY'S COCOA is purely the choicest, highest cost, cocoa beans, ground to flour fineness, and **NOTHING ELSE.**

The WALTER M. LOWNEY COMPANY, 447 Commercial St., Boston, Mass.



From a Prominent Merchant

SAGINAW, MICH., JULY 30, '06.

McCaskey Register Co.,
Alliance, Ohio.

Gentlemen:—After two months' practical use of the McCaskey Account Register, I find it to be the most valuable device that was ever offered to any merchant who has accounts to handle. I have been in business over twenty years and wish I could have had it years ago, as it would have **SAVED ME THOUSANDS OF DOLLARS.** It is **SO SIMPLE** and **ACCURATE** that a child could keep accounts with it. My accounts are always **TOTALLED** and I can settle with any customer in from one to two minutes. My customers **all like** it and I find it to be a **GREAT COLLECTOR** and I highly recommend it to all my friends or any merchant as the **SHORTEST** and **SAFEST** system for looking after the credit end of a merchant's business that I know of, and I want to say that the price is a mere bagatelle, as you lose sight of it after using it one month.

Yours truly,

J. W. C. PENDELL, Grocer,
414 Genesee Ave.

J. A. Plank, State Agent, Tradesman Bldg., Grand Rapids
Agencies in all Principal Cities

An Overwhelming Majority



MONEYWEIGHT Scales **pay for themselves** the first year and return to their users a **good rate of interest** on their investment besides.

Send us the coupon for valuable detailed information.

It places you under no obligation.

Moneyweight Scale Co.

Distributors of HONEST Scales GUARANTEED Commercially Correct.

58 State St.



CHICAGO

Important questions are usually decided by a two-thirds vote.

The importance and value of MONEYWEIGHT Scales to grocers, butchers and marketmen have been decided by a **three-fourths vote!**

There are about 250,000 scale users in this country and 195,000 of them **use MONEYWEIGHT Scales!**

To any unprejudiced investigator of the merits of **all makes** of scales, there can be no doubt of the superiority of DAYTON MONEYWEIGHT Scales in every vital point.

Can you afford the enormous loss in **overweights** you are sustaining in the use of old-style scales when you can stop the leak without cost?

NAME.....
TOWN.....
STATE.....
BUSINESS.....
NO. OF CLERKS.....
DATE.....

Moneyweight Scale Co., 58 State St., Chicago
I would be glad to know more about the advantages of Moneyweight Scales in my store.

P. S.—If you are using MONEYWEIGHT Scales purchased some years ago send for our exchange price list and exchange for one of our latest scales.

**5c and 10c
Goods**

Holiday Goods Are Ready

**25c
Goods**

Buy early and take advantage of the **whole fall trade**. Holiday dating allowed on all holiday bills sold this month or early September.

An Unusually Magnificent Line

is now on display in this store. Two large floors with thousands of samples from which to make your selections. Prepare for the **greatest season in your history**.

Department of Decorated Imported China

Our buyers have been most fortunate in the selection of this most important of all holiday lines and no efforts have been spared to make it the most interesting and beautiful we have ever been able to gather, and as to prices, a close inspection will prove them to be **astonishingly low**.

All parts of the pottery world, **Germany, France, Austria, England, China, Japan, etc.**, have contributed their share, so that our line is truly cosmopolitan in character and represents the best selling staples of the world's product. **Don't fail to see it.**

Department of Fancy Brush and Comb Sets Celluloid Case Goods and Novelties

Hundreds of novelties, hundreds of staple articles that it is impossible to enumerate are found on our well-laden sample tables. Come and see our line whether you may desire to buy or not. It is worthy your attention as it consists of goods that will

Sell at a Profit Any Day in the Year

Department of Dolls of All Kinds

Every member of the Doll Family is represented in our line. Starting from the small penny doll we have every variety that gladdens the heart of the little folks, up to the most expensive and elaborate Kestner Doll that sells for \$12.00 and more.

We have them dressed and otherwise, with bisque and china heads and cloth, flannel and kid or French jointed bodies; in fact, every kind, too numerous to mention. **You had better come and see for yourself.**

Department of Toys of Every Class

Our line par excellence—one of our pets to which we give the most careful thought and study, consequently no other house shows the variety you will find displayed here. If you have never handled toys before, you had better **start now**. Toys will sell as long as there are children to play, and there is good money in them, too—that is when you buy of us—because we offer the best values obtainable in these lines.

We will be pleased to show you our line and guide you in your selection to the best sellers and money makers.

We also handle complete lines of

Blocks, Books and Games for Boys and Girls

The Largest, Best and Most Extensive Showing Ever Made Anywhere.

**50c
Goods**

**Dollar
Goods**

Successors to
H. LEONARD & SONS
Wholesale

Leonard Crockery Co.
GRAND RAPIDS, MICH.

Half your railroad fare refunded under the perpetual excursion plan of the
Grand Rapids Board of Trade
Ask for "Purchaser's Certificate" showing amount of your purchase

Crockery, Glassware
and
House-Furnishings