

MICHIGAN TRADESMAN

PUBLISHED WEEKLY TRADESMAN COMPANY, PUBLISHERS \$2 PER YEAR

Twenty-Fourth Year

GRAND RAPIDS, WEDNESDAY, AUGUST 29, 1906

Number 1197

The Habit of Self-Denial

In every walk in life strength comes from effort. It is the habit of self-denial which gives the advantage to the man we call self-made. He is often very poorly put together. His education is incomplete. His manners may be uncouth. His prejudices are often strong. He may worship himself and his own oddities. But if he is successful in any way in life he has learned to resist. He has learned the value of money and he has learned how to refuse to spend it. He has learned the value of time and how to convert it into money, and he has learned to resist all temptations to throw either money or time away. He has learned to say NO. To say NO at the right time, and then to stand by it, is the first element of success.

David Starr Jordan

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YELLOW LABEL COMPRESSED
YEAST you sell not only increases
your profits, but also gives com-
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Fair Treatment

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The Michigan State Telephone Company

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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.

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GRAND RAPIDS FIRE INSURANCE AGENCY

W. FRED McBAIN, President

Grand Rapids, Mich. The Leading Agency

ELLIOT O. GROSVENOR

Late State Food Commissioner

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

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

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ELECTROTYPES
DUPLICATES OF
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SINGLY OR IN QUANTITY
TRADESMAN CO. GRAND RAPIDS, MICH.

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ROOSEVELTIAN REVELATION.

This throwing of fits, because, to an almost personal degree, President Roosevelt has adopted the reform mode of spelling advocated by Mr. Carnegie, is unnecessary. Our President's edict distinctly applies to the orthography of documents official issuing from the White House. It does not invade the learned precincts of the Smithsonian Institute or the intricacies and freaks of the Patent Office. The Senators and Representatives may build and spell their rhetoric as they please, while no bar is placed upon the circumlocutory methods and composition of either the State or War Departments.

There is not a hint that our public school system is to be disturbed unless such a step is demanded by public opinion, and such a view can not be evolved spontaneously, even although Mr. Roosevelt does set an example. Moreover, it is fair to assume that, as he did not consult the dear public before declaring himself, it is of little moment to him whether we follow his lead or otherwise. Even as a Harvard man, it is probably a matter of small interest to him as to what Prof. McMillan, of Princeton; Prof. Hart, of Cornell; Prof. Faunce, of Brown, or Prof. Anybodyelse, of Anyother University, may conclude on the subject.

Identical pronunciation is mentioned as an essential before there can be successful phonetic spelling of the English language. Again, it is asserted that when we change our words to spell them phonetically we lose their origin.

The International Record is the title of a publication issued at Tokyo, and in the July number of this magazine occurs the following:

"Now-a-day, English is getting to be the most fashionable language in all the five parts of the world. By tracing its movement since the first decades of the country is simply miraculous. The King of maritime spreads out his steamers, which touch the harbors through. There is no exaggeration in saying that the total number of English speaking throats should exist more than two hundred

millions. To us it is phonetically difficult, though we are endeavoring our very best for its imitation. So we adopted the English in this journal."

It is fairly easy to get at what Mr. Issa Tanimura, the editor, was trying to say in the above, and it is reasonable to assume that he is not one of the many thousands of Japanese who have been educated in either American or European universities. Evidently he is a progressive and exclusively home-grown citizen of Japan, who, appreciating the situation in his own country, is, as he says, "endeavoring our very best for its imitation." And, considering the phonetic difficulties he is called upon to encounter, he is doing very well.

If the danger of losing the origin of our words is so very great in the adoption of phonetic spelling it is singular, indeed, that those origins have not been irretrievably lost in the maze between the days of the Anglo Saxon version of the New Testament, which says (in Matthew VIII, 1-10), "Drihten, gyf thu wilt, thu miht me gecloensian" ("Lord, if thou wilt, thou mayst me cleanse"), and the English of to-day; from Wycliffe's translation of the Bible to Fitzgerald's translation of the Rubaiyat. The Canterbury Tales with "Aprille. Marche, roote, croopes, straunge and Eugeloude," for to-day's April, March, root, crops, strange and England, and many, many more examples like these, furnish convincing evidence that superfluous letters may be dropped without loss of origin of words and without hurting their value.

No, Theodore Roosevelt's estimate as to the proposed reform in spelling three or four hundred words in the English language has undoubtedly influenced President Roosevelt very strongly, and when our President reaches a conclusion it is not a haphazard result nor one to be left without our President's support. The fact that Andrew Carnegie advocates the change had little, so far as Mr. Roosevelt is concerned, to do with the formation of his opinion. That Brander Mathews, Professor Skeat, Dr. C. T. G. Scott, a very large majority of the heads of the scientific bureaus in Washington and leading officials of the British government, as well as of our own, have, for a long time, earnestly urged the removal of certain inconsistencies in the English language may have had weight. At least, scholar, diplomat, statesman and writer that he is, Theodore Roosevelt has undoubtedly studied and analyzed this spelling reform as thoroughly and broadly and without prejudice as has been done by any other man. He has a founda-

tion of his own for his opinion and is brave enough to invite our Chief Executive to stand thereon for awhile.

Why?

Because he is fond of adventure, whether purely physical or purely intellectual. He enjoys being different and has the character, the brains, the temperament and the courage to progress. And anyone who progresses is constitutionally different. It has not been a common event in American history for a distinguished citizen to decline absolutely and repeatedly to be considered a candidate for the presidency. And it may be that in the hope of effecting a change in what seems to be a very general desire that he should withdraw his declination Mr. Roosevelt has taken up the spelling reform. At least his unheralded, unexpected and unqualified declaration in its favor will constitute a substantial peg upon which his opponents may hang all sorts of scarecrow criticisms. It will not be right for the President of the United States to arrogate to himself the right to overturn all tradition as to the spelling of words in his messages; it will be undignified to take up a mere fad; it will be a cheap effort to secure notoriety and all the rest of the conventional devices of the conventional fault finders. Meanwhile Mr. Roosevelt, serene, faithful, optimistic, strong, active and competent, will enjoy the great distinction and popularity he deserves so well and will fulfil the expectations of the people who elected him to be their Chief Executive.

A Hungarian physician has invented an apparatus which, producing alternate compressions of air and vacuums, causes patients who are apparently dead to breathe with all the natural motions of a live person. In the case of persons who are suffering from asphyxiation as a result of inhaling deadly gases, or who have ceased breathing from electric shock—in all these cases life is frequently saved after one to four hours of artificial respiration. Many deaths occur not because means of artificial respiration are not resorted to, but because people do not use proper means. To work the arms properly requires practice. This new device will do away with all this and if put in general use we may expect a lessening in the number of summer tragedies.

Never judge a man's greatness by the opinion his neighbor has of him.

It is easier to acquire a reputation for greatness than it is to keep it up.

The man with round shoulders doesn't necessarily stoop to conquer.

SUCCESSFUL SALESMEN.

Charles G. Graham, Representing the John V. Farwell Co.

Much is heard these days of men whose names and fames stand boldly out at the head of vast aggregations in the commercial world—men upon whose heads have fallen the laurels of success created by their own hands and brains and perseverance. The great majority of them have passed the meridian of life; but they still plan and work, although with perhaps less vigor than that which characterized their earlier efforts. But that sparing goddess—Success—is not crowning these men of years alone; she has cast about and found those of a younger generation who are as properly entitled to her dower as are their seniors in years. To hold a subordinate position, yet to be recognized as having a master directing hand, is accredited to few; but a few there are in the ever widening lumber industry of our country whose deeds have wooed Success in a degree that is as prominent and acknowledged as that which has come to those who no longer are young. Some there are for whom opportunities have been made, others have made their own opportunities, but in some instances a combination of these attributes to the molding of a life has brought the much sought for success and prominence in business life.

Charles G. Graham was born June 3, 1860, at Wathena, Kansas, and from there moved in early childhood to a farm near Seneca, Kansas. His home was upon a farm up to the age of 18 years. Amid rural surroundings, in a district school and in the public school of Seneca he received his only public schooling.

Charles was the aspiring son of a large family and his business nature soon caught the rhythm of necessity which seemed to pervade the limits of his parental horizon, and out from that home he stepped at the age of 18 years, since which time he has faced the world as a business man.

He chose for himself at that time as his life work that of a traveling salesman and, with very slight interruption, he has followed it to the present day. His first job was selling shoes for T. W. Cosgrove & Co., of Kansas City, Mo., traveling through the States of Kansas and Nebraska. He held this job but a short time, when he resigned in 1888 to accept a better one with Locke, Huliet & Co., of Chicago, selling dry goods in Michigan. He proved equal to the task of working up a nice business for his house in the State and "then some," for on the side during that year he found time to consummate his first love, which he did by his marriage that year to Miss Mina Hasse, of Ithaca, Mich. After his marriage he concluded that to be domestic was to be "off the road," and he resigned his position and accepted the management of the general retail mercantile business of W. H. & F. A. Wilson, at Harrison, which he held one year, when he resigned it and returned in business to his first love—that of a traveling

salesman. Mr. Graham is a man of high ideals, and in his early career his eye was ever upon big things in a business way. He had long coveted the opportunity which comes to the traveling salesman who represents the best house in his line. His longing eye had long rested upon the house of Farwell. He awoke to his possibilities and at the age of 20 years he accepted a position with this great dry goods house, and today, as the result of his sterling traits of character, grit, industry, vim and determination, he stands as the Michigan man of the firm of Curtis, Yates & Graham, in charge of the Michigan business of the John V. Farwell Co., of Chicago. This result is not the fickle phantom of chance or luck, but is the natural

in the selection of goods for particular conditions is unexcelled.

Without lessening in any manner his energy and interest for the great house which is ever his first thought, Mr. Graham saw a way in which he could the better serve his house and his own interest, and about eighteen months ago formed a copartnership with A. L. Dryer, at Marion, where the firm has since conducted a most thriving retail business in dry goods, clothing and shoes. Beside this, he is a heavy stockholder in the Ithaca National Bank and the First State Bank of Marion, both of which institutions give him just feelings of pride.

Finding still some surplus energy going to waste, and with many other good citizens of his village

he lives. He is a prominent Mason in both the York and Scottish rites and at present has the honor of the position of Grand Senior Warden of the Grand Commandery, K. T., of the State of Michigan.

Last and greatest of Mr. Graham's charms, he is thoroughly domestic, and in his beautiful home in Ithaca justly enjoys the full confidence and love of his wife and three beautiful daughters.

Saved by a Hairpin.

The wife of a Kansas farmer, so the story goes, got tired of asking him to fix some things about the house that needed fixing, and one day after he had come home from town told him she had done the work herself.

"And you know," she said, "the drawer that was locked for over a month, and which you said couldn't be opened except by a locksmith? Well," triumphantly, "I opened it."

"Well, well! How in the world did you do it?"

"With a hairpin. And the oven door," she continued, "has been slipping around on one hinge for ever so long, just because you were too lazy to fix it, but it's all right now."

"Well I'm glad you had it fixed."

"Had it fixed! I fixed it myself—with a hairpin. And then that crayon portrait of mother that stood in the corner for almost six solid weeks because you never would bring me any picture hooks—I got it up with a hook I made myself—out of a hairpin."

"Well, well," was all he could say.

"And there's Willie. You've been coaxing him and bribing him for over a year, trying to break him of biting his nails, and I broke him in a week."

"With a hairpin?" he inquired meekly.

"No!" she snapped. "With a hairbrush!"

Chicory Crop Is Large.

Bad Axe, Aug. 28—The chicory factory which has been in operation for the past few years has met with unbounded success.

When the factory was first opened here it was a very small affair, but at the present time it covers over 170 square feet, and by next season it will be increased twice its size.

The new building erected this spring is 80x85 feet, with a solid brick wall and cement floors. This is used for a storehouse and ware room. The farmers will ship to the factory this fall over 5,000 tons. The day force will average twenty-five men, with a night force of about five men.

Years past just a small portion of chicory was dried here, but this season, for the first time, through Manager Conaton, the company has decided to cut and dry the entire crop at this point. This will necessitate a longer season than usual. The annual expenses have been about \$50,000 during the year, but this year they will be larger.

The plant expects to be opened about September 20. Manager Conaton predicts the greatest harvest of chicory in the history of the industry this year.



Charles G. Graham

legacy of one who, with reasonable ability, acted wisely in disposing of his time and talents. Mr. Graham first acted wisely in associating himself with the house that could use and appreciate good ability and earnest endeavor and, in return for the same, hold the business which he could deliver to it. This, in every case, the Farwell Co. seems to do. On the other hand, Mr. Graham, a man of pleasant personality, is ever alert and awake to the interests of his customers and, from his long experience in large and small deals, knowing the needs of his customers, is honest and frank with them. To know him in a business way is to have full confidence in his honesty, while his taste and personal counsel

seeming to deplore the idea of the affairs of a little village being run by politicians and political bosses, in the spring of this year he was induced to accept the candidacy for village President on an independent ticket, against the regular Republican ticket; and, although the Republicans ordinarily count their majorities by the hundred, Mr. Graham was triumphantly elected, and he has been President every moment since.

This much for Mr. Graham as to his public and business career. He is thoroughly, in every sense of the word, a self made man. This sketch is not complete, however, and Mr. Graham is not thoroughly known, until it is written that he is a prominent and much-sought factor in the social life of the community where



New Employment of Clothing Wardrobe in a Window.

"Something different! Something different!" is the eternal cry of the satiated public. If it's "something different" they'll look at it; if it's the same old story they'll turn it down good and hard.

* * *

Occasionally if some piece from the store's interior is taken bodily into the window and left to make its own impression it is better than if the dresser had spent hours getting up a conventional trim.

The other day a clothing store's so-called wardrobe had been moved into its one large window, and allowed to remain several days in the space. A card read:

Everybody
Take a Peep
Everybody
At our way of
Caring for
Your Wearables.

The front of the wardrobe was open to the street and the racks carrying the coats were pulled outside of the case, showing to the window-gazers the orderly manner in which this firm disposes of its goods. The trousers and vests belonging to the suits were laid in neat separate piles on sliding trays and these were pulled out to afford a nearer inspection from the sidewalk.

This was a very easy window, but at the same time it was a novel method of fixing itself on the public mind.

In front of the wardrobe there was a space of about four feet and in this were introduced a few business hats in dark colors to go with the clothing on exhibition and a limited amount of haberdashery—just as a hint of the appropriate accessories carried in stock.

Speaking of furnishing stores, there is no more striking display in their line than a windowful of collars suspended at regular intervals by stout thread (preferably white) from the ceiling. Then if an electric fan be so stationed that a current of air is set in motion—not enough to tangle up the collars but just sufficient to sway them gently—the moving picture, as it were, will bring people to a standstill before it.

* * *

From coverings for the outer man to provision for the inner is not so very abrupt a transition as it would seem.

Just now the grocers are glorying in the fine color combinations they are easily able to effect with the wealth of fruits and vegetables at their command, not to mention the product of Old Mother Hen.

One grocer with the "something different" idea buzzing in his bonnet rigged up some smooth pieces of narrow boards, about the size of scantling, into a large even frame. This he covered all over with white

paper and to it glued big eggs, alternating the white and the brown tints. The smaller ends of the ovals were at the center and at the corners were glued "on the bias." While making it the frame was, of course, laid flat on a table, and kept so until the glue had hardened. In this odd frame was a picture of a dear motherly woman engaged in the appetizing occupation of making pumpkin pies. The table at which she stood contained all the "ingredients" for this most toothsome compound and the hot stove stood ready to receive the pies so soon as the good housewife should have them ready.

The picture stood upright in the center of the window at the back, resting on a box about a foot high, which was covered with clean white linen. On this box were arranged two or three pie tins (white enamel with dark blue rims), cooking spoons, kitchen knives, "crimper," etc.—utensils needed in the preparation of the pies—also nutmeg, salt, sugar and cinnamon, in proper receptacles, an enamel cup for measuring (matching the pie plates) and one for dipping. At the left of the box was a pyramid of immense—clean, mind you, no mud—pumpkins, while at the right was a pyramid of the same height composed of large clean eggs—such as "Crit" calls his "Slickers."

A small placard was pasted to the window. This was no larger than an ordinary calling card, and its very diminutiveness seemed to make its deciphering a matter of vital importance to the crowds outside, who pushed and jostled each other in their scramble to read it—and, what was more to the point, to read it first! The inscription only conveyed the information, in very small script, that the pies in the process of construction were

Such as Mother Used
To Make.

* * *

Perhaps taking their cue from Foster, Stevens & Co.'s employment of a gentleman dummy in the window always devoted to their sporting goods and tool departments, perhaps with never a thought of that particular store's enterprise in this direction, the Winegar people on Canal street have placed a dummy in one of their windows—in the large one cornering on the narrow street next them. Furniture—a bedroom suite—is her environment. She stands in front of a large mirror, apparently surveying her fetching toilet with satisfaction. The unusual spectacle of a pretty lady dummy in a Winegar window is attracting much attention and will prove a drawing card in coming exhibits.

How "Rags" Came Where She Is To-day.

Written for the Tradesman.

She was such a little mite of a thing that it seemed dreadful to cast her off the way they did. But they said she was guilty and that the "discipline of the establishment demanded that the girl be made an example of."

There was no one to have pity, no one to say a good word for her

or to suggest that she be given a chance to prove herself worthy of trust. Every man's and every woman's hand was against her in the store, from the strong tanned one of the proprietor and the lily-white one of the stenographer down to the rough one of the "scrub lady" and the warty one of the errand boy.

"The goods had been found on her—what more did they want?"

They didn't bring the little thing to arrest—there was that much for her to be thankful for. Why they didn't was not explained at the time. Perhaps they didn't want to be bothered any further about the affair; perhaps the tiny white face, framed with its tendrils of pale gold hair, appealed at last to their compassion and their generosity.

Was she really guilty?

Well, as everybody now regarded her, she was a thief.

Father and mother dead in her childhood, with no near relation to care for her, she had been knocking around from pillar to post until a distant cousin half permanently took her in. She would make no agreement to keep her for any definite length of time, saying only that she would do for the child so long as seemed best for both. That was long ago when Mabel was but 7 years old. When that happened in the store—the trouble about the goods and her discharge—she was 12.

Now, after a lapse of about five years—during which time she has made a precarious living working in candy and other factories—I see her go by my office five times a day, generally arm in arm with a dissipated-looking young fellow evidently several years her senior. Judging from the time of day at which they stroll past, they are going to and returning from their meals. The girl is always triggered out in rather smart clothes. And mostly her hats have some sort of diaphanous stuff or feathers hanging therefrom, so that the young lady book-keeper and stenographer on our force have come to name her "Ribbons." But the boys call her "Rags"—poor thing!

She drifts by all unconscious of the pseudonyms she has acquired with those across the way. She is all eyes for the Billy Tough who swaggers along at her side, and they both are entirely unconscious of the little fictions we are weaving about them, albeit we don't even know their real names ourselves in making up stories each day.

Sometimes they have a lovers' quarrel. Then he seems very, very angry, while she is pleading oh, so earnestly with him. But he doesn't "give in," whatever is the difference between them. The next time they go by everything apparently has been adjusted satisfactorily, for they are laughing and talking away as if life were but a "glad, sweet song." We often wonder what "Rags" and this miserable young fellow are saying, but that we may not know. After several ineffectual attempts, on the part of some of the force who are more inquisitive than the others, to learn more concerning the couple and who used to cross over on pur-

pose to hear their conversation, it was given up as a bad job and they would go back to their work no wiser than they were before, for "Rags" and her companion would drop their voices when they came near. Once in a while those voices are thick and their steps so unsteady as to render walking an onerous task.

I learned recently that "Rags" never took those things that were found on her in the store so long ago; that they were placed in her clothes by a jealous fellow-working-girl and it was left to be inferred whose they were. Poor little "Rags" suffered all the ignominy that attaches to the name of "thief," and, placed as she was in that category, it is not to be wondered at that the Devil has her fast in his clutches.

N. Niccoli.

Blended Butter in England.

According to reports the British government has recently issued as a parliamentary paper a report of the select committee appointed to consider the conduct and control of the trade in butter and butter substitutes. The report was agreed upon unanimously, and makes suggestions to be embodied in legislation.

The London Times asserts that genuine dairy butter is a thing past praying for. Four-fifths of the population of London, the Times asserts, have never seen it in their lives. Those who know what it is have great difficulty in procuring it, and can not obtain it in many cases at any price. What is called genuine butter in London, the Times says, is blended and reworked butter. It says that both the imported butter and that made at home are generally blended. The Parliamentary Committee propose that butter factories shall be registered, the registration to be renewable annually, and that inspectors shall be empowered to enter all such premises when they suspect that butter is reworked, blended or adulterated. Adulterated butter must not be stored on such premises. With adequate penalties proportioned, as the Committee proposes, to the magnitude of the output, some real check would be placed upon adulteration. Imported butter is to be met with not less stringent conditions.

It was shown before the Committee by a firm that was prosecuted for the sale of adulterated Danish butter that they got off with a nominal penalty upon showing that they had ordered what is known as "control butter," guaranteed by the Danish government. The Committee propose that the importer shall be held responsible for the genuineness of the butter he sells without any regard for anybody else's warranty. No difficulty is put in the way of those who manufacture and sell imitations of butter openly and honestly. Those who want margarine will be free to buy it as such. But people who want butter and pay for butter are expected to get butter, and not mysterious mixtures. It is thought probable that the British government will take favorable action on the report.



Movements of Merchants.

Clare—Hiram Satison has opened a general store near this place.

Yankee Springs—R. H. Williams has sold his general stock to H. Leavitt.

South Haven—E. Van Orden succeeds F. W. Hurlbut in the flour and feed business.

Blanchard—J. P. Mahoney succeeds Rogers & Fitzgerald in the hardware business.

Traverse City—Garrett Meeboer has opened a merchant tailoring establishment at 215 East Front street.

Albion—Fred Crane, formerly engaged in the grocery business here, has engaged in the fruit and commission business.

Lum—David Crawford has sold his meat market to Mr. Van Wagoner, of Kingston, who will continue the business at the same location.

Batavia—E. J. Buys has sold his general stock to O. B. Wheeler and C. W. Smead, who will continue the business at the same location.

Middleville—A copartnership has been formed between John McQueen and A. J. Stevens, for the purpose of buying and shipping live stock.

Sault Ste. Marie—W. F. Ferguson & Co. will retire from the dry goods and shoe business on account of the continued illness of Mr. Ferguson.

Fremont—L. H. Phelps, for the past year in the employ of W. E. Ludwig & Co., of Portland, will shortly open a department store here.

Muskegon—Hans Hanson, grocer at 95 Ottawa street, was married last Saturday to Mrs. Nettie Thomas, of this city. The Tradesman extends congratulations.

Hastings—Phin Smith has purchased the dry goods and grocery stock of Depew & Babcock and will continue the business at the same location. Mr. Smith is an experienced merchant.

Owosso—V. D. Dow has purchased the interest of B. F. Swift in the grocery firm of W. S. Baker & Co. The firm name will remain unchanged and the place of business will be the same as before.

Owosso—C. W. Danforth has resigned his position with T. O. Christian and will engage in the jewelry business in the new Keeler block, opening about September 15. He has been employed at Christian's eight years.

Port Huron—Schmude Bros. have purchased Kaesemeyer's meat market on Military street, and will take possession September 1. Mr. Kaesemeyer will devote his time to purchasing live stock and shipping it to Buffalo.

Rochester—H. H. Stalker, of Fred-eric, will move here and conduct a shoe business in the store now occupied by I. E. Nolan, who goes to Flint September 1 to engage in the shoe business. Ed. Clark will remain here and assist Mr. Stalker.

Hastings—George Hinchman, of the firm of Hinchman & Hall, produce dealers, has purchased the interest of H. E. Hall and will continue the business himself. Mr. Hall has obtained an excellent position as traveling representative for Chas. Young, of Toledo.

Greenville—Paul F. Smith, of Battle Creek, has purchased the interest of J. E. Nichols in the Greenville Lumber Co., and has assumed the management of the business. Mr. Smith has been the assistant manager of the Battle Creek Lumber Co., of Battle Creek, for the past two years.

Saginaw—Robert H. Rice, senior member of the firm of Rice Bros., has retired from the furniture business, selling his interest to his partner. It is understood that he will devote his attention to the real estate business, in which he has been quite largely interested for some time.

Saginaw—Emich Solms and brother, Fred Solms, sons of the late Emich F. A. Solms, have purchased the interest of Magnus Solms in the hardware business on Gratiot avenue. The firm name will continue Solms Bros. Magnus Solms and the late E. F. A. Solms established the business many years ago.

Ann Arbor—The Fowler Grocery Co. has purchased the grocery stock of W. F. Stimson, 202 East Washington street. Mr. Stimson has been in business in this city for twenty-six years. Mr. Fowler is a graduate of the literary department of the University with the class of 1905. He moved to this city with his mother six years ago in order that he might enter the University. He was prominent in athletics during his college course and in his first year won the coveted prize of the Cross Country Club race. Since graduation he spent a year as a commercial traveler for a wholesale grocery house at Jackson. While attending the University Mr. Fowler was also actively engaged in the retail grocery trade.

Lansing—The Central Implement Co., Ltd., is no longer a going concern, an order having been entered in the Circuit Court by which the affairs of the company are to be wound up and the co-partnership dissolved. The action was taken upon motion of one of the attorneys for the stockholders, it no longer being possible to carry on the business at a profit. For the past two months the affairs of the company have been in the hands of the Detroit Trust Company as temporary receiver. By order of the Court, the Trust Company now becomes permanent receiver for the purpose of collecting all of the available assets of the company, and for selling the same at the best possible figures. A further order was awarded, permitting the Trust Company to sell a quantity of neck yokes, whiffle trees, iron and steel from the company's manufacturing establishment, located at Standish, at 50 cents on the dollar.

Benton Harbor—Jacob E. Enders, of the firm of Enders & Moore, St. Joseph, has purchased the interest of Frank B. Moore in the firm of En-

ders & Moore, of this city. Mrs. Enders owns the balance of the stock, that not previously owned by Mr. Moore. Mr. Enders will move to this city and take active management of the dry goods store. He was for several years one of the leading business men of this city and five years ago last January he sold his interest in the department store of Enders & Young, now Young, Peck & Co., and signed an agreement not to engage in business in this city for a term of five years. The term of business exile having elapsed Mr. Enders made an offer on the stock of Mr. Moore, which was accepted. Mr. Moore has been in the dry goods trade for seven years. For three years he was manager of the dry goods department for Enders & Young and for the past four years has been manager of the Enders & Moore store. He will remain in the city and will probably engage in business on his own account.

Manufacturing Matters.

Carleton—Reiser Bros. have erected a large planing mill.

Kingsley—New machinery is being installed in the Kingsley Roller Mills.

Ionia—Gregg Williams has sold his planing mill to the Marvel Washing Machine Co.

Houghton—The Quincy Mining Co. has increased its capital stock from \$2,500,000 to \$3,750,000.

Dowagiac—The Dowagiac Manufacturing Co. has purchased the drill business of the Cassopolis Manufacturing Co. and will continue the manufacture of this line of goods.

Marshall—The Borough & Blood Buggy Co. has been incorporated to manufacture vehicles, with an authorized capital stock of \$37,500, all of which has been subscribed, \$1,083.95 being paid in in cash and \$36,416.05 in property.

Detroit—The Louis Niman Co. has been incorporated to manufacture dressmakers' supplies, with an authorized capital stock of \$5,000, of which amount \$2,500 has been subscribed, \$1,000 being paid in in cash and \$1,500 in property.

Northville—The Stimpson Scale & Manufacturing Company has commenced the work of dismantling its plant at Milan and part of the machinery has been moved to this place. It is expected that the factory will be in full operation by September 15.

Niles—W. Owen Thomas, a Chicago electrical engineer, is in this city with a view to locating an automobile factory here which would employ 400 men. Mr. Thomas says the company has 1,000 machines contracted for. The company expects the town in which it locates to furnish a factory building.

Grand Ledge—The contract for the construction of the Grand Ledge Clay Product Co.'s buildings has been let to John Flater and Elmer E. Edwards, and work will be begun as soon as the foundation is finished, which will be within a few days. The main building will be 70x200 feet and the annex 52x70 feet, both

three stories high. There will also be a boiler room 34x48 feet.

Ironwood—A. L. Osborne, of Oshkosh, formerly President of the Montreal River Lumber Co., has purchased an interest in the Scott & Howe Lumber Co. and was elected its President at a recent meeting. Mr. Osborne will take charge of the company's interests at this place and Messrs. Scott and Howe will in the near future go to Tacoma, where the firm has extensive holdings and a new mill will be built.

Gradual Gain in Gross and Net Income.

The tenth annual report of the officers of the Citizens Telephone Co. discloses a very satisfactory condition of the affairs of that corporation.

The number of telephones in the entire system has increased from 19,742 to 23,644.

The number of telephones in the Grand Rapids exchange has increased from 6,633 to 7,823.

The toll line mileage has increased from 1,352 to 1,444.

The gross earnings have increased from \$418,441.27 to \$498,687.67.

The exchange rentals have increased from \$321,535.18 to \$388,153.90.

The tolls from long distance service have increased from \$84,078.29 to \$102,614.27.

The earnings of the toll lines per circuit mile show a gain from \$27.95 to \$30.57, an increase of \$2.62 per mile.

During the previous fiscal year the gross earnings were \$22.45 per phone and the expenses \$14.10, showing a net earning per phone of \$8.35. This report shows a gross earning of \$22.62 and a gross expense of \$13.86, showing a net earning per phone of \$8.76—a gain of 41 cents per phone.

The report is replete with interesting figures and comparisons, as well as suggestions of a practical character, and readers of the Tradesman who are interested in the subject would do well to send to the company for a copy.

S. A. Sears, accompanied by wife and daughter, sails from New York Sept. 11 on the Moltke and will spend two months in Italy, France and Germany. Mr. Sears has richly earned a vacation and the best wishes of a host of friends will accompany him and his family on the trip.

The labor day souvenir issued by the local cohorts of trades unionism contains the advertisements of seventy-five liquor dealers, which is a fairly good indication of the partiality of the average trades unionist toward the saloon.

The Wisconsin Tie & Pole Co. has been incorporated for the purpose of dealing in ties, posts, poles and other forest products, with an authorized capital stock of \$25,000, of which amount \$12,500 has been subscribed and paid in in cash.

W. N. Burgess, President of the Leonard Crockery Co., is spending a couple of weeks in Southern Michigan, looking over trade conditions in that territory.



The Grocery Market.

Sugar (W. H. Edgar & Son)—The market appears to be developing along the line suggested in our letters of Aug. 10 and 17. Spot centrifugals have sold at 4c, but offerings in any position are light. Europe is firm at a parity of 3.96c with centrifugals. We look upon the present situation as unusually interesting. Should the uprising in Cuba become really serious there is no telling to what high point an advance movement might carry the market under excitement. That the whole sugar situation might become seriously complicated is certain; meantime the actual position is strengthened and in the natural course of events, with or without the influences referred to, sugar will undoubtedly advance before the close of the campaign. The demand with us fairly reflects and usually precedes the rush at the refinery, and we draw attention to a very natural increase during the past forty-eight hours. We still look for a record-breaking season and continue to advise our friends to govern themselves accordingly.

Tea—There has been no change in values during the week, with the exception of low grades, which show a much firmer feeling. In fact, holders are asking from 1@2c per pound more for these grades than a short time ago. Japan teas are also doing considerably better in the East. The balance of the list is unchanged and steady.

Coffee—Willett & Gray say: "The Brazil valorization law is on the statute books. The Government is actively arranging the necessary formalities to put it into operation. Of this no doubt exists, and the determination of the authorities is beyond question. These are the cold facts. Discussion between economists and financial writers may develop theoretic ideas as to the far off results of this new protection law of Brazil, but the coffee markets are concerned in the conditions as they are now and for the near future. Brazil has a crop of coffee which the world must buy. Knowing the urgent necessities of consuming markets and the long continued bear depression and manipulation against the price of her principal product, Brazil had to defend herself. She knows that the actual consumer pays to-day the same prices for coffee as when the green was selling at double the present figures. There is no reason for skepticism as to Brazil's attitude, and it is very absurd to suppose that the government puts through the law with such big majorities to allow it to remain ineffective. It is even more absurd to doubt its practical success until it is seen in operation. We repeat, consuming markets must buy in Brazil, and Brazil is justified in trying to obtain a fair valuation. Undue manipulation and

pessimism have so long stood in the way, until Brazil has demanded and created legislation to assist her object. Criticism of her right is inadmissible. She is defending her commerce with an economic measure backed by the assistance of foreign loans. There are few loans so thoroughly secured and safe-guarded as this one. The waiting attitude of the coffee markets may be ascribed to a meager knowledge of the plan of operation of the valorization law or skepticism from disappointment or ignorance. Brazil continues the law prohibiting new planting. Other countries can not profit by Brazil's valorization law owing to the poverty of planters from the long period of ruinous prices. There are no surplus stocks in any producing country outside of this crop in Brazil. Stocks in America and Europe have been very considerably reduced. The advent of valorization in Brazil is well timed. The outlook for the growing crops alone may soon prove possible to outdo the effect of valorization—Nature may create a greater benefit than legislation to the underpaid planter. As we feel so certain of the authenticity of our information on the valorization law and perfecting of loan details, we prefer to devote our space to the subject this week, rather than coffee proper, the position of which is sound and improving.

Canned Goods—Nothing new is presented in the market for tomatoes. Neither spot nor future goods seem to attract buyers at present, but there is no pressure to sell. Spot goods of desirable quality are said to be scarce and are held firmly. Futures are neglected but are not urged. Some interest is shown in gallons, but offerings are light and seem to be held at prices above the views of most buyers. The pack of Southern peaches so far has been disappointing as to quantity, as the crop which promised to be large at the start has dwindled to comparatively small proportions as the season has advanced, because of excessively wet weather. While there is a shortage in all grades, that in gallons is most pronounced and promises to cause a good deal of trouble for packers who sold short. California peaches are reported to be closely sold up and the market is firm, although so far as can be learned little additional new business is being offered to the packers. There is a strong market for both spot and future New York gallon apples owing to limited offerings. Interest in the lower grades of peas is still pronounced, but the actual business accomplished is small owing to the comparatively high prices demanded on such offerings as are made. These are light, as most packers are said to be oversold on the more popular grades. In extra sifted and petit pois the offerings are reported to be extremely light. New York State beans promise to be very short owing to the prevalence of rust. The market is strong, with an upward tendency. There are no fresh developments in the salmon situation. The trade is looking for opening prices on 1906 pack Alaska

salmon, but so far the principal packing interest has given no hint of what it proposes to do, and other packers seem to be waiting for it to take the lead. In view of the undoubted shortage in the production, not only of the Alaska canneries, but of those at all other points on the Pacific coast, the trade seems to be prepared for a comparatively high opening price. Domestic sardines remain very firm in the absence of improvement in the run of fish on the Maine coast, but buyers as a rule seem to be still well supplied and are exhibiting no anxiety as yet over the prospect of an exceptionally short pack.

Dried Fruits—Apricots are still suffering from almost prohibitive prices. Currants are in sufficient supply for the demand. The weather on the other side is favorable for the crop and prices may take a small decline later. Raisins are a little firmer, but no advance has occurred; it is simply a little harder to buy at the old easy prices. Future prunes remain unchanged on a 2c bag basis. The demand is fair. Peaches are dull. The market is unsettled and all sorts of prices are quoted. None seem low enough yet, however, to get much business.

Syrups and Molasses—Business in corn and cane syrups is rather restricted, as usual at this season of the year. Molasses is purchased only to supply the immediate wants of the trade. Prices are well maintained.

Provisions—The price of smoked meats to-day is about 10 per cent. higher than a year ago. As the summer is drawing to a close, however, a lower market can be looked for on everything in the salt meat line. Pure and compound lard is firmer. September is always a heavy consumptive month for lard, but this year prices may not change. If they do, however, they will advance. Barrel pork is firm and unchanged. Dried beef is dull at about 1 cent decline. Canned meats are dull and unchanged.

Fish—Cod, hake and haddock are dull and unchanged. With the exception of Irish mackerel the entire mackerel line is extremely high and strong. Shore mackerel are getting higher all the time. No. 1 shores, which last year ruled about \$16 per barrel, are to-day quoted at \$27@28. No. 2's are to-day \$23. Norway packers have this week sent out a quotation of \$32.50 for No. 1's, \$26.50 for No. 2's, \$21.50 for No. 3's and \$16 for No. 4's. This is from \$3@7 per barrel higher than last year. Irish mackerel are inclined to be weak and dull. Sardines show no further change. The market is firm and the demand fair. No new prices are forthcoming yet on salmon, but they should be soon.

The Produce Market.

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

Bananas—\$1 for small bunches, \$1.25 for large and \$2 for Jumbos. There have been no changes in price

for a long time, and business continues good, with values steadily maintained.

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

Butter—Creamery is in strong demand and ample 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.

Cabbage—Home grown fetch 35c per doz.

Carrots—50c per bu.

Celery—Home grown commands 20c per bunch.

Cocoanuts—\$3.50 per bag of about 90.

Crabapples—60c per bu. for early varieties.

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 receipts is unusually good, considering the hot weather which prevailed up to three or four days ago.

Green Corn—10c per doz.

Green Onions—15c for silver skins.

Green Peppers—60c per bu.

Honey—13@14c per lb. for white clover. Business in this line is rather quiet, but there is every indication of a good trade later on, when cool weather comes.

Lemons—Both Californias and Messinas have advanced to \$8@9 per box.

Lettuce—60c per bu. box.

Musk Melons—Rockyforas are steady at \$3.50 per crate. Benton Harbor Osages fetch \$1 per crate. Home grown Osages are in large supply on the basis of 60@75c per doz. The quality so far this year has not been up to standard.

Onions—Home grown, \$1.25 per 70 lb. sack. Ohio stock, \$1.25 per 65 lb. sack; Spanish, \$1.35 per 40 lb. crate.

Parsley—30c per doz. bunches.

Peaches—Early Crawford are now in market, commanding \$2@2.25 per bu., which is fully \$1 per bu. higher than they started in at the beginning of last season. Dealers generally do not think that the price of good fruit will go much below \$2 this year. Barnards command \$1.50@1.75 per bu. Champions (white) fetch \$1.40 @1.60.

Pears—Flemish Beauties and Sugar are in fair supply at \$1 per bu. Bartlett command \$1.25 per bu.

Poultry—Prices have gotten down where receipts are very light, and it is thought that before long the small supplies will cause a rise in price, which will in turn bring the stuff in from the country. Since last week spring chix have advanced 1c.

Pieplant—60c per 40 lb. box.

Plums—Lombards and Green Gages fetch \$1.25@1.50 per bu. Bradshaws command \$1.50@1.75 per bu.

Potatoes—40@50c per bu.

Radishes—10c per doz.

Summer Squash—50c per bu.

Tomatoes—Home grown are coming in freely, meeting active demand at about 50@60c per bu.

Wax Beans—90c per bu.

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

PASSED AWAY.

Edward A. Moseley, the Fruit and Produce Dealer.

Knowledge is the great primary essential of right living. It makes it possible for the individual to understand not only his fellows but himself. By its light defects of either a physical or mental character may be detected; without it man, stumbling along the rough, dark path of life, jeopardizes physical health and mental and spiritual development.

The old admonition to "know thyself" never applied more fittingly than at this time and possibly at no other time in the history of the world has this caution been so absolutely disregarded. To-day many of those at the head of great commercial institutions of enormous industrial enterprise endeavor to perform the work which properly might be divided among a half dozen men. Some of them urge the unwilling body to great endurance with the spur of the will. So great is the application, so steady that Nature revolts and an outraged physical organization claims surcease from endeavor. Especially is this true with those who concentrate their energies and apply them steadily to one class of work. The man who is able to center his attention upon one subject until satisfactory results shall have been accomplished, then to divert his energies along another channel, thus bringing into play other portions of the human mental and physical machinery, distributes the wear and tear evenly with the result that both are stimulated. Their ability to interest themselves in different lines of work and thought gives Nature the highly essential safety valve.

With the foregoing in mind it may be well to pass to the greatly deplored event which suggested it. Death has laid a heavy tribute upon the produce trade of the country within the last few months, removing many of the most conspicuous figures in these circles; but in no case has the visit of this grim messenger been more greatly regretted or generally deplored than when, on Aug. 28, Edward A. Moseley stepped out of life while in the prime of manhood and the fullness of a useful career into the silent shadows of the Great Hereafter.

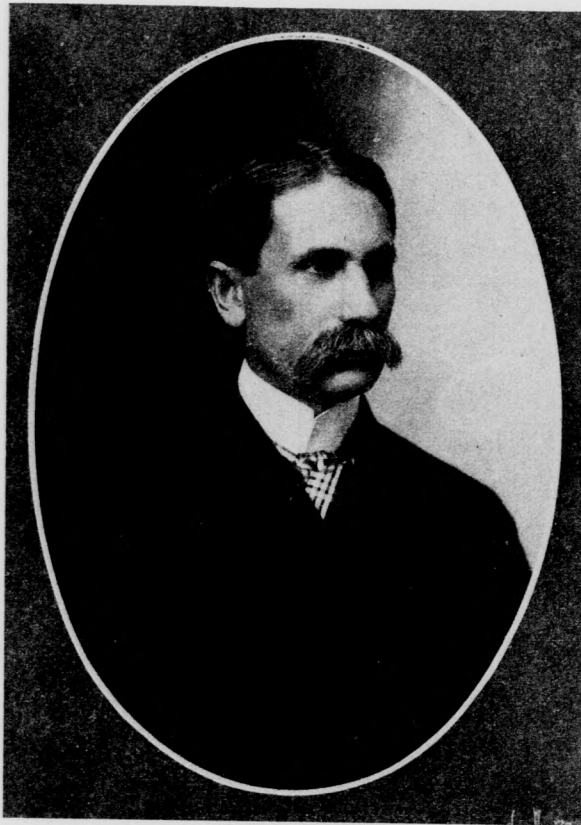
Mr. Moseley was a type of the useful, energetic, accomplished man of affairs. He had for many years been identified with the produce trade of Michigan, and by sheer force of personality and ability had pushed his way to the front. At the time of his death he was a dominating factor in the firm of Moseley Bros., having helped to lay the foundation on which this commercial structure was built. Mr. Moseley's tact and diplomacy, the quickness with which his mind grasped the force of a situation or condition, his wide knowledge of the produce trade generally, his accumulated capital and experience, his superior facilities for handling staples through the ownership of a large number of refrigerator cars—all these qualities tended to make him a forceful member of the

fruit and produce trade and a factor to be considered in the manipulation of large deals and the consummation of large transactions.

Edward A. Moseley was born on a farm in Thompson township, Geauga county, Ohio, February 21, 1847, being the oldest of a family of seven children. The antecedents of the Moseley family are English on both sides, the original family having emigrated to this country nearly three hundred years ago and settled at Westfield, Mass. In 1865 the Moseley family moved to Painesville, Ohio, and the next year Edward went to Chicago to seek his fortune. His first employment was in the lumber office of Gale Eastman, brother of the late George Eastman, of Grand Rapids. He subsequently formed a copartnership with Mr. Eastman, lo-

corner of Second avenue and Hilton street, where they since did business. The firm of Moseley Bros., was, therefore, engaged in business for nearly thirty-one years, making it one of the oldest business houses in the city and one of the oldest fruit and produce houses in Western Michigan.

Mr. Moseley was married in Grand Haven April 16, 1873, to Miss Margaret E. Maynard, formerly of Grand Rapids. Two children have come to gladden their lives, Louis E., now 30 years of age, and Marguerite, aged 17. The son is located in San Francisco, where he is Pacific Coast representative for the Price Cereal Food Co., of Chicago. He was notified of his father's death Tuesday morning and started immediately for Grand



The Late Edward A. Moseley

cating at Robinson, Ottawa county, where they carried on the lumber business for several years. In the meantime his brother, Timothy F. Moseley, had located at Robinson to attend to the book-keeping work of the firm. November, 1875, the two brothers came to Grand Rapids, formed a copartnership under the style of Moseley Bros., and purchased the fruit and commission house of Davis & Green, who were then engaged in business at 122 Monroe street. They remained in this location until the Gilbert block was erected on Ottawa street, when they removed to that location, so that they were tenants of the Gilbert family for more than twenty years. About five years ago they erected a well-equipped warehouse building at the

Rapids to attend the funeral on Saturday.

Mr. Moseley was a member of Park Congregational church, but had few fraternal and social affiliations, being completely wrapped up in his family and his business. He resided in a beautiful home at 326 Cherry street, but had spent eight months of each year for the past two years at Miami, Florida, where he had a winter home, which contributed to prolong his life on account of the salubrious climate.

The funeral will be held at the family residence and the interment will be in Oak Hill cemetery.

Mr. Moseley was a man of strong convictions, and of prompt and decisive action. He was universally respected for his enterprise, and his

shrewdness and constant application to business were widely recognized. He was an active partisan of the Republican school and never shrank from the defense of his principles. His private life was above reproach, and his attachment for his family—as theirs for him—was very great. His strong individuality made him a man to be long remembered in the community where he lived.

Her Idea of an Ape.

Written for the Tradesman.

"A few years ago, when I was teaching school over in a neighboring state, I had some very bright scholars, and also a few just the reverse," remarked a young lady who sees the funny side of life.

"Among the latter was a little girl (of some five summers) who was exceptionally stupid.

"One day she asked me, quite to my astonishment, what was the meaning of the word 'ape.'

"Thinking to make it so plain to her that she could not, by any possibility get an erroneous idea, I said to her:

"You've been to the circus, Mabel, haven't you?"

"Yeth'm, onect," she lisped.

"Well, don't you remember seeing a great big cage that had something in it with a face that looked a little like ours?"

"Oh, yeth'm," again lisped the little ignoramus; "I theen a nawful big cage with a thnake a mile long, an' a lady in it! Wath that a nape?" (with strong emphasis on the second word.)

Imagine, for a moment, my surprise and consternation at receiving such a reply to my attempted explanation as to what "a nape" is.

And ever since that time, I never look at the girl "with the thnakh," in a circus procession, but I think of the ridiculous interpretation that child placed on my essayed clear interpretation. H.

Comparative Smallness.

Jane's grown-up sister returned home from a shopping trip with a beautiful fur muff. Little Jane hurried at once to her mother.

"Mama," she said pleadingly "won't you buy me a nice warm muff?"

"Why, dearie," replied her mother, "you are too small to carry a muff."

The child found a quiet nook and sobbed for some minutes. Then she returned to her mother.

"It's very funny," she said, "that I'm too small to carry a muff when I'm not too small to feel cold."

Oxone a New Air Product.

Oxone is not ozone. It is a new product of an electro-chemical company of New York, and is a specially prepared fused form of sodium peroxide having the peculiar property of emitting free oxygen when it comes in contact with carbon dioxide charged with moisture. It is of bluish gray color, and is cast in small blocks which are packed in airtight cans, and in this form is easily transported. It is believed that by the use of oxone the air in submarine boats may be kept fresh for many hours at a time.



Special Features of the Grocery and Produce Trade.

Special Correspondence.

New York, Aug. 25—The spot coffee market closes in a fairly satisfactory manner. Orders have come to the jobbing houses from all parts, and in the aggregate the amount taken is larger than for some time. In the speculative market the conditions show improvement and an advance of 10 points was scored yesterday. At the close Rio No. 7 was worth 8½c. In store and afloat there are 3,205,933 bags, against 3,852,707 bags at the same time last year. There is much talk about the valorization plan but it is mighty hard to get at the exact facts. What interests the trade is to know the effect of the law upon future prices. Were there a strong sentiment that 11c coffee would be reached within a year or two, there would be a scampering after all the stock in the world, but weeks pass and there seems very little inclination to purchase ahead; in fact, Rio No. 7 is ¼c lower to-day than a year ago. Mild grades are moving in "an orderly manner," that is, there is no tumult or excitement. East Indias are steady and quotations are well sustained, with supplies not overabundant.

Every week shows more encouragement in the tea trade. Distributing business is good and interior buyers are showing considerable interest in new crop, especially Japans. The whole market is in better condition and sellers rejoice accordingly.

There is no visible change whatever in the market for refined sugar. Withdrawals are running heavy and refiners are finding it hard work in keeping up with deliveries. Raw sugars tend to a higher basis.

There is not a very heavy demand for rice, but values are firmly adhered to and, with a steady undertone, sellers find the situation not at all discouraging. Quotations are practically without change.

There is a slightly improved situation in the spice trade and the signs of a good fall and winter business seem to grow more propitious. Prices show great steadiness and holders are well satisfied.

The molasses market shows considerable strength and, while there might be some improvement in the demand, it is still all that probably could be hoped for at this season. A good fall and winter trade is certainly looked for and sellers are confident. Syrups are steady and unchanged.

There has been a good call for tomatoes and these seem to occupy the center of the stage in the canned goods market. The pack of last season is held firmly at 80c. Some big sales were reported at 72½@75c for standard 3s f. o. b. factory. Peaches, too, are in excellent demand and some packers have with-

drawn quotations. Peas are in good demand and mighty hard to find at the prevailing rate of 80@85c. Corn is quiet.

Fancy butter is very firmly held. The supply is not at all excessive; in fact, the demand keeps the market well cleaned up. Cooler weather will help the market decidedly. Extra creamery is officially quoted at 23½@24c, and seconds to firsts, 21@23c; imitation creamery, 18½@20c; renovated, 16@20c.

Full cream cheese is not plenty and the prevailing rate of 12½c is firmly maintained. Prices in the country are relatively higher than here and one sale was reported at 12½c in Cattaraugus county.

The cooler weather is making a better market for eggs and it closes firm. Finest selected Western, 21c; firsts, 20c. The tendency is upward.

How Niles Business Men Built Up the Town.

Niles, Aug. 28—In 1901 the principal business men of this city came to the conclusion that if the town was to be developed some strenuous effort must be put forth.

Business men with advanced ideas had located in the town. They were of the go-ahead kind. With other men who had been here for years and who needed but the incentive of leadership to become aggressive they undertook the rejuvenation of Niles in a business and commercial sense.

But a few years before this decision was reached the city had suffered from two bank failures. Public confidence had been shaken. Two banks, both solid institutions, took the place of those that failed.

The city administration of this place was a progressive one and was ready to lend its influence to any legitimate scheme which would give new life to the town. But under the Michigan law a city can do little toward attracting enterprises.

But there were ways of getting around the law, in this instance, in a good cause. The Business Men's Association was organized and incorporated. It secured a tract comprising thirty-one acres in one of the subdivisions of Niles.

With the assistance of the city the Association was financed by a bond issue of \$50,000 and set about its business of building up the town.

The first large enterprise secured through the efforts of the Business Men's Association was the National Printing & Engraving Co. This institution, the chief business of which is the printing of high-class theatrical paper, was seeking a desirable location.

The Business Men's Association entered the keen competition with other cities and succeeded in attracting the plant. Ample grounds and buildings were erected, the outlay being approximately \$20,000. Under the arrangement the National was to pay the city \$900 interest for the period of six years. If at the end of that time the company had paid out \$600,000 in wages it was to be given title to the property. This has been done.

Another plant secured by the Business Men's Association was the

Garden City Fan Co., which manufactures ventilating fans and other material of similar nature. This concern employs close to 100 men, pays high wages, has many skilled workmen of the desirable class and is one of the most prosperous manufacturing industries in the city.

In the same building occupied by this concern is the National Wire Cloth Co., which manufactures screens for windows and doors and every other sort of wire cloth or screen. This concern employs forty hands and is running 115 machines, including weaving, bobbins and spooling machines.

Little Annoyances Incident to a Clerk's Career.

Written for the Tradesman.

"You look ready to drop where you stand—aren't you dreadfully tired from being on your feet all day long?" I asked of a clerk whose face was almost as white as the shirt waist below it.

"Yes," she replied, "I am very, very tired tonight. We've had an unusual rush all day and some of the customers were more than ordinarily cranky. It seemed impossible to get along amicably with a few of them."

"Of course," she continued with a weary little sigh, "we are supposed to be equally as polite to one as to another. We are enjoined to show no partiality whatsoever. But that's a pretty hard course to pursue. It's quite as impossible to have the same affection or paler regard for each one entering whom we know, as for a mother to have the same sort of love for her six children. Many a mother of a large family has told me that she loved all her little ones with the same amount of love but that the feeling for each differed from that for all the rest. And so it is with clerking, except, naturally, in a lesser degree. We are obliged to treat all with courtesy, but we can't help having a different feeling for each, according to our acquaintance with or friendship for them—for many a warm friendship does exist between clerk and patron. Numbers of my very best customers invite me to their houses, and make it as pleasant for me as if I, too, did not have to work for a living."

"But there are those others—the haughty ladies who do not, or seem not to know that good breeding dictates kindness to subordinates. They try to impress us with the magnitude of their wealth and in other ways seek to 'put us down.' But they surely injure themselves more than they do us by such tactics, for they show so plainly that they are not to the manner born."

"To go back to what we were speaking of first, you might think that when night came our day's work was ended, but for hosts of us a day's work has but just begun. Many leave an onerous day at the store only to encounter just as hard—or harder—work when they reach home. One handsome girl I know who clerks says that she will have clean linen no matter how hard she has to work for it, and often is the time that she washes and irons four shirt waists before going to bed. She always looks immaculate—but it is at a cost. However, I do believe—and have always maintained—that clean clothes give one a sense of respectability utterly unattainable without them. I may be wrong in this opinion, but I think every one will concur with me."

"Clerking has its advantages, and it has its drawbacks. In no other school of experience, at any rate, may one study so many types of humanity, which is ever interesting to the thoughtful."

J. J.

"What is the first thing to learn about running an automobile?" asked the curious friend.

"Economy in everything else," answered the man who is always getting into trouble.

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Entered at the Grand Rapids Postoffice.

E. A. STOWE, Editor.

Wednesday, August 29, 1906

THE TWENTY-FOURTH YEAR.

The issue of last week completed the twenty-third publication year of the Michigan Tradesman and the issue of this week therefore marks the beginning of the twenty-fourth year. During all this time the Tradesman has been continued without change of policy, both editorial and business management being in the same hands it was when the paper was established in 1883. Twenty-three years is a long time to look back over, but the years have glided along so pleasantly and so profitably that it seems but yesterday that the Tradesman made its first bow to the merchants and business men of Michigan and the Middle West. The years intervening have brought their full share of care and perplexity and hard work, but the duties have been cheerfully performed and the burdens assumed have been faced with a determination that has made the battle easier and the victory greater.

WEST MICHIGAN STATE FAIR.

Michigan is a large State. An entire day is required to merely traverse it back and forth over either the length or the width of its Lower Peninsula. Therefore it is idle to assume that injury will come to the West Michigan State Fair through the competition of the Michigan Agricultural Society's Fair or vice versa. The West Michigan State Fair is distinctly an all-Michigan event and so is its confrere. Grand Rapids exhibits will be at the Detroit Fair and at the Grand Rapids Fair, Sept. 10, 11, 12, 13 and 14, there will be exhibits from Detroit and many other points in Eastern Michigan. And so let those who can afford the time and money to attend the other fair travel away to the metropolis of the Strait country, and let those living in the east come over to the metropolis of Western Michigan.

Both cities are large and hospitable, and both are well equipped to take good care of a multitude of visitors, and those who come to this city from far away will find an exhibition which, in all of its departments, will well repay them for their time, trouble and expense.

So far as any large annual exhibition of the products and resources

of any region is concerned, there is a matter of local loyalty and pride always in evidence. Those citizens living in the vicinity of such a display should feel in duty bound to bestow upon it the value of their presence and investigation. Grand Rapids, with over 100,000 inhabitants, should send at least one-third of that population to the West Michigan State Fair and the country immediately adjacent, within a radius of fifty miles, should be represented at the same fair by a minimum of 50,000 people. Such an attendance, judging from the steady, sure increase of patronage bestowed upon the Grand Rapids enterprise the past five years, would assure a grand total from all directions—if favorable weather prevails—of at least 125,000 visitors at Comstock Park during the second week in September.

And there are moods and moods in which to visit a fair. Avoid the least desirable of these moods by not expecting or desiring to see the entire show devoted exclusively to your own individual hobby. If you are a mechanic try to realize that you are certain to see many very interesting and valuable displays outside the realm of mechanics; if your life has been devoted to poultry know beforehand that there will also be excellent displays of swine, sheep, cattle and horses. You will see, also, most inviting exhibits of fruits, vegetables, household science and domestic art; there will be fine races over the best mile track in Michigan; excellent music and an abundance of special attractions in the line of acrobatics, trained animals, and the like—all shown free of charge in front of the grand stand.

Come to Grand Rapids Sept. 10, 11, 12, 13 and 14 and learn what your neighbors are doing all over the State; come and renew interrupted acquaintance with old friends; come and find out the wonderful revelations made in all departments of human intercourse during the past year. And come determined to have a good time and find out how readily the people of Grand Rapids will "meet you half way."

CUBA'S DISTURBANCES.

The same element in Cuba which little less than a year ago showed desire to stir up a revolt against the Palma administration, but, either because it was not strong enough or the government too watchful, allowed itself then to be suppressed, appears finally to have taken to the woods. It is true of other Latin-American states, and Cuba seems no exception, that there always is a considerable body of men ready, and even eager for trouble of the kind brewing in Cuba. Thousands of the Cubans were brought up as insurgents, and now the novelty of the independence, for which they so long waged guerrilla warfare against Spain, having worn off and chafing under (for them) the long period of peace that has followed since the war between Spain and the United States, they have probably grown homesick for the old life of the bush. This will account for the restlessness of the rank and file, those

actually on the move or those ready to join them. A revolution to them means, too, a cessation of work or opportunity to get away from the neighborhood where work can be found. The native of the tropics welcomes anything, even fighting, if it is not too strenuous, that will ensure him a living without labor. The leaders of these revolts have much the same antipathy to work, but with this difference: they are not content with life in the woods and such living as they can there pick up. They want to be near the flesh-pots. Government office represents to them a maximum of enjoyment and reward for a minimum of labor. The degree of office desired represents the degree of nominal leadership and inversely the degree of personal danger incurred or blood shed. One rarely hears that the chief of one of these revolts is killed. If he fails in his aim he goes into exile, a safe line of retreat always being kept open. From his haven he waits his country's call again. Hence he is a patriot of the best, that is of the regulation Latin-American type.

So far as appears there seems little real cause for a revolution in Cuba now. There are no large economic or political issues to justify a rising. The island is enjoying a prosperity greater than it has ever known. Probably this has excited the cupidity of the insurgent leaders, and they are accordingly more desirous of ousting the present government and succeeding to the control. They fail to recognize that peace and wise administration are the prime factors in the prosperity and progress of the young republic. That President Palma has performed the duties of his office honestly, faithfully and for the benefit of the whole people seems not to be questioned in any reasonable quarter. Some acts of his have been of an arbitrary kind, but reasons which appear to have justified them were offered in explanation. The last election on the island was something of a farce, but as the so-called liberal party, whose leaders are the head of the present movement, was manoeuvring and straining for precisely the advantage the moderate or government party obtained, and withdrew from the election contests when it found itself worsted, it is as much to blame for that situation as its opponent. Moreover the liberal party had no policy. It was one merely of opposition and had gathered into its fold every violent radical. For a year or more some of its less discreet leaders have talked of armed revolt and previous to the visit of Jose Miguel Gomez, its candidate for president, to the United States last fall, there was general belief that a rising was about to be started. For one reason or another it did not occur. The assumption is that the present movement is instigated and inspired by mere malcontents and adventurers. There are conditions which the present outbreak might create which would make it necessary for the United States to interfere in Cuba under the terms of the Platt amendment. Those conditions do not exist yet, and long before they could become possible, events might make it necessary for President Palma to become in Cuba

what President Diaz is in reality in Mexico—a dictator, a benevolent one, too, though the country to all appearances retains all the forms of a republican government.

DUTIES OF DIRECTORS.

A good deal of adverse criticism is being directed to E. H. Harriman and his associates, who are credited with having recently made about ten million dollars on a Wall Street maneuver in Union Pacific and Southern Pacific railroad stock. The Harriman crowd are in control of these two roads, whose physical and financial condition is unquestionably excellent and whose current earnings are on the increase. The stock has never paid any very startling dividends, the Union Pacific having been raised from five to six per cent. last April. Until this last announcement making it five per cent. the Southern Pacific had never paid any dividend on the common stock. The Harriman crowd, being in control of the boards of directors and being in possession of facts and figures showing the actual condition of affairs, thus had inside information which they used for their profit. Somehow a rumor became current in Wall Street that the Union Pacific would pay little if anything more than six per cent. and that the Southern Pacific would pay not at all and thus the bear movement was encouraged.

By skilful manipulation with which these masters of high finance are familiar, the information about the dividends leaked out just at the time when it would be most advantageous to the Harriman people and when it would deal the severest blow to those credulous enough to have accepted and acted on previous rumors. There was a lively day or two on the board, the prices went kiting and before the smoke had rolled away the best opinion had it that Mr. Harriman and his friends were ten million dollars to the good. That sort of thing may be legitimate in a sense, but it is not right nor strictly honorable. The duties and responsibilities of directorship sit too lightly on many men. They are selected for places on governing boards of corporations presumably for their business ability and integrity. In that capacity they are brought into touch with the inside working of the business and thus learn important facts before the stockholders can hear of them. That director who uses this information to advance his own interest and feather his own nest, at the expense of the rank and file of the stockholders, is recreant to his trust. There is a stewardship involved in offices of this character and whatever of business ability, acumen, tact and judgment a director has should be used for the benefit of the whole corporation and its every stockholder first, last and all the time. Directorships are positions of trust and responsibility involving duties to those represented and are not places provided that their incumbents may make private gain therefrom.

The proof of a faith is not in its prestige, but in its present power,

THE ARC LIGHT.

Inventor Brush Tells His Own Story.

When Franklin drew the lightning from the clouds he was 46 years old. Morse was 41 when sound, at his bidding, vanquished distance with a slender wire. Both had crossed the frontier of middle age and lived and wrought when electricity was lean, sullen, and mysterious. Edison at the age of 25 gave the world his duplex telegraph and his machine for printing stock quotations. Bell, a Scotchman in blood and alert efficiency, was 29 when he called doubting mankind to try his telephone. Tesla, the Austro-Hungarian, at 30 or less, uncovered the secret of the rotating magnetic field. Brush, with his dynamo, began to light all creation when he was 27.

You have read much of all these men save Charles Francis Brush. His eminence almost wholly is technical, but it is in every written language and is known in class rooms the world around. If you were to say that he is a wizard he would laugh in your face. If you should go to him for a sensational prophecy he would rebuke your vulgarity. Yet his gray eyes shine with kindness and his voice invites you to his confidence and bids you to be comfortable. He was a millionaire soon after he was a boy, but money has not toughened his heart nor has the admiration of the world of science made him arrogant. "Office hours," reads a notice on the glass in his door, "11:30 to 12 o'clock." He was there on the dot.

"Often on Monday," he said, "I don't come at all. Once I read that in Paris there were more suicides on Monday than on any other day of the week. Persons, you know, then have had time to make plans for the morrow and to estimate themselves. They come to me, for instance, with demands for money. It may be harsh, but occasionally I dodge. However, I always am here on Tuesday, and my 'office hours' are long enough, even if the sign on the door is the cause of considerable amusement to my friends.

"My father was a farmer," he said. "He had been a woolen manufacturer in Orange county, N. Y., but when he removed to Ohio, settling a few miles from Cleveland, he bought land, and thereafter agriculture was his only pursuit. I took the cows to pasture and attended district school until I was 11 years old. My elementary education was completed in the Cleveland high school. I was graduated from the University of Michigan, a mining engineer, at the age of 20. I got my degree in two years.

"I read all the scientific literature I could find, and took especial delight in studying chemistry, astronomy, and physics. I made rough apparatus, such as telescopes, microscopes, and voltaic batteries. I did something, too, in the way of photography, manufacturing my own contrivances. Soon after I had learned to walk I whittled out boats and water wheels, and at 11 had produced a strong and durable velocipede, on which I could keep up with a horse and buggy. Every time the family doctor came to

the house he would ask: 'Well, Charlie, what are you making now?' My first electrical work, however, was with a static battery. I made it of an old bottle, boring a hole in the flat side, after infinite labor, and attaching a rude crank. I got sparks an inch long.

"I returned to Cleveland after I left college, and became a public chemist. I remained for three years in the work and made a living, but that was all.

"In 1873 I formed a partnership with a young man whom I had known as a boy and engaged in the business of selling Lake Superior ore and charcoal iron. Marcus A. Hanna had an office next to ours and was in the same business. Although banks were breaking in all directions and the country was paralyzed by a financial panic, my partner and I made \$16,000 in one year. At the end of four years I withdrew and gave my whole mind to the dynamo electric machine, on which I had been working for some time. The electric arch, or 'arc,' had been discovered by Sir Humphrey Davy, chief of the Royal Institution of Great Britain, who had control of the largest voltaic or cell battery in the world. He attached two carbon rods, made of burned charcoal, to copper wires and connected the wires with his battery. The ends of the rods having been brought into contact to establish the electric current and then separated, an arch, or 'arc,' of flame was produced, the current, in the form of a bow, leaping from one carbon to the other.

"The experiment ended there, however, and nothing more was done in this branch of electricity for thirty or forty years. It was found, when other men finally took up the work, that a shorter arc and a larger current made a stronger light. The carbon rods, burning away at the ends, were kept the right distance apart by a clockwork mechanism, magnetically controlled, which pushed them forward as fast as they were vaporized by the heat. Science had gone so far, but up to 1870, and even later, the electric light only could be seen in laboratories of technical colleges.

"Experiments in France had renewed my interest in the general subject of electricity, but more especially in Davy's early experiments. While engaged in selling ore and iron I designed a dynamo and made a working model, that I might give my conceptions a practical test. The machine proved to be new in principle and has since been known as the 'open coil' type. It produced a high tension current, such as is necessary for commercial purposes. The capacity of the first French machines was but one light apiece. They never could have been used successfully, except in a limited way. With the current of my dynamo, however, I could light two and then four and then sixteen lamps. Today dynamos are manufactured which light 125 lamps. Thus, what we call series arc lighting was made practicable and a whole city could be illuminated from a central station.

"During the summer of 1876 I took

my first dynamo to my father's farm and there, where no one could see me, gave it a thorough trial. Two horses from the plow supplied me with power. So far as I could judge the machine was a distinct success. That autumn a company in Cleveland began to manufacture it for electroplating purposes. At that time the use of electricity was limited to telegraphing a single message on a single wire—to doorbells, annunciators in hotels, burglar alarms, and plating.

Late in 1876 I ran a wire from our little factory to the roof of a building on the public square in this city. I set up a lamp, and during a parade of soldiers in the evening threw my light into the street below and the eyes of the men and their horses. That was the first public exhibition of the arc light. The men in the parade were confused, and there was some trouble with their horses. The police scrambled to the roof and, in more roughness than I thought to be necessary, stopped me. Dr. Longworth of Cincinnati, a relative of President Roosevelt's son-in-law, was our first customer. He bought a dynamo and lamp—I also had invented a lamp—and I set them up. In 1878 I made it possible to operate a machine at a central station and to light lamps in a series and long distances apart. The first series plant, a six light machine, was sold in December to a clothing dealer in Boston. Twelve arc lamps were hung in the public square of Cleveland in April, 1879, and thus was inaugurated the era of street lighting by electricity. Sixteen light machines followed, and in 1880 we were making dynamos of forty light capacity. We sent a sixteen lamp outfit to London in 1880, and the Anglo-America Brush Electric company was organized, the capital of which was \$4,000,000. In 1882 we exhibited our light in the main street of Tokio, Japan.

"The first carbons caused the light to sputter because of their high percentage of ash. I spent much time in experimenting with different materials to discover, finally, that petroleum coke, ground, molded, and baked, and covered with copper, was what was wanted. The copper coating, however, had to be thick enough to give the carbon conductivity and retard the burning and just thin enough to be vaporized easily or disposed of by the heat. I worked long and hard over this problem, but got \$150,000 in

carbon royalties from first to last, and was well paid for my labor. In those days carbons sold for \$240 a thousand; now they are \$10.

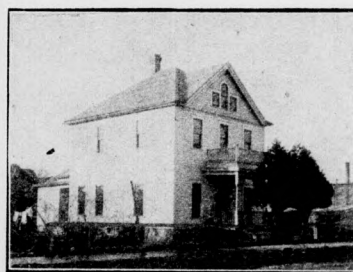
"I took my pay in royalties. I got one-fifth of every dollar that was received through sales of dynamos, lamps, and carbons. I saw to it that the inventor in this instance, at least, was not absorbed. The royalty was reasonable, however. Presently, when competition brought about a sweeping reduction in prices, I surrendered my royalty rights and took stock. Later, the manufacturers of the Brush inventions, Mr. Edison and Messrs. Thomson and Houston, came together and organized the General Electric Company.

"What is electricity? That is a conundrum. Some scientists say it is a mode of motion in the ether, as is light, for instance. Others believe that it is composed of corpuscles, or subatoms, each of these minute particles being endowed with a definite electric charge inseparable from it. A third group holds that the corpuscle is wholly electric and constitutes a material atom of electricity. So far, however, we have nothing better than theories. The truth itself has not been established. Electricity, like gravity is one of the unexplained phenomena of nature. Who can define gravity? But no matter what it may be, who with certainty can describe its processes? You are in my office, but a man in New York is pulling on you and you on him. The dollar in your pocket, if you have one, is pulling on the dollar of a man in St. Louis. Every atom in the universe is pulling on all the other atoms and they on it.

"Ten thousand able men are investigating and experimenting in all parts of the world. We may have no important discoveries for ten years—that happens sometimes. Then they follow in quick succession and startle mankind. I believe the telephone to be the greatest discovery of the age. We could use steam for power and gas for lighting, but there is no substitute for the telephone. Radium, a marvelous revelation of one of the secrets of nature, may help to clear up the mysteries which now conceal the truth concerning electricity and gravity and work other wonders of which we little dream."

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Department A
Established 1868

LABOR DAY SPREE.

Wife Insisted on the Eight Hour Limit.

Written for the Tradesman.

The mechanic came to supper late and brought with him a new fishing rod and creel.

"I shall want to get off early to-morrow morning," he said to his wife, "and you can't have breakfast any too early for me."

"Extra work?" asked the wife.

The mechanic looked up in wonder.

"No work for me to-morrow," he said.

"Why?" asked the wife, who knew that money was needed, and that one day off would be serious.

"Why? It's Labor day, and the shop shuts down. I'm going out in the country."

"I thought you marched on Labor day," observed the wife, patiently.

"No parade here," was the reply, "and half a dozen boys from the factory are going fishing."

The wife washed her supper dishes and sat down on the porch, where the mechanic had settled in an easy chair with his pipe.

"What is Labor day?" she asked.

"Legal holiday," was the unsatisfactory reply.

"What is the significance of it?" insisted the wife.

"Oh, you wouldn't understand," was the reply. "It stands for a good deal."

"What, for instance?"

"For better wages and shorter hours," was the reply.

The wife rocked slowly back and forth, holding a fretful baby in her arms.

"Eight hours?" she asked.

"Exactly. In time every workman in the country will secure the eight-hour limit."

"Only the men?"

"Why, of course," replied the husband.

"What about the women?"

"Oh, they have the eight-hour limit now. Their work stretches over more hours, but they can rest up and gossip in the middle of the day."

The wife thought of the rush for breakfast, and the rush for dinner and supper, and the children to get off to school, and the washing, and ironing, and the baking to fill up the day, and sighed. Her work stretched over fourteen hours.

"What will you do if you can't get the eight-hour limit?" she asked.

"Strike," was the short reply. "When conditions are right we'll just walk out of the shops that refuse to concede the eight-hour day."

The wife rocked the baby to sleep and went off to bed, tired and dispirited.

The mechanic awoke the next morning at 6 o'clock and hurried to the kitchen. The range was cold, and the wife was nowhere in sight. He waited half an hour and then went up to his wife's room and pounded on the door.

"Mary!" he called. "It is half past 6 and the boys will soon be here. Get up and cook breakfast."

"Why," came from behind the

door, "it wouldn't be loyal to the day to work more than eight hours. Besides, this is a legal holiday."

"Quit your foolishness," said the mechanic. "I've got to get away early. Shall I build a fire in the range?"

"You may have it ready for me at 8 o'clock," was the sleepy reply. "I'll work eight hours to-day, even if it is a legal holiday."

"What's the matter with you?" demanded the mechanic in a tone in which anger and amusement were about equally blended. "Get up now, like a good girl, and get me something to eat."

"I'm afraid it wouldn't be right, hubby, dear," came from behind the door. "I should have the Federation of Labor after me if I smashed one of the rules on Labor day. Run along now, and I'll report for work at 8 o'clock."

"Is this a strike?" asked the mechanic, chuckling at the stand taken by his wife.

"I'm afraid it is, dear," was the reply.

"I'll soon fix that."

He tried the door with both hands, then put his shoulder against it.

"It is also a lock-out," he said, presently.

"Of course," said the wife, "the strikers can't deal with you individually. You must send a committee, and I'll notify the walking delegate."

The mechanic, who was one of the right sort of men to have resourceful wives, went back to the kitchen and built a roaring fire in the range. Then he went upstairs and got Tommy and Susie out of bed and helped them to dress. By this time the fishermen were at the door, and the mechanic went down and talked with them in whispers for a time. There were a good deal of laughing and slapping of knees, and they finally walked off in high humor. Then the mechanic went back to Tommy and talked with him for a few minutes, repeating over and over what he wanted him to do and say.

Dozing in her bed, the wife heard a timid knock at her door.

"You can't come in," she said. "We are working in the 'steenth degree. Go away and send a committee. Baby insists on a committee."

Then a soft voice found its way through the panels of the door.

"We's t'e committee."

"Oh, you are," said the wife, recognizing Tommy's voice. "Who's chairman of this committee?"

"Me, Tommy."

"I see. And who are the other members?"

"Just Susie an' me."

"And papa?"

"No. Papa's downstairs."

"What do you want, Mr. Chairman and Susie?"

"We want a confluence."

Tommy thought he got the word just right.

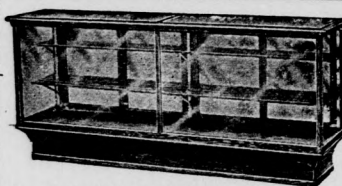
"Well," said the wife, "I'll send the walking delegate out and agree to abide by his decision. Take him to papa, and say that the demands of this union include a trip down

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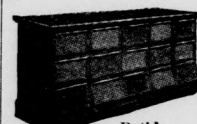
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that the

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are pure and delicious flavors and meet all requirements of the

Pure Food Laws



the river and ice cream, and lots of things for the committee."

She opened the door and put the baby into Tommy's arms.

"This ain't no walkin' delegate," said Tommy. "Harry can't walk."

"You must explain that to papa," said the striker. "Run along now."

Tommy carried the baby down to the kitchen, whereupon papa threatened to summon the police, claiming that the walking delegate had attacked him shamefully, pulling his hair and beating him about the head and face with clenched fist.

"Goo! Goo!" said the walking delegate, pulling the nose of the protesting man.

The mechanic threw the walking delegate over his shoulder and went to his wife's room again.

"Look here," he said, "you've sent a walking delegate who can't talk United States. You'll have to send out an interpreter. I'll get an injunction if your ambassador doesn't quit pulling my ear."

"Why," said the wife, "I stated my terms distinctly. Trip down the river, ice cream, and sweets and things for the committee."

"All right," said the mechanic. "If you'll come out and get this walking delegate detached from my hair I'll agree to anything. He ought to be arrested, by good rights. Positively insulting with his foreign lingo."

"You get out the lunch baskets," said the striker, "and I'll come right down, only I want it understood that no one suffers the loss of a job because of this strike."

"Oh, I'll keep you all during good behavior," said the mechanic, and the wife laughed, and the door was opened, and the walking delegate, having won his point, went back to his own union with proper pride and dignity of deportment.

But the merry time they had on the river, and the pranks of the committee and the walking delegate can not be recited here. The mechanic and the wife both insist that it was a Labor day worth remembering, and all because of a strike and a lock-out.

Alfred B. Tozer.

Death of Veteran Clothing Merchant.

Saginaw, Aug. 28—James C. Mercer, said to have been the oldest clothing merchant in Michigan, and who for many years was a leading resident of this city, died at his home on South Washington avenue Sunday afternoon.

Mr. Mercer was born in Scotland seventy-eight years ago, and came to this country when a young man, settling in this city. He established himself in the clothing business and was the only merchant to go through the panic of 1873 who afterwards remained in this business.

His entire life was devoted to his family, friends and business, and unlimited offers to enter political work were refused. He is survived by five children, three living in Saginaw, Mrs. L. G. Walker, of Muskegon, and Mrs. J. C. Cassady, of Seattle, Wash. Business stores were draped and closed upon the occasion of the funeral.

Good Merchandising

The successful merchant must be a good buyer or employ a corp of good buyers—he must be a good salesman or have a staff of good salespeople—he must be a good advertising man or have somebody who can do that work for him.

All three are necessary—if one is lacking his success falls short of what it might be.

A good salesman can sell anything—even poor goods—but no lasting success can be established on that basis.

A good buyer knows the difference between what may draw a certain class of people for a short time and what pulls the steady, confident-of-being-treated-right trade. He buys the bulk of his goods from JOHN V. FARWELL COMPANY—either by mail or through our roadmen—always gets what he wants, at the right price and when he wants it.

Many a merchant who combines in himself the first two qualifications cannot afford to employ an advertising man, so we have organized a Department of Advertising, the duty of which is to assist our customers. Here we plan for special sales, design store arrangements, interior and window decorations, suggest ideas for openings, anniversaries, etc.—all the work being done by men who know from actual retail experience.

The Fall Opening Campaign—just off the press—is the September number of Farwell's Selling Helps, and contains a detailed outline of **What To Do Now.**

Want a copy? Sign the coupon.

**JOHN V. FARWELL
COMPANY**
CHICAGO

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.

GONE BEYOND.

Death of Wm. T. Hess, the Veteran Hide Dealer.

William T. Hess, the well-known hide and wool dealer, died at the family residence at 76 South Prospect street, last Thursday afternoon, after an illness of three months, due to hardening of the liver. The funeral was held at the late home of the deceased Saturday afternoon, the services being conducted by Rev. R. H. Fortescue Gairdner. The interment was in Oak Hill cemetery.

It is a brief bit of private correspondence, but it states so accurately the condition of things in this country a hundred years ago that it is best to copy it, with the explanation that the locality referred to is New York State: "A dense wilderness; no conveyance but ox carts, no highways, no canals, no railroads; made all their own wear of wool and flax. We had shoes made in the family once a year by cobblers," the family referred to being the descendants of Henrick Hess, who came from Darmstadt, Germany, in the earlier history of this country. There one of the descendants of Henrick married one of the daughters of a descendant of Thomas Hunt, of Hunt's Point, N. Y., who received his grant of land from the King of England and was a valued friend of Washington.

While it is unnecessary in a republic, where all men are created free and equal, to be thus careful of a man's ancestry, it still follows out the idea of looking after the grandfathers and the grandmothers if a fair estimate is to be given of a man who has made his mark and exerted his influence upon his day and generation. Of this worthy ancestry was William T. Hess, born at North Salem, N. Y., Aug. 27, 1837. A farm was his birthplace, and there, in that wild country already described, we can fancy the young life looking out upon it and wondering where would be the best place to begin. There was no doubt then about the young man's having a chance, any more than there was any doubt about his making the most of it. It was simply to be a tough tussle with Nature, and that untutored mistress found early in the wrestling match that she had met her master. In the first place she discovered that he was all there—stout limbs, stalwart body, strong hands, clear brain and a fearless heart—ready to pitch in. She learned in that first grip that he was of the sort that never lets go. There was no putting off and no fooling with promises. It was to be yes or no, with the evident understanding that that "no" would be the shortest way on record of spelling annihilation. The struggle over the victor with an exultant "There!" settled several points in his life for all time. "When you have anything to do, go at it for all you are worth and stick to it until it is done, once and forever." "Make up your mind what you want, don't give up until you get it and don't feel obliged to crow too much after you do." Among these pretty fair qualities was counted the sterling one of never being in

too much of a hurry. Hustling is good for a hustler; but there is something a great deal better in the business world—the successful business world—and that is never to hustle. That, in modern phrase, is waiting until the train is overdue and then running to catch it with coat in one hand and a piece of pie in the other. It may be hustling, but it is hardly business and wholly unnecessary. A man on the jump is good for nothing until he "lights" and catches his breath, and there is little chance then for business until he gets over puffing. A long pull and a strong one, or, to change the figure, a firm, even hand on the reins is what does the business. It may savor a little of the old story of the tortoise and the hare, but it strengthens the conviction that the business tortoise

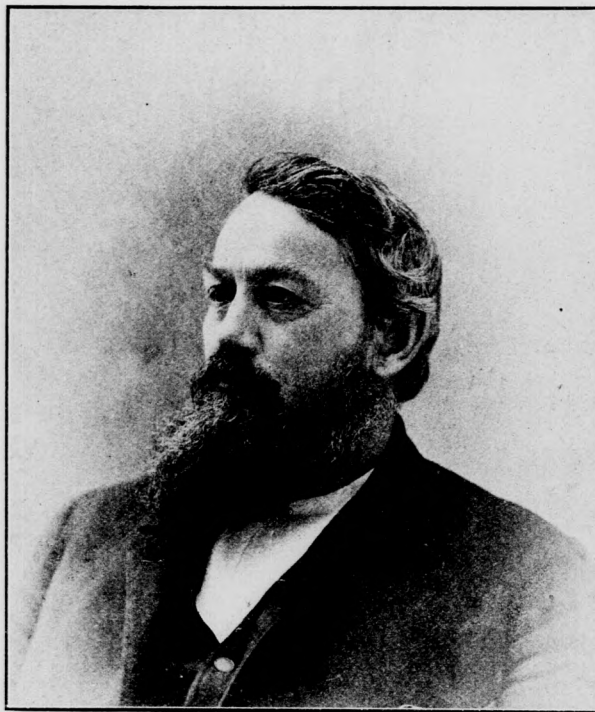
emergency. That same ability and will to turn to advantage whatever came in his way, with those other qualities of mind and heart which win men and retain them, are features which will be found all along these lines and between them and no more to be hidden than the lines themselves.

With this self-preparation—home-made, if we may say so—Mr. Hess struck out for himself when he was 17 years old. He worked first on a farm eleven miles from the City of New York on the East River. At the end of two years he drifted down to the metropolis at the mouth of that waterway and engaged in the grocery and produce business. Two years saw the end of that and in the spring of 1858 he came to Grand Rapids. Buying the Ezra Reed farm,

began the hide business on the corner of Monroe and Spring streets, Perkins & Hess being the firm name. That location at the end of three years was given up for one on the corner of Fulton and Ionia streets, which the house occupied until 1881, when they built the warehouse at 122 and 124 Louis street, where they continued in business up to a few weeks ago.

Here ends the simple record; but, if this were all, that line of life reaching from New Salem to Grand Rapids would not be worth the telling. These "Men of Mark" have done something more than live and move from place to place. Like Portia's reading of the bond, "There is something else," and it is that something else that the Tradesman wants for the young men who are girding themselves for the fight, which these strong men have won, and who are looking for the model they must follow, if years from now they are to come back from the same well-fought fields not on their shields but with them. Times change, circumstances change; and men—men, not underlings—change with them. The dense wilderness and the hindrances that went with it are gone; but these have led to others as difficult to overcome and only the sturdy soul of that generation of conquerors can hope to vanquish them. The principles which conquered then must conquer now. The will that tackled the woods of Eastern New York and leveled them, that has built the car from the cart and displaced the plodding ox with nimble-footed steam and made the lightning its letter carrier has not reached that happy period when it can lay its armor down and rest on its laurels. There are still worlds to conquer and what has been done is only a beginning of what is to follow, with difficulty upon difficulty to block the way. New obstacles call for new men with the same old sterling qualities as deathless as time itself to remove these obstacles with new methods, and just in proportion as they undertake to remove them as this man has done, so they can be sure of counting upon the same result. They must be as ready as he was; they must be as determined as he has been; in season and out of season they must be as everlastingly at it. "In the bright lexicon" of his life there has been "no such word as fail;" there must be no such word in theirs. Over all and beyond all there must be a genuine manhood ready to extend a generous hand to the unfortunate, to raise up those who fall and finally to be an incentive to his day and generation. This, in the opinion of those who knew Mr. Hess, is the kind of man he was, and this was he whom the Tradesman, after years of personal acquaintance and business relationship with him, can and does most heartily endorse.

Mr. Hess was twice married, to Miss Frances Woodward and to Miss Mary E. Pike, both of Grand Rapids. He left one son, Kendal W. Hess, mechanical engineer. Mr. Hess had taken thirty-two of the thirty-three degrees of Masonry.



The Late William T. Hess.

wins the race, the thing to be carefully looked out for.

Times are changed in the matter of schools and schooling since the third decade of the century and, when this question came up in Mr. Hess' life, there could be but one answer: We'll do the best we can with what we have and with the porringer always up and out we'll manage to get along. "Give me a lift, Patriarch Noah!" shouted the swimmer as the ark went floating by. "I guess nit," was the unequivocal answer. "All right!" shouted back the man who was decidedly in the swim. "You can go to thunder with your old ark! There ain't going to be much of a storm!" There is more than the school house behind the success which determination is sure to win and in this instance the porringer, right side up, was found to be equal to every

at Reed's Lake, he carried it on for two years, during the winter of the first year engaging in lumbering two miles south of Newaygo at Hess Lake.

This went on until the breaking out of the rebellion in 1861, when he went to the war, a member of Co. D., First Michigan Engineers, where he remained until 1863, when he returned to Newaygo. After a year's residence, he went to Hubbardston, Ionia county, and engaged in the tin and hardware trade, and while there the hide business began to claim his attention. Leaving Hubbardston about 1867 and returning to Grand Rapids, he located on Monroe street. From 1872 to 1874 he engaged in the stove trade under the firm name of Woodward & Hess, the partnership lasting until he sold out his interest. In 1875, with Mr. Gaius W. Perkins, he

\$18,000 In Premiums and Purses

At

Grand Rapids **Two Weeks Hence** **The** **West Michigan** **State Fair**

Sept. 10, 11, 12, 13 and 14

Is

Michigan's Best Fair

The Largest and Best Agricultural Exhibits
The Latest and Finest Displays of Machinery
The Choicest Examples in Domestic Art

Ample exhibition space and perfect appointments for the comfort and pleasure of visitors.

While the West Michigan State Fair will not exhibit exasperating air ship fakes or any other disappointing makeshifts, it will present the

Most Novel Special Attractions
on the Road---to-wit:

The Tokio Royal Japanese Acrobats

Wincherman's Acrobatic Bears and Monkeys

The Golden Gate Quintet

Mme. Marie, Queen of the Side Saddle

Mizpah, the Equine Philosopher

Beaumont's Pony and Dog Circus

And Prof. L. F. Sunlin's King Bill,

the Only Trained Bull in the World

Grand Open Air Exhibition Free
In Front of the Grand Stand

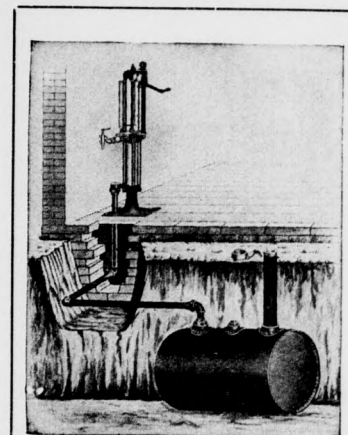
Special Rate Tickets to Grand Rapids Over
All Michigan Railroads

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

WORDEN GROCER COMPANY

Grand Rapids, Mich.

The Bowser for Gasolene



Out No. 42
Tank Buried, Pump in Store
One of Fifty.

If you hear a grocer say he never has a bit of trouble or bother with gasolene, that he is entirely satisfied, you can be sure he has a Bowser Tank. Have you?

If not, send for a gasolene catalog M and learn why you ought to have.

S. F. BOWSER & CO., INC.

FORT WAYNE, IND.

PREFERENCE IN TRADING.

Why People Like One Store Instead of Another.

Written for the Tradesman.

We were talking about where we liked best of all to trade. I had enumerated my reasons for preferring to buy at a particular store, when my companion at luncheon said:

"Well, you may enjoy shopping at Blank's better than at any other place in town, but for my part I go to So-and-So's first of all for everything I need in their line. I remember a certain company says in its advertisement, among other things:

"It's not enough to supply good goods and then trust them to sell."

"And that is true. The goods may be of such excellence that there is nothing left to be desired. But that is not what is going to make them move over the counter. The personality of the clerk who displays the merchandise is of even more importance than the articles called for. His prices may be amply satisfactory, and yet if the clerk is a grouchy sort of fellow or girl, the interests of the store are in decided jeopardy.

"Then, too, people shun a dark store. We are all pretty much like our little brothers, the moths: We dearly love a place that is all light. It's excessively poor economy for a merchant to scrimp on gas or electricity. Time was when the storekeeper in the country had to depend on kerosene, but with the numerous patent gas machines on the market he may now rival his city brother in the brilliancy of his place. 'Tis only a matter of how much of the lucre that rolls into his cash register he is willing to devote to this expense.

"In winter warm and in summer cool comfort must be considered. At the cross roads store that merchant who performs little personal services for his patrons—like in winter helping them to remove and shake a wrap all covered with snow, and in summer providing a fan and a glass of water—is going to bind them to him. Let him keep a clean light broom hung up in a handy place on purpose for brushing off the snow from the customers' clothes, when the storm has been heavy, and a long light whisk brush (such as is used in a barber shop) when the snow is flaky. Such a courtesy extended is always more than appreciated by the recipient. When a glass of water is brought the container should be as clean and polished as only the most careful housewife would offer. Of all things to be avoided a glass mussy with fingermarks or careless washing or showing lint from the towel is to be avoided.

"Another thing that influences me to trade at one place rather than another is whether or not its windows are worth looking at. The place that isn't up to date in its store front is quite apt to keep a frumpy old stock inside.

"The dealer in the little town has the advantage over the average city one in that he may use the ground

adjoining the sidewalk for flowers or grass. He may put out large decorative plants like cannas or he may advertise his name in small potted plants or annuals like sweet elysium or candytuft. This latter scheme serves the double purpose of bringing his name constantly before others and of giving pleasure to the public in the sight of flowers. Few merchants realize the commercial advantage of their name in their surrounding grass, whether it be composed of plants, flat shells or even the common cobblestones of the pavement. Every one going past a word picked out like this involuntarily spells it to himself, and it is brought anew to his mind after that without going through the formality of looking at the separate letters. Witness "Winegar," where the Reed's Lake cars turn from Cherry on to Division street, and "Fargo" (Fargo Lumber Co.) at the intersection of Lake avenue and Robinson Road (by the way, named for Rix Robinson, the pioneer settler). Then there are a considerable number of the furniture factories which have adopted this free plan of inscribing their name indelibly on the observer's mind, also the American Laundry, at 424 South Division street, and our beloved John Ball Park, which latter beautiful breathing spot, including its interesting "Zoo," should never be overlooked by visiting strangers. This Park is declared to rival anything in its line in Chicago, from the fact that its sylvan beauties are natural ones instead of "made ground" and a "set-out" forest. Every variety of tree grows here which is indigenous to Grand Rapids soil and all kinds of our wild birds make their home therein. All of the lettering mentioned with the exception of "Winegar" is made of small foliage or flowering plants; the word "Winegar" is of rather flat cobblestones of about four inches diameter. It is a great mistake to whitewash or paint these; they should be used just as Nature left and intended them to be—tree trunks might as well be painted as these.

"Of a Saturday night electricity has a large part to do in attracting the public to a store by way of illuminating revolving signs and flat ones in which the individual letters appear and disappear with alternation. People can't resist pausing long enough to read these, any more than they can help stopping to look at the circus parade or anything else on the order of the spectacular. A person dealing with the public for a living has to force himself on its attention and then keep himself there.

"Why, we've finished our luncheon and I find I've done all the talking!" exclaimed my vis-a-vis contritely.

"Never mind," I laughed, "I'd rather listen to other folks than talk myself." Josephine Thurber.

A woman always thinks she is better than other women, and a man thinks he is no worse than other men.

A gentleman would rather be taken for a servant than fail to be of service.

Wool Flannels and Outings

Our domestic department is stacked from floor to ceiling with **Flannels and Outings** for the fall trade. Every good, reliable brand and grade of quality is represented in our vast assortment. Here are some of them:

Colored Outings 1921

English Flannelette

Amoskeag Teasle down

Victoria Flannelette

Caribeau Flannelette

Bleached and Unbleached Shaker Flannels in all grades of quality

Scotch Fleece Flannels

Canton Flannels—All grades of quality

All Wool Flannels in Red, Blue and White

(Special Values in all Grades)

NOTE—We are in a position to fill your orders promptly. Better send them in now and get the advantage of our low prices and good dating.

The Wm. Barie Dry Goods Co.

Wholesale Dry Goods

Saginaw, Michigan

Toques and Tam O'Shanters



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'Shanters

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.

STREET ARABS.

The Man With the Auto Gives Them a Ride.

Written for the Tradesman.

The Man With the Auto who takes out old ladies that never in the wide, wide world would "get to go"—as they say way down where the Indiana Sweethearts grow—if he didn't take them out, and the other extremes in age, the boys and girls, was bowling along on a good wide road down in the South End. He turned onto another, and another smooth stretch, and then, all of a sudden, he ran onto a snag in the shape of a "ditch-digger."

Here were a lot of boys congregated, as was entirely natural, around a spot where something had been doing.

One of them, as they eagerly waited our approach, picked up a red lantern from a pile of dirt and waved it for our benefit, at the same time shouting at the top of a healthy pair of lungs:

"You can't get through! You can't get through, Mister!"

The Man who twists the wheel and manipulates the breaks called out into the darkness a hearty "Thank you!" as is his custom on the slightest provocation, by the way, and a quick yank of the wheel brought us around the corner from the ditch-dug street.

As we swung around the curve, one of the boys waiting for something to turn up, emboldened by the note of camaraderie in the Man's voice, hopped, ape-like, onto the long step and silently—and hopelessly—clung firmly to the side of the "shover's" seat, his body swaying far out, ready to drop as quickly as he had sprung on should developments belie the Man's cheerful voice.

The Man, curious to let events take care of themselves, said not a word, his eyes apparently glued to the cone of light cutting the night.

Presently, out of nowhere, appeared two other of the Simian species, both as sphinx-mouthed as the first and as alert to avoid possible danger of repercussion—although they didn't call it that.

Still the Man said nothing.

Encouraged by the lack of expected active belligerent demonstrations, the monkeys hung on with all the agility displayed by their little brothers over in John Ball Park.

Presently we began to hear occasional delighted—but subdued—chuckles on one side of the machine and a low answering cackling on the other.

These cautious evidences of existence causing their perpetrators no "skidoo," the frequent grins broadened into a continuous performance, punctuated by repeated squeals of merriment and interspersed with a rapid fire of questions and observations like these:

"You on yit, Bill?"

"Yep" (from other side of the car). "I ain't fell off. Is Hi there?"

"You bet—I'm on, too," answers "Hi," in smothered tones, for himself.

"Gee, this is fine!"

"Wonder when the Man's goin' to put us off?"

"Dunno. Hope 'twon't be soon."

"How long you goin' ter ride, Tom?"

"S'long's the Boss'll let me."

"Le's all ride till we gits put off."

"All right, let's."

"Gosh, that wuz a bump!"

"Wow! I mos' went off then—did you, Hi?"

"Naw, I won't fall off. This's too good ter fall off frum!"

"Oh, see how fur we're agoin'. Ain't it fun?—But we'll hev ter walk back."

(This a bit ruefully.)

"Wot d' we kayer s'long's we're hevin' wot we don't git on every orter wot skids by us?"

"Nop, thet's so. Where'll we git off at—shell we drop now?"

"No, don't let's yit—let's keep on till we gits knocked off, ef it's fur ez Monroe street."

"Fur ez Monroe street! Oh, be you goin' ter ride ez fur ez that!"

"Yep, I'm goin' ter stick by this merry-go-round s'long's it lasts."

And all three did!

We asked their names and they told us, each answering for the others and also volunteering those of two or three others that grabbed on behind and dropped off in the shadows in the beginning of the game.

As we came nearer and nearer the illuminated portion of Beautiful Grand Rapids, more and more eyes were turned upon us in amazement at the unusual spectacle of three ragged dirty barefooted urchins perilously depending from the sides of the machine at an angle of 3 deg.

"Was it fun, kids?" I asked as we approached their pre-arranged destination.

"Fun? Fun!!" came from the biggest of the gamins, with a throwing back of the head and a laugh that startled the pedestrians.

"'Twas like taking candy from the baby!!!"

Talk about giving the pleasure of an automobile ride to boys—say! the civilized boys' enjoyment can't hold a candle to the unalloyed rapture of disreputable little ragmuffins. If you want a lark take them in. It will give you a glimpse at the side where the clouds don't all have silver linings. Virg.

Looking for a Location.

Ludington, Aug. 28—Representatives of the Wisconsin Shoe Co. have come before the local Board of Trade with a proposition relative to the removal of the business from Milwaukee to this city. If Ludington would give a site and building the company would locate here permanently. This proposition means about \$5,000 bonus.

The concern employs about eighty hands now, but expects to enlarge its business as soon as a desirable site is found. A committee, consisting of John Sherman, Emery D. Weimer and Henry L. Haskell, has been appointed to investigate the matter and report to the Board.



THE
IDEAL CLOTHING CO.
TWO FACTORIES.
GRAND RAPIDS, MICH.

I am the
"Ideal" Girl
with
"Ideal" Clothes

How Do You Like Me Dressed
in a

Hercules
Stripe Suit

Cost \$1.33 1-3?

Railroad
Overalls

Star and Heart Pattern

179 Overall - - \$8.50

279 Coat - - 8.50

180 Overall - - \$7.50

280 Coat - - 7.50

182 Overall - - \$8.00

282 Coat - - 8.00

184 Overall - - \$5.50

284 Coat - - 5.50

All the Improvements

Write for Samples



Gloves and Mittens

We carry a large and complete line made up in the following grades:

Canvas, Muleskin, Goatskin,
Calfskin, Dogskin,
Buckskin and Horsehide

We have some exceptionally good values, and it will pay you to see our line before placing your order. Our prices are right.

When you come to the West Michigan State Fair September 10 to 14, make our store your headquarters.

P. Steketee & Sons

Wholesale Dry Goods

Grand Rapids, Mich.

50 Per Cent. Discount

to all who use the

Brilliant Gas Lamp

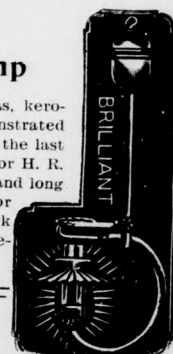
in their expenses for lighting over gas, kerosene or electric lights. This is demonstrated every day by the thousands in use for the last 8 years all over the world. Write for H. R. Catalog. Don't wait for short days and long nights, order now, and be ready for this and the Fall Trade. Money back if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

Brilliant Gas Lamp Co.

42 State St., Chicago, Ill.



600 Candle Power Diamond
Headlight Outdoor Pressure
Lamp



100 Candle Power

OLD SEALS.

Their Development From the Earliest Antiquity.*

Probably no other article of antiquity retains its original form so closely or has been less changed by time, progress and events than the seal. Its antiquity is certain, its origin unknown. The word comes from the Latin *sigillum*, or its diminutive *signum*, and means a mark, sign, figure or image, placed at the end of documents, accompanying or, in the early days, in lieu of signature, as a symbol of authenticity or confirmation, or for the purpose of fastening letters or other papers to conceal the contents. An S, meaning scilicet, is considered a sufficient sign, but in most legal documents it is indicated by *locus sigilli*, or the initials L. S. meaning the place of the seal. In the United States no wax or wafers are required to make an instrument legal, a scroll or ring denoting its position. Seals are made of metal, wax or stones, and upon them are engraved some image or device. Generally a motto is added, the whole symbolizing some event, power or characteristic of the person, corporation, society or state using them. Seals were undoubtedly used as a mark of attestation when parties were unable to write their names. So marked are these emblems that the seal alone will tell the scientific student both the race by whom, and the time in which it was used. In Wales it is said families are better known by their arms or seals than by their names.

It is more or less impossible to consider this subject without reference to Heraldry with which it is so closely connected or identified. Indeed it is claimed that arms were originally designed to be engraved on seals.

Usually two seals were used, the one called *sigillum imaginis*, containing a portrait or likeness, and considered personal; the other known as *sigillum armorum*, or seal of the arms, and displaying the emblems selected or assigned to the family. This accounts for the varied descriptions, as the sides were often mistaken for each other. Heraldry played such an important part in the affairs of nations or individuals, that it is not possible under present conditions to properly estimate its power and influence in former years. Victor Hugo says, "Heraldry is an algebra—a language to him who can decipher it." Some enthusiasts on this subject, particularly Sylvanus Morgan, an armorer, places the origin of seals with Adam, giving him a spade, and Eve a spindle. The old rhyme illustrates this—

When Adam digged and Eve span,
Who was then the Gentleman?

The color of Adam's shield before the fall was said to have been red, but afterwards it became white, ornamented with fig leaves, and over it hung the silver shield of Eve. There is a diversity of opinion regarding the coat of arms of Abel. Morgan assigned him a crozier like a bishop.

*Paper read at the annual meeting of the Michigan Pioneer and Historical Society by Mrs. Marie B. Ferrey.

to show he was a "shepherd," while others claim the design was an apple. Jabal, the inventor of tents, was given a white tent in a green field. Tubalcain's was inscribed with a



silver hammer. Naamah, his sister, inventress of weaving, employed a carding comb. Jubal's is the only one pictured, and was decorated with a harp having pipes like an organ. Moses displayed a cross, Samson a lion and David a harp.

While most of this is legendary, there is sufficient evidence of the authenticity and use of seals in Scripture to remove the subject from the realm of conjecture. They are mentioned in Esther, Kings, Daniel and Jeremiah, and are identical with the form of those of the present day. Thirty-seven centuries ago Judah carried them with him on his journeys. Jezebel signed letters with King Ahab's name and seal. The passages in Genesis XLIX are supposed to refer to the arms or shields of the twelve tribes of Judah, and have been made into the following quaint verse:



Jubal's Arms.

"Judah bare Gules, a lion couchant or;
Zebulon's black ships like to a man of war;
Issachar's asse between two burthens girt;
As Dan's sly snake lies in the field of vert;
Asher with Azure a cup of gold sustains,
And Naphtali's hind trips o'er the flowering plains.
Ephraim's strong Ox lyes with the couchant Hart;
Manasseh's Tree its branches doth impart;
Benjamin's Wolfe in the fiels gules resides;
Reuben's field argent and blew bars, wavy'd glides;
Simeon doth beare his sword; and in that manner,
Gad, having pitched his Tent, sets up his Banner.

Numbers II, 2, calls them ensigns. In Job the reference is still more explicit, as it reads, "It is turned as clay to the seal." In Daniel it is recorded that the Lion's den was fastened with the King's own signet, and with the signet of his lords. In those Bible times the gift of a ring

from the King conferred upon the recipient royal favor and power.

These were but seals in a more convenient form and were identical with those used at the present time. We shall attempt to show how important and universal was the use of seals and to give a chronological history of those of France and England from which our present one is derived.

Agreements were drawn up between the Assyrians and Egyptians and sealed, and while the papers are entirely obliterated and even the names of the parties forgotten the two royal signets are yet preserved among the documents of the Assyrian empire. The Egyptians employed clay for seals, the Byzantines lead, silver and gold, silver being the rarest. Anubis and Macedo, sons of Osiris, used the wolf and dog as emblems for seals. Seals charged with regular shields of arms were used by Pepin, Clotaire and Dagobert the 2nd. Alexander the Great displayed humor in seating a golden lion in a chair, and representing him as holding a battle-axe of silver.

At the siege of Troy, Hector bore a shield of sable ornamented with a golden lion. Homer describes the shield of Agamemnon. The Cote Amure so often referred to means only the coat of arms. These were symbolical with designs of seals.

To Arnulphus the Great, Earl of Flanders, in 941 is attributed the first heraldic design for seals, as he wore upon his breast suspended by a ribbon around his neck a shield upon which were engraved his image and a lion rampant.

There is also shown a seal of Baldwin, Earl of Flanders, representing a man on horseback, on his left arm a shield held in such a manner as to obscure the coat of arms, but this undoubtedly was also a lion.

Robert le Frison, 1072, carried his shield in front so the design of the lion could be plainly seen.

The crusades from the tenth to the twelfth centuries emphasized the use of heraldry and by these emblems alone many of the knights were identified. A coat of mail was generally worn by these heroes and over this a surcoat, or mantle, with the arms pictured on it, covering the arms, and from this originated the term, "Coat of arms." The French lilies and British lion originated in the third crusade. In the twelfth century warriors carried miniature escutcheons suspended from the belt.

Greece adopted seals from the East and from there they spread to Rome and all parts of the civilized world. A seal of the third century shows a portrait of Seleucus. Romans called them *Bulla* and *Bull*, meaning a seal or stamp, and defined them as a special impression. Any counterfeiting was considered and treated as the highest crime. In Rome the Corvini seal had the design of a raven.

There were three classes in Rome called *nobilis*, *novi*, and *ignobilis*; on the seal of the first or the aristocrats were carved the portraits of their ancestors; on the second or middle class one's own likeness, but the third or plebeian's shield must remain bare.

Virgil says, Helenus' arms were bare of marks of honor, his mother having been a slave. In 1237 Cardinal Otto decreed Archbishops' and Bishops' place, title, office and proper name on their seals, the laity following this practice. The Pope always employed two seals, one for the office with cross and initials and the letter P, standing for Pontifex, the other bearing the personal or family coat of arms. The ecclesiastical seal was in oval form, and this shape was used by women. Since the thirteenth century, each Pope has a fish and a cipher for a design and at his death this seal is destroyed.

The cross was one of the first symbols used in seals, but in the fourteenth century Rome substituted the Eagle. Caesar's eagles are spoken of even yet.

The general rise of the cross is undoubtedly the origin for its use in place of the signature of an illiterate person even to this day. The Romans were partial to portraits of friends for designs for seals. They had no public or governmental ones. The Virgin Mary was a favorite symbol, and was often combined with pictures of the reigning sovereigns. Women used seals in the thirteenth century, but no coat of arms could be transmitted by them to their descendants. Distinction was made between shields of married and single women—the first giving the arms of the husband one-half, while in that of an unmarried woman this part remained bare. Sometimes shields were quartered or divided with designs for the children—making an infinite variety of figures, but tending also to confusion.

King Clovis of France was one of the first to employ the fleur-de-lis or classical lilies. Clotilde dreamed of these lilies and they were substituted for the frogs or toads before displayed on arms. This was not a new design, as Montfaucon says Theodosius the Great in the fifth century ornamented the sphinxes of the Egyptians with this emblem, and Plauche says they had also been used on Roman monuments although referred to as the Iris. The learned Selden said French kings in six and seven hundred used seals of gold, but the peasantry were only allowed wax.

Charlemagne's seal in 774 was of fine gold set with gems, the center showing two rough sapphires. On it were engraved the holy cross and relics from the Holy Land, he claiming this territory as part of his conquests. One of the oldest seals is that of Lothaire dated 817, now preserved in Aix la Chapelle attached to an altar cross. It is an oval intaglio of rock crystal, and contains a portrait with a cross and the letters XPEADIVAH LOTHARIVM REG. It is not antique but of Byzantino Rhenish.

In the British museum are displayed seals belonging to Odo or Endes, King of France from 888 to 898. The impression is from a fine Greek gem.

Round seals began with Henry I, 1031-1066. The King's picture was displayed with flowers in one hand and scepter in the other. The Queens were allowed the flowers only. In

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the thirteenth and fourteenth centuries seals were very elaborately made and became genuine works of art. Seal engraving is one of the most difficult undertakings and requires a great deal of skill and accuracy, a mistake being almost fatal.

We found an account of seals belonging to Louis VI from 1108 to 1137. At first they were in form of plaques, then arranged as pendants. Counter seals or those with two sides were first used by Louis VII, from 1137-1180.

After the Norman conquest, seals being deposited at certain places or offices for this purpose could be used instead of signatures without even the presence of the person. Such abuses crept in by this practice that it was decreed all documents must be both signed and sealed by the writer.

In the Ashmolean museum at Oxford, England, there is displayed the seal of Alfred the Great, whose reign extended from 871 to 901. This seal was in the form of a jewel of oval shape of blue enamel set in gold with the words "Alfred had me wrought" around the rim, and a picture of the crude art of that day embellishing the center.

The picture of the seal of William I, or of the Conqueror, is the most mutilated of any shown. It is supposed to represent a crowned king seated on a throne and holding a sceptre in one hand while the other upholds a ball surmounted by an upright cross with his name and title inscribed on rim:



William the Conqueror.

He had these words accompany his seal:

I, William, King,
Give to Plowden Royden
My hop and hoplands,
With all the bounds up and down
From Heaven to earth,
From earth to Hell,
For thee and thine to dwell,
From me and mine,
To thee and thine,
For a bow and a broad arrow,
When I come to hunt upon Yarrow.
In witness that this is sooth,
I bite this wax with my tooth,
In the presence of Magge, Maude
and Margery,
And my third son Harry.

William Rufus, son of William I, was the first to place Dei Gratia on arms, receiving it from King Pepin. The seal of Saint Anselm in 1093 is oval in shape and exhibits a monk with emblems of office. Archbishop's seal has Dei Gratia inscribed on the rim. The seal of Henry I shows an armored knight on horseback. The empress Matilda's seal has a very crude picture of a queen seated on a throne. It bears a Latin inscription and was made for her in Germany before her husband Stephen's coronation.

In 1187 occurs the first representation of arms on seals in England although they had been extensively used on the Continent before this. Authorities vary as to their first public use. On the marriage of Henry II with Eleanor another lion was added to the English arms, and it was thought that the three stood for the Territories of Normand, Poicton or Maine, and Aquitaine. Edward III. added to the English seal the lilies of France from his relations to that country.

Richard I had arms displayed on bodice—before this they were placed on shields or horses. He obtained this idea of seals in France. He adopted the parole used at battle of Gesors for motto, Dieu et mon Droit, which still appears on England's Great Seal. On the seal of Exeter City was shown the guild hall of the Merchants. On Richard Coeur de Lion's seal were placed two sprigs of broom plant, from whose name planta

genesta is said to have originated the famous name of Plantagenet.

In the time of Edward I the rules were very strict regarding the necessity of seals, all documents being decreed void without them. In 1206 England sold her seal at auction when it brought £61,245, or about \$400,000. It was bought by Walter de Gray who retained it for six years.

A keeper of seals was appointed by the King; the early ones being priests showed the sacredness with which they were regarded. This officer was always placed at the side table at the right hand of the King.

A Chancellor's seal in its case or bag is sculptured on the tomb in



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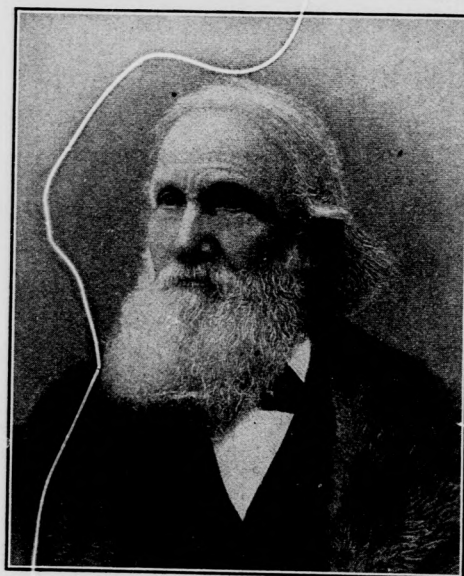
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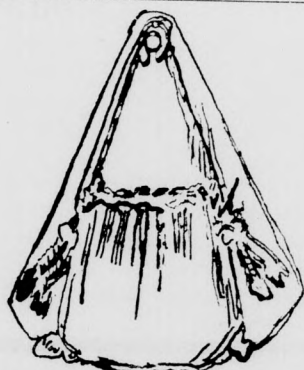
GRAND RAPIDS, MICH.

Rochester Cathedral of Walter de Merton, who died in 1277; these bags were made of silk and enclosed in one of leather and were guarded with the utmost care, one keeper taking his to bed with him for safety.

Seals are shown of Oxford city and University; the former is more like our modern seals. The shield is supported on either side by an elephant and horse surmounted by British lion and a bull is pictured on the shield, while the motto is Fortis est veritas.

One of the first illustrations of a private seal on conveyance of land was on a deed for an acre of land June, 1272, from William Mordaunt to Peter Picard, showing a house, the name being placed around the rim.

The evolution of these implements is also seen by an attempt to transform the seal of Canterbury representing the martyrdom of St. Thomas after a proclamation had been issued against this Saint and the old design was hammered out, but some letters and figures obstinately remain.



Chancellor's Seal Bag.

Henry V established a sort of aristocracy of coat of arms, allowing none to use these except soldiers who had served at Agincourt. To meet this royal decree people of the middle class invented arbitrary signs called Merchants Marks, corresponding to our trade-marks of to-day, but these were forbidden to be placed on seals or shields. Persons in 1419 had to prove their right to use arms. One of these controversies between the Scope and Grosvenor families regarding designs of arms lasted five years and employs two volumes in records. Henry V also created, in 1420, the first King of arms. This monarch's seal contained a great deal of tabernacle or gothic work. The climax of perfection was reached from 1430 to 1440, after which they declined in value and splendor.

A seal of Louth Grammar School, 1552, shows an open book with seven pupils, the master flogging one, the motto Qui Parcit viurgeo dit filium. The seal of the Wimborne school is diamond-shape in 1563. The coal-traders of New Castle, organized in 1600, display on theirs one man welcoming another. Under Richard III, there was established a college of arms. These were composed of nobles and lords having jurisdiction over heraldry, making visitations to decide matters pertaining to these topics and to have charge of genealogy, processions and royal events. There is no doubt of the luxury of this body since we learn that the en-

tire funeral services of Oliver, Lord Protector, in 1658, amounted to nearly \$140,000.



Seal Louth Grammar School, 1552.

Under Henry VIII, 1509, the first supporters on seals in England were used. On the execution warrant of Charles I were displayed fifty-nine seals.

The first Great Seal of England, in 1648, has on one side a map of the British Isle with small designs occupying the remaining space. The reverse side presents a view of the House of Commons. The first date was 1648, while the seal three years later is unchanged except by the added years. The words are, By God's blessing restored 1651 in the third year of freedom. This seal was made for Cromwell and under his authority. For these two seals Simons received £300, and was made the sole seal engraver for royalty. When a new seal was made the old one was taken to the Hall of Parliament and publicly destroyed. The second seal of Cromwell is more nearly like the present seal of Great Britain than any heretofore exhibited. The shield is filled with heraldic designs including a lion supported by a rampant lion on the left and griffin on the right, topped by a crown on which stands a lion. The scroll attached to the two supports bears Cromwell's own motto Pax Ovaeritur Bello—Peace is sought through war. The crosses of St. George, St. Andrew and the harp denote respectively England, Scotland and Ireland. A griffin replaces the unicorn for dexter support. In Latin around the rim is Great Seal of England, Scotland and Ireland. The reverse side differs from the seal of Charles I in the engraving of a puritan warrior instead of knight, and bears the motto, Dei Gratia and name of Protector Oliver.

James II, December 10, 1668, stole the Great Seal of England and fled from Westminster to France, thinking the government would be destroyed if the seal was gone, as no transactions would be legal or binding without such official recognition. It was found by some fishermen in their nets, and its return foretold to the superstitious people of those days the success of William of Orange. It was again stolen in 1774 from Lord Thurlow, and although great rewards were offered the thieves escaped with their booty, and a new one had to be procured.

Queen Anne united in the seal the rose of England and thistle of Scotland in one stem as the union of the

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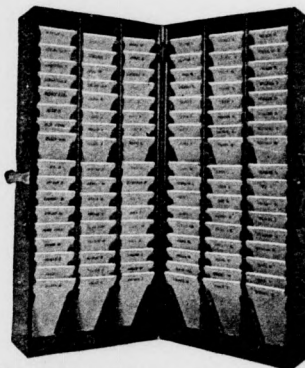
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Mottos on seals are said to have originated from war-cries or religious exclamations. On ancient seals mottoes were extremely rare and only about a dozen are to be found out of the 25,000 exhibited in the British Museum. They are in Latin, French and even Greek. Mottoes may be divided into three classes, enigmatical, sentimental and emblematical. Under the first comes mystery or such words as, "What will be will be," found on the Duke of Bradford's. Anchor fast anchor, che sara sara of Lord Gray's. The religious class included among others Spes Mea in Deo, My hope is in God. Sub Cruce, Under the cross. The last class is illustrated in our motto "One of many" and in the Garter sign of Great Britain as used at present. Irony seems to have crept in as we learn Adderly of Staffordshire motto was Adders Lige Justitiam Deceat. ('Tis a support to the law to add justice to it.) Puns were employed as in Lord Fairfax—Fare-fac, speak—do, or a word and a blow. Lord Courtope simply divided his name—Court-Hope.

Medieval seals were used in two ways—with a stamp on wax or paper or suspended by a cord with silk-floss attached to paper. In the twelfth century white wax only was used, but all colors have come down to us. The nobility alone were entitled to red wax. Charles V chose blue. The patriarchs of Jerusalem and knights of Malta used black. Yellow was common. England yet has a special office called clerk of chafe wax, whose duty it is to soften the wax over a brazier. The Great Seal of England is made of white wax softened by one-quarter weight of venice turpentine. The Scotch used beeswax and resin colored with vermillion. Wafers are made of paste from the white of an egg mixed with isinglass and colored.

The arms of Columbus, granted to him by Ferdinand and Isabella in 1469, are still exhibited; a shield quartered with hemlet on top on which rests a cross and bearing a motto while another motto is placed at the bottom.

There can be no such thing as American Heraldry. It could only have originated across the water and be reckoned among the assets of our inheritance, yet coats of arms and seals are in possession of many families, and nearly all of the officials of provincial or revolutionary times possessed them. Pennsylvania Historical Society still show a number which are yet visible and embrace the seals of Washington, Penn, Franklin and many others. Arms were used in church decoration and were displayed on windows and tombstones.

Many of the old seals are found in the Burton library in Detroit. A paper executed in 1790, with a personal seal of Louis Bond, consisted of a wafer covered by a star of notched paper very irregularly done by hand; this is signed by Peter Audrain, clerk. Judge Campbell, in his history of

Michigan, speaks of Judge (but no lawyer). Commissioner Reaume located at Green Bay, then in the Northwest territory, but now Wisconsin, who, in 1794, lacking a seal or signet for some papers, sent his jack-knife as a test of authenticity, and this article was so familiar that it was considered potent, and made the transaction legal.

Letters patent are found under the great seal of the Northwest Territory, August 18, 1796, signed by Winthrop Sargent, acting governor of the new county of Wayne, which at that time included all Michigan and part of Ohio and Indiana; these assure us that we never forget our birthright, and accounts for Wayne county never getting over the idea that she is the whole of Michigan and Detroit the hub.

From the same library, in 1799, we find on a deed from Alexander Laferte to Redman Couden his mark—a seal on a wafer covered with a diamond-shaped paper. A letter from Colonel Wadsworth to John Trumbull, Esq., of Woodbury, Conn., in 1780, has a private seal of a bird, perhaps symbolical of the carrier pigeons by whom messages were sent.

June 28, 1800, Dudley Woodbridge, father of Governor Woodbridge, signs a letter to William W. Littlefield with a tasty monogram with the initials D. W. A deed to Edward Harris, in 1801, has a six-sided seal regularly dotted with points. So we conclude that these first seals were very simple, generally consisting of a wafer covered with a small piece of white paper and stamped with a plain design.



Franklin's Design.

Among the manuscript found in the Burton library appears a very complicated design so faded as to be scarcely legible signed by Stanley Griswold, acting secretary to Governor Hull, dated April 16, 1807.

In the United States at the close of the Revolutionary war, Congress, July 4, 1776, appointed a committee of three, Dr. Benjamin Franklin as chairman, with John Adams and Thomas Jefferson the other members, to procure a seal. The committee reported August 10, showing a design from Du Simitiere, a West India Frenchman. This was a shield showing the arms of six different nations, the first quartering gold with the red and white rose of England, second white ground with Scotch thistles; third green with harp of gold for Ireland, fourth blue with gold French lilies; fifth gold with black



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eagle of Germany; sixth gold with the red lion of Holland. It was supported on the left by the Goddess of Liberty with her cap placed on a staff; the right supporter was a rifleman with tomahawk in one hand with the motto Belle vel pace while around the edge were the words "The Great Seal of the United States of America." Franklin proposed for a design the legend of the Red Sea with his own motto in English, "Rebellion to tyrants is obedience to God," which was said to have been a motto of Cromwell's. Adams' was a classical design of Hercules from an engraving of Gribelin in Lord Shaftesbury's works, a hero with Virtue calling him to lofty heights while Sloth tries to inveigle him into the downward flowery paths.



Jefferson's Design.



Device of the Second Committee.

Jefferson's design was a shield resembling Du Simitiere's sketch with supports of Liberty on one side, and Justice with scales on the other, above the All-seeing eye, and below a scroll inscribed E Pluribus Unum. Thirteen smaller escutcheons with initials of the thirteen original states inscribed in them formed a ring outside the center. On the edge were the words "Seal of the United States of America," and at the bottom "1776" in Roman notation.

There was so much work for Congress to perform that this report was tabled and the matter was not brought up again until March 25, 1779, when John Jay of New York, who was the presiding officer, appointed a new committee composed of Lovell of Massachusetts, Scott of Virginia, and Houston of Georgia, to complete the task.

They reported May 10, 1780, a seal four inches in diameter with a shield of thirteen diagonal red and white alternate stripes, a Warrior on the left and Peace on the right with thirteen stars above as a crest bounded by clouds, and the old motto Bello

vel paci. The other side of the seal was to represent Liberty seated; Roman date beneath her, the motto Semper above. Congress must have been critical as a third committee consisting of Henry Middleton, Elias Boudinot, and Edward Rutledge were



Device of the Second Committee. Reverse Side.

appointed April, 1782. Their report, May 9, was not accepted, and the matter was referred to the Secretary of Congress, Charles Thomson, E. Barton, a scholar and artist, tendering a design which was pronounced too elaborate.

The reverse side, however, met their approval and was adopted with a different motto. John Adams sent a device from England made by Sir John Prestwick—which was adopted June 20, 1782, or six years after the first introduction of the resolution.

It is the one used to-day and consists of an eagle with a shield on breast, without supporters, and intended to show self reliance. The shield is adorned with perpendicular stripes of red and white with motto E Pluribus Unum on a scroll in the bill of the eagle topped with a crest of thirteen stars surrounded by clouds. The motto at the top is Annuit Cœptis, meaning God has favored the undertaking, while at the bottom is Novus Ordo Seclorum—a new series of the ages—with "1776" in Roman notation; these mottoes are taken from passages in Virgil. It is a remarkable incident that the reverse side of the seal has never been used, and it is thought to never have been engraved, and to many it is totally unknown. The blazon of the seal used is said to have been suggested by a painting in St. Paul's chapel, New York City.

Many documents signed by Washington with seal affixed are still in existence. A paper authorizing the exchange of prisoners, signed and sealed by Washington September 16, 1782, still exists, the seal having been cut in brass.

In 1841 a new seal was ordered by Daniel Webster, then Secretary of State, with the distinguishing mark of having only six instead of thirteen arrows in the eagle's talon. The first die was used fifty-nine years and was made in Philadelphia. Another cut was made in 1885 under Fred F. Frelinghuysen, Secretary of State. Congress ordered an appropriation of \$1,250 for still another in 1902.

The United States seal is cared for in a metal box in order to preserve the wax and cord; the cord is now abolished and white wafers alone



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are used. September 15, 1789, it was placed in charge of the Secretary of State, who affixes the seal to any document bearing the signature of the President. Its general use is very much less since each department has its own particular seal for the business of the respective offices, and the United States seal appears only on diplomatic business, commissions, pardons or appointments made directly by the President. One peculiarity spoken of in Heraldry in America is a commission signed by

the Secretary of the Senate directs its use.

The House of Representatives uses a seal with a picture of the Capitol, and at the bottom the legend "House of Representatives United States." There is no figure of liberty on the dome. Twenty-four states are displayed on the rim. It is in charge of the Clerk of the House.

All of the departments have separate seals, on nearly all of which are shown the eagle with some significant design for each. The seal for the

"Later, when authorized to establish a band and a mint 'of North America,' he maintained the legend on the seal, showing that he still hoped for a continental nation. Whenever the seal has been recut the original legend has been adhered to."

Massachusetts received a special or peculiar seal from Great Britain. It is said the pine-tree shilling adopted by Massachusetts angered Charles I., but he was appeased by Sir William Temple, who assured him it re-

em Lapsa Locavit: The fallen has made room for a better. Ohio supplied Detroit with fruit, and these trees took the place of the less important buckeye. On the left of the circle a river is represented upon which boats are seen, while small trees line its banks. Surrounding the rim is inscribed THE SEAL OF THE TERRITORY OF THE UNITED STATES NORTHWEST OF THE OHIO RIVER. The design is said to have been adopted from that of Maine.



William Barton's Second Device.



William Barton's Second Device. Reverse.

John Hanson, president, and Charles Thomson, Secretary of Congress, with a seal of a white wafer fastened by red wax in upper instead of lower left hand corner. The first seal of the President was oval in shape containing the upper part of the United States seal with its thirteen stars in a circle surrounded by clouds, the motto *E Pluribus Unum*, at the top. The present seal is an eagle with the same motto and the inscription, the seal of the President of the United States, and corresponds very closely with the seal of the United States except as to size.

The one employed by the United States Senate shows the American shield surmounted by liberty cap, a wreath of olive supporting it on the left and one of oak on the right. These are supposed to symbolize peace and strength; the motto *E Pluribus Unum* extends across the shield. The design of the shield and motto has been severely criticised;

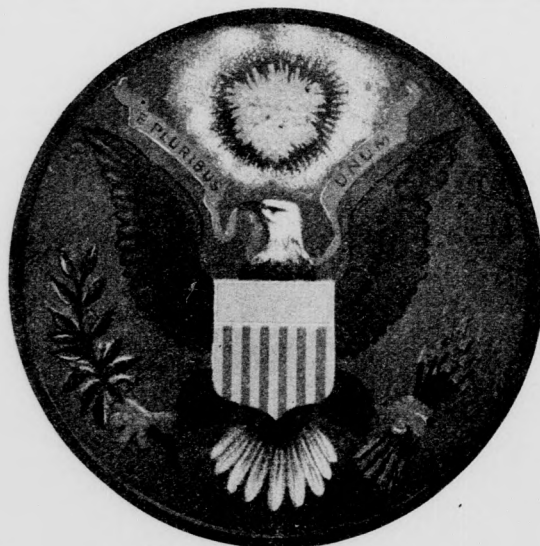
Department of Agriculture contains a sheaf of wheat; the Postoffice a post rider, a design used by Franklin; the Department of the Interior an anchor; the Navy a ship; the War Department a spear, musket and serpent; the Treasury represents paper money.

Probably few Americans, young or old, have had sufficient curiosity in examining a bank note to translate the Latin device on the seal of the treasury and to inquire how it happened to read as it does. A writer in the Washington Star believes the inscription throws light on the hopes of our forefathers regarding American dominion.

"Thesaur. Amer. Septent. Sigil." is the legend, an abbreviation of "Thesauri Americae Septentrionalis Sigillum," Seal of the Treasury of North America.

"The Continental Congress in 1778 authorized a committee, consisting of Messrs. Witherspoon, Robert Morris and R. H. Lee, to design seals for the navy and the treasury. The treasury seal has come down to us with very little change.

"In those days it was still hoped that Canada would eventually join the Revolution or would at least be wrested from Great Britain before the struggle was over and would become one with this country. That was apparently a project dear to Robert Morris, and he looked upon his country as the whole of North America.



Seal of the United States.



Seal of the United States. Reverse Side.

ferred to the Royal Oak, a favorite emblem of his.

All the states have adopted seals, and it would be interesting to continue the investigation along these lines, but time will not permit and we must consider only a few private ones and that of our own State.

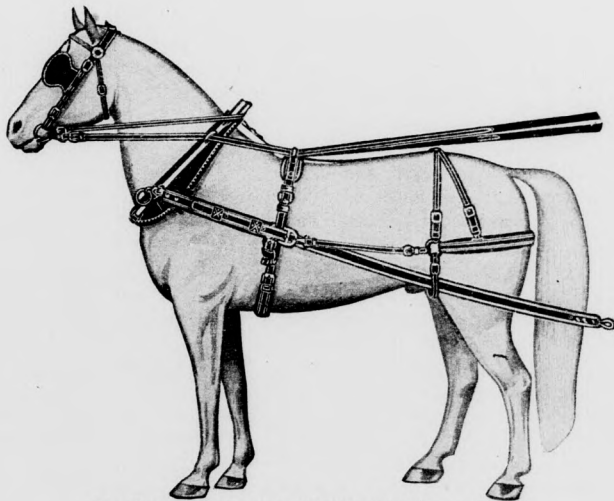
The first seal with which Michigan was identified was under the Northwest rule. According to the laws of 1792 the United States Secretary of State was instructed to provide a seal making it as symbolic as possible. The design shows a short, thick trunk of a prostrate tree, evidently a buckeye, lying horizontal at the foot of an upright apple tree laden with fruit.

The motto occupies the lower segment of the circle, and reads *Melior-*

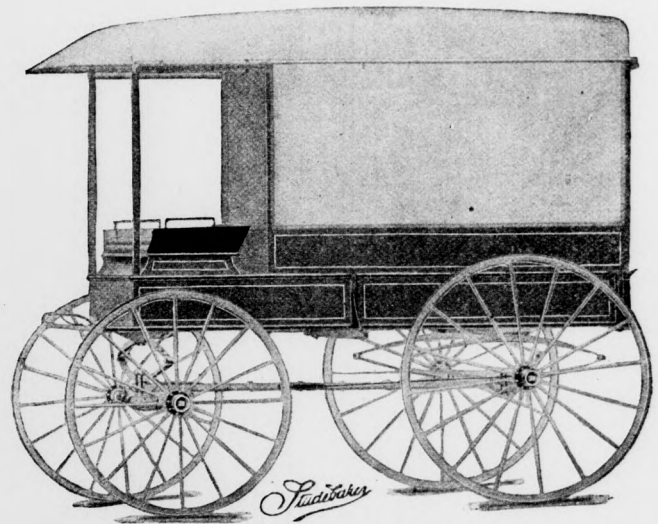
Michigan was admitted as a separate territory in 1805, and a temporary seal, usually the private one of the territorial secretary, was used. The seal adopted July 9th was probably identical with the private seal of Governor Hull. The territorial government of Michigan was duly organized by the Governor and Judges on the 4th of July, 1805.

AN ACT concerning the temporary seal of the territory of Michigan. Be it enacted by the Governor and Judges of the territory of Michigan, That the description in writing of the territory of Michigan, deposited and recorded in the offices of the secretary of the territory, shall remain a public record, and shall be and continue the temporary seal of said territory until another permanent seal

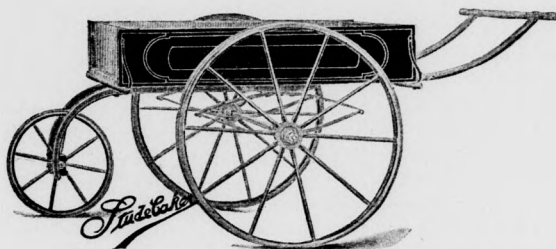
If you want a Wagon, a Set of Harness, or a Push Cart, don't take your money out of bank and buy it—leave it there to draw interest while your Ariosa Vouchers accumulate until you can get it for nothing



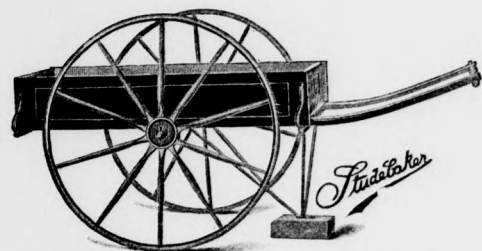
HARNESS No. 98—CASH PRICE, \$31.20
FREE FOR 156 VOUCHERS



WAGON No. 124—CASH PRICE, \$150
FREE FOR 700 VOUCHERS



HAND CART No. 134—CASH PRICE, \$18.50
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If you must have any of these articles at once and haven't enough Ariosa Vouchers to pay for it, we will send the article immediately, if you send the cash price, and as soon as you get the necessary Ariosa Vouchers, any time before April 1, 1907, send them to us, and we will return your money.

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shall be provided; and the person administering the government of the territory of Michigan shall have the custody of the said seal, and all such matters and things as issue under the said seal shall be entered of record in the office of the secretary of the territory; the same being adopted from



Seal of the United States.

the laws of one of the original states, to wit, the state of New York, as far as necessary and suitable to the circumstances of the territory of Michigan.

Adopted and published at Detroit, the ninth day of July, one thousand eight hundred and five.

WILLIAM HULL,
Governor of the territory of Michigan.
AUGUSTUS B. WOODWARD,
Chief Justice of the territory of Michigan.

FREDERICK BATES,
Senior associate Judge of the territory of Michigan.

Attest,
S. C. PETER AUDRAIN,
Secretary of the Governor and the Judges in their legislative department.

On page 793, vol. 1, of Territorial Laws, appears:

An Act concerning seals.

Section 1. Be it enacted by the Governor and Judges of the territory of Michigan, that the description in



Seal of Northwest Territory.
Michigan Seals.

writing of the great seal of the Territory of Michigan, deposited and recorded in the office of the secretary of the Territory, shall remain a public record, and shall be and continue the description of the great seal of the said Territory; and the person administering the government of the Territory of Michigan shall have the custody of the said seal; and all such matters and things as issue under the said seal shall be entered of record in the office of the secretary of the territory.

Section 2. And be it further enacted, That the description in writing of the seal of the supreme court, of the seal of the county court, and of

the seal of the register, deposited and recorded as aforesaid, shall be and continue the description of the said seals respectively.

The same being adopted from the laws of one of the original states, to wit, the state of New York, as far as necessary and suitable to the circumstances of Michigan.

Section 3. And be it further enacted, That an act concerning the temporary seal of the territory of Michigan, passed the ninth day of July, 1805, and the eighteenth section of an act concerning the supreme court of the territory of Michigan, passed the 24th day of July, 1805, be and the same are hereby repealed.

Made, adopted and published at the city of Detroit this 24th day of October, 1815.

LEWIS CASS,
Governor of Michigan.
JOHN GRIFFIN,

One of the Judges of the territory of Michigan.

J. WITHERELL.

"December first in the year of our Lord one thousand eight hundred and fourteen, a description of the seal of the Territory of Michigan and descriptions of the Seals of the Supreme and other courts thereof are devised, reduced to writing and deposited for record by His Excellency, Lewis Cass, Esquire, and are as follows, to-wit:



Seal of Michigan Territory, 1814.

"This seal to be two inches in diameter within the ring, which usually forms the outer edge of seals. In the center of the seal to be a shield, or as the Heralds style it, an escutcheon, in the form in which they are represented in the plates of heraldry. Within the shield to be a small tree, properly proportioned to the size of the shield. The motto at the bottom of the shield to be Tandem Fit Surculus Arbor. The shield to be supported by the eagle on each side, presenting a side view to the eye. The eagle on one side, standing upon the right foot and supporting the shield with the other; and E contra, on the other side of the shield. From the beak of one eagle to that of the other, to be a scroll passing over the shield in a curve, and within the scroll to be the motto of the United State E Pluribus Unum. Round the seal to be these words: Great Seal of the Territory of Michigan."

We find no change in this until October 24, 1815, when the following act appears:

The description in writing of the great seal of the territory of Michigan, of the seal of the supreme court,

of the seal of the county court, and of the seal of the register, deposited and recorded in the office of the secretary of the territory, shall be and continue the description of the said seal respectively. And the person administering the government of the territory of Michigan shall have the custody of the great seal and all such matters and things as issue under the great seal shall be entered of record in the office of the secretary of the territory.

Section 3. The Act entitled "An Act concerning the temporary seal of the territory of Michigan" is repealed.

In 1835 Michigan had recovered from her losses by fire and war, had subdued the wily Indians, had demonstrated to the immigrants the value of her lands and won them to become settlers and make homes and fortunes out of the so-called sickly swamps, and thus gain happiness within her borders. Before she could secure statehood, however, she must be able to define her borders which had been almost imaginary lines. The southern, in 1787, or Harris line, was said to be found by the line drawn through the extreme southern point of Lake Michigan intersecting one drawn north and south through the center. At this time for the Indians and traders, the south boundary of Lake Michigan was supposed to lie some distance north of Lake Erie. When properly surveyed it was found this boundary would include a strip ten miles wide of the territory claimed by Indiana and Ohio. All troubles were, however, amicably settled except the small section which included Toledo. Mason was acting territorial governor; his youth, his love for his adopted state, his impetuosity and zeal, his pride in her victories, made him seem to the United States government an undesirable leader at this critical time. The tocsin of war had sounded so often that the older and wiser heads thought discretion not only the better part of valor, but better than valor itself.

This portion of history has been told so often that repetition seems unnecessary. We refer to it in order to relate how Wisconsin acquired the territorial seal of Michigan. It was pretty generally conceded, even at Washington, that Michigan was only acting patriotically in defending her boundary lines. Mason writes to General Brown, "We are the weaker party it is true, but we are on the side of justice." Anticipating the value of possessing the disputed territory, Mason with General Brown and about 1,200 soldiers claimed the territory under legislative act forbidding interferences of outside parties. Governor Lucas of Ohio called an extra session, and some historians say \$300,000, and others \$600,000, was voted for defense. They organized a new county called Lucas, with Toledo as the county seat, where the Judges by traveling Sunday and calling court at 3 a. m. Monday, Sept. 7, 1835, met and adjourned, but by this action obtained legal control, even while General Brown and his troops were almost in reach. Still Mason was not willing to submit, and

President Jackson in a message to him, dated August 29, concluded: "Your zeal for what you deem the rights of Michigan has overcome that spirit of moderation and forbearance which in the present irritated state of feeling prevailing in Ohio and Michigan is necessary for the preservation of public peace," and superseded him by the appointment of Judge Charles Shaler of Pennsylvania. This was the young man who volunteered to carry the news of the declaration of war by England in 1812 to Governor Hull at Detroit, acquitting himself in a manner which received much praise, and resulted in his receiving thirty-five dollars for the service, but by his being detained in Detroit all winter on account of the siege. Had Congress been in session there is no doubt that Shaler's appointment would have been confirmed; as it was he declined, knowing the office must soon be abandoned on account of the desire of the citizens for statehood.

September 8th, 1835, John S. Horner of Virginia was made secretary of the territory. He reported to Hon. John Forsyth, Secretary of United States, in the following letter: Detroit, Saturday night,

September 19, 1835.

SIR: I arrived at Cleveland, Ohio, late on Thursday night and early on Friday morning took passage in a boat, Michigan, for Detroit. My arrival here was unavoidably delayed until near night by our running aground at the mouth of the river.

Late this evening I called on Mr. Mason to whom I delivered the communication from the Department.

On Monday morning next I contemplate taking charge of the territorial government, and should have insisted on it this evening had the emergency made it necessary.

Assurances have been made from all quarters here (Detroit) that Michigan is now, and is likely to remain, quiet. Such, I believe, to be the prevailing opinion here. The Detroit newspapers, received by the Department, will give an account of the Michigan expedition to Toledo on the 1st inst. Mr. Mason has this moment handed me the enclosed memorandum in his own handwriting of the events of the 13th

I hear that a large meeting was held anticipating my arrival, and a committee is shortly to call on me to ascertain the principles on which I shall administer the territorial government.

I shall strive to effect the views of the government, and do so with as little excitement and on the best terms I can. I feel some confidence of a favorable issue. I shall discharge my duty under all circumstances.

I have the honor to be
Your obedient, humble servant,
JOHN S. HORNER.
HON. JOHN FORSYTH.

Secretary Horner was tall, handsome, a typical Southerner, with an attractive wife. President Jackson was a great admirer of this lady, and once asked her why she did not marry? She returned the stereotyped

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answer, that she could find no one to have her. Old Hickory replied, "You get married and I'll make your husband governor." She married Horner, and whether this had anything to do with it or not he was made governor of Michigan territory, and in this capacity served just twenty-five days. The elections were to be held in a fortnight—in six weeks a state government was organized. Mason was the idol of the people, and Horner was simply treated with indifference and scorn, and at last really laughed across the border. Henry Huntington Brown was appointed his secretary, and both of these officers with their wives lived at Mrs. Abigail Snelling's boarding house.

Another boarder was Colonel John M. Berrien, who resigned his commission and became engineer on the Detroit and St. Joseph, now known as the Michigan Central Railroad. Alvah Bradish, the artist, also made his home here. Horner made some disparaging remarks about the country and people, and Brown ordered him to take off his glasses and fight. They were separated, but Horner sent an account of this to Washington which he tried to have Bradish sign as witness, but he refused. On the 12th of July, 1836, Horner addressed a meeting at the Detroit City Hall, giving his views, and one of the resolutions then passed reads as follows:

Resolved, that if our present secretary of the territory should find it beyond his control, either from the nature of his instructions, his feelings of tenderness towards those who had for a long period of time set at defiance as well the laws of the territory as those of the United States, or any feelings of delicacy entertained towards the executive of a neighboring state who has in vain endeavored to take forcible possession of a part of our territory, it is to be hoped he will relinquish the duties of his office and return to the land of his nativity.

This resolution evidently originated with Jacob M. Howard, Lt. Detroit City Guards, who participated in the Toledo war.

A letter, dated Detroit, October 19, 1835, written by Governor Horner, reads:

Sir: Under the most disadvantageous and embarrassing circumstances which anarchy could present, the wishes and instructions of Government have been constitutionally fulfilled and complied with.

On Saturday at noon, Judge Swayne and myself left Tecumseh for Detroit, and on our arrival that evening at Ypsilanti were mobbed and the house somewhat injured; no bones, however, were broken, and not a word was said by me on the subject. This mob, excited by some lawyers residing at Detroit, from their relations to the present administration are ever anxious to defeat its measures.

My labors, both mental and bodily, have been very arduous, almost insupportable. It was not until this morning that I could procure a clerk or private secretary, such was the state of the public mind, from some cause or other. I mention mobs and

details only to exhibit the state of things; personally I care nothing for them. Effigies, burnings, threats and other manifestations of excitement, have constantly surrounded me.

The source of all I am apprized of, and the actors.

There never was a government in Christendom with such officers, civil and military, and filled with such doctrines, as Michigan. Turn out is what everybody desires; and one of the judges at Monroe expressed publicly his desire to become a martyr to the cause. Judge Swayne leaves me to-day perfectly satisfied as the agent of Ohio, although I fear perfectly disgusted with the outrages here. I have used my utmost exertions in executing the duties of my office at the sacrifice of my own health, and have effected the object.

P. S. There are no funds here within my control, and, to discharge my duties, I have exhausted my own pecuniary resources.

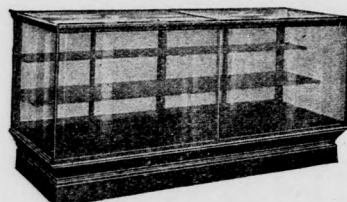
Horner was so unpopular that while at Ypsilanti he was obliged to make his bed on the floor directly under the window to avoid the stones and unsavory eggs hurled at him by the indignant populace. He pitifully says, "Luckily they did no damage to my person."

It is said that the landlord added to his bill the amount of damages committed by the mob. This seems to have been the last straw, and his dignity could only be maintained by escaping from the jibes and ridicule of the people. It appears that the council having the matter in charge had arranged for the next legislature to be held in January at Green Bay, now in the State of Wisconsin, and in this manner he saw a way out of the difficulty by removing all his papers and powers to that point and declaring it to be the seat of territorial government and authority. By this action the Executive seals of Michigan were carried over the border, and notwithstanding there has been much diplomatic correspondence there they remain, and are to be found at the present time. The impression sent us shows its size to be one inch in diameter, with the figure of an Indian standing with a bow in one hand and arrows in the other, while the inscription surrounding the edge reads EXECUTIVE DEPARTMENT OF MICHIGAN TERRITORY. In the olden time the Secretary of the Territory had charge of the State and Executive seals. On the admission of Michigan as a State there was given to the Secretary of State the custody of the State seal, and since that time the Governor has a clerk in that department who has the control of this instrument and affixes it to documents. At present, 1903, the Executive office is using a very plain seal an inch in diameter, having on the outer circle STATE OF MICHIGAN, LANSING, and in the center EXECUTIVE OFFICE, in two lines.

The convention to secure statehood convened, and it was unanimously voted to become a state. This was

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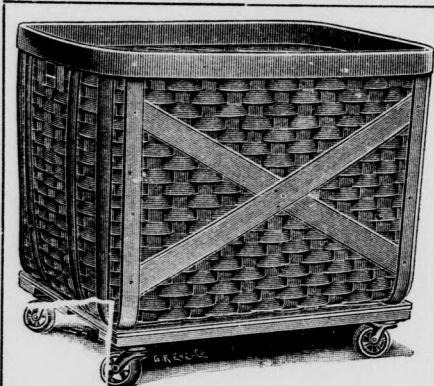
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Suppose the next time you needed butter you'd step into another store and the clerk would turn to a handsome, clean, glassed paneled **Refrigerator on the Counter** and cut your pound or half pound in a jiffy, right before your eyes, in one nice, compact piece.

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an irregular proceeding and was known as the Frost-bitten Convention. Then came the anomaly of a territory running under state government, and not recognized by National authority for two years. Mason's victory was in being elected the first governor.

At the Constitutional Convention



Michigan Territorial Seal Taken to Wisconsin.

presided over by John Biddle, General Cass, June 21, 1835, presented the seal now in use. This had been the matter of much thought on his part as memoranda were found among his papers going back to his school days of designs for a seal. John Norvell, Lucius Lyon, and Townsend E. Gidley were the committee, and reported favorably its adoption, which was done the next day by a resolution offered by Hon. Ross Wilkins, and General Cass was publicly thanked for his services.

A shield shall be represented on which shall be exhibited a peninsula, extending into a lake, with the sun rising, and man standing on the peninsula with a gun in his hand. On the top of the shield will be the words TUEBOR and underneath in a scroll will be the words, SI QUAER-

IS PENINSULAM AMOENAM, CIRCUMSPICE. There will be a supporter on each side of the shield, one of which will represent a Moose and the other an Elk.

Over the whole, on a crest, will be the EAGLE of the UNITED STATES with the motto E PLURIBUS UNUM.

Around will be the words, GREAT SEAL OF THE STATE OF MICHIGAN A. D. MDCCCXXXV.

Detroit, June 24, 1835.

To the Secretary of the Territory of Michigan:

In conformity with the following



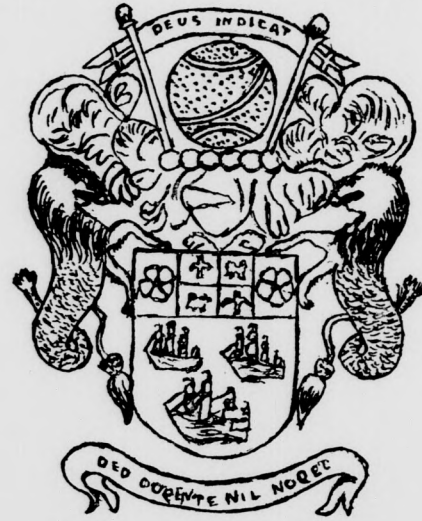
The Great Seal of the State of Michigan.

clause in the constitution adopted by the convention now in session I transmit you the within description and accompanying device for deposit in your office: hereby certifying that they are the papers to which reference is made in the said clause, viz.:

"A great seal for the State shall be provided by
"the governor which shall contain the device &

"inscriptions represented and described in the papers relating thereto, signed by the President of
"the convention & deposited in the office of the
"Secretary of the Territory."

ed in 1670 and in 1783 it was succeeded by the Old Northwest Company. The seal represented two elks rampant or with forepaws raised, supporting a shield, over which instead of a crown was placed a sledge on which was seated a fur-bearing animal.



Seal of the East India Company.

The design for the present seal of Michigan bears the closest resemblance to that used by the Hudson Bay Company which succeeded the Old Company of the Colony or as it was sometimes called Company of the Indies. Its full name was The Governor and Company of Adventurers of England trading with Hudson's Bay. Its charter was grant-

al. The shield is divided into quarters in each of which is pictured a beaver; a scroll band below bears the motto, Pro Belle Cutem, (skin for skin). An eagle on our seal takes the place of the animal and on the shield is represented a peninsula with hunter and the motto, Tuebor. The long motto on Michigan's seal, Si quaeris peninsulam amoenam, cir-

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

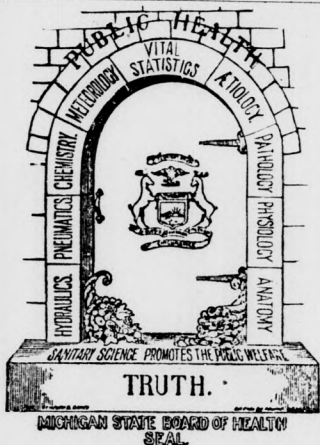
TUEBOR, I will defend. This has been thought to refer to the atti-

Each department of State employs a seal, with inscription generally consisting of the seal of the State surrounded by name of the department, without any special design. The exceptions are the railroad office where the figure represents a head-light, although the use of this has given place to the State seal for stationery. The State Board of Health has a very elaborate arch composed of stones bearing names of qualities considered necessary for the protection of the public health. The Auditor-General uses the State seal except in case of the inheritance tax, for which the deputy, Mr. Wilkinson, designed a scroll as appropriate for the center, with the words Auditor-General surrounding it.



The Seal of Hudson Bay Fur Company

SI QUÆRIS PENINSULAM AMOENAM, CIRCUMSPICE, if thou seekest a beautiful peninsula look around. The first die was cast for the seal in 1836, and this was used until 1883; the eagle's wings in this are not raised but simply outstretched; a man is displayed on the



neck of the moose; the peninsula is on the left instead of the right hand of the shield, the sun appearing on the right. Both of the back feet of the animals rest on the bottom and are not placed against the escutcheon. The date, A. D. MDCCCXXXV, is shown at the bottom; the motto of



Seal of the Supreme Court of Michigan.

ing a woman, blindfolded, holding in one hand the scales, and in the other the naked sword. In a scroll passing in a curve, above or below the figure, as may suit the taste of the artist, to be these words, DISCITI JUSTITIAM MONITI. Around the seal to be these words, 'Seal of the

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 was \$30.00 per year per \$1,000; \$7.50; age 40; \$10; age 50; \$12.50. For full information phone or write

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

WHOLESALE ONLY

A black and white line drawing of a storefront. A large, striped roller awning extends over the entrance. Above the awning, a sign reads "GOYE'S IMPROVED ROLLER AWNING". The storefront has large windows and a door. A small figure of a person is visible on the left side of the awning.

Grand Rapids, Michigan

Standard Oil Co.
Grand Rapids, Mich.

The J. M. Bour Co.
Toledo, Ohio

Supreme Court of Michigan Territory.' The seals of all the other courts in the Territory to have the same device with that of the Supreme Court, to be rather smaller, and to have some descriptive words upon them, as may suit the respective courts."

In Georgia there is a court seal with a Latin inscription, which, to any one with much experience with law would seem to need no translation but be taken for good and true English, as it reads SOC ET TEUM.

All officials and corporations may, if they so desire, use a seal. Our society is entitled to this privilege, and in fact it has been discussed to some extent, but hardly seems advisable as long as it is at best only a ward of the State without a home or authority to procure one. We have always been allowed to use the well-known one of the State.

The first seal of the city of Detroit was adopted June 3, 1815. Thomas Rowland, Secretary of the Board of Trustees, recommended use of his



Seal of the City of Detroit.

private seal. The next one was the one possessed by John R. Williams. This was in use September 23, 1824, and was of red carnelian set in gold, of octagonal shape and one inch in diameter. The third was the private seal of Mayor Hunt, a topaz set in gold bearing the initials H. J. H. The fourth belonged to Jonathan Kearsley, and contained his initials. The fifth was sketched by J. O. Lewis, for which he was paid five dollars, March 26, 1827. The seal was made by William Wagner of York, Penn., the resolution for its manufacture being offered June 15, 1827. It is of molten brass, one and nine-tenths inches in diameter, six-tenths of an inch thick, bearing the inscription on the rim of the circle, CITY OF DETROIT. It represents two women, one weeping, the other pointing to another city in a growing state, with the motto SPERAMUS MELIORA, (It has risen from the ashes), and at the bottom another which reads, RESURCET CINERABUS, (We hope for better things), commemorating the fire of June 11, 1805.

In the museum belonging to the Michigan Pioneer and Historical Society there is the first seal of the Probate Court of Ingham County, made from a copper cent and worked out by hand. The milling is distinctly visible on the rim, while on its face are an anchor and rope, and around the outer edge is the inscription INGHAM PROBATE COURT MICH., being placed at the lower point. This was presented to the society by Judge Chatterton, deceased,

of Lansing, who was formerly Probate Judge and used this seal.

Missouri enacted, June 21, 1893, the following law: "The use of private seals in written contracts, conveyances of real estate, and all other instruments of writing heretofore required by law to be sealed (except the seals of corporations) is hereby



abolished, but the addition of a private seal to any such instrument shall not in any way change the construction thereof."

The importance of the seal, its sacredness and necessity have decreased to such an extent that it is now spoken of as a legal relic, and soon we may have occasion in every state to carve that epitaph which may be found in Missouri: "Beneath this lies all that remains of LOCUS SIBILLI,—a character of ancient date, whose mission was to give peculiar solemnity to documents. Emigrating to this State in its earliest days, he served his day and generation to a good old age and was gathered to his fathers, generally mourned by the members of the legal profession. He has left surviving only one relative, who is now in the keeping of corporations. His last request was that his epitaph should be under seal."

He who carries a cup of cold water to a thirsty world finds his way leading beside the still waters.

SURPRISED THE BOSS.

Why Carens Unexpectedly Threw Up His Job.

In a little booklet which is dubbed "The House Book," and which Going & Co. generously hand free of charge to each man or woman who comes into their employ, there is one paragraph of especial interest when the case of Carens is under consideration. It is the one headed, "Appreciation of Employees' Services," and in it is told just why and how Going & Co. reward those upon their pay roll whose services are such as to entitle them to the name of good and faithful servant.

"Faithful service on the part of all employees," reads the paragraph, "is expected as a matter of course. We have found, however, that without some substantial and consistent form of encouragement such service is hard to obtain. To further the efficiency of our office force, as well as to aid employees, we have adopted a system of rewarding good service by regular and satisfactory advancement in position. The employee who works faithfully and well may be assured that he will be taken care of, no matter what his position. The employee who does not work faithfully may expect his dismissal."

This is pretty. As all employees are requested to familiarize themselves with the contents of the House Book upon their acquisition to the pay roll it is certain that they do so, and so it is impossible that anybody should miss the "faithful service" clause. Thus, every employee knows that if he does his work well he will be rewarded—and a few of them actually believed it before the Carens affair.

Carens was the man who would not blow his own horn. It sounds childish to say that this is a handicap to a young man of today, but it is true.

Not that the loud blare will put a man further ahead than his work will carry him. O, no! The fish horn is out of date as an instrument for self-advancement; it takes the artistic and mellow cornet performance to get the notice nowadays. If a man can manipulate this instrument in smooth and convincing fashion it is true that the ears of the powers that be will be inclined toward him, their eyes will be upon him, and they will hearken to his words and view his conduct in a favorable manner.

Good men in any line know enough to blow their own horns. Carens didn't blow his own horn. The logical conclusion would be that Carens wasn't a good man, but the logical conclusion in many instances is illogical. Carens was a good man. In his line of work—he was a tariff clerk in the export department—there was none better among the 600 men on the pay roll. Every detail of his work was at his fingers' tips; he knew the why, when, and wherefore of everything in his little department; he seldom made mistakes, and he never was absent.

Every large office has one and possibly two men like Carens, hard plugging fellows who dig along with their nose buried deep down among their work and learning it so well that none may be better, who waste no time in foolishness during business hours, who seldom talk, and who never, never strive to let their employers see what good workmen they are. This was Carens all over. His efficiency was equaled only by his quietness. The speed and skill with which he turned out the work that came to his desk was to be compared only to the quietness which he observed when doing it. And the harder the work came, the bigger the tariff clerk's load, the quieter and more efficient was Carens.

**YOU ARE ALWAYS SURE of a sale
and a profit if you stock SAPOLIO.
You can increase your trade and the
comfort of your customers by stocking
HAND SAPOLIO
at once. It will sell and satisfy.**

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

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

It is unnecessary to state that he was noticed. While it may be that the man who takes his horn and begins to blow early will attract more attention, it also is true that he who does his work better than anybody else is soon fated to be among those who are talked about. For instance, if the head, sending down to three departments and asking for certain vital reports, received only one, and that from Carens, in perfect condition, while he had to wait while the others were made up, he would observe the name signed at its bottom. While one single such occurrence might not bring a man to notice, a continuous performance cannot fail to do so. And Carens made it just as continuous as any man in the office ever was known to do. It is on record that his work was delayed for just one day in three years. This was the day that Carens was away to a funeral.

So there was no doubt that Carens was noticed from the beginning in the private office, and, in accordance with the words that were printed in the house book, he should have been rewarded well and sufficiently. As a matter of fact, he wasn't rewarded at all, at least not any better than scores of other employees whose work was not to be mentioned in the same breath with his. The general manager had sized Carens up to his own satisfaction and had decided that he was not the kind of a man that one must reward in order to get good work out of him. Consequently he did not reward him.

"You see," said the manager explaining the situation to his assistant, "Carens is one of these fellows who really like their work. He would be happy no place in the world unless he had a big desk covered with rates and classifications before him and had a basketful of orders and mail to go through every morning. Give him his work and that's about all he wants, and he certainly gets enough of it here. You see, he isn't really what you might call a clever man. If he was he wouldn't sit still year after year doing the work he's doing for the salary and position that he has here. But he's one ideaed; he hasn't any initiative. The work is all he thinks about; he probably never conceived the idea of coming in here and hollering about an advance. He's the kind of a good man that you don't have to boost along in order to keep him, and as there are so many that we do have to boost, we naturally don't do it unless forced to do so. That's really the practice; all the rest is theory. Carens probably will be here eight or ten years from now, doing the same thing and not getting over \$5 a week more than he is getting now. And he'll be satisfied to do it."

The general manager was a wise man. At least he was reckoned so in the world of business, and that was the only sort of a world that had any right to judge him, for he was all business, from the shiny spot on top to the soles of his shoes. He had charge of the general conduct of the big office and he was an official of the firm. He was Going & Co. in person; and had he not been a "big man" in the business sense of the word it is

certain that never would he have attained such eminence. His summary of Carens' position must be taken as good business judgment.

The rest of the clerks of the big office said that Carens was a fool of a certain unfortunate kind to stay where he was and do the work he was doing for the money he was getting. Why didn't he get up and toot the fact into the head's ears that he was an exceptionally good man? Let 'em know about it! It was all right to be modest, and the fellow who was forever bragging was more likely to be a four flush than anything else; but, on the other hand, the fellow who didn't let 'em know that he knew just how good he was never got anything worth having. Somebody else, somebody who could holler a little once in a while, got in ahead of him. There was Carens, the best man in the whole office, and look what was happening to him. He was taking root and fastening right where he was, just because he didn't have gumption enough to stick in a talk for himself once in a while. So said the clerks. The general manager, in a second judgment of Carens, laughed a little.

"The fellow really doesn't realize what he's worth to us, you know," said he. "He lacks gumption, that's about what's the matter with him. He lacks gumption."

Carens kept on working at the same old, reliable gait, and nothing seemed to jar the even tenor of his busy way; and the general manager congratulated himself upon his ability in handling men, as evidenced by the way he did not give Carens a raise.

He was still congratulating himself, when Carens turned in his resignation. He would leave at the end of the week to take another position. The general manager was shocked; he had looked upon Carens as one of the fixtures of the house—"one of us"—and it hurt him to hear that he thought of leaving. Where, and why, was he going?

Then the silence that Carens had not broken for four years was shattered into the tiniest bits and that quiet young man told the general manager in many choice, emphatic words just where and why he was going. He was going because the house had not seen fit to live up to the promise that it made in the rule book, and he was going to a competitor of Going & Co. as assistant to the manager of the export department. It took him some time to tell it all, after the manner of quiet men when they break loose, and the general manager was surprised speechless.

"Why, Carens, you never said anything about more money or an advance, so naturally I thought that you were satisfied," he said, finally. "But you stay with us; we'll take care of you. I don't know what they're giving you over there, but I'll go it a little better, whatever it is."

Carens laughed. "No, I promised them that I'd be with them in two weeks and you see I have a distinct prejudice against breaking my promises," he replied. "But let me tell you before I go that you weren't getting so much the best of me in the time that you were saving \$15 a week on

my salary. It was while doing your work here and doing it as well as I knew how that I got the reputation that finally landed me in my new place. You really helped me in one way—by giving me all the work I could handle. Good-by."

When he was gone the general manager took a book of rules from his desk and looked up the paragraph relating to the rewarding of employees. He read it carefully. Then he replaced the book and looked about to see if anyone had observed him.

Allan Wilson.

Many a man thinks that the elimination of the evil and the slaughter of his personal enemies are the same thing.

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.

Window Displays of all Designs

and general electrical work.
Armature winding a specialty.

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

A Special Sale

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

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

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

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

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

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

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

Make Me Prove It

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

E. B. Longwell
53 River St. Chicago

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

Sold only in bottles bearing our address

FOOTE & JENKS'
JAXON
Highest Grade Extracts.

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COLEMAN'S
HIGH FOOTE & JENKS CLASS
EXTRACTS

Guns and Ammunition



Complete line of

Shotguns, Rifles and Revolvers
Loaded Shells

Camp Equipment

Big Game Rifles

FOSTER STEVENS & CO.

Grand Rapids, Michigan

WOMEN WHO WORK.

They Must Leave Their Frills at Home.

A few days ago a business man said to me: "Yes, Miss Blank is a fine woman—has better ideas on business matters than anyone I know—exceptionally bright—but she just can't forget for a minute that she is a woman. And she never lets the other fellow forget it either. That is why I had to sever her connection with our firm. Hated to do it. She had brains, and we need them in our business, but we can't spare the time required to keep her good natured and to see that her feelings are not hurt, nor her feminine toes trod upon. Simply had to let her go. Too much sentiment for us. Good and admirable in its place, but too expensive in our line of business."

"Certainly I left there," said Miss Blank. "Wouldn't you resent it if a man came and smoked a cigar right under your nose all day in a close, stuffy office? No, it wasn't anybody from the firm, and I don't suppose they were altogether to blame in the matter. It was a country customer who came and spent two whole days right there, and I just told Mr. Dean that unless he spoke to the man about it he would have to close the contract himself—I couldn't stand such treatment any longer."

The contract amounted to several thousand dollars. Mr. Dean closed it, and Miss Blank is looking for a position where country customers are better mannered.

At some time in your life you must have known somebody who was in mourning—the deep black, thick veiled, obtrusive mourning that keeps you constantly reminded. Did you ever notice how the feelings of those black robed mourners forever were being hurt? Either some one sang a song that the dear departed used to love, or made use of his favorite expression, or some thoughtless person extended an invitation to a place of frivolous amusement, and the dear dead gone but a few short years. In any case, the deep drawn sign and the injured air rebuked the offender and left a feeling of regretful annoyance in his breast.

In much the same way some women go into the business world with the cloak of their femininity wrapped about them to warn the world of their tender feelings and fine sensibilities. "Be careful," such a woman seems to say: "I have entered the battle, but instead of buckling on the armour for the fight I prefer to wear this cloak and carry a little white flag. It is against all the ethics of war, you know, to shoot a white flag."

That is not a fair fight.

The woman who goes into business should take careful inventory before she starts and make a study of the fitness of things. If she intends to open a store she hardly would think of using her parlor furniture to furnish it. If she happened to undertake the management of a restaurant she would pass by the delicate Haviland china with which her own family table has been set and employ instead some far less perishable but equally attrac-

tive and more suitable kind. In matters of dress she would be just as particular to select something appropriate. The evening gown may be effective and becoming, but the office or place of business is not the place to wear it. And just as that gown would be conspicuous and inappropriate for downtown uses so is the display of these essentially feminine sentiments and feelings out of place in business life.

Of sentiment in its higher sense—that broad and noble sentiment which belongs to the great men and women of all times—there cannot be too much. That is the sentiment which makes men honest, honorable, and upright in their business relations and charitable and generous in every phase of life.

And those attributes which distinctly and essentially are feminine—the tenderness, ideality, and sensitiveness which are every woman's by right—should be cherished as the choicest of her possessions, but screened from the eyes of the new and sordid world she has entered and carefully stored away where she herself can draw at will upon them to keep her nature soft and true to its early ideals, but where those who have neither sensibility nor understanding cannot prick with thoughtless word or act.

One great trouble with the woman who goes into business is that she lives the same life at the office and at home. She has not yet learned the art of the dual existence which most men—certainly most successful men—lead daily. If you have ever happened to see the grouchy, crusty, grinding old banker playing tag on the lawn with his children you know just what I mean. You know that when his day's work is done he throws off the manners and cares of his business life, and transforms the banker into the man. To the business woman the value of this example lies in the spirit rather than the letter. It is unnecessary for her to acquire the grouchy, crusty, grinding habits, but she can adopt the principle of complete relaxation and abandonment of business worries when she reaches home at night.

Try to see things from the man's point of view while you are in a world of men. Remember, it is only a few short years since you were looked upon as an intruder in the walks of business life, and while the old prejudice is gone and your place secure you still are the later comer and you cannot change things all at once.

Don't talk of office business outside of the office.

Eliminate sentiment, but get the honorable business man's standpoint of business honor.

Avoid all that is masculine, but emulate those things which are manly.

Strive not to dull the keen edge of the higher and nobler feelings that are yours because you are a woman, but rather whet that edge by its use in your home and social life. Consider such feelings too sacred to be flaunted in the cold world of business and bury them deep within you.

When you can do all this you are ready to work shoulder to shoulder

with men. Until then you are working against odds that would daunt the bravest man. Jean Mitchell.

The Czar of Russia is said to have sent an autograph letter to King Edward of England asking the latter's advice on the situation in Russia. There is probably no man, crowned or uncrowned, so desperately in need of advice as the Czar. Probably also no one has received so much and such varied advice as the Czar, and further there is probably no one who has hearkened to and followed evil counsel so readily as Nicholas. King Edward may give the Czar good advice, but he can not give him what he needs more and what he is sadly lacking in—decision and courage. Nicholas has been described by some writers as a man of good intentions. It is strange, but a fact, that men thus described, but without physical and moral courage, are easily dominated by strong minded men of evil intentions.

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.

QUALITY IS REMEMBERED

Long After Price is Forgotten

We Have Both

Volk Stamp and Stencil Co.

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

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



Satisfaction is the First Law of Selling

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

Beans have of delighting everyone who eats them.

Extra Quality Baked Beans

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

Your jobber has them. If not, write us.

GROCERS, REMEMBER THIS:

Burnham & Morrill Co.'s Baked Beans will have large space each month beginning in September in the "Ladies Home Journal," "Saturday Evening Post," "Collier's," "Munsey's," "Everybody's," "Scribner's," and other magazines. This publicity, backed up with such a superior product is bound to maintain a consistent and steady demand. Satisfy and please your customers by having Burnham & Morrill Co.'s Baked Beans in stock. You will have many and repeated calls for them.

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



Some Customers' Customs in a Shoe Store.

The clerk was just back from his vacation.

Anyone could tell that. The nice color he had on his face, his hands and the back of his neck showed that, his nose was beginning to peel, and there was an undoubted air which comes to every man who ever took a vacation in the good old summer time and then came back to the dull, heavy grind again.

Someway, it didn't seem right to drop, suddenly, from long lazy days, floating in a boat among the pond lilies, or swinging in a hammock with a pretty girl he'd never seen before, from Philadelphia, or sitting far into the moonlight in the corner of the hotel veranda with the same girl, or going away up around the point for bass and having the guide cook the dinner and pull the boat—

It didn't seem right to drop straight from this to waiting on the same old line of tedious customers, some of whose feet don't smell any better in the winter than they do in the summer, but it seems better.

The clerk had just finished telling the clerk from the grocery store, who had been back in the woods for his vacation, of the six pound bass he caught, and what a fight he had to land him, and the clerk had told of seeing a deer once, and how he happened to get away because something frightened him just as the grocery clerk was going to fire, and the shoe clerk was preparing to come back by showing the tin-type he and the Philadelphian had taken together in their bathing suits when he chanced to look up and he groaned, for there was a man standing by the front settee.

Now this shoe clerk was of the sort that is worth while and, while he groaned, he got busy.

Man: I want to see the man that sold me this pair of shoes.

Clerk: All right. Who is he?

Man: I don't know. I got 'em right out of this store.

Clerk: You did?

Man: Yes, sir, I did.

Clerk: They don't look like our shoes.

Man: Well, this's where they come from.

Clerk: I never remember seeing a shoe like that around the place.

Man: Well, I'm sure I got 'em here.

Clerk: Did I sell them to you?

Man: No; it wasn't you.

Clerk: What sort of a looking man?

Man: Little older man—yes, a good deal older'n you are. Thick set and had side whiskers.

Clerk: That sounds like Mr. Buskirk of Buskirk & Stringer's, just just down the street.

Man: Does he ever work in here?

Clerk: Why, no, of course not.

Clerk: Mighty easy to be mistaken.

Man: Ain't this Tongue & Sly's store?

Clerk: Y-e-s,—but—

Man: And ain't it on Main street, three doors North of Senna's Drug Store?

Clerk: Yes, I guess it is.

Man: You know it is, don't you?

Clerk: Yep.

Man: Well, then, say so and not go beating about the bush.

Clerk: Well, there's no use getting mad about it.

Man: Who said I was mad?

Clerk: I thought you acted that way.

Man: Well, I wasn't.

Clerk: What did you pay for the shoes?

Man: Mr. Tongue—or maybe 'twas Mr. Sly—told me the price was \$5, but as he was a little overstocked with my size he let me have 'em for \$4.65. I won't tell a lie about it.

Clerk: You must have had them almost a year.

Man: Year? Year? Not much I haven't. I got them shoes on the day before the Fourth of July.

Clerk: Well, that's two months. You've probably worn them every day and Sundays besides.

Man: Every day and Sunday? Why I put them shoes on Fourth of July morning and wore 'em that day and to the dance that night and most of the next day, and I haven't had 'em on exceptin' Sundays since.

Clerk: You haven't taken very good care of them.

Man: Of course I can't take care of my shoes out in the country like you village dudes can, but—

Clerk: Who are you calling a dude?

Man: I ain't callin' nobody a dude.

Clerk: You said, "Like you village dudes."

Man: Well I did and I meant it, but that ain't sayin' you're one. You are a good ways from bein' one.

Clerk: Well, what do you mean by that?

Man: You ain't a dude, are you?

Clerk (shortly): No!

Man: Well, that's what I meant.

Clerk: I'm here to wait on customers, but I ain't here to be insulted.

Man: Well, I didn't come away in here from Crossin' Corners to insult you, either.

Clerk: Well?

Man: What I want to know is did these shoes come from this store or didn't they?

Clerk: You said they did.

Man: Well, they did.

Clerk: Let me look at them.

Man: Certainly.

Clerk: Yes, I guess they came from here, but when you get a pair of fine shoes wet, you don't want to dry them the way you have these by putting them in the kitchen oven.

Man: I haven't had 'em wet.

Clerk: Now it rained all the afternoon the Fourth of July and most all night, too, now didn't it?

Man: Well, maybe it did a little.

Clerk: Little? It rained like cats and dogs and yet you tell me you went to a dance and didn't come

Any Effort



made to introduce our shoes is never wasted. On the contrary good results always follow. Of course coming from us this is what we would be expected to say. But proof can easily be had. Try them. Make the experiment. It won't be fruitless.

Our trademark always:
Good wear to your customer.

Rindge, Kalmbach, Logie & Co., Ltd.

Grand Rapids, Mich.

Welcome to Grand Rapids

Half fare excursion rates at all times. Ask us about it.



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You are welcome at our place of business whether you buy or not. We are handy to the Union Depot, 16 and 18 South Ionia Street.

HIRTH-KRAUSE CO., Shoe Manufacturers
Grand Rapids, Michigan

home until the next day and didn't get those shoes wet at all.

Man: Well, maybe I did get 'em wet a little, but what of it?

Clerk: What of it? Those shoes were never intended to put on tight the first time, tear around in the wet and mud and then take 'em off and wash them and set them in the oven to dry.

Man: I didn't. I took good care of 'em. I wiped 'em off and filled them with oats 'till they was dry.

Clerk: Those shoes were never made to stand such treatment.

Man: They're my shoes, ain't they?

Clerk: I suppose so.

Man: Then ain't I got a right to do as I've got a mind to with 'em?

Clerk: I suppose so.

Man: If I want to cut 'em up in little strips all down the sides and let the pressure off my toes and put 'em out and burn the soles off at the same time, and rot the stitches by walking in manure water, I am allowed to do so, ain't I?

Clerk: Why, of course, but—

Man: And if I want to make mortar with quick lime and burn the life right out of the leather there ain't nothin' in the bill of sale I got with 'em to prevent me, is there?

Clerk: No. Only when—

Man: Well, then, what are you finding fault with me for?

Clerk: Why, I'm not; only when a man comes in with a pair of shoes like that, and he's had 'em for six months, and—

Man: Didn't I tell you I got 'em less'n two months ago—the night before the Fourth of—

Clerk: Well, two months, then. Supposin' it is only two months.

Man: That's all it is—and less.

Clerk: What do you expect a man to say. I'd like to know that? Supposing you were a clerk in here and I came in with a pair of shoes like that, what would you say?

Man: I wouldn't talk the way you have been talking.

Clerk: Well, how would you talk?

Man: Well, you just try it. Pretend now you was me and I was you and you come in. I say, "Good morning, sir."

Clerk: And I say, "Good morning. Here's these shoes I got here."

Man: And I'd say, "Why, sure. Them's shoes we prides ourselves on. I can tell 'em as far's I can see 'em."

Clerk: And I say, "They haven't given any sort of satisfaction, I—"

Man: Why they have, too, what you talking about?

Clerk: There. I don't see as you talk any better than I did.

Man: But you said the shoes didn't give any sort of satisfaction.

Clerk: Well, I was talking as though I were you and you were me.

Man: Of course, but I—there's the man I got 'em of, now.

Clerk: Oh, is it? Mr. Tongue, here's a customer would like to speak to you about a pair of shoes he got here he says.

Man: Well, I did get 'em here.

Mr. Tongue: Ah, yes, I remember. Back in July, wasn't it?

Man (glaring triumphantly at Clerk): Yes, sir. Night before the Fourth.

Mr. Tongue: I remember. Well, how have they pleased you?

Man: First rate. I think they're about the best pair of shoes I ever had. Why I put 'em on Fourth of July and wore 'em all day and danced in 'em all night and got 'em wet and everything an' they've never hurt me a mite an' they're goin' to wear fine.

Clerk: Why, I thought you were complaining about them!

Man: Complaining! Not a bit of it. Never said a word about complaining.

Clerk: Why, yes, you—

Man: I didn't neither. I just wanted to find out for dead sure if this was where I got 'em and wanted you to look at 'em, cause I want to get another pair just like 'em for Jim Fullers. He wears jest the same size as I do, a' you begun to abuse me.

Clerk: I—

Mr. Tongue: Hush! He isn't just accountable these days, Mr.—let me see, your name is—?

Man: Samson. Bill Samson.

Mr. Tongue: Ah, yes, Mr. Samson. You see our head clerk here is just back from a fishing trip and fishermen are never quite happy unless they're disputing about something.

Man: That's right, sure's you live."

Mr. Tongue: I'll attend to Mr. Samson, George. You might go out and hoist that truck load of rubber goods up into the store room.

Clerk (as he goes to man the hoist): Well, I'll be gum swizzled.—Ike N. Fitem in Root and Shoe Recorder.

First-Class Service Extremely Hard To Get.

Written for the Tradesman.

One of the hardest things to bring about, in the mercantile business, is the finding of competent help in the delivery department. I've been at the helm in quite a large general store for many years and I am free to say that we have more difficulty with parcels going wrong than in any other part of the business.

We run three delivery wagons. They are busy from morning till night, and there isn't a day we don't have complaint—over the phone and otherwise—from irate customers. Why, you can almost see the fire in their eye as their voice vibrates with scarcely repressed feeling. Sometimes they are in the right, oftentimes in the wrong.

A woman customer will think she has given explicit directions as to the sending of her parcels, whereas only the most meager information regarding the street and number is vouchsafed. Of course, she may not have been careful in telling the clerk precisely her residence, and then again she may have been explicit to a degree and no one is to blame for the missending but the delivery man.

A case in point as to the latter:

Last Saturday noon a lady rushed up hurriedly to the shirt waist counter. She is a little mite of a person—no bigger than a pint of cider at the most—and always experiences

HARD PAN SHOES

FOR MEN, BOYS & YOUTHS
HONEST WEAR IN EVERY PAIR

SOLD HERE

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THE HEROLD-BERTSCH SHOE CO.

THE SIGN OF GOOD BUSINESS.

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The big successes in selling goods have been made on the square deal, value for value basis.

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honestly made and marketed at a profit, command the public's confidence, the essential of prosperous trading, and build up a trade for the dealer that sticks to his store.

Push your business ahead on the square deal proposition. Order a case of Hard-Pans today. A postal will do the business.

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

Herold-Bertsch Shoe Co.

Makers of Shoes
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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.

some trouble in getting a waist small enough to fit her.

As I say, she tripped up to the shirt waist counter and told the girl behind it what sort of a waist she wanted and about the price she would care to put into it.

Would you believe it, there was but one waist her size in all the stock, and that was one that had been a special order for a lady who was going away and must have waists in a great hurry. But the manufacturers were so long in filling the order that when the waist finally came it was too late—the lady had been obliged to purchase elsewhere to fill her "rush" necessity; the box was not even opened for her.

The clerk tried the waist on this other little lady, over the one she had on, and took her across to a nearby mirror. The fit was perfect, although the pattern of the lace was not exactly to the lady's taste. Had she, too, not have been in such a "rush" as she was she would have "shopped around" a little before deciding. However, the waist would "do," under the circumstances, and she asked the clerk how soon she could have it delivered to her house. The former asked where she lived and, upon being told, answered:

"Oh, the package will go up the first thing in the afternoon—on the very first load."

Receiving such assurance that the delivery would be an early one, the lady said, "All right—that will be in time." You see, she wished the waist for Sunday, and, as she was going out of town early in the morning she wanted to be very sure that the garment would be sent to her home on Saturday, instead of being carried to the home of the delivery man and not reaching hers until perhaps so late as church time Sunday morning, as she had been annoyed in the past. The protestations of the clerk seemed so sincere that such a vexation would not happen in the present instance that the lady yielded against her better judgment and allowed herself to order the waist delivered instead of taking the box along with her—although it was so big it would look like the box carrying the woman—and being sure of having it when she must have it.

Five o'clock came, and the purchaser—being still away from home, this time at a friend's—asked her if she might use her phone. Upon being told, "Certainly, help yourself," she asked her maid if a box had come to the house for her.

The reply was in the negative and then she did begin to feel a bit worried over the non-appearance.

Six o'clock came and seven. The lady had begun to be more than a trifle put out about the delay.

"I wouldn't think anything about the matter," said she to the maid, "had they not promised to send my waist up 'right after dinner.'"

Another telephoning to the store elicited the response, this time in a man's harsh voice:

"We are doing all we can about your parcel, lady. You mustn't bother that girl any more—she is nervous enough about the matter now—

let her alone. Your package was delivered to Prince street and, as the delivery man won't be back again to-night—he doesn't come back to the store after he leaves at noon—we have sent a special messenger out to Prince street to bring the parcel down to the store and then we will start it out again to your house, this time by special messenger. Your parcel will surely be delivered to-night, although it may be 10 o'clock before it gets there."

And such talk about "letting the clerk alone" after being told she would have the waist at her house "right after dinner"—the clerk meaning "luncheon" instead of the 6 o'clock meal!

Well, now the lady was mad. She felt like spitting out to the ungentlemanly talker at the other end of the line that she was just as nervous over the outcome of the transaction as the girl could possibly be, as she was depending on the waist for the morning and must leave on her journey at 8 o'clock. However, she controlled her just anger at the man and the discomfort to which she was put and answered him civilly that "that would be all right so long as she got her waist some time that evening." But inwardly she felt, as she expressed it, "like a roaring lion."

Soon afterward, say within an hour the wayward waist hove in sight with the special messenger and the lady opened up the box in his presence to make sure that at the last no mistake had been made as to the waist she had selected! But there it lay in its little bed of white tissue paper as "snug's a bug in a rug" and there was nothing further to worry over about it. Signing the boy's book, the lady breathed a sigh of relief that there would be no more twirling of the nickel disc on the telephone about that garment. It caused her so much bother, though, that she actually hates the thing now—and the whole store comes in for its share of her disapproval.

The boy gone she examined the bundle to see if she could discover how such an error could be made in its delivery as to carry it to Prince street when she told the clerk she lived at — South Lafayette street, next to Blank street.

A manila paper was wrapped around the box. In plain writing, about the middle of the flat side, was the lady's street and number, but no name with it. Down over the edge of the box, almost out of sight, as the rest of the wrapping paper came up over it, was another woman's name, and below that, entirely hid from view, unless the paper were pulled apart, was the other party's address.

And that is why the waist was not sent to the right place until hours after it was promised.

It is such mistakes as these—and hundreds of them occur every day—that take off the keen edge of enjoyment in commercialism. C. C. C.

The man who always has the sins of others before him puts his own in his pocket.

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The Sanitary Wall Coating

Dealers handle Alabastine
Because it is advertised, in demand, yields a good profit, and is easy to sell.
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See that Top  **Blue.**



For the Laundry.
DOUBLE STRENGTH.

Sold in Sifting Top Boxes.

Sawyer's Crystal Blue gives a beautiful tint and restores the color to linen, laces and goods that are worn and faded.

It goes twice as far as other Blues.

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67 Broad Street,
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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.

MICHIGAN SHOE CO

DETROIT

Fire and Burglar Proof

Safes

Tradesman Company, Grand Rapids

CLEVELAND'S EDUCATION.

Effective Work of the Chamber of Commerce.

Critics of the American city have entirely overlooked one big element in their appraisal of our municipal life. With eyes fixed on the boss, the Mayor, the Council, the School Board, the condition of our streets, health and police departments they have failed to observe that large field of activity which is voluntary, and which lies outside of the politically chosen agencies. I refer to the splendid colleges, libraries, private schools and hospitals, the asylums, children's homes, social settlements, kindergartens, playgrounds, charity organizations, humane societies and many other activities which with propriety might be, and in many instances are, under municipal control. And these must be borne in mind in any fair estimate of the real achievements of our cities. They are as much a part of our common life as are the activities whose efficiency we so generally condemn. For, after all, the measure of a city's self is what it does for itself and how well it does it, not so much the forms which it employs. The thing to be known is the extent of a city's self-consciousness, how much it thinks of itself, of its common life and ambitions. This is to be found not alone in the character of its council, or the efficiency of its police, health or street departments. It is to be seen as well in the many voluntary agencies whose purpose is social and helpful. And the non-political activities of the American city go a long way to redeem its political failures.

These voluntary agencies are, as a rule, admirably managed, and they perform a distinct public service. The difficulty is that they are not yet co-ordinated under public administration; they have not yet been worked into our political structure; they are not yet a part of our responsible official life. There is somewhere a failure in organization. The men and women who are identified with these undertakings are excluded from the purely political municipal life. We thus have in every city two public agencies at work, both of which are performing political functions. The one is elected by the people, and is bad or good as the case may be. The other is voluntary, working through its own machinery. But both are public in a large sense, and both must be borne in mind in any criticism of the American city. In other countries the things they do are either not done at all or are under municipal control. And when the efficiency of these departments is borne in mind, and the self-sacrificing, unpaid labor involved is considered, it shifts the credit balance in favor of the American city immensely.

In such highly organized cities as Glasgow and Berlin the town hall is the clearing-house of all these semi-official activities. The town council is the natural repository of all these functions. As yet the American city is not sufficiently well organized to do this. Some day it will be. But

as yet we are lacking in a big city sense. When we speak of the city in which we live, we have not the same municipal consciousness that centuries of existence have given to the German or the Englishman. To them the city is a little republic, commanding their veneration and love. To us the city is a place where we happen to be; it is an industrial accident in which men struggle for a living and occasionally vote for their officials, of whose very names they are frequently ignorant. The American city is this; but it is coming to be something more. It is rapidly changing, and gives promise of redeeming itself at a tremendous pace. For we are beginning to think as cities, to feel as cities, and to have a sense of the significance of city life. But the American city will never find itself, never believe in itself, never achieve itself, until there comes a consciousness of the city like unto that which exists in other lands.

And so we need more than anything else something to create a sense of a city, a feeling of unity and dependence, of common obligation and purpose.

That is what the Cleveland Chamber of Commerce has done. The work is not yet completed. But more than anything else, and more than any other commercial organization in America, that is what the Chamber of Commerce of Cleveland stands for. A chamber of commerce that is primarily a chamber of citizenship is an anomaly. But that is what the Cleveland Chamber is. It is a clearing-house of city affairs. It has stamped a sense of civic obligation upon Cleveland. It has taken her manufacturers, her merchants, her bankers, her professional men, out of their offices, with their narrow industrial outlook, and compelled them to think in a social way. It has created a sense of obligation to one another and to the municipality. It has given birth to a social sense which is a necessary prerequisite to any organized municipal life. No city is worth much, however wise it may be in its expenditures or efficient in its departments, until its people talk city and think city. It may do its work amazingly well. It may have an honest council and an able mayor; but unless all its people have something of the sense that inspired the mediaeval Italian cities, a sense that is becoming very strong in Great Britain, it will still remain but a co-operative business agency for the getting of one's money's worth out of government.

In a few years' time the Cleveland Chamber of Commerce has compelled its sixteen hundred members to think about their city in a city way. And today its members talk not so much about bank clearances, tonnage, freight rates, and business for their personal profit; they talk city, street-cleaning, health protection, parks, public baths, schools, tenements, cheap light, heat, and transportation for all the people. The work is not all done yet, and the strong commercial impulse of

business is keenly alert when its business interests are involved. But the Chamber has found its bent and it can never become again a mere temple of money-makers. To what extent it is responsible for the very generally accepted fact that Cleveland is the best-governed city in the United States it is difficult to say. For Cleveland has never been a badly governed city in the sense that Philadelphia, Pittsburg, Cincinnati and St. Louis have been badly governed. It has never had a boss for long, and it never had a boss at all except of its own selection at the polls. And such a boss is no boss at all even although he give the city bad government. But Cleveland has always been alert, intolerant of the things it did not like. It has a gratifying independent press. It insists upon clean and well-lighted streets. It wants a highly efficient police force and fire department. It insists that its water be pure and its death rate low. The city is quick to protest against improvident franchises to the street railway companies or excessive charges for other services. It is willing to pay the cost of good government, but insists that its schools, libraries, police and fire departments shall be kept out of politics. And the Chamber of Commerce has stood for these things. It at least has created a civic sense among the city's business men, who usually take but little interest in such matters. It has made public opinion where it is most needed, and most efficient when it does come. A city with this spirit will never have any bad government.

Cleveland, too, is a city that is always wanting something, and something big. And the things that it wants it wants very hard. It is like a lusty child. The Chamber of Commerce either reflects this attitude of mind or is the cause of it. Probably it is partly the cause and partly the effect. At any rate, the Chamber is always backing some big thing. And it does not confine its wants to local matters. Ten years ago it organized a movement for the reform of our consular service. Under the leadership of Mr. Harry A. Garfield, now Professor in Princeton University, it caused a bill to be drafted for this purpose which was introduced into Congress. It then started out to organize other Chambers and Boards of Trade, to promote consular reform. It called meetings and sent its committees to Washington year after year for the promotion of this purpose, which now seems in a fair way to be consummated. The Chamber has interested itself in the improvement of the great inland waterways of the Nation, and follows legislation before Congress which affects the trade and business of the Nation.

But its big work is, of necessity, local. There are more people from Cleveland before any session of the State Legislature wanting things and opposing things than from all the rest of the State combined. The Chamber of Commerce is quick to protest against any legislation of which it disapproves, and is equally

urgent in the advocacy of measures which it believes to be in the interest of the city. Against all the bosses of the State, it worked for a school code, the members of which should be elected at large. Some years ago, when a uniform municipal code was being drafted by a special session of the Assembly, it kept its representatives at Columbus, urging a model city charter along the lines of the most advanced recent legislation. It secured an act enabling the city to cope with the tenement evil. It has promoted constitutional amendments—in vesting the Governor with the veto power, and for other purposes.

Thus the purely civic functions of the Chamber have come to overshadow its commercial purposes. It has come to be largely a business men's city club. While it promotes wholesale merchants' excursions, looks after railway rates and advantageous shipping conditions, while it is watchful of commercial opportunities and advantages, these, in reality, have become secondary. They have become secondary without the Chamber acknowledging it. But the Chamber is, in fact, a clearing-house of municipal matters. It has had a long line of disinterested men as its presidents, whose sense of obligation to the city has been strong. About ten years ago the suggestion was made that the city had an opportunity to beautify its lake front and erect all of its public buildings into a splendid municipal whole. The proposal was generally approved, but the conflicting interests were so powerful that nobody believed it could really be carried through. It was a beautiful dream; but that the State Legislature, the County Commissioners, the City and School Councils and the Library Boards would ever unite upon it seemed too idle a fancy to be taken seriously. But the Chamber of Commerce took the matter seriously. It believed in the dream. It called the County Commissioners, the City Council, the School and Library Boards together. It had designs made by architects and demonstrated the beauty of grouping the various public buildings about a common center and subject to a scheme of uniform architecture. The Chamber went to the State Legislature and brought forth an act compelling these bodies to act in a united way. Even then it seemed like an idle thing to hope for an achievement which could be brought about only through a Napoleon or a despot. For men argued that the people would not stand for such extravagance.

But the experience of Cleveland shows that democracy is eager for the beautiful and is willing to pay the cost. The State law prepared by the Chamber created a Group Plan Commission. Under it three eminent non-resident architects, Messrs. John M. Carrere and Arnold Brunner, of New York, and D. H. Burnham, of Chicago, were appointed. To this Commission was given the veto power over the building plans of all the public bodies. The Commission could determine the lo-

cation and the style of architecture to be employed. Further powers were conferred upon it by the City Council, which made a liberal appropriation for carrying on the work. Even then the project seemed far from realization. The necessary money had to be secured; public approval to the expenditure of \$12,000,000 had to be obtained. The public had to be educated to a belief in beauty as well as utility. It was necessary to acquire a large tract of land in the central part of the city, and to induce the county, the city and the other agencies to locate their buildings and expend an adequate sum of money to prevent the plan being spoiled by inharmonious structures. Public meetings were held about it. Beautiful plans were drawn by the Commission showing the location of the buildings and the style of architecture. Would the people pay such a price for mere beauty? Evidently they would. For they approved all of the steps, and are now proud of the city's achievement. Proper legislation looking to securing the funds was promoted, and within the last few months the final completion of the plan has been assured by the appropriation of about two million dollars for the purchase of land for the construction of a broad mall leading from the center of the business district down to a park upon the lake. The whole project has been designed like a world's fair exhibition. The Federal building, the city hall, the county court house, and the public library building are now assured. The Federal building is along towards completion; the ground has been broken for the county court house and the city hall, and a bond issue authorized for a city library. Negotiations were also opened up with the leading railways entering the city for the purpose of inducing them to co-operate and construct a splendid Union Station which would overlook the lake at the end of the mall and form one of the buildings in the group, the station to be the gateway of the city, with the four massive public structures flanking its approach. The general design of the scheme is that of a Roman cross with broad expanse of package about all the buildings, which are to be connected by a mall six hundred feet wide, the sides of which will be controlled by the city in order to prevent any inharmonious buildings being erected. No city in America has undertaken such a stupendous task for its beautification as this. It involves a total outlay by all the agencies, including the Federal Government and the railways, of approximately twenty-five million dollars, and when completed will give the city a public center about which all the political and semi-public agencies of the community will be grouped. Of course this is good business. It will pay for itself in a commercial way. For it will make Cleveland one of the most beautiful of American cities. But that was not the motive. The motive was the city. It could have been achieved only by a city that believed in itself and thought

Hardware Price Current

AMMUNITION.

Caps.	
G. D., full count, per m.	40
Hicks' Waterproof, per m.	50
Musket, per m.	75
Ely's Waterproof, per m.	60

Cartridges.

No. 22 short, per m.	2 50
No. 22 long, per m.	3 00
No. 32 short, per m.	5 00
No. 32 long, per m.	5 75

Primers.

No. 2 U. M. C., boxes 250, per m.	1 60
No. 2 Winchester, boxes 250, per m.	1 60

Gun Wads.

Black Edge, Nos. 11 & 12 U. M. C.	60
Black Edge, Nos. 9 & 10, per m.	70
Black Edge, No. 7, per m.	80

Loaded Shells.

New Rival—For Shotguns.

No.	Drs. of Powder	Shot	Size	Gauge	Per 100
120	4	1 1/4	10	10	\$2 90
129	4	1 1/4	9	10	2 90
128	4	1 1/4	8	10	2 90
126	4	1 1/4	6	10	2 90
135	4 1/4	1 1/4	5	10	2 95
154	4 1/2	1 1/4	4	10	3 00
200	3	1	10	12	2 50
208	3	1	8	12	2 50
236	3 1/4	1 1/4	6	12	2 65
265	3 1/2	1 1/4	5	12	2 70
264	3 1/2	1 1/4	4	12	2 70

Discount, one-third and five per cent.

Paper Shells—Not Loaded.	
No. 10, pasteboard boxes 100, per 100.	72
No. 12, pasteboard boxes 100, per 100.	64

Gunpowder

Kegs, 25 lbs., per keg	4 90
1/2 Kegs, 12 1/2 lbs., per 1/2 keg	2 90
1/4 Kegs, 6 1/4 lbs., per 1/4 keg	1 60

Shot

In sacks containing 25 lbs.

Drop, all sizes smaller than B.	1 85
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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
Flow	50

BUCKETS.

Well, plain	4 50
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BUTTS, CAST.

Cast Loose, Pin, figured	70
Wrought, narrow	60

CHAIN.

Common, 1/4 in. 5-16 in. 3/4 in. 1/2 in.	7 1/2 c.
BB, 3/4 c.	7 1/4 c.
BBB, 3/4 c.	7 1/2 c.

CROWBARS.

Cast Steel, per lb.	5
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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	27, 28
List	12 13 14 15 16 17
Discount, 70.	

GAUGES.

Stanley Rule and Level Co.'s	60&10
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GLASS

Single Strength, by box	dis. 90
Double Strength, by box	dis. 90
By the light	dis. 90

HAMMERS

Maydole & Co.'s new list	dis. 33 1/4
Yerkes & Plumb's	dis. 40&10
Mason's Solid Cast Steel	30c list 70

HINGES.

Gate, Clark's 1, 2, 3	dis. 60&10
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HOLLOW WARE.

Pots	50&10
Kettles	50&10
Spiders	50&10

HORSE NAILS.

Au Sable	dis. 40&10
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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.
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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
Dampers, American	50

MOLASSES GATES

Stebbins' Pattern	60&10
Enterprise, self-measuring	30

PANS

Fry, Acme	60&10
Common, polished	70&10

PATENT PLANISHED IRON

"A" Wood's pat. plan'd, No. 24-27	10 80
"B" Wood's pat. plan'd, No. 25-27	9 80
Broken packages 1/2 c per lb. extra.	

PLANES

Ohio Tool Co.'s fancy	40
Sciota Bench	50
Sandusky Tool Co.'s fancy	40
Bench, first quality	45

NAILS.

Advance over base, on both Steel & Wire	
Steel nails, base	2 25
Wire nails, base	2 15
20 to 60 advance	Base
10 to 16 advance	5

8 advance	20
6 advance	30
4 advance	45
3 advance	70
2 advance	70
Fine 3 advance	50
Casing 10 advance	15
Casing 8 advance	25
Casing 6 advance	35
Finish 8 advance	25
Finish 6 advance	35
Barrel 1/2 advance	45

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	7 50
14x26 IC, Charcoal, Allaway Grade	7 50
14x20 IX, Charcoal, Allaway Grade	9 00
20x28 IC, Charcoal, Allaway Grade	15 00
20x28 IX, Charcoal, Allaway Grade	18 00

ROPES

Sisal, 1/2 inch and larger	9 1/2
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SAND PAPER

List acct. 19, '86	dis. 50
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SASH WEIGHTS

Solid Eyes, per ton	28 00
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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
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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
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TIN—MELYN GRADE

10x14 IC, Charcoal	10 50
14x20 IC, Charcoal	10 50
14x10 IX, Charcoal	12 00
Each additional X on this grade, \$1 25	

TIN—ALLAWAY GRADE

10x14 IC, Charcoal	9 00
14x20 IC, Charcoal	9 00
10x14 IX, Charcoal	10 50
14x20 IX, Charcoal	10 50
Each additional X on this grade, \$1 50	

BOILER SIZE TIN PLATE

14x56 IX, for Nos. 8 & 9 boilers, per lb	13
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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, Nickleled	80
Coe's Genuine	40
Coe's Patent Agricultural, Wrought	70-10

Crockery and Glassware

STONEWARE

Butters

1/2 gal. per doz.	44
1 to 6 gal. per doz.	5 1/2
8 gal. each	52
10 gal. each	65
12 gal. each	78
15 gal. meat tubs, each	1 13
20 gal. meat tubs, each	1 50
25 gal. meat tubs, each	2 13
30 gal. meat tubs, each	2 55

Churns

2 to 6 gal. per gal.	6
Churn Dashers, per doz.	84

Milkpans

1/2 gal. flat or round bottom, per doz.	44
1 gal. flat or round bottom, each	5 1/2

Fine Glazed Milkpans

1/2 gal. flat or round bottom, per doz.	60
1 gal. flat or round bottom, each	6

Stewpans

1/2 gal. fireproof, ball, per doz.	86
1 gal. fireproof, ball, per doz.	1 16

Jugs

1/2 gal. per doz.	56
3/4 gal. per doz.	42
1 to 5 gal., per gal.	7

SEALING WAX

5 lbs. in package, per lb.	2
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LAMP BURNERS

No. 0 Sun	38
No. 1 Sun	40
No. 2 Sun	50
No. 3 Sun	87
Tubular	50
Nutmeg	50

MASON FRUIT JARS

With Porcelain Lined Caps	
Pints	Per gross 5 25
Quarts	5 50
1/2 gallon	8 25
Caps	2 25

Fruit Jars packed 1 dozen in box.

LAMP CHIMNEYS—Seconds.

Per box of 6 Joz.

Anchor Carton Chimneys	
Each chimney in corrugated tube	
No. 0, Crimp top	1 70
No. 1, Crimp top	1 75
No. 2, Crimp top	2 75

Fine Flint Glass in Cartons	
No. 0, Crimp top	3 00
No. 1, Crimp top	3 25
No. 2, Crimp top	4 10

Lead Flint Glass in Cartons	
No. 0, Crimp top	3 30
No. 1, Crimp top	4 00
No. 2, Crimp top	5 00

Pearl Top in Cartons	
No. 1, wrapped and labeled	4 60
No. 2, wrapped and labeled	5 20

Rochester in Cartons	
No. 2, Fine Flint, 10 in. (85c doz.)	4 60
No. 2, Fine Flint, 12 in. (\$1.35 doz.)	7 50
No. 2, Lead Flint, 10 in. (95c doz.)	5 50
No. 2, Lead Flint, 12 in. (\$1.65 doz.)	8 75

well of itself. While other commercial bodies were securing conventions and promoting trade and business, the Cleveland Chamber of Commerce was helping to make a city.

The Chamber of Commerce has also been appreciative of the conditions of the poor. Possibly not in a fundamental way; but it was thinking of their condition, and that was something really big in these days when business is blamed for most of our political ills. At a time when the tenement problem was assumed to be confined to New York and Chicago, it undertook an investigation of certain slum districts for the purpose of determining the condition of the very poor of the city. A committee from the Chamber employed a trained secretary, and section after section of the city was personally studied by members. The Chamber finally published a report dealing with the question in an exhaustive manner. It was found that in certain parts of the city people were living at a density which, if continued throughout the entire area, would give the city a population of 20,000,000 souls; that, far from being free from it, Cleveland had a housing problem, which was constantly growing worse, and that it was the cause of vice, crime and disease. While no final programme was worked out by the Committee, a splendid building code which was partially the result of its labors, was finally adopted by the City Council. The code limited the amount of space to be built upon; compelled a minimum of air space; prescribed the method of construction; made provision for proper sanitation and other matters. This code is looked upon as the model building code in America. A similar committee of Chamber members took up the matter of a health and sanitary code, which was carefully drafted, and has finally been adopted by the City Council. This, too, is probably the model sanitary code of America.

In organization the Chamber of Commerce is a little democracy. Its members elect a Board of Directors of fourteen persons, just as the city elects its Board of Aldermen. The Board of Directors then elect one of their members as President. From out its sixteen hundred members eighty standing and special committees are appointed by the President. These committees include about four hundred and fifty members of the Chamber, and they are in frequent session studying into the matters within their jurisdiction. When a report is completed, it is submitted to the Board of Directors for approval, and on important matters it is finally referred to the Chamber for action by all of the members. The duties of the presidency involve heavy sacrifice and demand a large portion of a man's time, for he is responsible for the success or failure of the year's administration. A corps of capable secretaries are employed who are assigned to the work of the various committees. The work of the Chamber is really co-operative. It enlists the labor of its members as do

few similar organizations. And the constant meetings of these men give to Cleveland a commercial and political solidarity and cohesiveness that no other city in America possesses.

Some years ago a departure was made by the Chamber. It undertook through its committees and Civic Secretary the promotion of purely civic and social matters, such as tenement investigation, building restrictions, sanitation and charitable organizations, public bath houses, playgrounds, home gardening, and the improvement of factories and workshops. For the Chamber has recognized the necessity of these things. It promoted the movement for free public baths within the city. To-day Cleveland has two all-the-year-round bath houses and two splendid summer bathing establishments upon the lake. No city in America has worked out so comprehensive a movement for the bettering of factory conditions. The Committee on this subject has developed many plans for improving the environment of factory life, and nearly two hundred stores and factories have adopted plans for improving the comfort and stimulating the interest of their employees. Factories have been better lighted and cleaned; recreation rooms for the men and women have been supplied, in which at the noon hours music and other forms of restful relief are offered. Branch libraries have been carried into the mills and factories, and noon lunches, where all the men who desire are enabled to secure wholesome food at an insignificant cost. This movement for bettering the factory conditions is promoted for commercial as well as philanthropic motives. It pays. Men and women work better under healthful and attractive conditions. Then, too, it promotes loyalty and enthusiasm. Along with the movement for bettering factory conditions has gone a similar one for improving the home through the promotion of cottage gardens. Children have been encouraged to beautify their homes. Seeds are distributed through the schools and the children are instructed in their use, and prize competitions have been held for the most beautiful results. Tens of thousands of barren homes have been turned into attractive cottages through this movement. This work, however, has been carried on directly by the Home Gardening Association.

The Chamber has also been identified with the movement for the abolition of the smoke nuisance. Cleveland is a soft-coal center; but in recent years legislation has been secured, and inspectors have been appointed by the city who have materially reduced the smoke evil through the enforcement of ordinances preventing the emission of more than a certain percentage of smoke.

The Chamber of Commerce is about the only commercial organization in America that has ventured to grapple with the franchise problem. In 1901 it made a thorough investigation of a street railway franchise which was about to be jammed through the City

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

SEEDS

TIMOTHY, CLOVER, RED TOP, ORCHARD GRASS

Let us have your orders. Fill same promptly.

MOSELEY BROS., WHOLESALE DEALERS AND SHIPPERS

Office and Warehouse Second Ave. and Railroad.

BOTH PHONES 1217

GRAND RAPIDS, MICH.

Fishermen, Attention!

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

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

Both Phones 1254

71 Canal St.

Order

Noiseless Tip Matches
Pineapples
Messina Lemons
Cheese

Golden Niagara Canned Goods of

C. D. CRITTENDEN, Grand Rapids, Mich.

Both Phones 1300

Sell

Butter
Eggs
Produce to

3 N. Ionia St.

Council. The franchise was for twenty-five years, and was very unpopular. The Chamber of Commerce investigated the value of the street railway franchises then existing, and reported against its passage. The ordinance was defeated. Subsequently, in 1906, the subject remaining unsettled, a second investigation was made, and after a very exhaustive enquiry the Chamber Committee worked out a renewal franchise for twenty-five years on the basis of a straight five-cent fare with universal transfer, and three tickets for ten cents without transfer privileges. The latter report has just been approved by the Chamber, but has not been considered by the City Council. In the same report the Chamber declared against municipal ownership as an experiment which the city should not at the present time enter upon. A similar adverse report on the municipal ownership of an electric lighting plant was made in 1903. At that time an ordinance was before the people for approval at an election authorizing the issuance of bonds for the erection of a plant, but it failed to secure sufficient votes to carry it. Since that time the city has come into possession of a small plant through the annexation of a contiguous village, which plant is now being enlarged for the purpose of lighting the city streets.

In matters which affect important vested interests like the franchise corporations the Chamber has been much more open-minded than might possibly have been expected from an organization which includes within its membership all the city's banking and business interests. It is probably the only business organization that has dared to touch such matters at all, for, aside from the intimate business ramifications of such enterprises, the fear of any enlargement of the functions of the city and the danger of the spoils system serve as a check to any radical departure. It is, however, significant that the comments of the Chamber on municipal ownership are lacking in the rather hysterical fear of Socialism and anarchy that sometimes accompany the business man's condemnation of municipal ownership in any form.

The Chamber of Commerce is a corporation organized under the laws of the State. It is the owner of a splendid structure fronting on the Public Square, which was dedicated in 1899. About one-third of the building is devoted to Chamber uses, the balance being rented to tenants. One-half of the first floor is devoted to a beautifully decorated meeting hall, which is also used for public gatherings. On the second floor is a fine library room, while the top of the building is entirely occupied by a

Chamber of Commerce Club, with lounging rooms and restaurant. Here the members congregate for luncheon and for committee meetings, which are held daily.

Among the less significant activities of the Chamber during the year 1905 were the following: The working out of a comprehensive plan for the renaming and renumbering of the streets of the city, which is now under trial; the promotion of a department of the city for the planting of shade trees on the streets and their care and preservation by the City Forestry Department; the passage of an ordinance regulating vehicles; the bringing about the use of granite instead of sandstone in the new Federal building in course of construction; the protection of fish in Lake Erie during the spawning season; the study of taxation in the State; the improvement of local transportation facilities; the development of an adequate system of dockage along the lake front for the protection of the city's commerce; the study of the public schools and the extension of their usefulness; the promotion of a new Union Station in connection with the group plan; the prevention of fraudulent solicitations of unauthorized persons for improper charitable enterprises through a Bureau of Information maintained by the Chamber. The city has been practically freed from this kind of imposition by this means.

This work has become very important. The Chamber now investigates and keeps a record of about two hundred and fifty charitable and soliciting agencies within the city; it examines into their method of administration and the purpose of their organization. The result has been that many unworthy or dishonest enterprises have been banished from the city, while many others have been united with other institutions. The Chamber was the first body in the United States to undertake this line of work; but its example has since been widely copied all over the United States.

These but indicate a few of the many activities that the Chamber has in hand at all times. The health of the city is a subject of constant care. The local sanitary code was completely revised in 1905. The Chamber encouraged the city to increase the number of district physicians, of which there are now twenty-six who devote themselves to the examination of ward conditions and maintain a supervision of all of the children in the schools. School sanitation and the abolition of basement and improper school rooms was promoted for years, until to-day nearly all of the school children of the city are properly cared for. The Chamber

worked with a Milk Commission to secure pure milk, as well as with the Anti-Tuberculosis League to secure a city hospital for consumptives. How exhaustive and conscientious the labor of the Chamber is, is seen in the fact that the Chamber, Boards and Committees held four hundred and eighty meetings in the year 1905-6.

What we all want is a city we can love and work for; a city which commands the service of its people because it serves the people in countless ways; a city that the citizens will talk about all the time, much, I fancy, as the Florentine talked about Florence in the days of Savonarola, much as the Glaswegian talks about his Glasgow to-day. Cleveland has something of this spirit. Her people talk policies, not parties—they vote so independently that the man loses caste who prides himself on voting a straight ticket. It is a city that is

finding itself rapidly. It is attaining self-government. It has had good government for years. How much the Chamber of Commerce contributed to this it is not necessary to measure. For the glory of it all is not in who did it, it is in the fact itself.—Frederick C. Howe in Outlook.



Hocking Dry Measures

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

Geo. Goulding, Danville, Ill., says:
"Of all the store fixtures I ever bought nothing ever repaid me like bottomless measures."
Peck, ½ peck, ¼ peck, ⅓ peck, \$2.25.

Order of your home jobber or

W. C. HOCKING & CO., Chicago

ASSETS OVER \$6,000,000

Today's Prudence Is Tomorrow's Pleasure

What you save to-day to-morrow will be like something found.

This bank offers you safety for savings and encourages deposits as low as one dollar and pays compound interest every six months.

Get one of our Blue Savings books, open an account with us and let us help you.

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.

NOW IS THE TIME we can handle your small shipments of fancy fresh gathered eggs at good prices for you. We do not have to sell at any old price to clean up if we are unable to sell for what we value them at, we run them through the Canning Dept. and you get the benefit.

L. O. SNEDECOR & SON, Egg Receivers, 36 Harrison St., New York

Established 1865. We honor sight drafts after exchange of references. We try to treat every one honorably and expect the same in return. No kicks—life is too short.

W. C. Rea

A. J. Witzig

REA & WITZIG

PRODUCE COMMISSION

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

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

REFERENCES

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

Established 1873

MILLERS AND SHIPPERS OF

Established 1883

WYKES-SCHROEDER CO.

FEEDS

Write for Prices and Samples

GRAND RAPIDS, MICH.

Fine Feed

Corn Meal

Cracked Corn

STREET CAR FEED

Mill Feeds

Oil Meal

Sugar Beet Feed

MOLASSES FEED

GLUTEN MEAL

COTTON SEED MEAL

KILN DRIED MALT

LOCAL SHIPMENTS

STRAIGHT CARS

MIXED CARS



Michigan Knights of the Grip.
President, H. C. Klockseim, Lansing;
Secretary, Frank L. Day, Jackson; Treasurer, John B. Kelley, Detroit.

United Commercial Travelers of Michigan
Grand Counselor, W. D. Watkins, Kalamazoo; Grand Secretary, W. F. Tracy, Flint.

Grand Rapids Council No. 131, U. C. T.
Senior Counselor, Thomas E. Dryden;
Secretary and Treasurer, O. F. Jackson.

Experience of John Charles on the Road.

After returning from New York to Chicago, and helping get up a line of samples, Joannis Cariolanus started on the road as a helper for his father's leading salesman, Watkins. The first town they struck was Lincoln, Neb. They reached there late at night. Joannis Cariolanus registered at the Lincoln hotel as "J. Charles" Witherspoon. When Watkins saw the name written this way on the register he winked at the smooth shaven, wise clerk, and remarked in a low voice: "First trip, Sam. Let the bellboy show up right away. Ice water, please, and 6:30 calls. Good night, old man."

J. Charles and Watkins had adjoining rooms, a door between. By the time they were in their pajamas the bellboy came down the hall with the ice clicking against the pitcher. Watkins sent out his trousers to be pressed, and also those of "J. Charles." As the bellboy left with the clothes on his arm Watkins said something to him quietly and slipped half a dollar into his palm.

Next morning when the clothes came back J. Charles came into Watkins' room and said: "Why, what do you think that abominable tailor has done? Instead of pressing my trousers properly he has taken the creases out of them."

"So he did. And I gave the bellboy half a dollar extra to have it done before you went to breakfast. Now, look here, my boy, your father thinks as much of me nearly as he does of his brother. Just before you and I left the store he took me into his office and said to me: 'Now, I am going to turn my boy over to you. He is just out of college and you know he has a whole lot to learn and I want you to help him along all you can, and if necessary be blunt with him. Now, I tell you, you want to get over this 'J. Charles' business right away—this humping up your name in the middle like a camel's back. Just make up your mind right from the jump to be 'Johnnie'—just plain Johnnie. It is all right to dress neatly and nicely, but this putting on dog on the road won't do. You walk into a store and you may find that the clerk who has been there for ten years and is drawing ten a week may have his trousers nicely creased, as you wanted yours to be, but when you get back into the office and find the man who really does the business, you will also find his trousers a little baggy at the knees.

"Now, let's slide right along and get

some breakfast. This first time I will go with you to the sample room and show you how to open your goods.

When the goods were displayed Watkins left J. Charles in the sample room and went down the street to make an engagement with his man. This customer, who was a regular one, and the only one he sold to in that town, was to come up promptly at 1 o'clock. After a man has been on the road a number of years he has his trade pat. He knows in most towns exactly where he is going to do his business before he goes there, and just about how long it will take him. After Watkins made his engagement he spent an hour or two, as his customer had requested, in taking a general look through the stock with his clerks, at the same time having a pleasant word to say to all of them—two mighty good things for a man on the road to do. He should by all means keep in touch with his customer's business, so that he may know how to go about waiting on him in the sample room. The man who knows what his customer is in the habit of selling is in a great deal better position to wait upon him than if he were a stranger to the stock. It is in this way that the traveling man keeps a good hold on his trade.

Promptly at 1 o'clock Brewster, the merchant friend, with his lists all made out, walked into the sample room—yes, promptly at 1. Good merchants, the traveling man must know right from the start, are just as anxious to buy goods as he is to sell them. Brewster and Watkins worked the entire afternoon—the dry goods line is a tedious one, anyway. When dinner time arrived they had not quite finished with their business and Brewster, in order to let Watkins leave on the early morning train, was good enough, as merchants nearly always are, to take dinner with him and finish buying that evening. They did not have a great deal more to do and did not hurry with dinner. At the table, along with J. Charles, Brewster and Watkins, sat three of the boys on the road, a necktie man, a grocery man, and one who sold furnishing goods. Watkins told Brewster, as they washed their hands, about the old man's son; that J. Charles was fresh out of college and that his father had sent him along so that he could learn a little something about business.

With this in his mind, as they sat at the table, Brewster, between soup and fish, began: "Well, I tell you, gentlemen, I am the only victim here at the table, so I'll confess that the great thing in handling a customer is the right kind of an approach. When a stranger comes up to me I don't like him to introduce himself, tell me what his name is, and hand me out a cigar, but I like for him to tell me what his business is. Of course, the cigars come in all right in their place, but when they are forced in they don't make a good entering wedge. The way is to make a square stroke in the center of your log, set your wedge straight and hard. You can chop your splinters all right with a few fancy, light strokes after

the log is fairly split. You all know Gaylord, selling underwear, do you not?"

"The smoothest ever!" responded one of the boys.

"Yes, you bet your life," continued Brewster, "and no wonder that fellow's a success. You can't get away from him. He doesn't press matters upon you, but he puts them at you so straight and slick that he can get about any man he wants into his sample room. When I first knew him he was with a jobbing house. I bought goods from him then. After that he went into manufacturing himself and I continued to buy from him. The other day he came around and I bought still another bill.

"When he first came around representing a jobber he put up the best argument for a jobber that I ever heard. When he went in for himself he told me he would give my business his especial attention, and I knew he would. When he came out last time—why, he was here only the other day—he said to me frankly: 'Well, Brewster, I tried it myself, but I am perfectly frank about it, I didn't have capital enough to swing the business, and I thought I'd get out of it before I lost all I had. I am making a good thing of it on the road as it is. I have nothing to risk and my commissions are sure. You know well that, knowing the business as I do, I would not bring you out a shabby line. A man nowadays must have merchandise when he goes to approach good trade.'

"I really wasn't exactly in the notion of buying from a new house. I don't like to take on new accounts anyway, and I told him this, and do you know, that fellow agreed with me? He said: 'You are just exactly right, Brewster. Under ordinary circumstances I don't think that a merchant does himself justice by opening new accounts. It is an injury to him, and he should not do so if he can avoid it.'

"He agreed with me, did not rub my fur up the back at all, and I did have the warmest kind of a feeling for him, and then he came around so smoothly that I couldn't feel the jolt. He said: 'Yes, sir; a man shouldn't open a new account unless there is some special reason for it. I believe, though (ah! there is where he got in his work) that I have a reason for you, Mr. Brewster.' You know, he never gets too familiar, and most of us like this. 'I have something which will especially interest you. The trade, you know, is going fast toward union suits. I felt this when I was in business for myself, but I didn't have the money to put my ideas into merchandise. Before going with this firm I am with now, I talked the tendency of the trade over with them, and they quite agreed with me that a good line of unions would be a good thing for their business. While we may be along with the others on two piece garments, they have made for me what I believe you will find to be the best line of union suits on the road.'

"Confound that fellow! He knew exactly, without reminding me of it, that the union suit was my weak spot,

and when he said: 'Maybe you can find a little time to run up with me today,' I made an engagement with him in a second. And then he walked right out."

"I don't like to be personal," spoke up one of the boys, "but it's a good rule anyway to duck right after you get an engagement."

"Yes, that's true," answered Brewster. "We merchants always like to be courteous to the boys who come around to see us—most of us are, I believe—yet at the same time there are a whole lot of men on the road who don't seem to realize that we have a whole lot to do besides visiting. He sold me the unions all right, and when we got around to the two piece garments he was frank. He said: 'I think you can find a whole lot of lines in this stuff that are as good as what I carry; yet at the same time perhaps you don't feel like splitting up your business. Maybe you would like to let the tail go with the rest of the hide.' And he approached me so smoothly about the two piece suits that I gave him an order for them."

"Well, by being square with you," remarked Watkins, "he got your business."

"Yes," began the hat man, "and after a good front when you first meet a man the next important step in salesmanship is to gain his confidence. I never shall forget one time when I was out in San Francisco. A couple of Assyrians, who were in the retail business, came in from towns out in the country to meet me.

"They picked up a certain brand of hat with which all merchants are familiar, and a certain style, and asked me how much it was worth. My samples were all marked in plain figures, and I merely showed them the tag on which the price was marked, \$31.50. When I showed them the price they talked for a minute or two with each other. At the start of their conversation I heard them mention the name of a firm that they had been dealing with, and I also caught the words, 'sit-ta-we-tel-la-tin' (thirtysix.) I didn't know much about their language, but when I used to be a clerk in Chicago I had dealt with a good many of these people, and you know it's always a mighty good thing for a clerk or a man on the road to know a little something of the language of any customer with whom he has to deal. While I did not understand all that they said, it was clear to me one had told the other that he had paid the old house he had been dealing with \$36 a dozen for the same thing for which I asked only \$31.50.

"They tried to get me down, or, rather, to find out that I would not come down, and then each of them gave me a good order, and I've held their trade right along ever since. They had confidence in my place, because they could see plainly that my goods were lower than the other fellow's, and I had their confidence because I would not come down."

Charles N. Crewdson.

The things you can help need your work and those you cannot will get along without your worry.

Gripsack Brigade.

Ned Carpenter, city salesman for the John T. Woodhouse Co., will cover Michigan territory north of Grand Rapids for the Steele-Wedeles Co., of Chicago.

A Lansing correspondent writes: James Joseph Kelly, who has been in the employ of E. Bement's Sons as a traveling salesman, has taken a position with George C. Wetherbee & Co., of Detroit.

G. R. Alexander, who has been traveling salesman in Michigan for W. H. Kiblinger & Co., of Auburn, Ind., has severed his connection with that house and will represent the Reynolds Wagon Co., of Kalamazoo, in the same territory.

Geo. Shields, who has covered the Saginaw Valley for the past three years for the Grand Rapids branch of the National Grocer Co., has resigned to take a road position for the Keeler Brass Co. He is succeeded by Harry McCall, who has been covering the Pentwater branch and the towns contiguous to Grand Rapids for the same house.

An Owosso correspondent writes as follows: H. K. Retan, for many years proprietor of the Retan House at Ovid, died at the home of his daughter, Mrs. F. A. Schofield, East Exchange street, in this city, Monday, aged 88 years. The funeral was held Wednesday, Rev. E. King officiating. He leaves two daughters, Mrs. Covert, of Ovid, and Mrs. Schofield, of this city, and one son, H. L. Retan, of this city.

Every kind of training becomes valuable to a man when he goes on the road selling goods. That is why it is not strange that Capt. Lewis Ludington, who spent twenty-two years as skipper on the Great Lakes, is successful selling coffee for the Gehlert Coffee Co., Detroit, of which he is President. Capt. Ludington takes general charge of the salesmen, making his trips wherever necessary; but his special province is the lake ports, where he does a large business with vesselmen and marine supply houses. He is popular with the salesmen under him and succeeds in getting a large volume of business from them. One of Capt. Ludington's favorite pastimes is in the business men's class of Martha Holmes Memorial M. E. church, where he succeeds in injecting life into the dullest argument. He lives at 401 Kirby avenue west and is related by marriage with the Stewarts and others of the well known families of lake captains.

The Grain Market.

The price of wheat has remained practically unchanged the past two weeks, fluctuations having been light and news generally, both domestic and foreign, have been tame and not of especial interest; at least would not change the market one way or the other. The visible supply of grain as compared with the previous week shows the following changes: Decreases of 860,000 bushels of wheat, 203,000 bushels of corn, 20,000 bushels of rye, 23,000 bushels of barley, and an increase of 851,000 bushels of oats. Locally No. 2 red

wheat is quoted at 67c per bushel and No. 1 white 66c. The movement of new wheat at the price is only moderate, as farmers are selling other grains and holding wheat for more money.

The corn market has shown very little change in the options, but cash prices have dropped down 1@2c per bushel. The movement has been quite free, as the price is quite a temptation to sell, especially as the outlook for the growing crop is very good and weather conditions practically perfect.

Oats are in fair demand and prices are unchanged, May oats holding steady around 33c in Chicago. The cash market seems to be in a healthy condition and movement at present prices has been quite liberal.

Feedstuffs are steady, holding firm at present quotations. The supply is sufficient to take care of the demand.

L. Fred Peabody.

Immense Forests in Northwest.

The woodman has spared a few trees in Oregon and Washington, where 95,000 square miles, or more than half their area, yet is covered with forest of the first growth of fir, cedar, spruce and other species. The 450 sawmills in Washington turn out more than 2,000 million feet yearly, while the output of the 500 Oregon mills is 1,500 million feet. At Port Blakely, on one of the islands of Puget Sound, is the largest sawmill under one roof in the world. On the shores of Puget Sound the bulk of the forest trees stand 250 feet high, while firs have been cut measuring 350 feet in height. The problems involved in felling these giants of the grove often are complex. A twenty-four foot log sawed from the lower part of one of the larger firs weighs from thirty to forty tons, more than a ton to every linear foot, such are the density of the wood and the great diameters. Therefore, the part of a single tree available for logs may exceed 150 tons in weight.

Butter, Eggs, Poultry and Beans at Buffalo.

Buffalo, Aug. 29—Creamery, fresh, 21@24c; dairy, fresh, 16@21c; poor, 14@15c.

Eggs—Fancy candled, 21c; choice, 19@20c.

Live Poultry—Broilers, 14@15c; fowls, 12½@13c; ducks, 12@13c; old cox, 8@9c.

Dressed Poultry—Fowls, iced, 13@13½c; old cox, 9@10c.

Beans—Pea, hand-picked, \$1.55; marrow, \$2.75@3; mediums, \$1.80; red kidney, \$2.60@2.75.

Loveland & Hinyan, wholesale produce dealers at Lowell, will make their headquarters in Grand Rapids as soon as a suitable location can be secured. Mr. Hinyan will take up his residence in this city.

New York Racket Store, Inc., Cheboygan: We could not get along without the Michigan Tradesman, as it is the best all-round paper published.

J. F. Stein, department store, Harbor Springs: Your paper is good and well worth the price.

INSANITY STATISTICS.

The census people at Washington put out valuable, accurate and instructive statistics about pretty much everything and those fond of facts and figures should get these publications and read them. A recent bulletin deals with figures relating to the insane in the hospitals of the United States. It appears that the number of hospitals has doubled since 1890, as has also their population. The average number of insane in each 100,000 of population increased from 118 in 1890 to 186 in 1903. It is fair, however, to remember in this connection that the increased facilities for the care and treatment of lunatics in public institutions are in part responsible for this gain, because where formerly only a part of the insane were in hospitals, now pretty much all of them are in these institutions. The number of patients is usually about evenly divided between men and women, whatever differences there are being in favor of the men, and the figures show that insanity is increasing more rapidly among males than among females.

The figures from all the hospitals in the United States show that the majority of inmates became insane between 20 and 45 years of age. Investigation also shows that after commitment to a hospital women live longer than men and whites live longer than blacks. A little more than a fourth of the total insane in hospitals have been inmates of such institutions for less than a year, one-sixth have been there from five to nine years, a tenth from ten to fourteen years, and about a sixteenth have been in hospitals for the insane twenty years or longer. In point of occupation 41.6 per cent. were employed as laborers and servants, 22.5 per cent. in agricultural, transportation and other outdoor pursuits, 16 per cent. in manufacturing and mechanical industries. Among the women 6.9 per cent. had been dressmakers and 4.8 per cent. had been school teachers. Of the 328 hospitals for the insane in this country 226 are public and 102 private. Over four-fifths of the insane in these institutions are supported by public expense, at an annual cost in the neighborhood of 21 million dollars.

The San Francisco banks have more money than they know what to do with these days. The insurance companies are paying up and the insured are making big deposits which will be drawn upon when the building business begins there in earnest. That, of necessity, will be at a time somewhat distant, all the further away because of the outrageous and extortionate demands made by union workingmen for wages, which have made building practically twice as costly as it used to be. There are a few who will pay any price to get their structures up and ready for occupancy, but there are plenty more who will wait until the reduction in rates that is bound to come. The building trades in that particular city are very thoroughly unionized and are in a position to demand and secure in most cases pret-

ty much any rate of wages they decide upon, thus retarding the rebuilding of the city indefinitely. The banks may reasonably expect to be flush with funds for a year or two and after that they will resume the conditions that obtained before the fire.

In the opinion of the Government officials there is one branch of the customs administration that doesn't reap as big returns as the commodities over which it has supervision would warrant. In the fiscal year ended with June the cut precious stones and the pearls imported into the country were valued close to \$20,000,000, this amount not including diamonds to the value of more than \$10,000,000, which came in free, as they were in the rough. It is believed that the actual value of the dutiable gems imported during the year was not less than \$60,000,000, which would indicate that smuggling today is just as popular as it was in the days when England placed oppressive regulations on our imports.

George Rae, a commission merchant of New York, threw a bombshell in the Fruit Growers' convention at Niagara Falls, at which a number of Michigan delegates were present, by telling them that the apples raised east of the Mississippi River were not fit to be put into boxes. "The greatest fruit in this country, more especially the apple, is now grown west of the Mississippi River," he says. "Oregon raises the greatest Newton and Spitzenberg apples in the world. Germany will take much of the fruit from the United States this year, in spite of the new duty, and the whole of Europe will import proportionately."

T. D. Fletcher has engaged in the shoe business at Shepherd. The Hirth-Krause Company furnished the stock

Livingston Hotel
Grand Rapids, Mich.

In the heart of the city, within a few minutes' walk of all the leading stores, accessible to all car lines. Rooms with bath, \$3.00 to \$4.00 per day, American plan. Rooms with running water, \$2.50 per day. Our table is unsurpassed—the best service. When in Grand Rapids stop at the Livingston.

ERNEST McLEAN, Manager

Traveling Men Say!

After Stopping at

Hermitage European Hotel

in Grand Rapids, Mich.

that it beats them all for elegantly furnished rooms at the rate of 50c, 75c, and \$1.00 per day. Fine cafe in connection. A cozy office on ground floor open all night. Try it the next time you are there.

J. MORAN, Mgr.

All Cars Pass Cor.

E. Bridge and Canal



Michigan Board of Pharmacy.
 President—Henry H. Heim, Saginaw.
 Secretary—Sid. A. Erwin, Battle Creek.
 Treasurer—W. E. Collins, Owosso; J. D. Muir, Grand Rapids; Arthur H. Webber, Cadillac.
 Meetings during 1906—Third Tuesday of August and November.

Michigan State Pharmaceutical Association.

President—John L. Wallace, Kalamazoo.
 First Vice-President—G. W. Stevens, Detroit.
 Second Vice-President—Frank L. Shiley, Reading.
 Third Vice-President—Owen Raymo, Wayne.
 Secretary—E. E. Calkins, Ann Arbor.
 Treasurer—H. G. Spring, Unionville.
 Executive Committee—J. O. Schlottbeck, Ann Arbor; F. N. Maus, Kalamazoo; John S. Bennett, Lansing; Minor E. Keyes, Detroit.

THE DRUG CLERK.

He Gives a Discourse About Manicuring.

Written for the Tradesman.

"Once you interest a girl in manicure goods," remarked the clerk in that department of one of the popular local drug stores, "you may bank on it that she is a steady customer for that line from that time on."

"In our store we make a special effort to get for this showcase the very best things going. There are a lot of tools on the market that are almost worse than none—buffers of the wrong shape, files that are so coarse they scrape the nail all to pieces and slip and slide around so that those unsightly white spots appear, which are always due to a bruise or other injury of the nail. There is nothing that I ever saw or heard of that will eradicate or even cover up these spots; they simply have to grow off, and in the meantime are a source of great annoyance to the person who likes to be the possessor of perfect fingernails."

"When I get new patrons I find out all I can about the goods they have been in the habit of using. We keep about everything advertised in manicure needs. We have calls for all we stock up on, but I know which are the best. If a girl insists on clinging to a certain favorite I don't argue the matter with her—I sell her what she wants. But before she really knows what I'm about I start a little conversation, adroitly explaining why I, myself, prefer a particular firm's output. Ten to one the girl veers to my way of thinking and I sell her a nice little bill."

"It's no way to sell manicure goods to be 'offish'—that spoils everything; one must be a wee bit chummy, even with a stranger. This merchandise is different from anything else in the store and must be handled with the most delicate finesse. It's more nearly like facial preparations, whose sale is also governed by about the same subtle laws."

"I never recommend a preparation or tool that I can not honestly praise. If a customer is bound to have it I sell it without any unnecessary talk, but if she is the least bit

vacillating I can almost always win her over to the goods I like best, because I know them to do what the advertisements say they will and I can talk them."

"If a girl is just about to dip into the 'nail craze,' and has not yet provided herself with any of the things she will require, I sell her the entire list."

"First, I bring out some of the dishes for soaking the nails. One should never be selected that is the least bit 'tippy' or disagreeable consequences will follow. The base should be broad in proportion—almost as large in diameter as the rim. Also it must not be too thin, as that makes it easily chipped. It should be, at least consideration, eight inches across, and preferably of glass, as the water looks prettier in glass than in china—it looks cleaner, somehow."

"The nail file should be not more than six inches in length if narrow and flexible. These usually come in a little dark red or brown leatherette case, which helps to dispose of them to finicky customers. 'It looks so 'trav'lingy,'" the girls say. Some like a rigid file, and where the nails are not of a fine quality a stiff file is better to use. The best come with a tiny corrugation on the lower edge, which is handy in filing down little pieces of protruding skin at the corners of the nail. This fine file on the edge would really pass unnoticed if one were not familiar with its use."

"The boxes of sand paper (with differing degrees of coarseness on the two sides) are indispensable, after the file, in smoothing the rough shreds of nail and cuticle at the corners and just under the nail. Some people use them altogether, in place of the file. They are much more rapid for this—and also much costlier, as a first-class file once bought is bought forever, while the sand paper erodes quickly, necessitating frequent renewal."

"Toilet soap goes easily with the dish. All girls have a most decided penchant for elegant soaps and it's a cinch to hand them out. They almost invariably purchase those with a faint pleasing odor, although once in a while we run across a 'sanitary crank' who will take nothing but 'strictly unscented.'"

"Then there are scissors of the prescribed shape and sharpness, to cut the cuticle, and vaseline or other unguent to soften up the nails."

"I forgot to mention peroxide of hydrogen or ongoline to bleach the surface and under the nails and break down the line of thick skin next the 'moon.'"

"Magnesia is bought by those addicted to the fad of an unnatural and startling white oval under the nails."

"Last comes some grinding preparation to give a polish. There are many different sorts of stuff for this object. Some are to be moistened and applied with a buffer. It spoils a buffer for polishing dry, so one must be kept for this purpose alone if this kind of polisher is employed. A finely-ground pink powder is also

pressed into service. In my judgment the very nicest burnish-producer is one where the unguent and the polishing powder are combined with a roseate tint, making one process of three applications, thus saving some time in the manicure procedure."

"The buffer comes last. Then the nails receive a final rinse, followed by a brisk little whisk of the buffer—and 'there you are, there you are!'"

"The operation sounds long, and it does consume from half to three-quarters of an hour from the time a girl sits down at the manicure stand in the Beauty Parlor until the little artist opposite her looks up with a tip-fetiching smile to 'see how you like 'em!'"

"The dear Sex Feminine seems to derive an immense amount of enjoyment in 'having its nails manicured;' but if the dear creatures did but know it they could do the work every bit as well themselves. All they have to do is to go once each to three or four different manicurists, and by the time they have been under the work of all these, if they have kept their eyes wide open—although apparently oblivious to details—and have let the little manicure girls talk all they like to (and this last is a most essential point), they have the entire process down pat. But all are not wise enough to 'catch on,' and so must spend dollars galore where they might just as well save them and put them in the bank."

"It's a most excellent idea for a young lady to know how to manicure her fingernails herself, for many times she would like to have them look nice but is miles away from the Beauty Doctor on whom she has relied."

"And just here's where I come in with my sage advice to keep supplied with all these fussy little doodads for nail ornamentation. To be sure, they cost a pretty penny in the aggregate, but with care and thrifty use they will last a long, long time."

"This handsome china tray with the dainty wild rose pattern completes the layout."

"Let me give you a word of caution: Always buy your manicure tools of a druggist—never of a dry goods or department store. And I don't say this for the reason that I'm in a drug store myself, but because druggists always keep better manicure tools than do other stores. They cost more with us, but the quality more than makes up for the difference in price. You can get the 'dopes' all right at the other places but not the tools, and they are the more important of the two."

And the chatty drug clerk handed me, with a smile, half a dozen or so free samples of what he called the "dopes."

But he—intentionally or on purpose—omitted to mention that the human hand, with a little nail luster, is a better buffer than any manufacturer could possibly invent."

Jennie Alcott.

How Menthol Pencils Are Made.

Menthol cones or "pencils" are made by melting the menthol and

pouring into metal moulds. When intended for this purpose the menthol should be entirely freed from any trace of the oil from which it has been separated, as the presence of the latter raises the melting point of the mass and thus renders it unsuitable."

The cone is fastened in its wooden case or holder by simply heating the end in a small flame as sealing wax is heated, and then quickly pressing into the recess. Some manufacturers, it is said, use water glass and various mucilages for affixing the cone to its support. Wooden holders are to be preferred to metal ones because being but feeble conductors of heat the menthol is not affected by the grasp of the fingers. Thos. Willets.

**School Supplies
 Holiday Goods**

Wait for the big line.

FRED BRUNDAGE Wholesale Druggist
 Muskegon, Mich.

**Our
 Holiday Goods**

display will be ready soon.

See line before placing
 your order.

Grand Rapids Stationery Co.
 29 N. Ionia St. Grand Rapids, Mich.

**PILES
 CURED**
 ...without...
 Chloroform,
 Knife or Pain
Dr. Willard M. Burleson
 103 Monroe St., Grand Rapids
 Booklet free on application

**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.



WHOLESALE DRUG PRICE CURRENT

Advanced—
Advanced—Citric Acid, Oil Peppermint, Camphor.

Advanced—	Citric Acid	Oil Peppermint	Camphor
Aceticum	60@ 8		
Benzoinum, Ger.	70@ 17		
Boracic	6@ 17		
Carbolicum	26@ 23		
Citricum	52@ 55		
Hydrochlor	3@ 5		
Nitrosum	8@ 10		
Oxalicum	10@ 12		
Phosphoricum, dil.	7@ 15		
Salicylicum	42@ 45		
Sulphuricum	13@ 5		
Tannicum	75@ 85		
Tartaricum	38@ 40		
Ammonia			
Aqua, 18 deg.	4@ 6		
Aqua, 20 deg.	6@ 8		
Carbonas	13@ 15		
Chloridum	12@ 14		
Black	00@ 25		
Brown	80@ 100		
Red	45@ 50		
Yellow	25@ 30		
Bacca			
Cubebae	18@ 20		
Juniperus	7@ 8		
Xanthoxylum	30@ 35		
Balsamum			
Copaiba	45@ 50		
Peru	60@ 65		
Terabin, Canada	60@ 65		
Tolutan	35@ 40		
Cortex			
Abies, Canadian	18		
Cassiae	20		
Cinchona Flava	18		
Buonymus atro.	45		
Myrica Cerifera	20		
Prunus Virgin.	15		
Quillaia, gr'd	12		
Sassafras	24		
Ulmus	25		
Extractum			
Glycyrrhiza Gla.	24@ 30		
Glycyrrhiza, po.	28@ 30		
Haematox, is	11@ 12		
Haematox, is	13@ 14		
Haematox, 1/2s	14@ 15		
Haematox, 1/4s	16@ 17		
Ferru			
Carbonate Precip.	15		
Citrate and Quina	2 00		
Citrate Soluble	55		
Ferrocyanidum S	40		
Solut. Chloride	15		
Sulphate, com'l, by	2		
Sulphate, pure	70		
Sulphate, pure	7		
Flora			
Artemisia	15@ 18		
Anthemidis	30@ 35		
Matricaria	30@ 35		
Folia			
Barosma	30@ 38		
Cassia Acutifol.	15@ 20		
Cassia, Tinnevely	25@ 30		
Salvia officinalis	18@ 20		
Uva Ursi	8@ 10		
Gummi			
Acacia, 1st pld.	45		
Acacia, 2nd pld.	45		
Acacia, 3rd pld.	45		
Acacia, sifted sts.	45		
Acacia, po.	45@ 50		
Aloe Barb.	22@ 25		
Aloe, Cape	22@ 25		
Aloe, Socotri	45		
Ammoniac	55@ 60		
Asafoetida	35@ 40		
Benzoinum	50@ 55		
Catechu, is	13		
Catechu, 1/2s	14		
Catechu, 1/4s	16		
Comphorae	12@ 14		
Euphorbium	21		
Galbanum	21		
Gamboge	35@ 40		
Guaiacum	35		
Kino	45		
Mastic	60		
Myrrh	45		
Oil	30@ 35		
Shellac	60@ 70		
Shellac, bleached	60@ 70		
Trasacanth	70@ 100		
Herba			
Absinthium	4 50@ 4 60		
Eupatorium	25		
Lobelia	25		
Majorum	25		
Mentha Pip.	25		
Mentha Ver.	25		
Rue	39		
Tanacetum	22		
Thymus V.	25		
Magnesia			
Calcined, Pat.	55@ 60		
Carbonate, Pat.	18@ 20		
Carbonate, K-M.	18@ 20		
Carbonate	18@ 20		
Oilum			
Absinthium	4 90@ 5 00		
Amygdalae, Dulc.	50@ 60		
Amygdalae, Ama	8 00@ 8 25		
Anisi	1 75@ 1 80		
Aurant Cortex	2 75@ 2 85		
Bergamini	85@ 90		
Cajuputi	85@ 90		
Carophylli	1 30@ 1 40		
Cedar	50@ 60		
Chenopadii	3 75@ 4 00		
Cinnamoni	1 15@ 1 25		
Citronella	60@ 65		
Conium Mac	80@ 85		
Copaiba	1 15@ 1 25		
Cubebae	1 20@ 1 30		
Evechthitos	1 00@ 1 10		
Erigeron	1 00@ 1 10		
Gaultheria	2 25@ 2 35		
Geranium	2 25@ 2 35		
Gossypii Sem gal	50@ 60		
Hedeoma	2 25@ 2 35		
Juniper	40@ 50		
Lavendula	90@ 100		
Limons	1 35@ 1 40		
Mentha Piper	3 50@ 3 60		
Mentha Verid	5 00@ 5 50		
Morruhae gal	1 25@ 1 50		
Myrica	3 00@ 3 50		
Olive	75@ 80		
Picis Liquida	10@ 12		
Picis Liquida gal	1 02@ 1 05		
Ricina	1 02@ 1 05		
Rosmarini	1 02@ 1 05		
Rosae oz	5 00@ 5 50		
Succini	40@ 45		
Sabina	90 1 00		
Santal	2 25@ 2 50		
Sassafras	75@ 80		
Staphis	75@ 80		
Thyme, ess, oz.	1 00@ 1 10		
Thyme	40@ 45		
Thyme, opt	1 60		
Theobromas	15@ 20		
Potassium			
Bi-Carb	15@ 18		
Bichromate	13@ 15		
Bromide	25@ 30		
Carb	12@ 15		
Chlorate	12@ 14		
Cyanide	34@ 38		
Iodide	2 50@ 2 60		
Potassa, Bitart pr	30@ 32		
Potass Nitras opt	7@ 10		
Potass Nitras	6@ 8		
Prussiate	23@ 26		
Sulphate po	15@ 18		
Radix			
Aconitum	20@ 25		
Althae	30@ 35		
Anchusa	10@ 12		
Arum po	25		
Calamus	20@ 40		
Gentiana po 15	12@ 15		
Glycyrrhiza pv 15	16@ 18		
Hydrastis, Canada	1 90		
Hydrastis, Can. po	2 00		
Hellebore, Alba.	12@ 15		
Inula, po	12@ 15		
Ipecac, po	2 25@ 2 35		
Iris plox	35@ 40		
Jalapa, pr	25@ 30		
Maranta, 1/4s	25@ 30		
Podophyllum po.	15@ 18		
Rhei	75@ 100		
Rhei, cut	1 00@ 1 25		
Rhei, pv	75@ 100		
Spigella	1 45@ 1 50		
Squarigari, po 18	1 45@ 1 50		
Serpentaria	50@ 55		
Senega	85@ 90		
Smilax, off's H.	48		
Smilax, M	48		
Scilla po 45	20@ 25		
Symplocarpus	25		
Valeriana, Eng	25		
Valeriana, Ger.	15@ 20		
Zingiber a	12@ 14		
Zingiber j	22@ 25		
Semen			
Anisum po 20	16		
Apium (gravel's)	13@ 15		
Bird, is	4@ 6		
Carul po 15	12@ 14		
Cardamon	70@ 90		
Coriandrum	12@ 14		
Cannabis Sativa	7@ 8		
Cydonium	75@ 100		
Chenopodium	25@ 30		
Dipterix Odorate	80@ 100		
Foeniculum	13		
Foenugreek, po.	7@ 9		
Lini	4@ 6		
Lini, gr'd. bbl. 2 1/2	3@ 6		
Lobelia	75@ 80		
Pharlaris Cana'n	9@ 10		
Rapa	5@ 6		
Sinapis Alba	7@ 9		
Sinapis Nigra	9@ 10		
Spiritus			
Frumentum W D.	2 00@ 2 50		
Frumentum	1 25@ 1 50		
Juniperis Co O T	1 55@ 2 00		
Juniperis Co	1 75@ 2 50		
Saccharum N	1 00@ 2 10		
Spt Vini Galli	1 75@ 2 50		
Vini Oporto	1 25@ 2 00		
Vina Alba	1 25@ 2 40		
Sponges			
Florida Sheep's wool	3 00@ 3 50		
Nassau sheep's wool	3 50@ 3 75		
Velvet extra sheep's	2 00		
wool, carriage.	2 00		
Extra yellow sheep's	1 25		
wool, carriage	1 25		
Grass sheep's wool,	1 25		
carriage	1 25		
Hard, slate use.	1 00		
Yellow Reef, for	1 40		
slate use	1 40		
Syrups			
Acacia	50		
Aurant Cortex	50		
Zingiber	50		
Ipecac	50		
Ferri Iod	50		
Rhei Arom	50		
Smilax Off's	50@ 60		
Senega	50		
Scilla	50		
Liquor Arsen et			
Hydrarg Iod	25		
Liq Potass Arsenit	10@ 12		
Magnesia, Sulph.	2@ 3		
Magnesia, Sulph bbl	1@ 1 1/2		
Mannia, S F	45@ 50		
Menthol	3 40@ 3 50		
Morphia, S P & W2	35@ 40		
Morphia, S N Y Q2	35@ 40		
Morphia, Mal.	2 35@ 2 60		
Moschus Canton.	40		
Myristica, No. 1	25@ 30		
Nux Vomica po 15	10		
Os Sepia	25@ 28		
Pepsin Saac, H &	25		
P D Co	1 00		
Picis Liq N N 1/2	1 00		
Picis Liq qts	1 00		
Picis Liq pnts.	1 00		
Pil Hydrarg po 80	1 00		
Piper Nigra po 22	1 00		
Piper Alba po 35	1 00		
Pix Burgum	1 00		
Plumbi Acet	12@ 15		
Pulvis Ip'e et Opil	130@ 150		
Pyrethrum, bxs H	1 00		
& P D Co. doz	75		
Pyrethrum, pv	20@ 25		
Quassia	8@ 10		
Quina, S P & W.	18@ 20		
Quina, S Ger.	18@ 20		
Quina, N. Y.	18@ 20		
Rubia Tincturum	12@ 14		
Saccharum La's	22@ 25		
Salicin	50@ 55		
Sanguis Drae's.	40@ 50		
Sapo, W	12@ 14		
Sapo, M	10@ 12		
Sapo, G	15		
Seidlitz Mixture	20@ 22		
Sinapis	10@ 12		
Sinapis, opt	30		
Snuff, Maccaboy,	10		
DeVoes	51		
Snuff, S'h DeVoe's	51		
Soda, Boras	9@ 11		
Soda, Boras, po.	9@ 11		
Soda et Pot's Tart	25@ 28		
Soda, Carb	1 1/2@ 2		
Soda, Bi-Carb	3@ 5		
Soda, Ash	3 1/2@ 4		
Soda, Sulphas	2		
Spts, Cologne	2@ 2 50		
Spts, Ether Co.	56@ 55		
Spts, Myrcia Dom	2 00		
Spts, Vini Rect bbl	1 00		
Spts, Vini Rect 1/2 b	1 00		
Spts, Vini Rect 10 gl	1 00		
Strychnia, Crystl	1 05@ 1 25		
Sulphur Subl	23@ 24		
Sulphur, Roll	2 1/2@ 3 1/2		
Tamarinds	8@ 10		
Terebenth Venice	28@ 30		
Theobromae	45@ 50		
Vanilla	9 00@ 9 80		
Zinci Sulph	7@ 8		
Oils			
Whale, winter	70@ 75		
Lard, extra	70@ 80		
Lard, No. 1	60@ 65		
Linseed, pure raw	37@ 40		
Linseed, boiled	38@ 41		
Neat's-foot, w str	65@ 70		
Spts. Turpentine	Market		
Paints			
Red Venetian	1 1/2@ 2		
Ochre, yel Mars	1 1/2@ 2		
Ochre, yel Ber	1 1/2@ 2		
Putty, commer'l	2 1/2@ 3		
Putty, strictly pr	2 1/2@ 3		
Vermillion, Prime	13@ 15		
Vermillion, Eng.	75@ 80		
Green, Paris	24@ 30		
Green, Pennsular	13@ 16		
Lead, red	7 1/2@ 7 1/2		
Lead, white	7 1/2@ 7 1/2		
Whiting, white S'n	9@ 90		
Whiting, Gilders'	9@ 95		
White, Paris Am'r	9@ 125		
Whit'g Paris Eng	9@ 125		
cliff	9@ 125		
Universal Prep'd	1 10@ 1 20		
Varnishes			
No. 1 Turp Coach	10@ 120		
Extra Turp	1 60@ 1 70		

We wish at this time to inform our friends and customers that we shall exhibit by far the largest and most complete line of new and up-to-date Holiday Goods and Books that we have ever shown. Our samples will be on display early in the season at various points in the State to suit the convenience of our customers, and we will notify you later, from time to time, where and when they will be displayed.

Hazeltine & Perkins
Drug Co.
Grand Rapids, Mich.

GROCERY PRICE CURRENT

These quotations are carefully corrected weekly, within six hours of mailing, and are intended to be correct at time of going to press. Prices, however, are liable to change at any time, and country merchants will have their orders filled at market prices at date of purchase.

ADVANCED

DECLINED

Index to Markets

By Columns

	Col	1	
		ARTIC AMMONIA	
Ammonia	1	12 oz. ovals 2 doz. box	.75
Axle Grease	1	AXLE GREASE	
		Frazer's	
		1lb. wood boxes, 4 dz.	3 00
		1lb. tin boxes, 3 doz.	2 35
		10lb. tin boxes, 2 dz.	4 25
		10lb. pails, per doz.	5 00
		15lb. pails, per doz.	7 20
		25lb. pails, per doz.	12 00
Baked Beans	1	BAKED BEANS	
Bluing	1	Columbia Brand	
Bath Brick	1	1lb. can, per doz.	90
Brooms	1	2lb. can, per doz.	1 40
Brushes	1	3lb. can, per doz.	1 80
Butter Color	1	BATH BRICK	
		American	75
		English	85
		BLUING	
		Arctic	
		6 oz. ovals 3 doz. box	40
		16 oz. round 2 doz. box	75
		Sawyer's Pepper Box	
		No. 3, 3 doz. wood	4 00
		boxes	
		No. 5, 3 doz. wood	7 00
		boxes	
		BROOMS	
		No. 1 Carpet	2 75
		No. 2 Carpet	2 35
		No. 3 Carpet	2 15
		No. 4 Carpet	1 75
		Farlor Gem	2 40
		Common Whisk	85
		Fancy Whisk	1 20
		Warehouse	3 00
		BRUSHES	
		Scrub	
		Solid Back 8 in.	75
		Solid Back, 11 in.	95
		Pointed Ends	85
		Stove	
		No. 3	75
		No. 2	1 10
		No. 1	1 75
		Shoe	
		No. 8	1 00
		No. 7	1 30
		No. 4	1 70
		No. 3	1 90
		BUTTER COLOR	
		W. R. & Co.'s, 15c size.1	25
		W. R. & Co.'s, 25c size.2	00
		CANDLES	
		Electric Light, 8s.	9 1/2
		Electric Light, 16s.	10
		Paraffine, 6s	9
		Paraffine, 12s	9 1/2
		Wicking	20
		CANNED GOODS	
		Apples	
		3lb. Standards	1 00
		Gallon	@ 4 00
		Blackberries	
		2lb.	.90 @ 1 75
		Standards gallons	
		Beans	
		Baked	80 @ 1 30
		Red Kidney	85 @ 95
		String	70 @ 1 15
		Wax	75 @ 1 25
		Blueberries	
		Standard	@ 1 40
		Gallon	@ 5 75
		Brook Trout	
		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
		Pine	15
		Moyen	11
		Gooseberries	
		Standard	90
		Hominy	
		Standard	85
		Lobster	
		Star, 1/4 lb.	2 15
		Star, 1lb.	3 90
		Picnic Tails	2 60
		Mackerel	
		Mustard, 1lb.	1 80
		Mustard, 2lb.	2 80
		Soused, 1 1/2 lb.	1 80
		Soused, 2lb.	2 80
		Tomato, 1lb.	1 80
		Tomato, 2lb.	2 80

3

Ideal	.....	@14
Jersey	.....	@13
Peerless	.....	@13
Riverside	.....	@13
Springdale	.....	@12
Warner's	.....	@13
Brick	.....	@13
Leiden	.....	@15
Limburger	.....	@13
Pineapple	.....40	@60
Sap Sago	.....	@19
Swiss, domestic	.....	@15
Swiss, imported	.....	@20
CHEWING GUM		
American Flag Spruce	.....	5
Beeman's Pepsin	.....	5
Edam	.....	5
Best Pepsin	.....	5
Best Pepsin, 5 boxes.2	.....	0
Black Jack	.....	5
Largest Gum Made	.....	5
Sen Sen	.....	5
Sen Sen Breath Perf.	.....	9
Sugar Loaf	.....	5
Yucatan	.....	5
CHICORY		
Bulk	.....	1
Red	.....	1
Eagle	.....	1
Franch's	.....	1
Schener's	.....	1
CHOCOLATE		
Walter Baker & Co.'s	.....	2
German Sweet	.....	2
Premium	.....	2
Vanilla	.....	4
Caracas	.....	3
Eagle	.....	2
COCOA		
Baker's	.....	35
Cleveland	.....	41
Colonial, 1/8s	.....	3
Colonial, 1/2s	.....	3
Epps	.....	42
Huyler	.....	43
Van Houten, 1/8s	.....	1
Van Houten, 1/4s	.....	20
Van Houten, 1/2s	.....	40
Van Houten, 1s	.....	7
Webb	.....	21
Wilbur, 1/8s	.....	4
Wilbur, 1/4s	.....	4
COCOANUT		
Dunham's 1/2s	.....	26
Dunham's 1/2s & 1/4s	.....	26 1/2
Dunham's 1/4s	.....	27
Dunham's 1/8s	.....	28
Bulk	.....	13
COCOA SHELLS		
20lb. bags	.....	2 1/2
Less quantity	.....	3
Pound packages	.....	4
COFFEE		
Rio	.....
Common	.....	13 1/2
Fair	.....	14 1/2
Choice	.....	16 1/2
Fancy	.....	20
Santos	.....
Common	.....	13 1/2
Fair	.....	14 1/2
Choice	.....	16 1/2
Fancy	.....	19 1/2
Peaberry	.....
Maracaibo	.....
Fair	.....	16
Choice	.....	19
Mexican	.....
Choice	.....	16 1/2
Fancy	.....	19
Guatemala	.....
Choice	.....	15
Java	.....
African	.....	22
Fancy African	.....	27
O. G.	.....	25
P. G.	.....	31
Mocha	.....
Arabian	.....	21
Package	.....
New York Rasls	.....
Arbuckle	.....	16 00
Dilworth	.....	15 50
Jersey	.....	15 00
Lion	.....	14 50
McLaughlin's XXXX sold to retailers only. Mail all orders direct to W. F. McLaughlin & Co., Chicago.		
Extract		
Holland, 1/2 gro boxes	.....	95
Felix, 1/2 gross	.....	1 15
Hummel's foil, 1/2 gro.	.....	85
Hummel's tin, 1/2 gro.	.....	1 45
CRACKERS		
National Biscuit Company	.....
Butter	.....
Seymour, Round	.....	6
New York, Square	.....	6
Family	.....	6
Salted, Hexagon	.....	6
Soda	.....
N. B. C. Soda	.....	6
Select Soda	.....	8
Saratoga Flakes	.....	13
Zephyrettes	.....	13
Oyster	.....
N. B. C. Round	.....	6
N. B. C. Square, Salted	.....	6
Faust, Shell	.....	7 1/2
Sweet Goods		
Animals	.....	10
Atlantic, Assorted	.....	10
Bagley Gems	.....	8
Belle Isle Picnic	.....	11
Brittle	.....	11
Cartwheels, S & M	.....	8
Currant Fruit	.....	10
Crackles	.....	16
Coffee Cake, N. B. C.	.....
plain or iced	.....	10
Cocoonut Taffy	.....	12
Cocoa Bar	.....	10
Chocolate Drops	.....	10

4

Cocoanut Drops	.....12
Cocoanut Honey Cake	12
Cocoanut H'y Fingers	12
Cocoanut Macaroons	18
Dixie Sugar Cookie	9
Fruit Honey Squares	12½
Frosted Cream	.....10
Fluted Cocoanut	.....10
Fig Sticks	.....12
Ginger Gems	.....8
Graham Crackers	.....8
Ginger Snaps, N. B. C.	7
Hazelnut	.....11
Hippodrome	.....10
Honey Cake, N. B. C.	12
Honey Fingers, As Ice.	12
Honey Lumps	.....12
Household Cookies	As 8
Iced Honey Crumpets	10
Imperial	.....8
Jersey Lunch	.....8
Jamaica Gingers	.....10
Kream Klips	.....20
Lady Fingers	.....12
Lem Yeu	.....11
Lemon Gems	.....10
Lemon Biscuit Sq.	.....8
Lemon Wafer	.....16
Lemon Cookie	.....8
Malaga	.....11
Marshall and	.....8
Marshmallow Walnuts	16
Muskegon Branch, Iced	11
Molasses Cakes	.....8
Mouthful of Sweetness	14
Mixed Picnic	.....11½
Mich. Frosted Honey	12
Newton	.....12
Nu Sugar	.....8
Nic Nacs	.....8
Oatmeal Crackers	.....8
Okay	.....10
Orange Slices	.....16
Orange Cream	.....10
Penny Cakes, Asst.	8
Pineapple Honey	.....15
Plum Tarts	.....12
Pretzels, Hand Md.	8½
Pretzellettes, Hand Md.	8½
Pretzellettes, Mac Md.	7½
Raisin Cookies	.....8
Revere, Assorted	.....14
Richwood	.....8
Rube	.....8
Scotch Cookies	.....10
Snow Creams	.....16
Snowdrop	.....16
Spiced Gingers	.....9
Spiced Gingers, Iced.	10
Spiced Sugar Tops	.....9
Sultana Fruit	.....15
Sugar Cakes	.....8
Sugar Squares, large or small	8
Superba	.....8
Sponge Lady Fingers	25
Urchins	.....11
Vanilla Wafers	.....16
Vienna Crimp	.....8
Waverly	.....8
Water Crackers (Bent & Co.)	.....16
Zanzibar	.....9
In-er Seal Goods.	Doz.
Almond Bon Bon	.....\$1.50
Albert Biscuit	.....1.00
Animals	.....1.00
Breemner's But. Wafers	1.00
Butter Thin Biscuit	1.00
Cheese Sandwich	.....1.00
Cocoa Macaroons	2.50
Croquet Meat	.....75
Faust Oyster	.....1.00
Fig Newtons	.....1.00
Five O'clock Tea	.....1.00
Frosted Coffee Cake	1.00
Frutana	.....1.00
Ginger Snaps, N. B. C.	1.00
Graham Crackers	1.00
Lemon Snaps	.....50
Marshmallow Dainties	1.00
Oatmeal Crackers	.....1.00
Oxydette	.....50
Pretzellettes, H. M.	1.00
Royal Toast	.....1.00
Saltine	.....1.00
Saratoga Flakes	.....1.50
Seymour Butter	.....1.00
Social Tea	.....1.00
Soda, N. B. C.	.....1.00
Soda, Select	.....1.00
Sponge Lady Fingers	1.00
Sultana Fruit Biscuit	1.50
Uneda Biscuit	.....50
Uneda Julep Wafer	1.00
Uneda Milk Biscuit	.....50
Vanilla Wafers	.....1.00
Water Thin	.....1.00
Zu Zu Ginger Snaps	.....50
Zwieback	.....1.00
CREAM TARTAR	
Barrels or drums	.....29
Boxes	.....30
Square cans	.....32
Fancy caddies	.....35
DRIED FRUITS	
Apples	
Sundried	.....
Evaporated	.....
California Prunes	
100-125 25lb. boxes.	.....
90-100 25lb. boxes. @ 6¼	
80-90 25lb. boxes. @ 6½	
70-80 25lb. boxes. @ 7	
60-70 25lb. boxes. @ 7¼	
50-60 25lb. boxes. @ 7½	
40-50 25lb. boxes. @ 8¼	
30-40 25lb. boxes. @ 8½	
¾c less in 50lb. cases.	
Citron	
Corsican Currants	.....@ 22
Imp'd 1 lb. pkg.	.....@ 7½
Imported bulk	.....@ 7½
Peel	
Lemon American	.....14
Orange American	.....12

5

Raisins	
London Layers, 3 cr	
London Layers, 4 cr	
Cluster, 5 crown	
Loose Muscates, 2 cr	
Loose Muscates, 3 cr	@ 7½
Loose Muscates, 4 cr	@ 7½
L. M. Seeded, 1 lb. 8	@ 8½
L. M. Seeded, ½ lb.	
Sultanas, bulk	
Sultanas, package	7½ @ 8
FARINACEOUS GOODS	
Beans	
Dried Lima	..... 6
Med. Hd Pk'd	..... 1.75 @ 1.85
Brown Holland	..... 2.25
Farina	
24 1lb. packages	..... 1.75
Bulk, per 100 lbs.	..... 8.00
Hominy	
Flake, 50lb. sack	..... 1.00
Pearl, 200lb. sack	..... 3.70
Pearl, 100lb. sack	..... 1.85
Maccaroni and Vermicelli	
Domestic, 10lb. box	..... 60
Imported, 25lb. box	..... 2.50
Pearl Barley	
Common	..... 2.15
Chester	..... 2.25
Empire	..... 3.25
Peas	
Green, Wisconsin, bu.	..... 1.25
Green, Scotch, bu.	..... 1.30
Split, lb.	..... 4
Sago	
East India	..... 6½
German, sacks	..... 6½
German, broken pkg.	.....
Tapioca	
Flake, 110 lb. sacks	..... 7
Pearl, 130 lb. sacks	..... 7
Pearl, 24 lb. pkgs.	..... 7½
FLAVORING EXTRACTS	
Foote & Jenks	
Coleman's Van. Lem.	.....
2 oz. Tinel	..... 1.20 75
3 oz. Tinel	..... 2.00 1.50
No. 4 Rich. Bl.	..... 2.00 1.50
Jennings	
Terpeness Ext. Lemon	.....
Doz.	
No. 2 Panel D. C.	..... 75
No. 4 Panel D. C.	..... 1.50
No. 6 Panel D. C.	..... 2.00
Taper Panel D. C.	..... 1.50
1 oz. Full Meas. D. C.	..... 65
2 oz. Full Meas. D. C.	..... 1.20
4 oz. Full Meas. D. C.	..... 2.25
Jennings	
Mexican Extract Vanilla	
Doz.	
No. 2 Panel D. C.	..... 1.20
No. 4 Panel D. C.	..... 2.00
No. 6 Panel D. C.	..... 3.00
Taper Panel D. C.	..... 2.00
1 oz. Full Meas. D. C.	..... 85
2 oz. Full Meas. D. C.	..... 1.60
4 oz. Full Meas. D. C.	..... 3.00
No. 2 Assorted Flavors	75
GRAIN BAGS	
Amoskeag, 100 in bale 19	
Amoskeag, less than bl 19½	
GRAINS AND FLOUR	
Wheat	
No. 1 White	..... 73
No. 2 Red	..... 75
Winter Wheat Flour	
Local Brands	
Patents	..... 4.50
Second Patents	..... 4.30
Straight	..... 4.00
Second Straight	..... 3.90
Clear	..... 3.80
Graham	..... 3.75
Buckwheat	..... 4.40
Rye	..... 3.75
Subject to usual cash discount.	
Flour in barrels, 25c per barrel additional.	
Worden Grocer Co.'s Brand	
Quaker, paper	..... 3.70
Quaker, cloth	..... 3.90
Wykes-Schroeder Co.	
Eclipse	..... 3.80
Kansas Hard Wheat Flour	
Judson Grocer Co.	
Fanchon, ½s cloth	..... 4.30
Spring Wheat Flour	
Roy Baker's Brand	
Golden Horn, family	..... 4.30
Golden Horn, baker's	..... 4.20
Calumet	..... 4.15
Wisconsin Rye	..... 3.25
Judson Grocer Co.'s Brand	
Ceresota, ½s	..... 5.00
Ceresota, ¼s	..... 4.90
Ceresota, ⅓s	..... 4.80
Gold Mine, ½s cloth	..... 4.40
Gold Mine, ¼s cloth	..... 4.30
Gold Mine, ⅓s cloth	..... 4.30
Gold Mine, ½s paper	..... 4.30
Gold Mine, ¼s paper	..... 4.30
Lemon & Wheeler's Brand	
Wingold, ½s	..... 4.75
Wingold, ¼s	..... 4.65
Wingold, ⅓s	..... 4.55
Pillsbury's Brand	
Best, ½s cloth	..... 4.90
Best, ¼s cloth	..... 4.80
Best, ⅓s cloth	..... 4.70
Best, ½s paper	..... 4.75
Best, ¼s paper	..... 4.75
Best, wood	..... 5.00
Worden Grocer Co.'s Brand	
Laurel, ½s cloth	..... 4.80
Laurel, ¼s cloth	..... 4.70
Laurel, ⅓s & ¼s paper	..... 4.60
Laurel, ½s	..... 4.10
Wykes-Schroeder Co.	
Sleepy Eye, ½s cloth	..... 4.80
Sleepy Eye, ¼s cloth	..... 4.70
Sleepy Eye, ⅓s cloth	..... 4.60
Sleepy Eye, ½s th. 4	..... 4.60
Sleepy Eye, ¼s paper	..... 4.40

6	7	8	9	10	11
Meal Bolted 2 90 Golden Granulated 3 00 St. Car Feed screened 22 50 No. 1 Corn and Oats 22 50 Corn, cracked 22 00 Corn Meal, coarse 22 00 Oil Meal, old proc. 30 00 Winter Wheat Bran 19 00 Winter Wheat Mid'g 21 00 Cow Feed 24 00 Oats No. 2 White Old 43 No. 2 White New 38 No. 3 Michigan Old 41 No. 3 Michigan New 37 Corn Corn 57 1/2 No. 1 timothy car lots 12 00 No. 1 timothy ton lots 13 00 HERBS Sage 15 Hops 15 Laurel Leaves 15 Senna Leaves 25 JELLY 5 lb. pails, per 1 85 15 lb. pails, per 40 30 lb. pails, per 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 50 Liebig's Imported, 4 oz. 8 50 MOLASSES New Orleans Fancy Open Kettle 40 Choice 35 Fair 26 Good 22 Half barrels 2c extra. MINCE MEAT Columbia, per case 2 75 MUSTARD Horse Radish, 1 dz. 1 75 Horse Radish, 2 dz. 3 50 OLIVES Bulk, 1 gal. kegs 1 65 Bulk, 2 gal. kegs 1 60 Bulk, 5 gal. kegs 1 55 Manzanilla, 8 oz. 90 Queen, pints 2 50 Queen, 28 oz. 4 50 Queen, 28 oz. 7 00 Stuffed, 5 oz. 1 45 Stuffed, 8 oz. 1 45 Stuffed, 10 oz. 2 40 PIPES Clay, No. 216 1 70 Clay, T. D. full count 65 Cob, No. 3 85 PICKLES Medium Barrels, 1,200 count 4 75 Half bbls., 600 count 2 88 Small Barrels, 2,400 count 7 00 Half bbls., 1,200 count 4 00 PLAYING CARDS No. 90 Steamboat 85 No. 15, Rival, assorted 1 20 No. 20, Rover enameled 1 60 No. 572, Special 1 75 No. 98 Golf, satin finish 2 00 No. 808 Bicycle 2 00 No. 632 Tourist whist. 2 25 POTASH 48 cans in case 4 00 Penna Salt Co.'s 3 00 PROVISIONS Barreled Pork Mess Black 17 00 Short Cut 16 50 Short Cut Clear 16 75 Bean 14 50 Pig 20 00 Brisket, clear 18 50 Clear Family 15 00 Dry Salt Meats S P Bellies 11 1/4 Bellies 11 1/2 Extra Shorts 9 Smoked Meats Hams, 12 lb. average 13 1/2 Hams, 14 lb. average 13 1/2 Hams, 16 lb. average 13 1/2 Hams, 18 lb. average 13 1/2 Skinned Hams 14 1/2 Ham, dried beef sets 13 1/2 Bacon, clear 13 1/2 California Hams 9 1/2 Picnic Boiled Ham 15 1/2 Boiled Ham 22 Berlin Ham, pressed 8 Mince Ham 9 Lard Compound 7 1/2 Pure 10 80 lb. tubs, advance 1 1/2 60 lb. tubs, advance 1 1/2 50 lb. tins, advance 1 1/2 20 lb. pails, advance 1 1/2 10 lb. pails, advance 1 1/2 5 lb. pails, advance 1 1/2 3 lb. pails, advance 1 1/2 Sausages Bologna 5 Liver 6 1/2 Frankfort 7 Pork 7 Veal 7 Tongue 7 Headcheese 7	Beef Extra Mess 10 00 Boneless 9 50 Rump, new 10 50 Pig's Feet 1/4 bbls. 1 10 1/4 bbls., 40 lbs. 1 85 1/4 bbls. 3 75 1 bbl. 7 75 Tripe Kits, 15 lbs. 70 1/4 bbls., 40 lbs. 1 50 1/4 bbls., 80 lbs. 3 00 Casings Hogs, per lb. 28 Beef, rounds, set 16 Beef middles, set 45 Sheep, per bundle 70 Uncolored Butterine Solid dairy @ 10 Rolls, dairy 10 1/2 @ 11 1/2 Canned Meats Corned beef, 2 2 50 Corned beef, 14 17 50 Roast beef, 2 2 00 @ 2 50 Potted ham, 1/4 45 Deviled ham, 1/4 45 Deviled ham, 1/4 85 Potted tongue, 1/4 85 Potted tongue, 1/4 85 RICE Screenings @ 4 Fair Japan @ 5 Choice Japan @ 5 1/2 Imported Japan @ 6 Fair La. hd. @ 6 Choice La. hd. @ 6 1/2 Fancy La. hd. 6 1/2 @ 7 Carolina, ex. fancy 6 1/2 @ 7 1/2 SALAD DRESSING Columbia, 1/2 pint 2 25 Columbia, 1 pint 4 00 Durkee's, large, 1 doz. 4 50 Durkee's, small, 2 doz. 5 25 Snider's, large, 1 doz. 2 35 Snider's, small, 2 doz. 1 35 SALERATUS Packed 60 lbs. in box. Arm and Hammer 3 15 Deland's 3 00 Dwight's Cow 3 15 Emblem 2 10 P. 3 00 Wyandotte, 100 lbs. 3 00 SAL SODA Granulated, bbls. 85 Granulated, 100lb. cs. 1 00 Lump, bbls. 80 Lump, 145lb. kegs 95 SALT Common Grades 100 lb. bbls. 2 10 60 lb. bbls. 2 00 28 10 1/2 lb. sacks 1 90 56 lb. sacks 30 28 lb. sacks 15 Warsaw 56 lb. dairy in drill bags 40 28 lb. dairy in drill bags 20 Solar Rock 56lb. sacks 20 Common Granulated, fine 80 Medium, fine 85 SALT FISH Cod Large whole @ 6 1/2 Small whole @ 6 Strips or bricks 7 1/2 @ 10 Pellock @ 3 1/4 Halibut Strips 13 Chunks 13 1/2 Herring Holland White Hoop, bbls. 11 50 White Hoop, 1/2 bbls. 6 00 White Hoop, keg. 75 White Hoop mchs. 80 Norwegian Round, 100lbs. 3 75 Round, 40lbs. 1 75 Sealed 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, 10lbs. 5 90 Mess, 10lbs. 1 65 Mess, 8 lbs. 1 40 No. 1, 100 lbs. 12 50 No. 1, 4 lbs. 5 50 No. 1, 10 lbs. 1 55 No. 1, 8 lbs. 1 28 Whitefish No. 1, No. 2 Fam 100lb. 9 75 4 50 50lb. 5 25 2 40 10lb. 1 12 60 8lb. 92 50 SEEDS Anise 10 Canary, Smyrna 5 1/2 Caraway 9 Cardamom, Malabar 1 00 Celery 15 Hemp, Russian 4 1/2 Mixed Bird 4 Mustard, white 8 Poppy 9 Rape 4 1/2 Cattle Bone 25 SHOE BLACKING Handy Box, large, 3 dz. 2 50 Handy Box, small 1 25 Bixby's Royal Polish. 85 Miller's Crown Polish. 85	SNUFF Scotch, in bladders 37 Maccaboy, in jars 35 French Rappie in jars. 43 SOAP J. S. Kirk & Co. American Family 4 00 Lusky Diamond, 50 8 oz 2 80 Lusky D'nd, 100 6 oz. 3 80 Jap Rose, 50 bars 3 75 Savon Imperial 3 10 White Russian 3 10 Lome, oval bars 3 00 Savon, oval 2 15 Snowberry, 100 cakes. 4 00 Proctor & Gamble Co. Lenox 3 00 Ivory, 6 oz. 4 00 Ivory, 10 oz. 6 75 Star 3 25 LAUTZ BROS. & CO. Acme, 70 bars 3 60 Acme, 30 bars 3 85 Acme, 25 bars 3 85 Acme, 100 cakes 3 15 Big Master, 100 bars 4 00 Marcellines, 100 cakes. 5 80 Marcellines, 100 cakes 5c 4 00 Marcellines, 100 ck toilet 4 00 A. B. Whisley Good Cheer 4 00 Old Country 3 40 Soap Powders Lautz Bros. & Co. Snow Boy 4 00 Gold Dust, 24 large. 4 50 Gold Dust, 100-5c. 4 00 Kirkoline, 24 4lb. 3 80 Pearline 3 75 Soapine 3 10 Babbitt's 1776 3 75 Roseine 3 50 Armour's 3 70 Wisdom 3 80 Soap Compounds Johnson's Fine 5 10 Johnson's XXX 4 25 Nine O'clock 3 35 Rub-No-More 3 75 Scouring Enoch Morgan's Sons. Sapolio, gross lots 9 00 Sapolio, half gro lots 4 50 Sapolio, single boxes. 2 25 Sapolio, hand 2 25 Scourine Manufacturing Co. Scourine, 50 cakes 1 80 Scourine, 100 cakes. 3 50 SODA Boxes 5 1/2 Kegs, English 4 1/4 SOUPS Columbia 3 00 Red Letter 90 SPICES Whole Spices Allspice 12 Cassia, China in mats. 12 Cassia, Canton 16 Cassia, Batavia, bund. 28 Cassia, Saigon, broken. 40 Cassia, Saigon, in rolls. 55 Cloves, Amboyina 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, sh. 17 Pure Ground in Bulk Allspice 16 Cassia, Batavia 28 Cassia, Saigon 48 Cloves, Zanzibar 18 Ginger, African 15 Ginger, Cochon 18 Ginger, Jamaica 25 Mace 65 Mustard 18 Pepper, Singapore, blk. 17 Pepper, Singap. white. 25 Pepper, Cayenne 20 Sage 20 STARCH Common Gloss 1lb. packages 4 @ 5 3lb. packages 4 @ 1/2 6lb. packages 3 @ 3 1/2 40 and 50lb. boxes 3 @ 3 1/2 Barrels 2 @ 3 Common Corn 20lb. packages 5 40lb. packages 4 @ 7 SYRUPS Corn Barrels 25 Half Barrels 27 20lb. cans 1/2 dz. in case 1 80 10lb. cans 1/2 dz. in case 1 75 5lb. cans 2 dz. in case 1 85 2 1/2lb. cans 2 dz. in case 1 90 Pure Cane Fair 16 Good 20 Choice 25 TEA Japan Sundried, medium 24 Sundried, choice 32 Sundried, fancy 36 Regular, medium 24 Regular, choice 32 Regular, fancy 36 Basket-fired, medium 31 Basket-fired, choice 38 Basket-fired, fancy 33 Nibs 22 @ 24 Sittings 9 @ 11 Fannings 15 @ 14	Gunpowder Moyune, medium 30 Moyune, choice 32 Moyune, fancy 40 Pingsuey, medium 30 Pingsuey, choice 30 Pingsuey, fancy 40 Young Hyson Choice 30 Fancy 36 Oolong Formosa, fancy 42 Amoy, medium 25 Amoy, choice 32 English Breakfast Medium 20 Choice 30 Fancy 40 India Ceylon, choice 32 Fancy 42 TOBACCO Fine Cut Cadillac 54 Sweet Loma 34 Hiawatha, 5lb. pails. 55 Telegram 36 Pay Car 33 Prairie Rose 49 Protection 40 Sweet Burley 44 Tiger 40 Plug Red Cross 31 Palo 35 Hiawatha 41 Kyo 35 Battle Ax 37 American Eagle 37 Standard Navy 37 Spear Head, 7 oz. 47 Nobby Twist, 14 1/2 oz. 44 Jolly Tar 39 Old Honesty 43 Toddy 34 J. T. 38 Piper Heidsick 66 Boot Jack 80 Honey Dip Twist 40 Black Standard 40 Cadillac 40 Forge 34 Nickel Twist 32 Mill 32 Great Navy 36 Smoking Sweet Core 34 Flat Car 32 Warpath 26 Bamboo, 16 oz. 25 I X L, 5lb. 27 I X L, 16 oz. pails. 31 Honey Dew 40 Gold Block 40 Flagman 40 Chips 33 Kila Dried 21 Duke's Mixture 40 Duke's Cameo 40 Myrtle Navy 44 Yum Yum, 1 1/2 oz. 39 Yum Yum, 1lb. pails. 40 Cream 38 Corn Cake, 2 1/2 oz. 25 Corn Cake, 1lb. 22 Plover Boy, 1 1/2 oz. 39 Plover Boy, 3 1/2 oz. 39 Peerless, 3 1/2 oz. 35 Peerless, 1 1/2 oz. 38 Air Brake 30 Cant Hook 30 Country Club 32-34 Forex-XXXX 30 Good Indian 25 Self Binder, 16oz. 8oz. 20-22 Silver Foam 24 Sweet Marie 32 Royal Smoke 42 TWINE Cotton, 3 ply 22 Cotton, 4 ply 22 Jute, 2 ply 14 Hemp, 6 ply 13 Flax, medium 20 Wool, 1lb balls 6 VINEGAR Malt White, Wine, 40 gr 10 Malt White, Wine, 40 gr 10 Pure Cider, B & B 14 Pure Cider, Red Star. 12 Pure Cider, Robinson. 13 1/2 Pure Cider, Silver 13 1/2 WICKING No. 0 per gross 30 No. 1 per gross 40 No. 2 per gross 50 No. 3 per gross 75 WOODENWARE Baskets Bushels 1 10 Bushels, wide band 1 60 Market 40 Splint, large 3 50 Splint, medium 3 25 Splint, small 3 00 Willow, Clothes, large 7 00 Willow, Clothes, me'm 6 00 Willow, Clothes, small 5 50 Brady's Butter Boxes 2lb. size, 24 in case. 72 3lb. size, 16 in case. 68 5lb. size, 12 in case. 63 10lb. size, 6 in case. 60 Butter Plates No. 1 Oval, 250 in crate 40 No. 2 Oval, 250 in crate 45 No. 3 Oval, 250 in crate 50 No. 5 Oval, 250 in crate 60 Churns Barrel, 5 gal., each. 2 40 Barrel, 10 gal., each. 2 55 Barrel, 15 gal., each. 2 70	Clothes Pins Round head, 5 gross bx 55 Round head, cartons. 75 Egg Crates Humpty Dumpty 2 40 No. 1, complete 32 No. 2, complete 18 Faucets Cork lined, 8 in. 65 Cork lined, 9 in. 75 Cork lined, 10 in. 85 Cedar, 8 in. 50 Mop Sticks Trojan spring 90 Eclipse patent spring. 85 No. 1 common 75 No. 2 pat. brush holder 40 12lb. cotton mop heads 1 40 Ideal No. 7 90 Pails 2-hoop Standard 1 60 3-hoop Standard 1 75 2-wire, Cable 1 70 3-wire, Cable 1 90 Cedar, all red, brass. 1 25 Paper, Eureka 2 25 Fibre 2 70 Toothpicks Hardwood 2 50 Softwood 2 75 Banquet 1 50 Ideal 1 50 Traps Mouse, wood, 2 holes. 22 Mouse, wood, 4 holes. 45 Mouse, wood, 6 holes. 70 Mouse, tin, 5 holes. 65 Rat, wood 80 Rat, spring 75 Tubs 20-in. Standard, No. 1 7 00 18-in. Standard, No. 2 6 00 16-in. Standard, No. 3 5 00 20-in. Cable, No. 1 6 50 18-in. Cable, No. 2 6 50 16-in. Cable, No. 3 6 50 No. 1 Fibre 10 80 No. 2 Fibre 9 45 No. 3 Fibre 8 55 Wash Boards Bronze Globe 2 50 Dewey 1 75 Double Acme 2 75 Single Acme 2 25 Double Peerless 3 50 Single Peerless 2 75 Northern Queen 2 75 Double Duplex 3 00 Good Luck 2 75 Universal 2 65 Window Cleaners 12 in. 1 65 14 in. 1 85 16 in. 2 30 Wood Bowls 11 in. Butter 75 13 in. Butter 1 15 14 in. Butter 1 20 17 in. Butter 3 25 19 in. Butter 4 75 Assorted, 13-15-17 2 25 Assorted, 15-17-19 3 25 WRAPPING PAPER Common Straw 1 1/2 Fibre Manila, white. 2 1/2 Fibre Manila, colored. 4 No. 1 Manila 4 Cream Manila 3 Butcher's Manila 2 1/2 Wax Butter, short c't. 13 Wax Butter, full count 20 Wax Butter, rolls 15 YEAST CAKE Magic, 3 doz. 1 15 Sunlight, 3 doz. 1 50 Sunlight, 1 1/2 doz. 50 Yeast Foam, 3 doz. 1 50 Yeast Cream, 3 doz. 1 00 Yeast Foam, 1 1/2 doz. 58 FRESH FISH Per lb. Jumbo Whitefish @ 15 No. 1 Whitefish @ 14 Trout @ 14 Halibut @ 10 Ciscos or Herring @ 8 Bluefish 10 1/2 @ 11 Live Lobster @ 25 Boiled Lobster @ 30 Cod @ 12 Haddock @ 10 Pickrel @ 10 Pike @ 10 Perch, dressed @ 12 1/2 Smoked, White @ 15 Red Snapper @ 16 Col. River Salmon 14 @ 16 Mackerel 14 @ 16 HIDES AND PELTS Hides Green No. 1 12 1/2 Green No. 2 11 1/2 Cured No. 1 13 1/2 Cured No. 2 12 1/2 Calfskins, green, No. 1 14 Calfskins, green No. 2 12 1/2 Calfskins, cured No. 1 15 Calfskins, cured No. 2 13 1/2 Steer Hides, 60lb. over 13 1/2 Pelts Old Wool 30 Lambs 60 @ 85 Shearlings 40 @ 70 Tallow No. 1 @ 4 1/2 No. 2 @ 3 1/2 Wool Unwashed, med. 26 @ 28 Unwashed, fine 21 @ 23	CONFECTIONS Stick Candy Pails Standard 1 1/2 Standard H H 1 1/2 Standard Twist 8 Cases Jumbo, 32 lb. 7 1/2 Extra H. H. 9 Boston Cream 10 Olive Time Sugar stick 80 lb. case 13 Mixed Candy Grocers 6 Competition 7 Special 7 1/2 Conserve 7 1/2 Royal 8 1/2 Ribbon 10 Broken 10 Cut Loaf 8 Leader 8 1/2 Kindergarten 9 Bon Ton Cream 8 1/2 French Cream 9 Star 11 Hand Made Cream 15 Premio Cream mixed 13 O F Horehound Drop 10 Fancy—in Pails Gypsy Hearts 14 Coco Bon Bons 12 Fudge Squares 13 Peanut Squares 9 Sugared Peanuts 11 Salted Peanuts 11 Starlight Kisses 11 San Blas Goodies 12 Lozenges, plain 9 Lozenges, printed 10 Champion Chocolate 11 Eclipse Chocolates 13 Eureka Chocolates 13 Quintette Chocolates 12 Champion Gum Drops 8 1/2 Moss Drops 9 Lemon Sours 10 Imperial 11 Ital. Cream Opera 11 Ital. Cream Bon Bons 11 Molasses Chews 12 Molasses Kisses 12 Golden Waffles 12 Old Fashioned Molass- es Kisses, 10lb. box 1 20 Orange Jellies 50 Fancy—in 5lb. Boxes Lemon Sours 55 Peppermint Drops 60 Chocolate Drops 60 H. M. Choc. Drops 85 H. M. Choc. L.T. 1 00 Dark No. 12 1 00 Bitter Sweets, ass'd 1 Brilliant Gums, Crys. 60 A. A. Licorice Drops. 90 Lozenges, plain 55 Lozenges, printed 55 Imperial 60 Mottos 60 Cream Bar 60 G. M. Peanut Bar 50 Hand Made Cr'sms. 80 @ 90 Cream Buttons 65 String Rock 60 Wintergreen Berries 60 Old Time Assorted 2 75 Buster Brown Goodies 3 50 Up-to-date Asstmt. 3 75 Ten Strike No. 1 6 50 Ten Strike No. 2 6 00 Ten Strike, Summer as- sortment 6 75 Scientific Asst't. 18 00 Pop Corn Dandy Smack, 24s 65 Dandy Smack, 100s 2 75 Pop Corn Fritters, 100s 50 Pop Corn Toast, 100s 50 Cracker Jack 3 25 Checkers, 5c pkg. case 3 50 Pop Corn Balls, 200s 1 20 Cicero Corn Cakes 5 per box 60 Azulikit 100s 3 00 Cough Drops Putnam Menthol 1 00 Smith Bros. 1 25 NUTS—Whole Almonds, Tarragona 15 Almonds, Avica 15 Almonds, California sft. shell 15 @ 16 Brazil 14 @ 15 Filberts 12 Cal. No. 1 @ 17 Walnuts, soft shelled @ 16 Walnuts, fancy @ 13 Pecans, Med. large @ 12 Pecans, ex. large. @ 13 Pecans, Jumbos @ 14 Hickory Nuts per bu. Ohio new Cocoanuts @ 5 Chestnuts, New York State, per bu. Shelled Spanish Peanuts 7 1/2 @ 8 1/2 Pecan Halves @ 55 Walnut Halves @ 50 Filbert Meats @ 25 Alcanta Almonds @ 33 Jordan Almonds @ 47 Peanuts Fancy, H. P. Suns 5 1/4 Fancy, H. P. Suns, Roasted 5 1/2 @ 7 Choice, H. P. Jumbo 6 1/4 Roasted 7 1/4

Special Price Current

AXLE GREASE



Mica, tin boxes....75 9 00
Paragon55 6 00

BAKING POWDER

Royal



10c size 90
1/4 lb. cans 1 35
6oz. cans 1 90
1/2 lb. cans 2 50
3/4 lb. cans 3 75
1 lb. cans 4 80
3 lb. cans 13 00
5 lb. cans 21 50

BLUING



C. P. Bluing

Doz.
Small size, 1 doz. box..40
Large size, 1 doz. box..75

CIGARS



G J Johnson Cigar Co.'s bd.
Less than 50033
500 or more32
1,000 or more31

Worden Grocer Co. brand
Ben Hur

Perfection35
Perfection Extras35
Londres35
Londres Grand35
Standard35
Puritans35
Panatellas, Finas35
Panatellas, Bock35
Jockey Club35

COCOANUT

Baker's Brazil Shredded



70 1/4 lb. pkg. per case 2 60
35 1/4 lb. pkg. per case 2 60
38 1/4 lb. pkg. per case 2 60
16 1/4 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
Lambs@ 13
Spring Lambs13 @ 14

Veal
Carcass5 1/2 @ 8

CLOTHES LINES

Sisal
60ft. 3 thread, extra..1 00
72ft. 3 thread, extra..1 40
90ft. 3 thread, extra..1 70
60ft. 6 thread, extra..1 29
72ft. 6 thread, extra..1 50

Jute
60ft.75
72ft.90
90ft.1 05
120ft.1 50

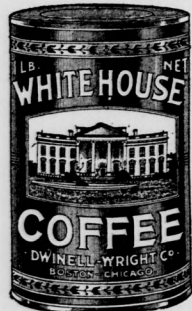
Cotton Victor
50ft.1 10
60ft.1 35
70ft.1 60

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

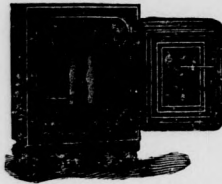
Linen Lines
Small20
Medium26
Large34

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

We sell more 5 and 10
Cent Goods Than Any
Other Twenty Whole-
sale Houses in the
Country.

WHY?

Because our houses are the recog-
nized headquarters for these
goods.

Because our prices are the lowest.

Because our service is the best.

Because our goods are always
exactly as we tell you they are.

Because we carry the largest
assortment in this line in the
world.

Because our assortment is always
kept up-to-date and free from
stickers.

Because we aim to make this one
of our chief lines and give to
it our best thought and atten-
tion.

Our current catalogue lists the most com-
plete offerings in this line in the world.
We shall be glad to send it to any merchant
who will ask for it Send for Catalogue J.

BUTLER BROTHERS

Wholesalers of Everything—By Catalogue Only
New York Chicago St. Louis

Second Hand Motor Car

Bargains

20 H. P. Winton, in fine shape,
cost new \$2,500—now \$1,200.

Packard, Model L, 4 cylinders,
shaft driver, with top, extra
lamps, etc., in fine condition,
cost new with extras \$3,300—now
\$1,800.

Cadillac, 4 passengers, over-
hauled and refinished, a bargain
at \$475.

Olds Touring Car, 10 H. P.,
overhauled and very cheap at
\$525.

Olds Runabout, overhauled and
refinished, at \$300, and 15 other
bargains.

Write us or call.

Adams & Hart

Grand Rapids

47-49 North Division St.

Coupon Books

are used to place your business on a
cash basis and do away with the de-
tails of bookkeeping. We can refer
you to thousands of merchants who
use coupon books and would never
do business without them again.
We manufacture four kinds of
coupon books, selling them all at
the same price. We will cheerfully
send you samples and full informa-
tion.



Tradesman Company

Grand Rapids, Mich.

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.

For Sale—\$3,000 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. Address No. 39, care Michigan Tradesman. 39

Bakery with good established trade; profits year ending August 1 \$1,500; cash business; retail trade; no delivery; must sell at once. \$400 cash. Holmden, 207 Territorial St., Benton Harbor, Mich. 80

For Sale—Very reasonable grocery business in beautiful growing resort city of 11,000. Good buildings, up-to-date stock and fixtures. Reason, poor health. Weersing Real Estate Agency, Phone 294, Holland, Mich. 78

Factory Wanted—A new brick building, 40x230 feet, two stories, free for a term of years to right firm. Good location and shipping facilities. Write Chairman of Factory Committee, Lock Box 25, Lake Odessa, Mich. 79

For Sale—No 1 stock dry goods and house furnishing goods, located in modern store on one of best business corners on outskirts of Chicago. Invoicing \$9,000. All good clean staple merchandise, no stickers. If taken soon will sell for 75c on dollar. Choice stock for the price. Address No. 76, care Tradesman. 76

For Sale—Harness shop, only one other shop in best small town in state, 1,400. Exceptional chance for good man. Box 36, Evart, Mich. 75

For Rent—Store, 20x70, centrally located in this fast growing city. E. Rutan, Greenville, Mich. 74

Only bazaar in Hartford, Wis., near Milwaukee, population 3,000. Invoicing \$1,200. Address J. M. Nathan. 73

For Sale—Hardware stock \$9,000 to \$15,000, to suit purchaser. Located in a live up-to-date town of 1,500. Central Michigan. Good farming section. Doing over \$40,000 business a year. Address No. 69, care Michigan Tradesman. 69

For Sale—Stock of staple and fancy groceries, invoicing about \$2,800 to \$3,000. Located in good Michigan town of nearly 1,500 inhabitants. Reason for selling, other business. Address No. 68, care Michigan Tradesman. 68

For Sale—A creamery complete for operating, in excellent farming country. A bargain for some one experienced in the business who can devote his time. Address W. A. Loveday, E. Jordan, Mich. 64

The best hotel proposition for the money ever offered in the Northern resort region, can be secured through W. A. Loveday, East Jordan, Mich. 65

\$5,000 buys half interest in prosperous mercantile company, in thriving Michigan town. P. O. Box 84, Detroit. 66

For Sale—Best paying drug store in Lansing, trade last year, \$15,000 and increasing right along. Best reason for selling. 231 Washington Ave., N., Lansing, Mich. 70

Wanted—Have splendid eighty acre farm, northern Indiana, will exchange for stock of hardware or general merchandise. Address M. F. Brosnahan, Pierceton, Ind. 71

For Sale or Exchange—Large store and residence building, in town of 1,500 in Northern Indiana, for cash, merchandise or Michigan property. Address No. 72, care Michigan Tradesman. 72

Mercantile company doing fine business in thriving town, to exchange for Detroit or Grand Rapids real estate. P. O. Box 84, Detroit. 67

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. 52

For Sale—Two-story modern brick block, double store room 40x60. Price \$3,500 cash. Pays 8 per cent. net on the investment. Original cost \$6,000. Address Gavin W. Telfer, Big Rapids, Mich. 46

\$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. 47

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. 54

Millinery business for sale if taken at once. Address No. 6 care Michigan Tradesman. 6

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. 31

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, LaCrosse, Ind. 25

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. 23

For Exchange—\$45,000 equity in choice modern \$65,000 Chicago income property, for good stock of merchandise, and cash. R. Dockrill, 111½ Loomis St., Chicago, Ill. 22

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. 39

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. 40

Partner wanted for millinery business. Must be capable trimmer for best trade. Address No. 7, care Michigan Tradesman. 7

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. 43

For Sale or Rent—Brick store in bustling northern town. Fine location for furniture and undertaking or general merchandise. Address No. 2, care Michigan Tradesman. 2

Kansas and Colorado. We offer for sale at low price and easy terms, about 10,000 acres of southwest Kansas land in good farming section; partly improved. Also several nice farms, well located in an irrigated part of Colorado. If you can be interested in the coming country, address S. F. Sanders, Grant City, Mo. 9

For Sale—Clean stock of general merchandise, \$3,800. Address Lock Box 306, Clarkston, Mich. 972

For Sale—Livery and feed business. Good location. A money-maker. Address Dr. J. E. Hunter, Ashley, Mich. 981

For Sale—Nicely equipped small foundry; could be profitably enlarged; directly on track Grand Trunk main line. Address at once, H. M. Allen, Bellevue, Mich. 60

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. 59

To Sell—A \$2,500 stock first-class notions. A bargain for a ready buyer. Lock Box 783, Hudson, Mich. 58

Fine drug store for sale. Elegant small city, southern Michigan. Invoicing about \$3,500. Address No. 8, care Michigan Tradesman. 8

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. 18

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. 27

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. 32

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. 26

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. 56

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—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

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

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—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 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

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

We want to buy for spot cash, shoe stocks, clothing stocks, stores and stocks of every description. Write us to-day and our representative will call, ready to do business. Paul L. Feyreisen & Co., 12 State St., Chicago, Ill. 548

For Sale—First-class drug stock, invoicing \$2,000, \$1,500 cash, time on balance. Good reason for selling. Address No. 621, care Tradesman. 621

For Sale—Plantations, timber lands, farms, homes, etc. Send for printed list. V. C. Russell, Memphis, Tenn. 928

POSITIONS WANTED

Wanted—Situation by registered druggist. Twenty years' experience. L. E. Bockes, Empire, Mich. 915

HELP WANTED.

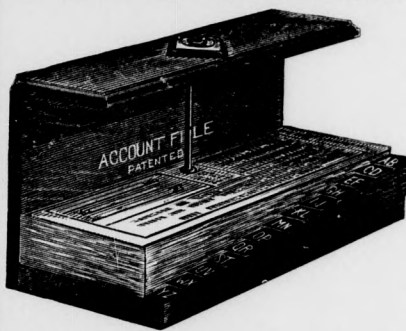
Wanted—Registered drug clerk. One who is married, with family preferred. Must give reference. Address No. 77, care Michigan Tradesman. 77

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

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

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TRADESMAN COMPANY, Grand Rapids

KEEPING TRADE.

How a Well-Known Local Druggist Accomplishes It.

Written for the Tradesman.

The crowd of us were sipping and spooning the "sweetness long drawn out" of the Great American Beverage at one of the most popular soda water fountains in town.

There was a little breathing spell in the rush and the young-old gentleman with the long white beard (whom, by the way, we like better than any dozen "fizz" fellows between 20 and 30) was leaning against the ledge of the medicine case opposite the far end of the counter. He looked the merest "shadow of a shade" weary, but the smile that is put on for keeps illumined his ruddy countenance.

A little miss of six summers danced in with flying hair and asked the druggist for a "nickel's worth of that kind," and departed with her confectionery as trippingly as she had come in.

In a moment another child with measured steps sedately approached the candy case.

"Mr. B.," she began politely, "I want some candy."

"What kind?" asked Mr. B. with his beamingest smile (just like the one he always gives you when he says, "Good night—come again!") And you do "come again," and again and again and again, and you can not, for the life of you, tell whether it's the smile or the delicious Buffalo Sundae or soda water that is the magnet.

The child, who appeared of about the same age as the one who preceded her, looked long and contemplatively at every tray of candy displayed in the glass case. Then, with a deliberation that would have been exasperating had other customers been waiting, but that didn't matter so much now, she began to ask the price of all the bonbons that seemed to strike her fickle fancy, and they were many.

But Mr. B. was as unwaveringly courteous as though the tot were the wife of our President. He told her what the different flavors were and named the price for a pound of each pile or box she indicated and how many of each sort she could have for her money, which was a nickel, the same as the other little girl's currency.

After debating in her mind what seemed to us seated at the counter an interminable length of time she decided on the kind for which she would part with her silver, and walked out with the same measured tread she had exhibited on her entrance to the store.

When she was too far around the corner to see us do so, we smiled amusedly at Mr. B.

"Those two children," he observed, with not a trace of annoyance, "represent the two extreme types of my feminine juvenile candy trade, at which latter you would be surprised were I to name the figures for last year alone. And, when you considered that I have been in business at this same location for the past twenty-two years, you would then under-

stand that it pays me to treat the little folks with even more scrupulous kindness than I do my grown-up patrons.

"Many of the residence neighbors for a radius of several blocks own their homes, and a hundred or more of these young people, who were babies when their parents moved here, are—and have been all these budding years—some of my very best customers. (And I might add that many of the latter are people who live at a distance of a mile or more and drive here in autos and carriages or come on bikes, or even quite often afoot, on a balmy moonlit evening.

"I try my best to treat every one who crosses my threshold just as I myself would like to be treated here. The Golden Rule is the great secret of my success, which some go so far as to declare phenomenal, but which really is only a logical sequence of right dealing.

"I recognize the fact that my location is fine, although the store itself lacks much of the up-to-date equipment nowadays looked upon as an absolute essential to a good business. But location counts for even more, and you can see for yourself how much of the floating trade I am able to control, as several Reed's Lake lines pass this corner and people waiting for a show car often drop in for confectionery.

"But the most satisfactory part of my entire commercial career is that I am able to get and—what is more to the point—to hold the children's trade.

"They have a funny way of growing up, you know," concluded Mr. B., "and that counts for much."

As we rose from our stools:

"Good night—come again!"

And once more came that perennial smile and bow that together have made Mr. Thomas A. Baxter, at the northwest corner of Jefferson and Wealthy avenues, more famous than the best ice cream soda in Grand Rapids!" H.

The death of a little fellow in Philadelphia the other day from tetanus, developed from a Fourth of July injury, was the only case of that kind in the city. Some interesting facts were given out by the director of the health department. Among physicians it is said that it is not probable that any Fourth of July cases of tetanus, if they should develop now, would result in the death of the patient. The time between infection and the symptoms of the disease is usually within eight or nine days. But there is a peculiarity of the disease in that its virulence is proportionate to the speed with which it develops. Cases developing in four or five days after infection are generally regarded as hopeless, while those which develop after the ninth day present hope of escape—not cure, because there is no cure. This, however, does not provide for next year.

The more faith a woman has in her husband the fewer lies he tells.

An evil may be popular simply because it is under the lid.

FIRED FORTY TIMES.

He Nevertheless Clung to His Job.

My position was peculiar and one rarely required outside of the large mercantile houses. I received a salary for "being discharged" about twenty times a week—sometimes I was discharged as often as four times a day, then, again, I would sit in my office for a week without being disturbed. My position was invented by the fact that so many shoppers have complaints to make—sometimes caused by the carelessness of the employees, and as often by their own negligence—and it was found that a good remedy to allay their anger was to discharge the party responsible for the trouble.

But the manager discovered that it did not pay always to discharge clerks and then spend weeks in instructing new ones, only to have them repeat the mistakes of their predecessors. So he conceived the idea of having a regular man to discharge, if he thought that the customer would feel satisfied by this act, and, later, would have the guilty parties "on the carpet." So I was selected as his victim, and this is the way that we worked our little game.

Mrs. Jones, a society leader and a regular customer, would be ushered into the manager's office and complain bitterly about the failure to deliver her gown. She positively had insisted that it must be at her residence the day before at 2 in the afternoon, as she desired to wear it to a reception that evening. But it was not delivered until too late, and she hardly felt like keeping it at all and thought of transferring her patronage elsewhere. Our manager would make profuse apologies and promise to investigate the matter at once and discharge the guilty party. Then he would go to his private telephone booth, phone me the situation and circumstances, and I would be transformed immediately into the guilty shipping clerk, who had consigned the gown to a south side wagon for delivery, whereas Mrs. Jones lives on Sheridan drive.

Of course, it was my cue to try and excuse myself while in the office with Mrs. Jones and the manager, but the manager, in his towering anger, would listen to nothing that I might say, and just told me that I could consider myself discharged. After my departure the manager would relate a few of the troubles he had with incompetent clerks and Mrs. Jones would appreciate the fact that the manager at least was trying to do his best to remedy errors and would promise him to give the house another trial.

That is a sample of my work and one of the roles it was necessary for me to assume, and I probably would be there now but for the following occurrence: One of the most prominent women in the city, Mrs. Dalton, was exasperated greatly by a careless blunder—the house really was to blame—and the manager had an unpleasant fifteen minutes listening to her complaints and sharp criticisms. As a result it only took him about two minutes to discharge me after I had made my appearance in the of-

fice, telling me that I was the most careless young man that he ever had known. Mrs. Dalton, however, was kindhearted, and she told the manager that it was not necessary to discharge me, but he replied that the discipline of the house demanded it as an example to the other clerks.

That evening Mrs. Dalton informed her husband of the interview with the manager which resulted in my discharge. Singularly enough her husband, when a young man just commencing to battle with the world, had been discharged because of a similar mistake, so he told his wife that he would try and rectify matters by giving me a position in his own establishment.

He called up our manager the following day and secured the "address of the young man who was discharged because of Mrs. Dalton's complaint," and wrote me to call at his office. I did so, and he gave me a kind lecture on the disastrous results of carelessness and concluded by offering me a position in his establishment.

I realized that the only thing to do was to take him into my confidence and explain the situation to him and assure him that the guilty party received a severe reprimand but was not discharged. He laughed at the manager's policy, and I spent a few pleasant hours with him, listening to his personal anecdotes and experiences.

I assumed my regular routine again until a few months ago, when I received another letter from Mr. Dalton, offering me a position with brilliant prospects and requesting me to talk it over with him. I called, and after a short interview decided to accept his offer, and so I lost my position as "discharged clerk."

Will H. Dean.

Epsom Salt as a Beautifier.

The use of Sal Epsom for medicinal baths is now being quite generally recommended by physicians of note. This is not an entirely new suggestion, but the external application of Sal Epsom in cases of skin eruptions and irritated surfaces is now being recognized as a valuable remedial process. As a cathartic it is conceded to be the best and most reliable drug, but its use for bathing is not so generally known or resorted to. "Beauty Doctors" are strongly urging the Sal Epsom bath for softening the skin and improving the complexion.

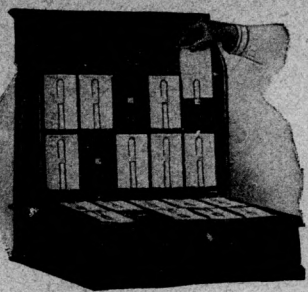
Three Philadelphia druggists were recently arrested for selling morphine and cocaine contrary to the State anti-narcotic law, this action being inspired by the death of a young woman from the drug habit.

BUSINESS CHANCES.

For Sale—Stock of boots, shoes, rubber goods, pants, overalls and shirts. Located in one of the best towns of its size in Central Michigan. Population 1,500. Stock will invoice about \$6,000. This stock must be sold. Address No. 81, care Michigan Tradesman.

Wanted—By experienced dry goods, clothing and shoe salesman, permanent position. Young, married, hustler. References. Address No. 83, care Michigan Tradesman.

Wanted—Good shoe cobbler for shoe store in town of 3,500, central Michigan. Address No. 82, care Michigan Tradesman.



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You don't require a Ledger, Journal, Day Books, Pass Books and Monthly Statements when your ACCOUNTS are kept on THE McCASKEY REGISTER.

It's SO SIMPLE—the ACCOUNT is ON THE SALES SLIP. The SLIP is FILED in the REGISTER.

It shows EVERY DETAIL of the transaction—date, customer's name, items of present purchase and amount. Previous balance brought forward and the total to DATE with ONLY ONE WRITING.

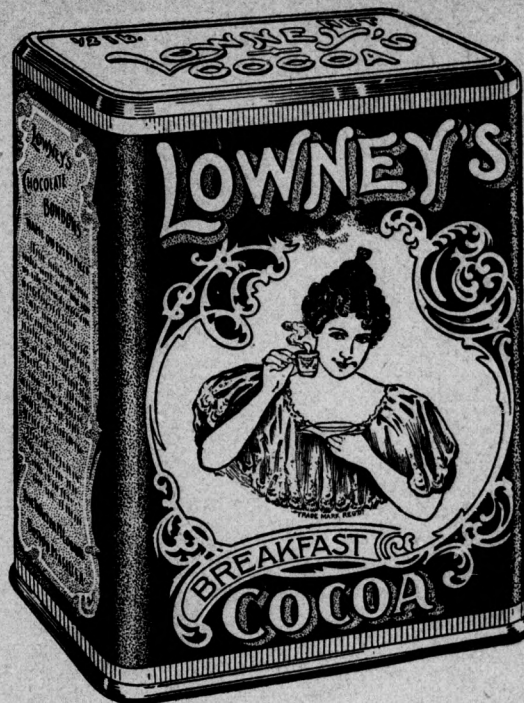
What more do you want? Do YOU THINK the ACCOUNT would be **more** CORRECT if it was written in three or four books? Don't stay in the old rut. Be UP-TO-DATE. Handle your ACCOUNTS in an EASY, ACCURATE and SIMPLE manner.

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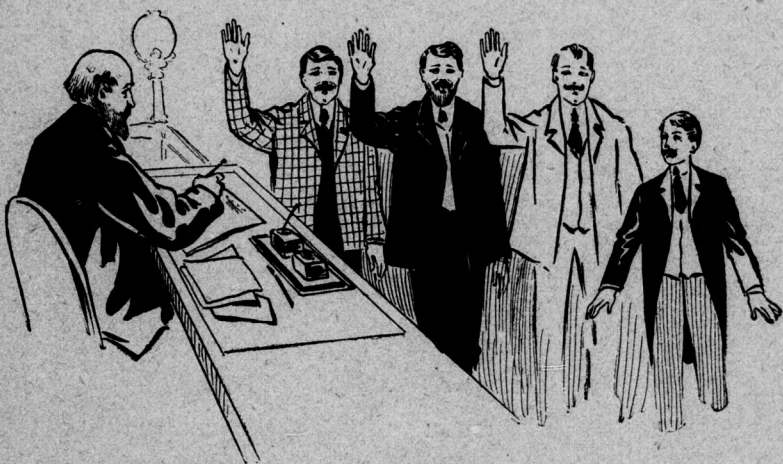


However it may be with other Cocoas, you can make a fair profit in selling LOWNEY'S, and we promise you that we will create a larger and larger demand for LOWNEY'S every year by generous and forcible advertising as well as by the superior and delicious quality of our product.

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Goods**

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**25c
Goods**

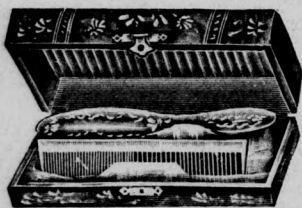
Buy early and take advantage of the **whole fall trade**. Holiday dating allowed on all holiday bills sold this month or early September.

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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**.

Toilet Cases and Fittings

We show a remarkably strong line of these and all other kinds of celluloid case goods at attractive prices.



B224 Our great 50 cent leader. Size $7\frac{1}{2} \times 3\frac{3}{8} \times 2\frac{1}{2}$ inches. Square shape, covered with pretty floral leatherette and with neat picture top. Lined with satin throughout and fitted with white hair-brush and white celluloid comb. Per dozen **\$4.35**

Famous Hill Climbing Friction Toys

An ever increasing demand proves their great popularity.



B4597 Automobile or runabout. Length 7 $\frac{1}{2}$ inches, width 4 inches, height 7 inches. One of the popular leaders in the line and a great 50c bargain that pays a big profit at our price. Each in a box. Per dozen **\$3.90**



B6509 Rattan Doll's Go-Carts

Per Dozen **\$2.15**

A great 25c leader. White rattan and frame body, straight handle, large size. Has 5 inch front and 7 inch rear wheels; 6 inch seat. Packed one dozen in a crate. In crate lots only.



B4571 The "Balky Mule." Mechanical toy. One of the most popular and rapidly selling items in the line of mechanical toys. Winds with key and will go forward about 6 feet, then mule will balk and go backward the same distance, repeating the performance several times. Per dozen **\$3.10**

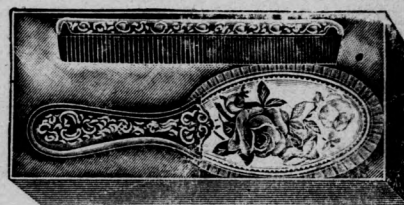


B2153 Shoo Fly Rocker. Sells every day in the year. Has hair tail, is nicely varnished in the natural, stenciled and decorated, 36 inch hardwood bent rockers. Height 18 inches. In crate lots of $\frac{1}{2}$ dozen. Per dozen **\$4.25**

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Unexcelled in variety, including the richly hand-painted china backs, embossed metal and the genuine "French Stag," etc. Learn our prices before placing your orders.



B364 Two Piece Brush and Comb Set. Consists of an 11 row fine white bristle brush with hand-painted porcelain back in "violet" design and 7 inch comb, mounted in silver plate metal. Per set **\$0.67**

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B3423 The largest and best 25c dressed doll ever offered at our price. Length 14 inches. Bisque head, glass eyes, open mouth with teeth, long wavy hair, assorted plaid dresses, shoes and stockings. $\frac{1}{2}$ dozen in box. Per dozen **\$2.00**

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