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GRAND RAPIDS, WEDNESDAY, SEPTEMBER 12, 1906

Number 1199

The View Point

In the mirror of life much that we see is distorted. Distortion causes false images. False images cause misunderstandings. Misunderstandings cause quarrels. No two men see the same reflection in the same light or from the same position. Each looks in a distorted glass at a different angle. Your action, from where you stand, may look fair to you; but the other fellow sees the distorted image. From your position you see his action badly twisted. Before you rush headlong into a quarrel, therefore, try to look at your own and the other fellow's action from his view point. Thus much bickering will be avoided. • • •

Every Cake



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

The Fleischmann Co.,

of Michigan

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

A HIGH MARK

That is what we are aiming at, both in number
of subscribers and efficiency of service.

Over 107,000 Subscribers in Michigan, Including 35,000 Farmers

High-class Service

Moderate Rates

Fair Treatment

Call Contract Department, Main 330, and a
solicitor will call on you.

The Michigan State Telephone Company

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

Pure Apple Cider Vinegar

Absolutely Pure
Made From Apples
Not Artificially Colored

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

Sold through the Wholesale Grocery Trade

Williams Bros. Co., Manufacturers

Detroit, Michigan

Makes Clothes Whiter-Work Easier-Kitchen Cleaner.

**SNOW BOY WASHING
POWDER.**

GOOD GOODS — GOOD PROFITS.

MICHIGAN TRADESMAN

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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.

2321 Majestic Building, Detroit, Mich

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

We Buy and Sell
Total Issues
of
State, County, City, School District,
Street Railway and Gas
BONDS
Correspondence Solicited
H. W. NOBLE & COMPANY
BANKERS
Penobscot Building, Detroit, Mich.

The Kent County Savings Bank

OF GRAND RAPIDS, MICH

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

3 1/2 Per Cent.

Paid on Certificates of Deposit

Banking By Mail

Resources Exceed 3 Million Dollars

Commercial Credit Co., Ltd.

OF MICHIGAN

Credit Advances, and Collections

OFFICES

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

ELECTROTYPES

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

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THE COLLIER COLLECTION.

At no period in American history has there been so widespread and intelligent an interest in the graphic arts as at present; and Grand Rapids, largely through the taste for fine art results in the manufacture of furniture, has a distinct and rather extensive artistic community as a portion of her population. Drawings in crayon, pencil, pen and ink and water colors have been taken up seriously by many of our younger people and designing is a department of art which is represented here by many who are very devoted and skillful in that direction.

Because of this fact and through the opportunities for study of the higher branches of fine art afforded by Col. George G. Briggs' splendid collection of paintings and drawings, there should be, and doubtless is, a genuine and discriminating interest in this city for an exhibition so large and so notable as is the one now on the walls at the Grand Rapids Public Library. And the thanks of our public to the Librarian, Mr. Samuel Ranck, for the exhibition in question should be expressed by a very large attendance of visitors while the display remains on exhibition.

It is a well known fact that American illustrators stand at the head of that department of art and it is also a fact that Americans have come to accept the developments in artistic illustrations by Americans as affording the nearest approach to what may be termed an American School of Art of any yet on record. Great artists as are such men as F. A. Abbey, J. S. Sargeant, Gari Melchers and hosts of others, their paintings all bear the stamp of Paris, Munich, Dusseldorf, Florence, or anywhere else in Europe, and may be called American only because the painters were born in this country.

On the other hand, there is a distinctive feeling, a spirit, if you please, about the lines, the proportions, the tones and their massing and the compositions of the drawings now shown at the Public Library, which is not

bluntly and unqualifiedly of the European salons and studios, and, as forerunners of the perfected American School of Art the ultimate triumph of that school is assured. And the recent reunion between all of the fine art organizations in New York, the plan to erect a magnificent art building which shall house them all adequately, doing away with factions, is sure to help toward the realization of a distinct American School of Art.

The present exhibition at the Library is one which is being eagerly sought and waited for by a large number of the leading art galleries and public libraries in this country, and the fact that it is in Grand Rapids thus early in its tour speaks loudly in praise of the alertness, diplomacy and business force of Mr. Ranck. The artists represented in the exhibit are W. J. Aylward, Anna Whelan Betts, Will Bradley, Frank Brangwyn, Chas. Livingstone Bull, Ethel Franklin Butts, Andre Castaigne, Howard Chandler Christie, Gustav Cimiotti, Walter Appleton Clark, Chas. C. Curran, Harrison Fisher, A. B. Frost, George Gibbs, C. D. Gibson, W. Glacken, W. H. Hatherell, Charlotte Harding, Albert Herter, Henry Hutt, A. I. Keller, E. W. Kemble, John La Farge, J. C. Leyendecker, E. X. Leyendecker, Louis Loeb, Henry McCarter, Violet Oakley, Maxfield Parrish, Eric Pape, Edward Penfield, May Wilson Preston, Howard Pyle, Frederic Remington, C. M. Relyea, Robert Reid, Henry Reuterdahl, Charles Sarka, Everett Shinn, Florence Scovel Shinn, Wm. T. Smedley, Jessie Wilcox Smith, Frederick Dow Steele, Alice Barber Stephens, Albert Sterner, Sarah S. Stillwell, Albert B. Wenzell, George Wright and F. C. Yohn.

As an educator, as a great help to the study of composition, the use of lines, the utilization of white paper for effects, the use of the various mediums and, best of all, the strength there is in originality, the Collier collection is of a high order and no person interested in such matters either as a student or as a dilettant can afford to miss the opportunity offered.

It is beside the question as to which is the greatest artist, because, where the artist is truly notable and meritorious—there is a distinct difference between being merely notable and being notable and meritorious—the works shown do not, in very many instances, represent the very best results of the respective artists. And then, too, it will rarely be the case that any three or four miscellaneous spectators will agree in their preferences with any other group of visitors who express opinions on the subject.

The essential fact is that the showing is splendidly representative of the

decidedly progressive, original and effective School of American Art as carried up to the present day by men and women who will not consent to being tied down hard and fast by the traditions and the fads of the European schools. For this reason the display is of exceptional value and should not be overlooked. As a mere matter of fairness some of the oil paintings might be more discreetly placed in regard to their lighting.

BALTIMORE CELEBRATION.

The people of the city of Baltimore will have a jubilee celebration, lasting a week, during the current month, to properly celebrate the rehabilitation of the city after the great fire which swept away a large part of the business section just two years ago. Although the Baltimore fire has been overshadowed and minimized by the greater catastrophe in San Francisco during the current year, it was nevertheless a great disaster, the greatest of its kind that the country has known in a generation. The actual loss as gauged by the payments by the insurance companies reached in the neighborhood of \$75,000,000, while the total loss, including the damage to trade and the other waste not covered by insurance, probably aggregated twice the amount just mentioned.

It is a fact worthy of all praise that the people of Baltimore, far from yielding to discouragement, promptly put their shoulders to the wheel and commenced the work of rebuilding their city in a more substantial form than ever before the ashes of the fire had had time to cool. Within a year from the date of the fire most of the buildings in the devastated district had been restored, and now two years after there is not a trace of the great disaster, but a Baltimore greater, busier and richer than before.

It is highly proper that the people of Baltimore should desire to celebrate the physical regeneration of their city after such a terrible blow, and the sympathetic people of the whole country will join heartily in their rejoicing. When such a city is nearly destroyed by fire the calamity is national and not merely local, while the recovery from such a disaster, when accompanied by the energy, the civic pride and the enthusiasm shown by the people of Baltimore, is also matter for national rejoicing.

The jubilee celebration will consist of great civil and military pageants, public games, decorations, illuminations and public gatherings of all sorts. People from outside have been invited to attend and take part in the celebration, and the most elaborate preparations have been made for suitable entertainment.



Catchy Autumn Windows Begin To Assert Themselves.

Siegel's two large windows present a handsome appearance for Fair Week. The floor, background and decorations of each are alike, forming a homogeneous entirety. This is better than to have them different, giving a much larger effect to the store front. The mistake is not made of crowding the windows, there being not the least suggestion of stuffiness. The suits and waists are just enough to impress themselves easily upon the minds of passers-by. Two dummy ladies are introduced in one trim and three in the other—brown-haired and blonde-tressed and one dummy must be grey prematurely, as she has a young face. In each window are two or three lingerie or silk waists on display forms, and in one is a straight-front grey coat, reaching below the knee and ornamented with designs outlined in close stitching in heavy embroidery silk. The costumes exhibited in the left hand window, observed through the glass, seem to be of chiffon, with a drop of the same shade. One is a Nile green, lace-trimmed, and the other a rather bright shade of navy blue. The latter has a yoke of dainty white lace with a bit of black lace outlining the lower scallops. The French women always get a touch of black somewhere about the toilette, be it only the tiniest hint.

These windows are commented favorably upon by every one who sees them and reflect great credit on the one who originated them. The colors and materials chosen show the warm tints of the autumn season. The floors are covered with a plain grass-green velvet carpet. The velour background is of the same color, while all around at the top are mammoth drooping tissue poppies, made of three shades of burnt orange. The leaves are dull green. At the back of each window is a large Rookwood jardiniere containing a Boston fern, the long fronds of which fall gracefully to the floor. The jardinieres carry out the colors of the poppies and leaves.

* * *

Down at Heyman's is a window section along the south side at the left of the corner entrance, where one sees a utilitarian list of things for prosy old washday. The covering of the floor is "not too bright nor good," for these homely household articles—merely common packing burlap.

These ugly utensils are a far cry from the loveliness of the Siegel windows; but somebody has to do the humdrum work of the world and here are just the implements to do the Monday part of it with: folding wringer with tubs; clothesbars; clothesline; ironing table holding sadirons and their rest; clothes baskets, and broom, mop and moppail

(with mopwringer, so good for saving the hands), these latter three for putting on the finishing touches of the slicking-up process that leaves the laundry spic and span for the next washday.

The placard accompanying this exhibit reads:

Washday Necessities.
Each Article
In Its
Latest and Most Improved
Form.
* * *

In place of drapery at the rear of the windows a row of screens may be tellingly employed, as witness another of the Heyman windows. Hunters' green burlap is set in the plain Flemish oak frames. The floor is covered with ingrain carpeting in green tones. This is far too poor looking to be used with the big dark green leather chairs shown in this section. The colors of the carpet harmonize, which is the most you can say for it. Goods of this description require careful looking to details.

This firm's linoleum exhibit is the best one I have ever seen in any local window. The elaborate flowered patterns are a revelation in this manufacture. All of the background is formed of three pieces of the floral designs, while high rolls and small oblongs of the checkered linoleum make up the rest of the display.

Three neat cards read as follows:

Linoleum
For Hard Wear.
Carpet and Tile Floor
Patterns.

Imported and Domestic
Linoleum
From 31½¢ yd. Up.
We Show
The Product
of
Four Mills.

We Offer
The Choice
of
Greenwich Linoleum Co.
Lanckester Linoleum Co.
Potter Linoleum Co.
Nairn Linoleum Co.
The Best
Foreign and Domestic
Makes.

Farther down the line of this household supply store is this general card:

This
September Sale
Is
The Real Thing—
Not Just Talk
But
Good Sharp Reductions
In
Prices.
The Store
Is Full
Of
Bargains.

Pieces of furniture bear this sign:

Better Attend
This
September Sale
If You've Got

A Furniture Want
Honest Cuts
In Prices
When We Give
a
Sale.

(Excellent cards—all of them—barring the superfluous use of the word "Got.")

* * *

Coming along Canal street to Winegar's we find an exhibit to delight the eye of the mahogany-furniture lover, where he is informed that the display is:

Furniture of Quality
Made By

Nelson-Matter Furniture Co.

Aforesaid lover also sees here a placard that tells him this:

Homes
Furnished
Complete.

It would have been better to have omitted this last, as it detracts from the dignity of the exhibit, everything else about which is perfection.

A bedroom suite was chosen to represent, to visiting friends and strangers to the West Michigan Fair, a tithe of what Beautiful Grand Rapids, the greatest furniture city in the world, is daily turning out.

Nothing in furniture can compare in magnificence with the plain lines of finely-figured mahogany, and when the pieces comprised belong to a massive suite, a duke might sigh for its possession!

In this particular Winegar window light blue was selected to contrast with the wine of the wood. A richer

blue would have brought out the color better. At the back of the suite, diagonally across the corner of the window space (which is as big as an ordinary room), are hung lace curtains over blue, above which is festooned a wisp of blue and white silkoline (too cheap, by far—nothing less than silk should have been hung here). The furniture is tastefully arranged as for a real sleeping room (the bed properly shown with air all around for good breathing), and, besides the bed, is as follows: dresser, chiffonier, lady's toilet table and regulation short-back combing chair, cheval glass, straight-back chair and rocker, the chairs having the old-fashioned splint seat. The bed has a lace coverlet over pale blue; the same is true of the bolster.

Verily an exhibit to stand long in the memory of those who appreciate the elegances of life.

Don'ts for Millionaires.

Don't press your own trousers.
Don't blacken your own boots.
Don't mow your own lawn.
Don't curry your own horses.
Don't milk your own cows.
Don't build your own fires.
Don't trim your own trees.
Don't saw your own wood.
Don't plow your own garden.
Don't dig your own flower beds.
Don't plant your own potatoes.
If you do people will think you are tight. Do these things for some other fellow, and they will attribute it to generosity. At home it would be working; elsewhere exercise.

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.

WITHOUT SYSTEM.

Most Serious Fault of Our Public Schools.

The attention of the public has been directed frequently to grave defects in our scheme for educating the masses, to the effect that our public schools do not—excepting a few schools for manual training—give young men and women a training such as will enable them to fit into a place in our new industrial life.

Matthew Arnold, in his report as chairman of the parliamentary commission on high schools and universities of Germany, goes to the root of the evil:

"English employers of labor are just now full of complaints of the ignorance and unreasonableness of the class they employ, and of suggestions, among other things, for its better instruction. It never occurs to them that their own bad instruction has much to do with the matter. Brought up in schools of inferior standing, they have no governing qualities, no aptitude for the ruling of men; brought up with hollow and unsound teaching, they have no science, no aptitude for finding their way out of a difficulty by thought and reason, and creating new relations between themselves and the working class when the old relations fail.

"Our educated and intelligent classes, in their solicitude for our backward working class, and their alarm for our industrial pre-eminence, are beginning to cry out for technical schools for our artisans. Well informed and distinguished people seem to think it only is necessary to have special schools of arts and trades, as they have abroad, and then we may take a clever boy from our elementary schools and put him at once into a special school. A study of the best continental experience will show them that the special school is the crown of a long co-ordered series, designed and graduated by the best heads in the country. A clever boy in a Prussian elementary school passed first into a *mittelschule*, or higher elementary school, then into a modern school of the second class, and finally, after all these, into the special school. A boy who has had this preparation is able to profit by a special school.

"These foreign governments, which we think so offensively arbitrary, do at least take, when they administer education, the best educational opinion of the country into their counsels, and we do not. This comes partly from our own disbelief in government, partly from our belief in machinery. Our disbelief in government makes it slow to organize government perfectly for any matter. Our belief in machinery makes us think that when we have organized a department, however imperfectly, it must prove efficacious and self-acting. A number of grave matters affecting public instruction in this country—our system of competitive examinations, our regulation of studies, our whole school legislation—are at the present moment settled, one hardly knows how, certainly without any care for the best counsel attainable being first taken on them.

The other obstacle is our high

opinion of our own energy and prosperity. This opinion is just; but it is possible to rely on it too long, and to strain our energy and our prosperity too hard. At any rate, our energy and prosperity will be more fruitful and safe the more we add intelligence to them. Here, if anywhere, is an occasion for applying the words of the wise man: "If the iron be blunt, and a man do not whet the edge, must he put forth more strength; but wisdom is profitable to direct."

We are up to European conditions. There is no longer the unoccupied west to which the newcomer, the discontented, or the one who has failed can flee, as of old. The wedging in process has begun. We grow wise and improve our civilization by giving every person the training which will enable him to make a living, a better citizen, a more intelligent citizen than his competitor, in the manufacturing industries of foreign countries.

We have been "pitchforked," as it were, into an industrial era of great activity and of absolutely new conditions. The world has grown more in its industrial relations during the last fifty years than it grew during the 2,000 years preceding. These enterprises, however, in every detail, are directed by scientific methods and controlled by the highest legal and administrative abilities.

But how is it with the administration of our public school system?

The word system as used here is a misnomer. There is no system in the administration of public instruction, except in the mode of levying the taxes to raise the funds with which to pay the leaders and in the method of distributing this fund among the several school districts. There system ends. Thus far we are blessed with a most liberal and wise provision for producing money for public instruction.

Ninety per cent of the funds expended on the seventh, eighth, and high school grades should be devoted to training pupils, in teaching them trades demanded by our industrial and economic conditions.

The administration of public instruction should be looked upon as having as much importance as the postal or treasury department and should be presided over by the most gifted and best trained talent. The Minister of Education in the German empire occupies as important a department of Government as the Secretary of State or of War.

Japan, within a generation, by combining German thoroughness, scientific methods, and application of the results of scientific investigations, with her economic thrift, has produced a nation ninety per cent. of whose population can read and write—in the United States only thirty-six per cent. of the entire population can read and write—and whose army and navy destroyed in twenty months the army and navy of the powerful Russians.

The United States, through natural resources, inventive and mechanical skill, and Germany, in particular through her applications of science to diversified industries, rapidly are

transferring English commerce to the American and German flags.

Natural resources and scientific skill, accompanied by economic methods applied to diversified industries, are more fitted to build up and maintain commerce than subsidies and protective tariffs. James H. Boyd.

Why Men Should Rub Up Against Their Fellows.

"All work and no play makes Jack a dull boy," quoth the junior partner to the old head of the firm who was discoursing upon the loose habits of many of the minor employes of the office.

"Of course," said the head. "That has been repeated enough times by people shirking work to make it quite unnecessary for you to repeat it here. Nobody wants Jack to work all the time. Nobody wants to deny him the right or opportunity to play. Play after work is right and good. The only trouble with the play program is that Jack so often is such an ass that he 'plays' in a manner to offset what he does when he works. It is safe to say that 25 per cent. of the men who fail do so not because of the way in which they spend their working hours but because of the way in which they misspend their playing hours. If I was in the proverb making business I would get out my tools, take apart that one you just quoted, and make it over. Instead of 'All work and no play makes Jack a dull boy' I would have it, 'All play when not working is pretty apt to make Jack a first class failure.'

"Would I deny the value of recreation to the workingman? Nonsense! What I just said does not intimate that, does it? The substance of it is that if you spend all your spare time in playing—all work and all play, you understand—you are apt to be distanced before you strike your gait. And when you do strike your gait it is apt to be a poor one.

"I know what you are going to say—'A man can not work all the time,' or words to that effect. I have had it shot at me often enough to know it. Who wants to work all the time? Not I. But I do want a word to say about the kind of playing Jack indulges in when he is on my pay roll. Just as he plays, so will he work. You can put that down as a dead cinch bet any time anybody offers you any money on it. I have been watching people come and go here for the last twenty years and I know something about what I am talking. The fellow who dopes himself with ten or twelve beers or a half dozen whiskies when he goes out to play is going to dope along through his work the next day. The fellow who takes his mind off the day's hard work by sitting behind a pair of deuces and trying to make the other man believe that he's got a full house is going to hand you a four-flush when he gets down to the office and starts to grind out the stuff you pay him for handling.

"But that's all common stuff, and everybody knows it. But here is something that you may not have noticed: The fellow who seeks rec-

reation in an entirely innocent way during the hours away from the office, without thinking of anything but putting in the hours between 7 and bedtime in a pleasant manner, stands just about as good a show of winning a good spot on the ladder for himself as the fellow who turns his salary over to the barkeepers or the banker of a small game.

"Why? Simply because he is doing nothing to push himself along, doing nothing to keep himself polished up and bright when he is not working. He is possibly doing good work here in the office in the job he is holding, possibly he is just holding on. But, whatever he is doing, you will find that the fellow who wins is the fellow who spends a little time and thought on his self-improvement and development when out of the office. He may not be an angel, may drink a little and sit in a little game once in awhile, although the chances are that he won't do either; but he does other things besides.

"How does the self-improvement trick work? Oh, well, there are any number of good ways. But reading—r-e-a-d-i-n-g—with a capital 'R,' tells the story in the quickest and best fashion. Reading what? Don't care much what, so long as it is something that will keep the young fellow abreast with things and keep his head full of other ideas than those he gets in the office, in the street car, or in the saloon. Of course the ideal thing for him to do would be to read up on things that would apply to business and his line in particular, but it is probable he would find that dull, and even if he did not it would not give him the general roundness and variety of ideas that come from promiscuous reading. I don't want bookworms—anything but that—but fellows who keep even with things, which means that they read.

"After that I'd put association with other men, business men, no matter what the line—old men, young men, I don't care what kind. A young fellow who's some day going to have his name on the roll of honor here joined a club the other day. 'Jim,' I said to him, 'what are you joining that club for?' You don't drink, you only smoke one cigar a day, and you smoke that at home, you don't play cards, and billiards you never will master. What's your idea?"

"There's a whole lot of good men in that club," he said. "They get together and talk—it's the only place that they do let themselves out in that line. I don't talk much, but I listen. It's helped me considerably, that talk has."

"You get the idea; rub up against your fellow men, get a little of their dust, and give them a little of yours. It is a good kind of trading, for nobody gives as much as he receives.

"But you can't make the average Jack see things this way. Rounding or wasting the time in some other way, that's their idea of playing. And that is why I sometimes feel like walking around the desks and kicking myself lame. Also, it is why the poor places are overcrowded and the good ones often empty."

Marion Brundage.



Movements of Merchants.

Gladwin—A shoe store has been opened by W. J. Smith.

Mills—T. B. Sellers has sold his general stock to Hamilton Utley, of Helena.

Calumet—Sheehan & Crossman have sold their tailoring stock to Louis Arne.

Hart—John Wachter & Co., grocers, have been succeeded in business by M. M. Pulver.

Rochester—Mowers & Co. have added a stock of shoes to their millinery and dry goods stocks.

Wayne—Wm. A. Reid has sold his drug stock to Dr. S. Zimmerman. Mr. Reid will remove to Detroit.

Rochester—John Lenhoff, of Oxford, will open a clothing and men's furnishing store about Oct. 1.

Monroe—S. Bair, of Marshall, formerly of this place, will soon open a department store in Toledo.

Boyer Falls—Wm. Fanning is installing a stock of dry goods and will soon be ready for business.

Ann Arbor—Wm. M. Shadford and John L. Ziegler have purchased the grocery stock of Geo. B. Ottmer.

Albion—A. T. Richter has sold his stock of dry goods and will engage in similar trade in Plymouth, Ind.

Boyer City—Bulter & Hopcroft have engaged in the commission business and will handle hay, feed and produce.

Reading—W. L. Lindley will open a dry goods and clothing store and expects to be ready for business by Sept. 15.

Battle Creek—Chas. Gilbert has sold his grocery stock to John Taylor. Mr. Gilbert will not re-engage in business at once.

Lansing—The Howard Furniture Co., of Port Huron, is making arrangements to open a branch store here about Oct. 16.

Ludington—A. N. Stough has purchased the grocery stock of David Gibbs and will continue the business at the same location.

Romeo—Luchtman & Paine have purchased the furniture and hardware stock of McInnis & Whitcomb and will continue the business.

Kalamazoo—Charles E. Gray will soon open a store here and carry a line of men's furnishings, together with trunks and suit cases.

Union City—Will Tower, who has conducted a shoe business here for the past twenty-five years, has sold his stock to Emmet Guin.

Battle Creek—E. Buelzingsloewen and E. Patterson have formed a co-partnership and will buy grain under the style of the Wolverine Grain Co.

Lowell—D. McNaughton has sold his stock in the Cash Bargain Store to Jay Hawley, of Grand Rapids. Mr. Hawley has taken up his residence here.

Mulliken—J. J. Hill & Son, dealers in hardware, implements and vehicles, have sold their stock to F. J. Noble

& Co., who will continue the business.

Jackson—Harry C. Northrup has purchased the bakery and confectionery establishment of J. O. Gilbert. Mr. Gilbert still retains his Otsego store.

Northville—Henry Johnston has sold his dry goods stock to Fred Oldenburg, of Detroit, who will conduct a general store at the same stand.

Union City—The millinery stock of Mrs. H. E. Kimmel has been purchased by Balcom & Merritt, who intend to add that department to their dry goods store.

Dowagiac—James Smith has purchased the cigar factory of F. W. Van Antwerp & Son. Mr. Van Antwerp has accepted a position as traveling salesman for an Ann Arbor house.

Manistique—Wm. Norvall has purchased the interest of Walter Parker in the grocery firm of Anderson & Parker, the business to be continued under the style of Anderson & Norvall.

Pontiac—Beattie & Tobin, hardware dealers, have dissolved partnership, Ralph D. Tobin having retired with the intention of going to Idaho. Wm. W. Beattie will continue the business.

Charlotte—Geo. J. Barney & Son have dissolved partnership, Geo. J. Barney continuing the dry goods and grocery business. F. R. Barney is making arrangements to move to the Northwest.

Holly—The M. W. Tanner Co., of Saginaw, has purchased the dry goods stock of C. A. Best & Co. and is closing out same. Mr. Best will continue his shoe and grocery business as heretofore.

Monroe—Geo. F. Finzel, for many years engaged in the hardware business, has sold his stock to his son, Gus W. A. Finzel, who has been associated with his father in the store for some time past.

Cheboygan—Alex Martin, for the past few years engaged as clerk at the City Drug Store, and Chas. DeGowin have purchased the drug stock of C. E. Baker and will continue the business under the style of Martin & DeGowin.

Iron Mountain—William H. Mitchell, who has conducted a general store here for more than twenty years, has made an assignment for the benefit of his creditors. The assets, not including book accounts, are about \$7,000 and the liabilities about \$13,000.

Benton Harbor—Morrow & Stone, who have been partners in the grocery and bakery business for the past eighteen years, have dissolved partnership, owing to the ill health of Mr. Stone, who has sold his interest in the business to Monroe Morrow, who will continue the business as heretofore.

Ann Arbor—Wirt Payson Doty, a Detroit druggist, was married here last Wednesday to Miss Lena D. Harris, at the home of the bridegroom's mother, Mrs. Isabel Doty. The bride is a graduate of the University of Chicago and of a Boston oratorical school.

Allegan—G. L. Hicks has sold his implement and vehicle business to Charles Molloy and O. L. Hayward, who will take possession as soon as the inventory is finished. Mr. Hicks has been in business at his present location seven years, and was with J. E. Davis a few years before starting alone.

Marlette—The Business Men's Association is going about the booming of that town in the right way. The members appreciate the fact that the farming community is a large factor in the building up of a country town. The farmers living on the rural routes out of Marlette are invited to the monthly meetings of the Association and are treated to a luncheon and entertainment entirely free of charge. The glad mit grasps the horny-handed in the most cordial fashion and the ruralists and townsmen break bread together, while sore spots are healed and animosities forgotten. One route at a time is being handled and all will be invited during the summer and fall.

St. Johns—Alfred S. Fildew, senior partner in the drug firm of Fildew & Millman, retired from active business last week by selling his half interest to his partner, J. T. Millman. Mr. Fildew was an old resident of St. Johns, having come here in 1863. Upon his arrival he at once engaged in the contracting and building business, erecting the majority of the early public buildings and houses in the city. For the past 25 years he had been in the drug business. Mr. Fildew is 70 years old, having been born in Devonshire, England, in 1836. He came to this country on his wedding trip when 22 years old and has lived here ever since. He intends to leave soon for an extended visit in his old home in England.

Ontonagon—Hawley Bros. have suspended their commercial fishing operations, the catches having been so meagre for some time past that there has been no money in the business. Recently the tug lifted seven miles of net and only secured 150 pounds of fish. The fishermen are unable to account for such exceptionally light lifts. To a certain extent the same conditions are prevalent at Marquette, Grand Marais, and other ports of Lake Superior. Two years ago fishing was exceptionally good. Last season was poor, but the present season is the worst one ever experienced. The same scarcity of fish is reported from Lake Michigan, Captain Coffey of Manistique having laid up his tugs some weeks ago.

Calumet—W. H. Hosking & Co., one of the oldest and best known dry goods stores in the copper country, passed out of existence last Saturday night. The store will open with a new firm name next Saturday, night. The store will open with a new firm name next Saturday, but what that name will be is not yet known. Mr. Hosking will not give the names of the parties to whom he has sold, and he has not made known his future plans. He expects to live in Calumet and will still be in active life, although retired from the business with which he has so long been

identified. He is a former postmaster of Calumet, and has been prominent in political and business circles. He is President of the Calumet Business Men's Association, and is interested in numerous corporations.

Manufacturing Matters.

Detroit—The Detroit Brass Works has increased its capital stock from \$125,000 to \$250,000.

Benton Harbor—The Memphis Column Co. has increased its capital stock from \$50,000 to \$100,000.

Detroit—The capital stock of the American Machine Manufacturing Co. has been increased from \$40,000 to \$60,000.

Hudson—The Hazel Manufacturing Co. is erecting a new factory building, which is expected to be ready for operation within sixty days.

Detroit—The capital stock of the Detroit Auto Specialty Co., which manufactures automobile specialties, has been increased from \$35,000 to \$50,000.

Five Mile Creek—W. A. Jecks has sold his sawmill and general store to J. A. Elliott, who will continue both lines of business at the same location.

Washington Center—The new brick and tile factory of David Stephenson & Sons began operations last week. The main building is 130x30 feet and three stories high.

Sebewaing—J. C. Liken & Co. are making extensive improvements in their roller mills here. A large engine room is being erected and another engine will be added.

Saginaw—Peters & Son, who have operated a small sawmill near this city, will move the plant to Smith's siding, Gladwin county, where a cut of four years has been secured.

Sturgis—Work has been begun for the erection of a new casket factory, which is to be a frame building 30x80 feet in size and two stories high. B. F. Tanner and E. M. Gale are the gentlemen who are to conduct the business.

Detroit—The American Hydrogen Burner & Stove Co. has been incorporated to manufacture burners and stoves. The company has an authorized capital stock of \$150,000, all of which has been subscribed and paid in in property.

Detroit—The Detroit Coalette Fuel Co. has been incorporated to deal in coal and coke with an authorized capital stock of \$200,000 common and \$100,000 preferred, of which amount \$150,000 has been subscribed and paid in in property.

Detroit—A corporation has been formed under the style of the Foersterling Brothers Co. to manufacture machinery and tools. The company has an authorized capital stock of \$6,000, all of which has been subscribed and paid in in cash.

Cassopolis—This place voted last week to bond for \$7,000 to purchase the plant of the defunct Cassopolis Manufacturing Co. for the use of the Kellogg Switchboard & Supply Co. By the agreement with the Kellogg Co. title to the factory site and plant does not pass to the latter company until it has paid out in wages here the sum of \$150,000.



The Produce Market.

Apples — Strawberries command \$2.50 per bbl. Maiden Blush and Golden Sweets fetch \$2.25 per bbl. Wealthys command \$2. There is a good deal of stock in the market, but too much of it is soft and does not hold up well. Prices are unchanged and trade is good.

Bananas—\$1 for small bunches, \$1.25 for large and \$2 for Jumbos. While there are occasional small advances or declines at the seaboard, the dealers here do not change their prices and the same figures have obtained for several months. Trade continues very heavy.

Beets—50c per bu.

Butter—Creamery is in strong demand and ample supply at 26c for extra and 25c for No. 1 Dairy grades are in active demand at 19c for No. 1 and 15c for packing stock. Receipts of dairy grades are increasing and the quality is improving.

Cabbage—Home grown fetch 35c per doz.

Carrots—50c per bu.

Celery—Home grown commands 18c per bunch.

Cocoanuts—\$3.50 per bag of about 90.

Crabapples—75c per bu. for Transparents.

Cucumbers—15c per doz. for home grown.

Eggs—Local dealers pay 17½c f. o. b. shipping point. Receipts are liberal, considering the season, and the quality is better than could be expected, considering the amount of warm weather which has prevailed of late.

Grapes—Wordens command 18c per 8lb. basket. Niagaras fetch 20c per 8lb. basket.

Green Corn—10c per doz.

Green Onions—15c for silver skins.

Green Peppers—90c per bu.

Honey—13lb 14c per lb. for white clover. Good extract is very scarce, but comb honey is in liberal supply. Business is rather quiet, and will be until cool weather comes.

Lemons—Californians and Messinas are steady at \$8@9 per box.

Lettuce—60c per bu. box.

Musk Melons—Home grown Osages are in large supply on the basis of 75c per doz.

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

Parsley—30c per doz. bunches.

Peaches—Elbertas are strong at \$2.25 per bu. Ingalls range from \$1.75 @2 per bu. Champions and Crosby's fetch \$1.40@1.60. There will be no Late Crawfords to speak of and another week will see the finish of the peach season.

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

Pickling Stock — Cucumbers, 20c per 100; white onions, \$2.25 per bu.

Pieplant—60c per 40 lb. box.

Plums — Lombards and Green Gages fetch \$1.75@2 per bu.; Blue Damsons command \$2.50 per bu.

Potatoes—40@50c per bu.

Radishes—10c per doz.

Squash—Summer, 50c per bu.; Hubbard, 2c per lb.

Sweet Potatoes—\$3 per bbl. for Virginias and \$4 per bbl. for Jerseys.

Tomatoes—Home grown are in liberal supply and demand at 50@60c per bu.

Water Melons—15@20c apiece, according to size and quality.

The Grain Market.

Wheat has shown a decline of about 1½c per bushel for the week, Chicago May closing at 76c, as compared with 77½c one week ago. Receipts have been quite free, especially in the extreme Northwest. The visible supply of wheat showed an increase of 115,000 bushels the past week. This brings the present visible supply up to 30,160,000 bushels, as compared with a stock one year ago at the same date at the same points of 12,637,000 bushels. The crop in this State, on the whole, has been rather disappointing both as to quality and quantity and, without doubt, Michigan mills will have to look to the outside markets for a large share of their supplies before another crop.

Corn has been weak, largely in sympathy with wheat, also on fairly free receipts and the unusually good outlook for the growing crop, which, by the way, is practically all made and out of the way of the elements. Corn in the southern part of this State is practically all cut, and another week or ten days will take care of the balance of the State. Cash prices have declined about 2c per bushel. The demand holds steady, the feed trade, if anything, showing a little more activity.

Oats have been obstinate, not following the decline of wheat and corn; on the contrary, they have made a gain of ½@1c per bushel. The movement has not been free, although the price should be satisfactory to the sellers, especially when compared with wheat, corn and rye.

Millfeeds are firm in price, Western mills advancing their prices from 50c@\$1 per ton the past week, but we anticipate a dropping off again during the latter part of September and the first half of October.

L. Fred Peabody.

Thos. Bromley, Jr., has been elected General Manager of the Lake Shore Telephone Co. and has already gone to Hart to assume charge of the business. This company owns exchanges at Pentwater, Whitehall, Montague, Shelby, Ludington, Hart and Scottsville. Mr. Bromley is an experienced telephone man and will prove to be a valuable accession to the Lake Shore company.

Thad Baldwin has resigned his position as traveling salesman for Morley Bros., of Saginaw, and will engage in the shoe business at Chesaning. His place will be taken by W. A. McIntyre, who has been working for the same firm at Battle Creek. Mr. McIntyre will move to Saginaw, which will be his headquarters.

The Grocery Market.

Sugar (W. H. Edgar & Son)—There has been little new to report since our letter of last week. We note an almost total absence of offerings of Cuban centrifugals, although one small lot (95 test) might be obtained on a basis approximating 4.01½c for 96 test. Efforts toward a peaceful solution of the revolution are noted in the daily papers. Europe still maintains its price level at about a parity with our market, crop estimates having less to do with values than the active demand prevailing. Refined remains firm at 4.80c net New York for granulated. Each day shows a steadily increasing enquiry and it is probable that when the September rush strikes in full force the market will be carried to a higher range of values. We look for an unusually heavy demand to set in—the advance guard is practically upon us—and we again caution our friends to keep plenty of stock on hand. Serious delays are bound to occur and you will find yourselves short of sugars, unless you fully anticipate your wants.

Canned Goods—The spot market for tomatoes is a trifle firmer. The demand for gallons continues unabated. In futures the market is steady. Cheap standard peas are wanted. String beans are in demand and firmer. Asparagus is firm at prices above those quoted recently. Practically all of the Oyster Bay has been taken up. California pack is under contract on the spot. New pack peaches are not offered freely, either from the Coast or from Southern points. Gallon pie Californians are said to be out of the spot market, with none available. There is a good demand. Gallon strawberries are scarce. Gallon cherries are wanted, but no stock is obtainable. Apricots are scarce on all grades, with gallon pies out of the market. Following the announcement of the opening price on the pack of 1906 red Alaska salmon a considerable business has been done. The demand for Sockeyes has been good for future shipment, in instances exceeding that of last year. Sellers of red Alaska have, it is reported, cut down the allotment on favored brands, on orders placed with them. Eastport reports state that the run of sardines continues light.

Rice—The time is at hand when receipts of rough at New Orleans should be more liberal, but the rains which have prevailed every few days have retarded the harvesting, and what has come forward has been in a more or less unsatisfactory condition. As it requires from ten to twelve thousand sacks per day to keep the mills in operation, it is easy to understand the continued strength of the market. Conservatism still prevails with many buyers, but the more progressive operators make the most of the situation, it being generally felt that in the face of such limited offerings, with a demand more than equal, prices are likely to be fully sustained. Advices from the Atlantic Coast report the growing crop in fine shape, and it is anticipated, unless local rains should inter-

fere, that harvesting will commence very shortly. In the interior most favorable conditions prevail, and there has been some little cutting, but it is hardly expected that any general harvest work will follow for some days.

Teas—Offerings of new crop teas are rather light and the market is proportionately firm, as old crop Japan tea is being rapidly cleaned up. Pingsueys, Congous and Formosas continue in fair demand at firm prices, and India and Ceylon teas are moving well.

Coffee—The future of the market depends absolutely upon the valorization plan, since the statistical position would not warrant any radical advance at this time. The receipts of Brazil coffee are more liberal than at this time last year, and the world's visible supply on Septemehr 1 showed half a million bags more coffee than on the same date of 1905. In spite of this easy outlook, however, the consummation of the valorization scheme, on lines projected, would unquestionably enhance values considerably. Mild coffees are steady and unchanged, likewise Java and Mocha.

Fish—Cod, hake and haddock are higher, by reason of short receipts. The demand, however, is light. Salmon is in good demand and the general feeling is steady to strong. The mackerel market is in very bad shape. The catch is extremely light, the supply small and the price very high. Fish brought into Gloucester during the week show a further advance of \$2 per barrel. Irish mackerel are dull and moderate in price. It seems as if they must surely take a brace soon. The Norway mackerel season is still not open. Sardines are unchanged and very dull.

Dried Fruits—Apricots are still very firm, but quiet. Most of the available supply is of poor quality. Currants are unchanged and the demand is light. New-crop goods will be in within a few weeks. Prunes are somewhat stiffer, and no orders for immediate shipment will now be accepted at 2c. This price is still in effect, however, for later shipment. New raisins, both loose and seeded, show an advance of ¼@¾c, on a statement from the Coast that the crop is short. Old raisins are about out of the game. Peaches are dull. The trade seem indifferent, and the market is still very high on the Coast.

The Saginaw Implement & Transfer Co., Saginaw, Mich., has exceptional facilities for storage and warehouse purposes, being centrally located, with direct track connections with every railroad entering the city. Its facilities for rapid handling of shipments are unexcelled. Its warehouse buildings are all new, covering 170x 660 feet. They are built on strictly up-to-date plans and are equipped with all modern freight handling devices and are doing a steadily increasing business in this line.

The church that does not invest in humanity has no dividends awaiting it in heaven.

THE MUCK RAKE.

It Is Surely the Emblem of a New Era.

After all, the man with the muck rake brings tidings of great joy, and all the public scandal-mongers are singing peace on earth, good will toward men. They are the natural signs of an awakened populace, whose slumbering sense of equity has heard its rising bell.

The wrongs that erstwhile were done under cover are being unmasked. And publicity is the sudden death knell of vice. For the evildoer, like the school bully, is a knave and a coward, and he dies under the white flag when his darkness is probed by the searchlight. We are not transgressing the law to a greater degree than hitherto, but we are beginning to tread the transgressor's hard ways. Our sins are finding us out.

The "good old times" of romantic reminiscence are set forth beautifully in one of Edward Eggleston's early American novels, the tale of "The Circuit Rider of Ohio," when tipsy coachmen demurely toppled their pale passengers over the rugged passes of steep mountain ways, the stay-at-homes mourning their losses with weeds and doleful mottoes on the wall—sympathetically mindful of a coachman's natural tastes and tendencies, oblivious of a trustful public's betrayal; when parsons piously and openly helped themselves to certain luscious fruits which they rigidly and with shocking threats as to results forbade their parishioners, the bland world looking on the while in sweet appreciation of both the ecclesiastical duty and the native human fleshy weakness and consequent needs of the preacher—without the frailest suspicion of moral inconsistencies or injustice being wrought, and far less any suggestion of indignation there against.

Such "old times" as these are becoming increasingly remote and decreasingly "good" as infantile humanity reaches its moral adolescence and virility, and exacts practice with preaching, fulfillment with responsibility. Of a truth these are practical days. It is not enough that there be men with wigs and robes pleading poetically before bars of justice. Justice is demanded actually to be done to every child of the nation. It is not enough that teachers talk of probity and honor; these must be incorporated in the national affairs. When accidents befall a boat or a train the management is called to account for the loss of life; if wooden nutmegs are made, the makers are arraigned for imperiling the public health.

We have had our day of the diamond rule. Hearts are trump now. The highest card in the world's deck shows a big human heart. The game is to be won by playing well our hearts. We can lack anything else than a heart.

This may seem fancifully cheerful respecting an era when money is reputed to buy everything marketable, and when everything is supposed to be in the market. And, true enough,

the world is running amuck after gold. But the gold fever is passing. It is an effect of causes set up in the past rather than a newly operating cause, an expression of the newest thought of the hour. It is a relic of the nineteenth century criterion. The keynote of the immediate now is something without price, higher than money, greater than gold. The freshly kindled fires of the present are hearts aflame. The twentieth century ideal is ethics. We see this in the press, in the platform, in government, in politics. All alike are crying out for a clean heart. It is the ideal that is inspiring to future realization. Yet, even so, it has had its rudimentary realizations. The signal triumphs of the present federal administration have been the victories for equity, integrity, fair play, true conquests of the heart. A feeling is manifesting, now covertly, now in plain spoken words, that a man loses something greater than gold when gaining it in overlarge amounts, when seeking it as the first pursuit of his career. The compliment is everywhere felt of being admitted to the circle whose shibboleth is not the dollar mark. Everywhere the nations are advertising in their want columns for men wanted, men more than money; not Kipling's "masterless men" with "magic words," but master men, whose virilities are expressed in act and thought. It is a practical age, we know. And it is those who appreciate this that best realize its nascent ethical character. The old fashioned ethic operated in impulse, gave its alms to the beggar on the street, wove beautiful novelettes afterward out of the picturesque rags and the snowy afternoon, and straightway sank into cozy oblivion of the pauper legions it did not personally happen to encounter, forgetful of all others and all suffering.

Modern kindness works on the stroke of the clock in huge systems of organized charities, with attempt at regularity and precision. And did the world ever before have so much doing of good works, so many benevolences to the poor, to the diseased, to the criminal, so many efforts for the maintenance and vindication of the rights of every class? Was there ever so lofty a standard of living for all? Was there ever so high an ideal set for those in the public eye? These are ethics, all practical Christian graces, with little sentiment and much grateful substance.

And to them may be added as proof positive that we demand both the theory and the practice of virtue the incipient movement for the teaching of ethics in the public schools. There was war when school-room moralities involved questions of creed. But all are agreed on the importance, the necessity for inculcating the principles of sound character culture in our children. And the idea of text books of ethics, as proposed in the recent continental congress of ethics, promises a harmonious co-operation toward a great common end. The genius for the practical which has distinguished the Yankee in the commercial world is beginning to be applied to ethics.

And as he has become pre-eminent in the one, may he attain also his own in the other.

Yet in America the world scarcely has gone astray in its temporary abstraction with food and finances. Let us clothe and shelter our children ere bidding them not to steal. We can entertain more rational expectations of sound minds if we provide first for the sound bodies wherethrough the minds must function. It was well that America gave the great impetus for physical welfare. The pendulum may have swung pretty far, certain abuses may have been perpetrated. But blunders are to be expected in a world where we learn, where we progress chiefly by experience and experiment. As we go on experiencing and experimenting the equilibrium will be restored, justice will be meted out. We can not hope to do everything at once. That would be diametrically contrary to the idea of evolution, which signifies a gradual unfoldment. Rome and the world were not built in a day. Reforms and betterments as well as flowers and moons wax by slow degrees to their fulfillment. Suffice it for the present that, having established the foundation for a high standard of physical well being, we are preparing to lay the corner stone of a superior morality.

Ada May Krecker.

All Honor To the Girl Who Works.

Written for the Tradesman.

Yes, I am earning my living and, moreover, I joy in it. I've never seen the time—since I earned my first money picking huckleberries at 5 cents per, out in the wood-lot back of the outskirts of the village where we lived—that I felt ashamed or at all chagrined if any one asked me if I worked.

I never quite could understand that girl who, having to hustle for her bread and butter (and a little bit of jam on it), is averse to owning up to the need. All work is honorable—all work that is honest—and why any one should want to beat around the bush about it I can't fathom.

I know at least six or eight girls who are obliged by stern necessity to help out the family exchequer and yet who are so foolishly proud that they can't bear any of what they call their "swell acquaintances" to find it out—just as some young women do not wish those same "s. a." to discover that they live in an antiquated house in an unstylish neighborhood, and squirm every way to keep the knowledge from them.

Such silly notions are beneath harboring by any working girl. All honor to the girl who earns her salt! She's a pearl without price! Long may she last! It's immensely more to her credit that she helps out with her earning capacity instead of "lying down on the old folks." It's no disgrace thus to help out. Instead, the girl who puts her shoulder to the wheel and pushes with all her might and main is a jewel of "the purest ray serene." May she ever shine like a star!

Polly.

Island Is the Land of Promise.

The Land of Promise is the republic of Santo Domingo, which is credited with more natural elements of prosperity than any other country of its size. Its agricultural, mineral, and forest resources, although hitherto comparatively neglected, are varied and important. The principal products of the soil are sugar, cacao, coffee, tobacco, bananas, and other tropical fruits. The mineral resources include gold, iron, copper, quicksilver, petroleum, rock salt, and other valuable minerals and metals. The products of the forest also are rich, including mahogany, satinwood, lancewood, oak, pine, logwood, fuotic, several species of palms, and many valuable fiber producing and medicinal plants. Fertile lands suitable for the cultivating of almost any product of the tropical or the temperate zone may be purchased cheaply, and stock raising has proved to be a profitable industry, shelter not being required, and nutritious grasses being found in abundance upon the plateaus. Several fields of domestic enterprises await profitable occupation, particularly railroads, coasting steamers, banks, and sawmills. Santo Domingo has an area of about 18,000 square miles, or two-thirds of the island which it occupies with Haiti, and it has a population of about 500,000.

New Work for Girls of Greece.

The Greek girls go to the Royal School of Needlework and Laces at Athens, Corinth, Ithaca, and other towns of Greece, Thessaly, and Crete. After the war between Greece and Turkey about eight years ago Athens was filled with destitute Thessalian refugees. The women scarcely without exception knew how to weave on hand looms, since the country people of Greece largely make their own cloths. Lady Edgerton, wife of the British minister, successfully undertook to set them at work. And their cottons found ready sale in England. This practical minded and benevolent lady next noticed the embroidery on the peasants' skirts and sleeves and was convinced that they were talented in embroidery. Thus were founded the schools of needlework. The building for the Athens school was donated by the king, a constant benefactor of the enterprise. The ground was given by an Athenian woman. Princess Helene is the patroness and devotes several mornings a week to personal supervision. Greek embroidery distinctively is superior in quality and design and derives its patterns from the mural decorations of ancient palaces, as well as from history, showing Byzantine, Venetian, and Turkish influences.

In Evidence.

"Yes, sir," the barber prattled, as he shaved the patron, "livin' is mighty high these days. All kinds o' prices has gone up so it's hard for us workin' men to even git enough to eat."

"Yes?" groaned the victim. "I judge, however, that you find onions cheap enough."

You can not know the kingdom of heaven if you have forgotten how to be happy.

The Greek Letter Society and the High School.

Written for the Tradesman.

There is blood on the moon. The Board of Education in the city of Blank at a recent meeting of that body has set its stamp of disapproval upon the secret societies existing among the pupils of the high school without regard to the fact that they are a part and parcel of the Greek fraternities, whose name and whose pin the chosen ones delight to wear and strive to honor. True, they are not Alpha Delta Phi's and D. K. E's. and Phi Sig's, but they are just as good, and Beta, Tau, Zeta, while not standing for the same thing, is just as good and gives to their members who can not go to college something of the advantage which the Greek letter societies are supposed to possess.

A worm, if trodden upon, will turn, and at once the Senior Class and the Junior Class—both being upper classes insist on the use of capital letters—called indignation meetings and denounced the action of the Board in unmeasured terms. This was the age of progress and it was passed unanimously that the Blank Board of Education was a lot of hayseeds. Since July 4, 1776, every man in this country has been created free and equal and, therefore, they, the sons of the free, refused to submit to the tyranny of the oppressor and submitted that they would ignore the action of the Board and, if need be, leave the school rather than tolerate this rank injustice.

Blank being a city of some hundred and forty thousand inhabitants—and some of the Seniors belonging to families who think fairly well of themselves—found that she had a social earthquake on her hands and that the center of the commotion was a turbulent spirit who, because he always had his way at home, was determined to have it at school. It happens, however, that the "Hayseed Board" has a few determined spirits among its members, one of whom proceeded to read the riot act and to insist on carrying out its conditions, and it has been moved and carried that "no student who shall remain or become a member of any high school fraternity shall be eligible to participate in any of the honors of the school designated"—the designation being of such a nature as to exclude every boy or girl who by any possible chance would want to be a Greek Letter Society member.

The incident, in itself considered, is a matter of little moment. What it involves is of the greatest concern. The secret society per se is not the subject of present discussion. It has its friends and its enemies, who will see to it that its virtues and vices are properly presented and discussed. The point interesting just now is what high school pupils have to do with such societies and what business these societies have with them. It is a phase of student life, to begin with, naturally hit upon by young men and young women away from home to fill up and round out the

home influences which for the time being they have left behind them. Left to themselves, like seeks like, and the Greek Letter fraternity steps in to supply a need. It happily accomplishes its purpose. The students—not pupils—take to it and the Greek Letter Society, conducted as it ought to be conducted and, it may be believed, is, furnishes an element of college culture which nothing else can, and the student who graduates without it has lost a part of his training which nothing else in after life will supply.

With this and what pertains to it the high school pupil has nothing to do. He is still a child—repellant as the thought is to him—he thinks as a child and he acts like one and talks like one. He sees through a glass darkly and is going to for a good many years. Every need his home and school supply and he is still subject to parent and teacher because he does not know yet how to get along without them. As he grows under their watchful and judicious care his world widens and he approaches nearer to citizenship with every completed grade; but in proportion only as he accomplishes the work of that grade is he ready for promotion when the time comes. Nothing would so hurt the tender feelings of the present Senior Class—nothing would more surely arouse their indignation—than to admit to the Senior Grade the graduates of the grammar school, and their hurt and their indignation would be just in both instances, because the prematurely promoted pupil is not ready for the advanced grade.

That is the substance of the whole matter. The secret society is not for the high school. It belongs to a higher grade. Its tendency is to detract from what ought to be the leading thought in all secondary school work, that obedience to proper authority and the learning of lessons and the leading of an exemplary school life is simply a business, to be followed as strenuously and unremittently as the bread-winner of the family follows the business that supplies those dependent upon him, and whatever interferes or has a tendency to interfere with such business should receive from parent and teacher and community the greatest discouragement. Richard Malcolm Strong.

Married Men Best Employes.

In offering a sliding scale of from \$50 to \$200 in wedding presents to men in their employ who will marry, Swift & Company offer as a reason that the married man is much more to be depended on than the unmarried because having increased domestic responsibilities he takes his work more seriously and places it higher in importance than the fickle minded youth who is always thinking of the girls and the social affairs of life. Besides, the married man is not extravagant nor flighty and can be trusted to a greater extent in financial matters, and the larger his family the more faithful his work. This is certainly a worthy premium on the benefit.

Prosperous Condition of Local Banking Interests.

The bank statements were called for last week, showing conditions at the close of business Sept. 5. Here is a consolidated statement, with comparisons with the statements of a year ago:

Five National Banks.		
	Sept. 5, '06.	Aug. 25, '05.
Totals	\$20,154,884.28	\$17,417,543.16
Loans and discounts	12,907,344.31	11,327,163.77
Stocks, securities, etc.	726,417.73	457,972.71
Due from banks	2,374,917.71	1,896,058.35
Cash and cash items	1,297,032.36	1,051,899.67
Surplus and profits	1,095,719.75	952,018.62
Commercial deposits	8,203,713.22	6,232,444.96
Certificates	4,129,320.50	4,036,137.97
Due to banks	2,077,167.59	1,775,175.20
Total deposits	14,679,564.45	12,163,224.49
Six State Banks.		
	Sept. 5, '06.	Aug. 25, '05.
Totals	\$12,255,947.39	11,399,933.37
Loans and discounts	5,747,424.62	5,426,399.56
Bonds, mortgages, etc.	4,383,279.31	3,904,089.00
Due from banks	1,257,016.44	1,192,115.54
Cash and cash items	713,256.41	627,324.17
Surplus and profits	572,387.41	511,434.69
Commercial deposits	2,278,441.92	1,973,516.17
Certificates and savings	8,485,869.57	7,970,748.56
Due to banks	162,375.02	147,451.32
Total deposits	10,933,559.98	10,094,998.68
Total National and State.		
	Sept. 5, '06.	Aug. 25, '05.
Total	\$32,410,831.67	\$28,817,476.53
Loans and discounts	18,654,768.93	16,753,563.33
Securities	5,109,697.04	4,472,061.81
Due from banks	3,631,934.15	3,088,173.89
Cash and cash items	2,010,288.77	1,679,223.84
Surplus and profits	1,668,107.16	1,463,453.31
Commercial deposits	10,482,155.14	8,205,961.13
Certificates and savings	12,615,181.07	12,006,886.53
Due to banks	2,239,530.72	1,922,626.52
Total deposits	25,613,124.43	22,258,223.17

There has been a steady growth in business during the past year, but the statements are somewhat inflated by reason of the \$2,000,000, or thereabouts, of State primary school money on deposit here. This appears in the commercial deposits, which show an increase as compared with last year of \$2,276,194.01. This State money will soon be withdrawn for distribution among the counties. There has been an increase of \$609,294.54 in savings and certificates, and this is a better index of progress.

The Old National's totals, \$7,400,402.76, are greater than the totals of all the National banks in Grand Rapids twelve years ago, and the Kent's totals, \$3,379,859.72, equal the total of all the State banks doing business here at that time.

The increase in the surplus and undivided profits accounts for the year is \$204,653.85, or within a fraction of 7 per cent. on the capital stock. The dividends paid during the year will average better than 7 per cent. Under existing conditions there is a fair profit in the banking business.

Spring Fever and Its Treatment.

The poetic figure which represents life as a candle which is being slowly but surely consumed, expresses not simply a poetic idea, but a scientific fact. The body is in reality a living furnace in which fuel (food) is constantly burning, and sometimes the furnace is in part consumed when the supply of fuel is insufficient or the demand unusually great. During the winter season the vital fire burns at a more rapid rate than during the warm months, the purpose being to create the amount of heat required to make good the daily losses by exposure to an atmosphere much below the temperature of the body.

To maintain this rapid rate of combustion greatly taxes the digestive powers and all the vital forces. Only

the very strongest constitutions can endure continual exposure to a low temperature. In other words, the extraordinary effort required by the forces of the body to maintain animal heat during the winter season makes a great draft on the vitality, and when spring comes Nature recognizes the necessity for rest and opportunity for recuperation of the vital powers. The advent of warm weather lessens the demand for heat, hence the vital fires are diminished in intensity, the wheels of life are slowed a little so that the expenditure of energy may be lessened, and thus an opportunity be afforded for recuperation.

From the above facts it is evident that instead of undertaking by artificial means to produce a fictitious feeling or appearance of health and vigor, one should, on the contrary, seek to follow Nature's suggestion by refraining from violent exertion, and by the adoption of such means as will conserve the vital forces, avoiding an undue expenditure of energy. In other words, one should never force and stimulate the system when Nature says plainly that rest, recuperation and refreshment are required, and wise is he who heeds her commands.

On the other hand, there are many cases in which the spring depression may be traced directly to overfeeding, a very common practice in the cold months of the year, on account of the natural increase in appetite, the excessive use of sweets, rich foods, confectionery and various other unwholesome articles. Such digressions are often tolerated during the winter months, but with the approach of spring, when there is a general letting down of the vital tone, the evil consequences become painfully apparent.

J. H. Kellogg.

Had Changed His Mind.

"Hanner," began Uncle Reuben, of Vermont, as he entered the house, "you've heard me declare forty times over that I was down on trusts."

"I have, Reuben."

"You've heard me say that any man who'd raise the price of a necessity of life ought to be whipped at the post."

"That's the way you have talked."

"I've said that state prison was too good for the scoundrels who squeeze down the price of our butter and eggs."

"I've heard you use them very words."

"It has ben an open winter, Hanner."

"Yes."

"And we've got the only lake in the United States that's been froze over and made any ice."

"That's true. But what are you comin' to, Reuben?"

"I'm comin' to this, Hanner—that as we have got the only lake and the only ice, I've changed my mind about trusts and am goin' to ask a dollar a pound all summer, and tell the folks who don't like it to lump it, and be hanged to 'em!"—Rochester Democrat and Chronicle.

There is more spirituality in a little song than in a week's sighing.



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Entered at the Grand Rapids Postoffice.

E. A. STOWE, Editor.

Wednesday, September 12, 1906

MR. ATWOOD CALLED.

Politics is a rum bedfellow sometimes. Thirty odd years ago a railway station was established at Mill Creek and a few years later, by the building of the Muskegon branch of the G. R. & I. and the Grand Traverse branch of the Pere Marquette Railway, a railway junction was made at that point, both companies establishing stations at the junction.

For years the trains over these roads stopped at the junction and all was peace and harmony. Presently the Grand Rapids Railway, in order to reach the village of Mill Creek and the grounds of the West Michigan State Fair, extended its street car tracks and service to Mill Creek.

Presently, also, the merchants, mechanics, fruit growers, stock breeders and citizens generally living north and west of Grand Rapids appreciated the fact that when coming into or going away from Grand Rapids they could save from ten minutes to half an hour of time—according to their destination in the city—as well as a few cents in cash, by leaving or boarding the steam cars at Mill Creek, utilizing the street cars between the city and the junction station.

The same discovery was made by hundreds of commercial travelers and other citizens living in that part of the city north of Monroe and Fulton streets. The result was that Mill Creek very soon became our city's most important suburban station. Not only that, but Mill Creek became a busy, thriving commercial and industrial location.

About a year ago the G. R. & I. and the Pere Marquette companies cut Mill Creek out of passenger, express and freight service over their lines. Officially Mill Creek was wiped off the railroad map.

This matter was taken up by the Board of Trade, with the result that representatives of the two roads, together with a committee from the Board of Trade, met Railroad Commissioner Atwood by appointment for conference. At that meeting the representative of the G. R. & I. admitted that a mistake had been made by his company in cutting out Mill Creek from train service. The representative of the Pere Marquette

made no such concession, but promised that his company would re-establish train service for sixty days.

The G. R. & I. reinstated train service, but moved its station from the junction point half a mile farther north, thus giving those wishing to take the street cars a good long walk for their money.

The Pere Marquette people resumed train service at the junction and maintained it for ninety days. Then they abandoned it again and it is still abandoned. The name of Mill Creek and the new postal directory name, Comstock Park, do not appear in the time tables or other advertisements of the Pere Marquette.

And so it happens that those jobbers or manufacturers in Grand Rapids who have freight or express packages for Mill Creek, Comstock Park or the West Michigan State Fair grounds must either team such packages from one mile to five miles, or submit to having the stuff dumped off in the open country half a mile from where it should be delivered by right.

Thus, also, it happens that travelers must lose from ten minutes to half an hour of time and must pay 8 to 15 cents more for their railway tickets than would be the case if the railroads would give Mill Creek the train service to which, under the State law, it is entitled.

At the conference a year ago State Railroad Commissioner Atwood issued no order in the premises, but dismissed the railway people and the citizens of Mill Creek and Grand Rapids with the expressed hope that a mutual and amicable agreement could be reached by the parties interested. His hope has not been realized, and now, if he can possibly spare the time from his State campaign in the interests of Will McMillan's senatorial ambitions, it would be very much appreciated if he would take up the Mill Creek matter; study the State law relative to the removal of railway stations and the abandonment of railway junction stations.

Mill Creek Junction is a fact of long standing, and the station that was operated at that point for so many years should be re-established with adequate train service. And it is not only the people north of Grand Rapids, but the 100,000 citizens of Grand Rapids who have the right to demand that Mr. Atwood shall attend to business as State Railroad Commissioner and issue orders to re-establish the stations in question. The fact that people prefer to use the street cars between the city and Mill Creek has nothing to do with the case and unless Mr. Atwood desires the present popular belief that he is more interested in politics than he is in performing his duty as a State official, to continue in force he will see to it at once that there is something doing in the Mill Creek Junction vicinity.

The average woman of forty thinks a broken heart is the funniest thing in the world.

GOMPERS' FAILURE.

It will be a long time again before another such example of bombast is set up before the people of this country as the fustian utterance of Samuel Gompers when he declared war on every candidate for Congress who opposed the anti-injunction bill and who would not, in their manhood, consent that the union labor element, as an entity, should become the controlling factor in all legislation.

No more convincing evidence of Gompers' failure to seize the situation, broadly and fairly, could have been given than was his ostentatious threat that he would, in person, go into the campaigns here and there in the effort to defeat such candidates. Just of what sort his visions were it is difficult to surmise, but we all knew immediately after the publication of his historic rhodomontade what was thought of it by Messrs Cannon et al., including Mr. Littlefield, of Maine.

The dispatches Tuesday morning from the commonwealth that produced Hannibal Hamlin, James G. Blaine and Thomas Reed told us that Mr. Littlefield had been elected "in spite of my lord Cardinal." And the story is an interesting one because it was upon Gompers' triumph in that particular district that the Gompers' labor element based its hopes as to the country at large.

The true labor element in Maine gave Mr. Littlefield his election by a majority of over a thousand votes; the votes of men who, declaring their own right to life, liberty and the pursuit of happiness, are willing to grant other men the same right; men who refuse to pay expenses for the riotous living and the unearned wages of drunken, licentious loafers who pose as leaders of the laboring element.

The term "element" is an indefinite quantity in this connection because, as used by Gompers and his followers, it totally ignores all laboring men who refuse to be led into unwarranted disturbances of the peace; men who decline to participate in the wanton destruction of property of others; men who are industrious, skillful, thrifty, ambitious and law-abiding and, good husbands and fathers, are prosperous and contented and stand ready to rebuke, with their votes, all other men who are disloyal to the essentials of good government.

When Gompers and his followers learn that industry, rectitude, thrift and the Golden Rule are inherent forces against all evil; when they learn that braggadocio, mob violence and the persistent exaltation of such notorious scoundrels as is the person recently re-elected to the leadership of the teamsters union in Chicago, are fatal to their cause, then they will know enough to avoid a repetition of their ludicrous fiasco in Maine.

SHOW PLACES AT HOME.

There are upward of ten thousand splendid men and women, loyal and influential citizens of Grand Rapids, who have not yet seen the interiors

of either the Grand Rapids Public Library or the Grand Rapids Scientific Museum.

It is the almost universal demonstration of the old time "Familiarity breeds contempt."

And yet "contempt" isn't just exactly the word that analyzes the situation. These splendid people hold no sentiment of contempt against the institutions named, but, having comfortable homes of their own with libraries, pictures, curios and social relations sufficient for their own happiness, they are simply indifferent, forgetful. Day after day they walk, drive or ride by the Library or the Museum and, gazing at the facade of the Library, are seized with admiration for the fine lines and proportions of the structure and observe mentally that they must take time to inspect the interior; or, if it is the Museum, their reflection is that they must visit that institution and examine its curious exhibits.

And yet, day after day for more than a year, they have done nothing but note the reminders.

Should any one of these loyal citizens, while visiting in some other city, chance to fall into a discussion of their own town, it is very likely that the library would be among the first of our show places to be mentioned, and yet the boaster would be unable to give anything like an accurate description of the interior of the building. It has already happened that Grand Rapids visitors at the Smithsonian Institute in Washington have become very enthusiastic over some exhibit in that institution, to be enlightened: "Yes, it is good example. There's only one like it in America, and that is in the Scientific Museum at Grand Rapids."

It is like the old miller who had lived and worked at his trade for fifty years in Rochester, N. Y., when asked if he had seen the Niagara Falls, only eighty miles away, replied: "No, but I saw Sam Patch jump over Genesee Falls." How many people are there in Grand Rapids who have visited the plaster caves on the West Side, away out Butterworth avenue? And yet they are larger and more interesting than are dozens of caves which are kept open the year through and are reached only after paying an admission fee.

A writer in the World's Work gives some idea of the amount of exploring for tropical crops that is being done both for beauty's sake and for the sake of providing something new to eat. Although there are now a great many varieties of edible plants which are brought from all over the world to tempt the appetites of the rich who only can afford them there is no telling what may be done when Luther Burbank's system is perfected. The vegetarians seem to be getting the worse of it just now, but a decade or two hence experiments in vegetable culture may win us all over.

He that hunts for trouble rarely comes home without some tale of woe to tell.

WINNING TRADE.

Retailers Do It by Pleasing Women and Children.

Watkins, the traveling man and the son of his boss, who was going along with him to pack trunks, reached Crete, Neb., an hour's run west of Lincoln, at 1:30 a. m.

This time the young man wrote his name on the hotel register "John C. Witherspoon." Before he had written "J. Charles."

"That's a whole lot better, Johnnie," remarked Watkins, patting him on the back. "After a few more night trains and early calls I think you'll get down to the proper level. By the end of the trip I think you'll have it Jno. C., and before the year is out you'll make it as short as you can—'J. C.' and write is fast as that."

For the first month of this trip Watkins traveled at a lively pace. It is early in the season that the man on the road goes after the doubtful customers. He must hurry them, however, never letting his customers know that he is hurrying. Often being even a day late will cost a salesman a big bill. The young college man caught on to his job and made a really good helper for Watkins. John C. was a worthy chip off the old block. What he needed was what he was getting—a chance to work.

The fifth Sunday out on the trip Watkins spent at Kansas City. He was to be there for three days to wait on country customers to come in from surrounding towns. Two or three of these reached Kansas City on Sunday evening. They, with John C., Watkins, and some of his traveling men friends sat in the lobby of the Baltimore hotel.

"Do you know," said Hoover, one of Watkins' customers, "that I built my business by paying especial attention to children. For the ten years that I have been in my town I always have done something to bring them to me. The first thing I did when I started in new in my town was to have made a thousand one-foot rules. On them I had printed, 'Hoover makes it a rule to wait on the children with as much care as on grown people.' I first handed these out to a little group of kids from school who came in. The news soon spread and all the children in town came in droves for these rules. You know the mothers often send their children out to get some little thing, and I wanted to get them in the habit of going to Hoover's. I knew that if I had the children on my side the grown folks would soon fall in line."

"Well, you've made a success out where you are, too, Hoover," Watkins remarked.

"Yes, I have. You know it won't do for a merchant to expect to stay in a place and build a business and mistreat his customers. People believe that if I would take care of children I also would take good care of the grown folks. Two of the most successful retail business men in America—or in the world, for that matter—have built their business by following out the same plan, after a fashion, that I did—that is, by pleasing the customer. They are in the

dry goods business mostly, and when they started in their customers were women. Now, one of these merchants used to have a little store away down in a little country town in Illinois. When he was a young man he got it into his head that he must satisfy his women customers. He made his clerks take especial care to wait on them, and he, himself, when he was behind his own little counter, always made it a rule to please the women. That made him the leading merchant of his town. He was a bright, progressive man, and moved to Chicago, where he took a little narrow store on State street. He carried out in the city the same plan that he had worked in the country. Each year his business grew, until now he occupies a large part of a block, and his business is up in the millions and increasing every day.

"Well, you see, women are more or less helpless. If you please them they will become your best friends—if you do not, they will drive many customers away from you. And this other man I speak of hit upon this idea. He not only gave instructions that his clerks should please customers in the store, but that if the customers, after going home, did not like what they had bought goods might be returned and exchanged, or 'money back.' Just this thing alone helped this great merchant's business more than any one thing. It gave people who went to deal at his store confidence in that store."

"Satisfaction guaranteed or your money back,' is a good motto for any establishment," remarked Watkins.

"But once in a while, though, Watkins," Hoover continued, "this exchanging goods gives us who do it a great deal of trouble, and the women folks occasionally carry it to an extreme. Now, for example, a woman in fairly good circumstances came to my store the other day and wanted to exchange a brown hat that she had bought from me for a black one, and what do you suppose her excuse was? She said that her mother-in-law had been brought here to Kansas City to be operated on for appendicitis, that she was sure she was going to die, and that she would need a black hat to wear to the funeral."

"Well, you swapped all right, did you not?" asked Watkins.

"Yes, twice. The woman's mother-in-law pulled through the ordeal of the knife and she swapped back for that brown hat again."

"No, sir, you can't afford to take advantage of any one who comes to buy anything from you, whether the customer be man or woman," spoke up the Philadelphia clothing man. "Right near our house, in Broad street, are several cigar stores. When I first went to Philadelphia I dropped in one day on one of these places and asked for a good two for a quarter cigar. The man behind the counter handed me out a box, and I picked up two and gave him a quarter. The cigar didn't please me, but you know we are creatures of habit. If we go anywhere for anything, that is the place we naturally go the second time. The next time I dropped in

this store there was a young man behind the counter. I picked up a couple of these same cigars and threw down a quarter. He handed me back 15 cents in change.

"Haven't you made a mistake?' I asked 'in selling me these cigars for 5 cents apiece?' He said: 'O, no; they cost us \$35 a thousand,' and you bet your life that I never darkened that fellow's door again."

"At the next place I went into to get my cigars the man was careful, and took a box out of an ice chest, and said to me as he passed them out: 'Here is a cigar that we pride ourselves on. We sell them pretty close at two for a quarter, but we like to give our customers satisfaction.' That man has my trade to this day. I not only buy my cigars from him when I am in Philadelphia, but have him express them to me when I am out on the road. I have confidence in him."

"A man does not like to be done, and I'm not quite as easy as you are," began the cloak man. "I know just before Christmas last year I went in to buy a book for a young woman friend of mine. I had heard her say that she liked 'Lucile,' and I went into a book store to buy for her a nice copy. I was in a hurry. I usually buy my books when I am at home in Baltimore from an old friend in the book business, but that time I was in a great hurry. I asked the man for a copy of 'Lucile.' He showed me one and priced it at \$1.30. I asked him if he didn't have anything better. He fumbled around, and finally brought out another book that looked more or less like the one he had shown me before and said: 'Here's a copy for \$2.50.'"

"Gave you what you were looking for?" asked Watkins.

"Yes, you bet. It so happened that before I went home I had to go down right near where my old friend in the book business was. Just for curiosity's sake I went in and asked to see a copy of 'Lucile.' He showed me the identical thing for which I had paid \$2.50, and his price, marked in plain figures, was \$1.20; and I didn't do a thing but go right back up to the other store—to the other man's place. His store was full of customers, and I told him I wanted him to hand me back \$1.30. I told him he had robbed me outright and that he should give me the money

and give it to me quick. He hemmed and hawed for a minute and tried to get out of it, but I didn't give him much time. I simply slung the book at his head and told him not only to take the \$1.30 but to take the book also and go to. Then I went and bought another copy for my friend."

"I don't like to deal with those two priced fellows, and I won't do it," the hat man remarked. "I know one evening, when it was colder than blazes and the wind was blowing down my collar and sending shivers along my spine—one of those raw, vile winds off from Lake Michigan—I went into a little store on Wabash avenue to buy a muffler. I usually fight shy of these little joints, but it was after 6 o'clock and the big stores were closed. I asked the man—he was running the store all by himself—to show me a muffler. As he passed it out to me—it seemed to be all right—I asked 'how much?' and reached in my pocket for the money. I was in a hurry. 'The price of this one is \$1.50, but I will make it to you for a dollar,' said he. 'You won't do any such a thing,' I answered. 'I don't do business with people who will do it that way.'"

"That was the reason why," said Hoover, the merchant, "this man was able by himself to attend to all the business he had. The retail customer has demanded that the merchant mark his goods in plain figures and sell them at one price. It's only during the last few years that this has become the general custom with merchants, but people have demanded honest treatment, and the one who gives it to them is the one who gets the business."

Charles N. Crewdson.

A New Variation.

In the cook's absence the young mistress of the house undertook, with the help of a green waitress, to get the Sunday luncheon. The flurried maid, who had been struggling in the kitchen with a coffee machine that refused to work, confessed that she had forgotten to wash the lettuce.

"Well, never mind, Eliza. Go on with the coffee, and I'll do it," said the considerate mistress. "Where do you keep the soap?"

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CALL OF THE WILD.

Why Rich Men Usually Love Adventures.

The "back to the farm" and similar experiments, in which rich young men have entered the strenuous life of army, navy and factory, have become so common of late that they may be considered the normal reaction of the life of the rich.

"I believe if the truth were known it would be found that what the pampered sons of rich men long for more than anything else is a chance to rough it," said Robert E. Sears.

In the "call of the ground" there may be summed up the desire to get back to strenuous conditions of manual labor, which attacks men who have worked their way up and which breaks out again almost as frequently in the rich younger generation. It is noticeable that in many instances this leads to financial success.

Living in a mansion overlooking Central Park is a man who chafes impatiently under the life of comparative inaction which the control of \$5,000,000 has brought to him. Held in his New York offices by the habit of manipulating these millions to ever increasing proportions George Mitchell, who made his money in Mexican copper, longs to be in a rough mining shack. He gladly would exchange his automobile for a tough Mexican pony, and his latest edition of marble bath tubs for a pool in a mass of copper ore.

George Mitchell was born in Wales forty-two years ago. He was strong and sturdy, and from his earliest boyhood he was impelled to do something at which he could use his strong hands and active body. He had seen the yellow smoke curling from the tops of the Swansea copper refineries, and he always had wanted to mingle with the broad shouldered smelters he saw going and coming from the works.

He was as active mentally as physically, and while he still was only a little boy, hanging around the works, he had a knowledge of the secrets of copper refining. He got a position as an apprentice in a smelting factory, and was promoted rapidly. He found time for technical study, and took up mining engineering, and besides his knowledge of copper refining he acquired what turned out to be a more than theoretical knowledge of locating the veins of metal and of mining.

All this had been accomplished by the time he was 24. He had a few hundred dollars, and a wife and baby, and he came to America. Here he found that steady men with his knowledge of minerals were not plentiful, and he soon got into a factory, where at the end of six years he was made superintendent. At the same time he was credited with having an almost superhuman power of finding copper ore, and it was said that he could smell a copper vein.

This reputation brought him an offer from the owners of a famous mine, where he put in improvements and made radical changes. In a little while these began to bring out big results and he acquired an interest

in the property which soon netted him his first million dollars. Now, sitting in his New York office, he talks very wistfully of the little dobe house at the edge of the settlement down in the "Lost Mountains" in Mexico. Here not only were strenuous work and hardship but many occasions when property rights were protected at the point of a pistol or by hiring armed forces to fight for those rights.

"If it were not for getting back to California in the winter and getting away from the restraints of the life here, I would be tempted to cut the whole business and get back to the open," says the millionaire. Asked why he does not stop work, he said: "The habit of work is strong once a fellow gets it implanted in his system. I guess it is a disease with me, for I never have been able to break the habit since I contracted it in the Swansea smelter twenty years ago."

"Please don't call me a millionaire or a promoter," said Leigh Hunt not long ago, talking with an interviewer in New York. "Call me a 'frontiersman,' for that is what I am. I make my home on the frontier. This city life with its luxuries and confinement would be the death of me."

Even a life in Southern Africa did not quell the thirst for a wilder life in the late Alfred Beit. An English soldier tells of the fixed determination that Beit at one time had to become a common soldier.

It was at Tuli in 1891. The soldiers had organized a great camp fire in honor of Lord Randolph Churchill. There were songs and dancing and the party wound up at 2 a. m. The others turned in, but Beit, aroused by the doings of the evening, kept the soldier men up to talk. With every evidence of determination Beit said: "After this, the trooper's life for me. No more sordid money making in mine. The life of a millionaire does not pay for the trouble and the anxiety from morning until night. It is by no means what it is cracked up to be, and men make a great mistake in seeking it. Now, not one of you soldiers has a moment of worry from dawn to sunset."

The trooper suggested that the life of an officer at least would be more in keeping with the habits of a millionaire.

"No," said Beit, "your officer is too ambitious and too keen to get on. He wastes as much time on schemes for promotion as I do making money. I'll be a common soldier or none at all." That he always afterward held this ambition was known to the friends of the South African financier.

Ex-Gov. Black expatiates upon his farm, the richness of it, its cheapness, its scenery and the beauty of the hills of New Hampshire in a way that is exceptional with the ordinary millionaire who turns to farming as a mild way of satisfying the same spirit.

"I spend three months of the year there," he says, "and it pays me enough to keep me in New York the rest of the year."

Asked by the interviewer what he

meant by attributing such richness to a New Hampshire farm, he interjected a story of Abraham Lincoln writing a letter of introduction for a poor young man whom he described as a millionaire because he had a wife and baby worth \$500,000 apiece.

"That's the way I feel about my farm," said Mr. Black. "I get enough out of it in scenery and uplifting spirit to keep me in health the rest of the year. We always go to the farm for Christmas. Ah, it's great! Four feet of snow on those hills, big log fires in the fireplaces—it's a regular old-fashioned house, you know."

It is in mining especially that this taste has led oftentimes to the practical developments that have resulted in fortune.

G. R. Clarke.

Two Kalamazoo Factories Double Their Output.

Kalamazoo, Sept. 11—Following a decision made a week ago to practically double its factory capacity, the Michigan Buggy Co. has all the material ordered for the buildings and a large force of men at work. It is the intention to have the buildings under roof not later than Thanksgiving Day.

The new building is to be 225x80 feet and three stories high. The interior will be equipped with automatic sprinklers and all the machinery will be of the latest model. The company will make its own wheels instead of buying them by contract.

The number of vehicles manufactured last year was 20,056. This number will be increased to about 35,000.

There will be in the neighborhood of 200 additional men employed, making the force about 500.

The Lull Carriage Co. is making extensive improvements to its plant in this city. A new building 75x300 feet is being erected. It will be two stories high and of brick. Machinery has been ordered and it is believed operations in the new part will begin about October 15. The capacity of the plant will be practically doubled.

The Duplex Phonograph Co. dedicated its new building last Friday evening with a grand ball. One thousand invitations were issued and fully two-thirds of them were accepted. The company has buildings aggregating in cost about \$60,000.

The Michigan United Railways Co. is having plans made for new car barns. The present barns are located under the same roof with the car shops and the company is greatly cramped for room.

Within the next month the big mills of the Monarch Paper Co., which have been in course of construction for more than a year, will be put in operation. There are two papermaking machines, one making paper 126 inches wide, and the other seventy-six inches wide. The capacity will be about 150 tons of paper a week. More papermaking machines will be installed next year and the capacity will be increased to 300 tons of paper weekly. Employment will be given at the start to 250 men and later doubled.

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Adams & Hart

47-49 No. Division St.

Grand Rapids

THE WORLD'S LAW.

The Sure Reward of Labor Is Power.

"Thou shalt work!" This is the word that thunders out of the universe. It is no foolish exclamation from the mouth of Enigma. It is the mandate of the power that made the world and "swings Arcturus on the north." And all must obey, from the coral insects that build in the sea up to the seven spirits that burn before the throne.

So man is the conscript of an endless adventure. Childish and foolish are we if we look forward to some final pay day, to some grand discharge from duty, to some eternal festival of the universe. "What did you do at school to-day?" asked a father of his little boy. "I waited for it to be out!" What if we, comrades, at the end of our day, shall have no better answer to make to the Father of Life!

Let us make haste to learn that the reward of work is not idleless, but power—power to do more work. Blessed is the moment when a man has found his place in the toil of the world. For the first time he begins to keep step with the music of the stars. Work is more than a blind necessity—more than a brute means for getting food and shelter. It also is a discipline, a revelation, a sacrament.

We are called into earth to build character, to search out and serve the great purpose. We are here to learn to know life, but nothing is known that is not experienced. We can know life deeply, only as we taste it through art and craft. These are doors to acknowledge and portals to the enduring satisfactions. Work is not only an opportunity to make a living, but is also the opportunity to make a life.

But, while man is acting on the world through work, work perpetually is reaching on man. A boy, learning to saw a straight line, also is learning to tell the truth. While discovering the beauties and equities of a symmetrical leaf, he is uncovering in his soul the principles of justice. While a stone mason is shaping a block of granite with conscientious care he at the same moment is shaping the inward and mystic stone of character. A man who puts his soul into his work also puts his work into his soul.

Verily, so close is work to men that we are told in Sacred Scripture that "their works do follow them," even into eternity. Let us beware, comrades, how we do our work, for work carries fate.

Memorable are the words of Jesus where he tells us of the coming of the Son of Man to judge the world: "There shall be two men in the field; one shall be taken and the other left. Two women shall be grinding at the mill; one shall be taken and the other left." Significant words! I see these two men; they are building a wall. One is doing his work in a shiftless, half hearted fashion. He is a mere eye servant, working simply for his wage. He puts no mind into his muscle, no heart into his handiwork. He

is concerned only that the wall shall stand until after pay day. There is no character in the work, for there is no character in the worker.

But the other man is putting conscience into his work and saying to his soul: "I will build this wall solidly and honestly for the human use it is to serve. Besides, it will stand for me forever; it will answer to my name. It will be my autograph; it will be my confession; it will be myself."

These words ring true. This man has reality in him. This man who builds a solid wall has something solid in his nature. So, when the Master comes this man shall be taken and the other left. Momentous to a man is the work of his hands, for the man is in his work. To labor is to map out one's soul, to dramatize one's character. Work is the soul flung forth in form and color to be seen of all eyes. Do we conceal our deeper selves? No, every one confesses; his work is confession. It is a testimonial of character written in the open, in large, legible strokes. So what wonder that Carlyle left a tower of praise beside his father's honest masonry. Proud are his ringing words: "A portion of this planet bears beneficent traces of my father's strong hand and strong head. Nothing that he undertook but he did it faithfully and like a true man. I shall look on the houses that he built with a certain proud interest. They stand firm and sound to the heart all over his little district. No one that comes after him will ever say, 'Here was the finger of a hollow eye servant.'"

But there is flying through the world the story of another builder, a foolish eye servant, a poor rogue. He and his little ones were wretched and roofless, whereupon a certain good Samaritan said, in his heart, "I will surprise this man with the gift of a comfortable home." So, without telling his purpose, he hired the builder at fair wages to build a house on a sunny hill, and then he went on business to a far city.

The builder was left at work with no watchman but his own honor. "Ha!" said he to his heart, "I can cheat this man. I can skimp the material and scamp the work." So he went on, spinning out the time, putting in poor service, poor nails, poor timbers.

When the Samaritan returned the builder said: "That is a fine house I built you on the hill." "Good," was the reply. "Go, move your folks into it at once, for the house is yours. Here is the deed!"

The man was thunderstruck. He saw that instead of cheating his friend for a year he had been industriously cheating himself. "If I had only known it was my house I was building!" he kept muttering to himself.

But in a deep sense we always are building our own houses. Each one dwells in the heaven or hell of his own making.

The man is in his work. All is unstable that is done by a dishonest builder, but an honest mason puts his soul into every stone he lays and

mixes character with his mortar. If Manhattan Island, on which is built the great city of New York, suddenly were depopulated by pestilence and all her piers and thoroughfares left silent and empty, still would the character of her perished people remain written upon the stilled wheels of her factories, in the squalor of her tenements, in the splendor of her mansions. The shell proclaims the shape and proportions of the thing that once filled its convolutions. So true is this that we are able to trace the spirit and aspiration of dead peoples in the rude ruins of their cities, in the broken monuments of their genius. The Sphinx and the Pyramid reveal the sense of eternity that was on Egypt; the ruins of the Alhambra disclose the delicacy and daring of the Moorish mind; the broken pillars of the Parthenon declare the repose and restraint of the men of Hellas.

Edwin Markham.

Buy's Coffin at a Bargain.

Des Moines, Iowa, Sept. 3.—Mrs. Percy Bogardus scored what she declares is a big victory over the coffin trust yesterday, when she purchased a coffin for her aged father, who, although 76 years old, declares he has no intention of dying for several years to come.

Mrs. Bogardus, who is regarded by her neighbors as a splendid bargain hunter, read in a newspaper that a sharp advance in the price of coffins was sure to take place in the near future. She immediately went to an undertaker, selected a coffin and paid the cash. She told the undertaker to deliver the goods when called for. Mr. Bogardus, in discussing his daughter's thoughtfulness, remarked that she "always had been a model business woman."

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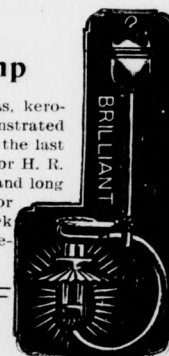
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in their expenses for lighting over gas, kerosene or electric lights. This is demonstrated every day by the thousands in use for the last 8 years all over the world. Write for H. R. Catalog. Don't wait for short days and long nights, order now, and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



600 Candle Power Diamond Headlight Outdoor Pressure Lamp



100 Candle Power

Brilliant Gas Lamp Co.

42 State St., Chicago, Ill.

REFRACTORY EMPLOYES.

One Business Man Who Is Tired of Them.

Written for the Tradesman.

"In all my employment of other people's labor," remarked the owner of a prominent Division street establishment, the other day, "in all my hiring of other people's services," he repeated, "I have discovered but one boy who exhibited the capability of obeying orders. Some, perhaps, have displayed a lackadaisical disposition to do things as they are told they should be done, but the thought uppermost in the minds of most of them seems to be to skin through the easiest way they can—to slide from Monday morning until Saturday evening with the least work possible to hold down their job. Oh, to be sure, there is here and there a spurt of hard work on the part of these skaters, and occasionally you will find a boy who is ambitious to excel in his undertaking and get out of errand into a position far above it; but my experience has been to change, change, change, in the hope of at last striking an ideal boy. But I guess he hasn't been born since the one I mentioned. He was the best I ever had, and since then it has been a clear case of the first wife in the following story:

"A cranky minister—his condition brought on, probably, by confirmed dyspepsia—was bewailing the fact that there were so few perfect women to be found.

"Did you ever know of a perfect woman?" he howled. "Did any of you ever even hear of a perfect woman?" he thundered forth. And he gazed expectantly around on the audience, cock sure of a negative answer. "If any one present ever knew of such a one, raise your hand."

"Up like lightning went a woman's hand at the back of the assembly.

"There's a hand went up!" disappointedly exclaimed the parson.

"Well, madam," said he, belligerently, "and may I ask who this perfect woman was to whom you refer?"

"Yes, sir," answered a positive voice.

"Well, who?" (crossly.)

"My husband's first wife!" answered Spouse Number 2, as certain of her ground as the dominie had been of his.

"Those in the lower positions are no worse about obeying directions than those above them in the working scale. You will find the same thing to contend with all along the line.

"There's the stenographer who, either openly or covertly, insists on writing her letters some other way than that laid down by the man who furnishes her wages. She interrupts him during dictation to ask how to spell a word, and he has told her time and again never to stop him in a sentence, as it spoils his train of thought; or she gratuitously suggests some other form of expression, as if he didn't know enough to phrase his own ideas, all of which is extremely annoying to any but the most mild-mannered of men.

"Then there are others on the force, whose work does not depend on that

of some one else, who think they are privileged to step out and do some shopping or galivant around for half an hour or so at a time during business hours. These, too, come under the list of the reprehensibles.

"A little different annoyance, but one just as hard to get along with as the disobeyers, is the girl who is charming socially, and carries out all the office orders given her, but who takes your instructions and executes them in such a pouty, grouchy manner that you feel like boxing her obstinate ears and shutting her up in the dark closet until she comes out of her tantrums. The sullen girl is really harder to endure than the girl who is quick-tempered—a regular little pepper-box—but who gets over an explosion in a trice and then is all smiles and sunshine. She can make the fur fly for a minute, but she isn't balky. Deliver me from the sour girl.

"And so it goes. Employers pay out good money for good service, but there are many drawbacks to perfect enjoyment of daily business. I get so tired of it all, sometimes, that I'd like nothing better than to throw up the sponge, migrate and join the Hot-tentots." *Wearied Employer.*

Divining Rods Made Now by Scientists.

Divining rods are being admitted into the circle of the erudite. An electrical divining rod has been devised by one Adolph Schmid, a Swiss engineer. It consists essentially of a glass covered box inclosing a coil of insulated wire in which a slightly magnetic needle is free to rotate over a graduated dial. When the apparatus is placed over subterranean water with the axis of the coil in the magnetic meridian the needle is asserted to oscillate more or less rapidly from 2 to 10 and even up to 30 degrees. The ancient divining rod consisted of a forked twig of hazel, apple, or any fruit bearing tree. It was held in the hands with the branches both lying normally in the same horizontal plane with the crotch where the twigs branch off together from the main trunk, pointed either toward or away from the body of the operator. It was carried in this position over the ground and whenever the forked twigs bent downward it indicated the proximity of water or minerals. The simplest of the scientific divining rods is the miners' compass, which simply is a magnetic compass needle arranged to swing free in a vertical plane. Its points being jeweled, it swings freely and points to any body of iron or magnetic ore contained in the earth. It is operated for a considerable distance and has been used for years for locating mines. But it is of no use whatever for other than magnetic metal or ores.

Emblem of Secrecy.

The rose is the emblem of secrecy in Greece and was formerly hung over the table where guests were entertained in token that nothing heard there was to be repeated. Hence the expression "subrosa."

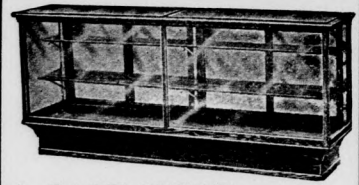
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Proprietor Considers His Methods of Work Best.

Written for the Tradesman.

When I see slipshod ways of doing office work, on the part of employes, I am often reminded of the remarks of an old maid friend of mine.

She was brought up by a painstaking mother; was given a careful training by her in all the useful housewifely duties, of which she knew a vast store. The daughter was an apt pupil and when she was grown up was the peer of any good housekeeper you might mention.

When she reached young womanhood the performance of all these domestic arts fell on her own hands, for there was no one else to whom it might be detailed. And it was a most fortunate thing for all the family that her mother had had the good sense to give her daughter a first-class education along this line.

There were many relatives living in the same city, and also round-about, and there was scarcely a meal that the family sat down to alone. Being such a fine cook the daughter was perfectly capable of getting up a dinner—and that a fine one—twenty or more people; but of course the preparation and dish-washing entailed a lot of hard work, and the daughter often wished she had a maid to help her. They were quite well-to-do, and one time I asked the young lady why she didn't have a maid to assist her, as they had so much company.

"Well, I would," said she, "if I could find the right kind, but I can't ever get one that suits me. I never yet had one I cared to keep. I used to have girls by the score, but there were always characteristics about each that I didn't like. If a domestic is of the happy-go-lucky sort in disposition she is more than apt to be slack in her cleaning. On the contrary, if she is so particular that her work worries her she will likely be found to be so cross there is no living with her. If she is a good cook she doesn't like 'second work,' and if she likes to keep things in order she abhors cookery. And so it goes. If I could run across a nice 'care-taker' I would engage her 'so quickly 'twould make her head swim,' and would guarantee to keep her until she got married or grew to be an old, old maid. But first-class help are as 'scarce as hens' teeth.' Consequently, I worry along with my work alone. Father is handy around the house and helps me quite a bit. Mother's rheumatism troubles her so, however, she can't do much else but sit in her comfortable chair and wish she could 'get around.' I am so tired, sometimes, that I'm just ready to drop—and I would collapse if I didn't simply have to keep up. Mother gets provoked at me because I won't have a girl around; but she herself taught me the proper ways of doing work, and when a maid won't do as I tell her to I've no patience with her."

I smiled and ventured the suggestion that possibly the maid thought that she herself was in the right as to methods of accomplishing results.

"Well, she isn't," emphatically de-

clared this model housekeeper, "for, as I say, my mother showed me how to work, and I know her ways are right!" with a strong accent on the "right."

She was adamant and there was no use arguing matters with her for obvious reasons.

I have not the least doubt but that her ways were, as she said, best. But you can't get a maid, now-a-days, who thinks that the "Missus" knows anything, so "there you are, there you are."

As I stated at the start, it is extremely difficult to get office help to obey orders. They are an obstreperous bunch who will do things their own way—which isn't my way and I know is the wrong way. As it is the money of the boss that forms the basis of their living I can't understand why they don't do as he wants them to. My methods of doing business have been tried and have stood the test of time. That's sufficient evidence to me that they'll do; but not so with the office force. Time was when I did all these things myself, and that is how I come to know how to do the work in the most expeditious fashion, yet every little jackanapes of a \$5-a-week clerk thinks he knows it all.

"Fudge! I get so mad when I fall to thinking how different times are now from, say, even fifteen years ago that I'm ready to bust—excuse me, I should say 'burst.' With me and my work it is as it was with my friend, the old maid, and her work: I am positive my way is the only way." G. A.

Fifty Dollars a Pound for Turtle Meat.

"The flesh of the green turtle often brings \$50 a pound," said an oyster dealer. "This rich meat comes to us from the coral reefs of the West Indies."

The turtles are caught in nets among the rocks. They are very carefully brought north. They are deck passengers at first, but as the weather grows cold with the ship's progress they are penned in warm rooms below—regular staterooms.

It is different treatment that they get, though, at the natives' hands. If a native is bringing turtles north he nails them fast to the deck by their flippers. Strange creatures that they are, they appear to suffer little under such cruel treatment.

The calipee and calipash are respectively the flesh from the breast and the back of the green turtle, tidbits which I have heard epicures say are unequaled in the earth beneath, the heavens above or the waters under the earth. This meat is superlatively rich, delicate and tender. Live green turtle fetches wholesale from a dime to a quarter a pound.

What makes the meat so expensive in the end is that out of a 140-pound fish you'll only get two pounds of calipee and one of calipash. Several times when there has been a tight turtle market the chefs of millionaires and of certain extravagant hotels have offered me \$1 a pound for live turtles. At that rate your calipee and calipash would come to quite \$50 a pound.

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

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

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More than one merchant has made that remark to us in the last year.

Sure!

That's why your trade is growing.

Clear as water to us.

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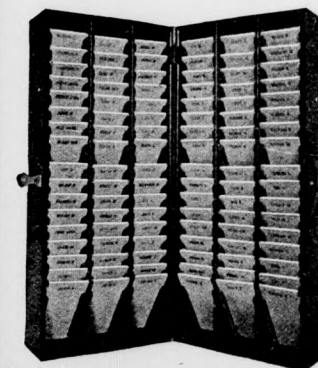
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105 Ottawa St., Grand Rapids, Mich.
Both Phones 87.**



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



Weekly Market Review of the Principal Staples.

Sheetings—No further advances have been made in sheetings, a desire being expressed not to put the price too high; but at the same time another force is working to offset such a possibility, and that is the prevailing opinion that exists to the effect that the comparative weakness of raw cotton ought to be reflected to some extent in cotton goods. However, in the majority of cases those who get into the market do not quibble long. In some instances they leave the house with the idea that they can get a better price elsewhere, but they always return plus that much extra experience and say, "Send me the goods." Close-by goods are all taken and the small amounts of available goods there are sure to bring top prices. As a matter of fact, the supply absolutely controls the situation and has the power to set the price, dealers refusing orders on any terms other than their own. On the other hand, buyers are not operating in large quantities at the top figures, but are rather taking enough to tide them over in a sort of "hand to mouth" fashion. In the very nature of things, with the market so bare of goods and the mills with all of the business ahead of them that they can possibly take care of for from two to four months without taking another order, it is hardly likely that there can be any changes in the price situation for some time to come. Were the mills in a position to secure the full quota of help, the situation might be different, but as it is, the mills all over the country can only produce 75 per cent. of their capacity. With this curtailment and the increased demand operative, the cause of the present acute position may easily be understood and it may also serve in judging the future somewhat.

Prints—Usually at this time of the year orders come in quite large volume, but this year buyers seem to evince an inclination to hold off somewhat and are sailing close to the wind. Perhaps it may be the matter of prices, which have advanced a quarter of a cent lately, that causes buyers to act in this way. However, the last few days have seen a more encouraging volume of business than has been done heretofore. Perhaps it is just as well that there has been less than usual in this line in the matter of re-ordering, as it is well-nigh impossible to secure the necessary goods in the grade for the converting purposes. This is one of the points on which the scarcity of gray goods bears most heavily and there is as little possibility that it will let up as there is in any other direction. Percales and indigos have moved freely from jobbing houses and new patterns have also taken well. In fact, this is an excellent opportunity

for new tickets to be introduced in any of the different lines.

Dress Goods—The dress goods market is rather quiet this week; to be sure, some business is being done all of the time, as is the case in other makes of goods, but, nevertheless, on the whole the general situation is somewhat less active than heretofore. Nor is much looked for until after the 4th of September, and this by general acceptance is the time for buyers to increase their activity. Many lines are now being gotten together, but when they will be shown is not known. Among those showing activity broadcloths are the recognized leaders; voiles follow a very favorable second, and panamas are given third place. All three of these lines occupy very favorable positions and are very popular, particularly voiles, for their practical availability.

Underwear—There is not much doing of any importance in the underwear market this week, less, if such a thing could be possible, than last week, unless it be an instance like one that is now on the tapis, of a house receiving a sample from the mill, saying that it was in a position to turn out a given amount of goods for immediate delivery to correspond to the sample sent. In this particular case some very good orders were taken at excellent prices, and altogether it made a good supplementary line, which added materially to the rounding out of the season's business. Aside from this, nothing of any great moment has occurred to enliven the market at first hand. With the jobbers this week is a duplicate of last in the matter of retail buyers. They keep on coming, and as is the case in other lines of goods new faces keep coming in that have not operated here before, which help to swell the demand that has already reached the bounds of possibility. These may perhaps represent the increase in population that has not yet been reckoned with, and which is another factor of importance for the market to wrestle with.

Hosiery—There is no apparent change in the hosiery market this week—everything at first hand, if not sold up, is so nearly in that position that the market almost lacks action. To be sure, there are some lines that are still operating, but all of the big mills are now practically out of the market. It seems strange, when the vast quantities of medium and low grades are considered, to think of the possibility of their ever becoming scarce. Such is the case, however, and many agents have little or nothing else to do but listen to and attempt to straighten out delivery complaints. In spite of the attempts made to avoid them, they are bound to arise here and there, as the season advances to the time when the goods are wanted badly by the jobbers, to deliver to the customers who keep writing them in order that they may be sure to get all possible in the shortest time. That the demand is more than usual is obvious from the rush in the jobbing houses. Faces are seen that have never been

Our Hat Department



offers a fine assortment of soft hats for men's and boys' wear. It's a line of popular styles that can be retailed at popular prices and one that every general merchant can sell. Range of prices is as follows: \$2.25, \$4.50, \$6.00, \$9.00, \$12.00 and \$18.00 per dozen.

ASK OUR SALESMEN OR WRITE US

Grand Rapids Dry Goods Co.

Exclusively Wholesale Grand Rapids, Mich.

The Wm. Barie Dry Goods Co.

Present an Unusually Attractive Line of

Gloves and Mittens For Fall Trade

As Follows:

Infants' Wool Mittens , white and assorted colors, from 75c to \$1.25 per dozen.	
Misses' and Women's Wool Mittens range in price from 90c to \$4.50 per dozen.	
Golf Gloves. Misses'.....	\$2.25 to \$3.50 per dozen
Women's.....	2.25 to 4.50 per dozen
Men's.....	4.50 per dozen
Heavy Wool Gloves. Boys'.....	\$2.25 per dozen
Men's.....	\$2.25 to 4.50 per dozen
Heavy Wool Mittens. Boys'.....	1.25 to \$2.25 per dozen
Men's.....	1.50 to 4.50 per dozen
Unlined Leather Gloves. Boys'.....	2.25 to 4.50 per dozen
Men's.....	2.25 to 9.00 per dozen
Lined Leather Gloves	2.65 to 12.00 per dozen
Unlined Leather Mittens	2.25 to 9.00 per dozen
Lined Leather Mittens. Boys'.....	2.25 to 4.50 per dozen
Men's.....	2.25 to 9.00 per dozen
Unlined Gauntlet Gloves	2.65 to 10.50 per dozen
Lined Gauntlet Gloves	4.50 to 9.00 per dozen

Order from the above list. Our assortments are complete in every detail. Shipments will be made promptly.

The Wm. Barie Dry Goods Co.

Wholesale Dry Goods

Saginaw, Michigan

here before. This fact is not only true of hosiery, but of other classes of goods as well. It is well-nigh impossible even to think of furnishing all that is wanted by these buyers, as it is now a fact that mills are more than ordinarily well sold and there are few goods with which to supply the demand.

Carpets—Retailers report a decided improvement in trade. Vacationists are returning home and the effect is felt and seen in an increased volume of trade. The department stores, many of which carry a stock larger than some jobbers, expect a large trade during the fall and are stocking up to meet the demand. From the manufacturer's standpoint there is an improved outlook. During the past week there has been an increase in the number of orders received over those of any previous week of the last two months. Another encouraging feature is that the orders received call for a larger yardage than those that were placed early in the season. Manufacturers are cautious and they are not stocking up with raw materials in anticipation of a large demand, but are buying only sufficient to cover orders booked. In a measure jobbers are as conservative as the manufacturers and they are placing orders only for goods and in such quantities as they think they can dispose of before the season closes. Every one is looking for lower prices in the raw stock market and no one wants a stock of high-priced material or goods on hand when the break in prices comes.

Prosperous Conditions at Lansing.

Lansing, Sept. 11—From reports made to the State banking department by the two National and one State banks at this place it appears that the financial institutions of this city are in exceptionally good condition. The total footings of the three banks, one of which has been organized only about four months, is \$4,230,450.64. The deposits aggregate \$2,131,901.78, which is at the rate of \$70 per capita on the basis of 30,000 population.

The City National Bank has recently been selected as one of the United States depositories, and \$50,000 has been deposited with the institution.

The Lansing Wheelbarrow Works, which is one of the most prosperous institutions in the capital city, is enlarging its factory and office, erecting large storage sheds and making preparations for increased business.

Since the achievements of the Oldsmobile four-cylinder touring car in the Glidden contest last month the company has experienced a fine run of business and has disposed of every car manufactured for the season of 1906. The company will follow the lines of the present car for the 1907 season.

The Lansing & St. Johns Electric Railway, now operated by trolley, may install the third rail next season. The matter is under serious contemplation and estimates of the cost of installation are being made.

Tribute To the Memory of Mr. Hess.

Owosso, Sept. 7—The announcement in the Tradesman of the death of my old friend, William T. Hess, was quite a surprise to me. The last time I met him was on my visit to Grand Rapids to attend the funeral of our lamented mutual friend, Paul Steketee. At that time he was a picture of robust health and vigor, exceptionally strong in body and mind. Knowing him so well as I did, I write these few lines in memoriam. His death calls to my memory many recollections of early days in Grand Rapids. When he purchased the Ezra Reed farm and lived upon it he was my nearest neighbor. Our farms joined. He was quite a young man. This was several years previous to his marriage to his first wife, Miss Woodward. He brought with him from his Eastern home many progressive ideas of farming and knowledge of modern farm implements, and was among the first to introduce labor-saving farm machinery. He brought the first mowing machine used in Kent county, a Buckeye. It proved to be crude and unsatisfactory upon trial. I recall listening with intense interest as the young man pointed out its imperfections. One of the most fatal was the fact that he could not get motion enough to the cutting bar to do good work without urging his team beyond the power of endurance. This and other defects of less importance he was quick to recognize and promptly reported to the manufacturers, suggesting alterations and improvements which were subsequently adopted and for which, to use his own language, he never got so much as a thank you. Genial and fun-loving, he united good fellowship and warm friendship with honesty, industry, frugality and perseverance in all his undertakings and dealings with his fellow-man. What a pity he could not have been spared for a longer life of usefulness!

W. S. H. Welton.

I think congratulations are due up-

on my having entered upon my ninetyeth year. I must be the oldest correspondent of the Tradesman.

W. S. H. W.

Personally Conducted.

A Denver man tells a story of mining days in Colorado when the greatest excitement prevailed by reason of the discovery of silver deposits in Gilpin county.

A Mexican, who had repeatedly evinced a weakness for robbing the sluice-boxes, was caught for the third or fourth time. In view of his numerous offenses in this respect, it was promptly decided that the "greaser" should be "strung up."

Among those prominent in the proceedings was a big-hearted Denverite, afterwards elected to a high Federal position. He said that, much as he regretted the necessity of suspending the Mexican, he was, like the rest of the "committee," in favor of it. Now this Denver man wanted to give the doomed individual a chance to pray, but, as he declined to avail himself of the privilege, the master of the ceremonies started in to give the Mexican what the miners called a "good send-off." After recounting the man's crime as an excuse for the hanging, the petitioner said:

"This man is unfit to live; he can

not associate with honest people; he is an outcast, the very worst in Gilpin county—and so, O Lord! take him to Thyself."

The Mexican was then properly hanged.

The wise always are willing to be called fools, but never anxious to hasten the event.

Prayer is a way from anxiety, but not from activity.

Wm. Connor

Wholesale

Ready Made Clothing

for Men, Boys and Children, established nearly 30 years. Office and salesroom 116 and G, Livingston Hotel, Grand Rapids, Mich. Office hours 8 a. m. to 5 p. m. daily. Mail and phone orders promptly attended to. Customers coming here have expenses allowed or will gladly send representative.



Winter Goods

We carry a complete line of

Lumberman's, Woolen, Home Knit, Fleece Lined and Cotton Woolen, Fleece Lined and Cotton

Socks and Hose

For men, women and children, at all prices

P. Steketee & Sons

Wholesale Dry Goods

Grand Rapids, Mich.

Brownie Overalls

The Same Old Reliable Sizes

- Age 4 to 15.....\$3.25
 - Age 8 to 15..... 3.50
 - Age 11 to 15..... 3.75
- Orders shipped same day received.

THE IDEAL CLOTHING CO.
GRAND RAPIDS, MICH.

Two Factories

LOOKS DIFFERENT

When You See Somebody Else Doing It.

It was O'Donnell whom the old man—Old Going, the hard faced, gray haired head of the house of Going—took up and sat beside him on the throne and initiated into the mysteries of running a big business as it should be run.

"What I want," the old man had said to himself as he looked about for a man to be thus handled, "is some one with character, some one who will run this business after I am gone just as I run it. He will be a hard one to find, because most of the men on the pay roll had the misfortune to be born with white collars around their necks and never were able to get rid of them; but I'll find him some time, and when I do I'll pick him up and make him my manager. And I'll train him just as I trained myself and I'll make him do things just as I did things in the beginning. Then perhaps I'll be able to lay off for a couple of months a year without coming back and finding that Palmer & Schwarzburger, or some other wolf of a competitor, has run over the pretty young man that I've left in charge. I'll make a man of that fellow when I find him—a real man with his teeth firm in his jaw and with no soft foolishness in his heart. But it will be some time before I find him, I suppose."

Then came O'Donnell, and the old man looked him over, turned him around, noted the hard, square jaw, the dry eyes, the thin lips, and the long nose, and rubbed his hands with satisfaction.

"Maybe," said he hopefully, "maybe this is the man."

So he sent him out to one of the branch houses where competition from the small dealers was stronger than elsewhere and ordered him to make a showing. O'Donnell looked over the ground, set his square jaw firmly, and waded into things with his coat off and his sleeves well up above the elbow. He wasn't an open and above board fighter such as the old man had been in the early days when fighting had been necessary for his existence. He didn't tell a man he was going to hit him and then drive the punch home regardless of the other's guard or counter attack. No. He waited his opportunity and laid his plans, but when the time was ripe for striking he struck in a manner that brought pain and disaster to the other side. His method was different, but the old man, noting the manner in which the small dealers were knocked out right and left, smiled grimly and knew that the results were the same. Consequently he wrote O'Donnell a testy letter of warning, telling him that his methods were too weak kneed and lax to accord with the firm policy of Going & Co., in dealing with competitors, and that there must be a change for the better if he hoped to win a place among the leaders.

O'Donnell liked the letter. It showed him that his line of ideas was in accordance with that of the old man; it showed him that there

would be plenty of scope for him to exercise his will power and determination; it showed him that he was with the right house and in the right place. The small dealers probably imagined that the end of things had come during the next six months. O'Donnell turned on the screws in a way that convulsed the old man back in the general office, and even wrung from him a two line note of commendation.

Then he was called in from the branch house and put at the knee of the head and trained for the post for which he had been selected.

It was a complete and sufficient training that he received. The old man had ideas of his own, and one of these was that it did not pay to do a thing unless it was worth while to do it well. As O'Donnell was one of his own pet projects, the training bestowed upon him was a matter of particular thoroughness. Nothing halfway or disinterested about it! The old man was determined to make a successor to himself just according to his idea of what that successor should be and he didn't care what it cost him, or how long it took him to do it. Naturally he must run the business as he had done before, but he ran it with his right hand now, while with the left he sternly attended to the proper education of O'Donnell.

He began by making him assistant to the general manager. This was something unheard of in the office. It wasn't customary to take men from an obscure branch house and put them at once on the third from the top rung of the office ladder. To reach that post usually required years and years of patient serving in many various capacities subordinate to it, and years of waiting for the proverbial footwear of the proverbial dead man. O'Donnell had none of these to do. He didn't have to climb the full length of the ladder, and he didn't have to wait for somebody to die or resign. The head simply plucked one man out of the position and put another in, and the other was our hero.

There was method in the old man's actions, of course; there was method in everything that he did. To suddenly chuck O'Donnell into the post of assistant general manager was to try him with fire severe enough to bring out any and every flaw that might be in the makeup. In the first place, if it so happened there was a touch of the "natural big head" in him the big promotion would have showed it within the first few weeks. The old man didn't want a man whose head was apt to be turned by big things to succeed him as head of the big house that bore his name. A swell headed man in a big place is an impossibility. Again, if lack of nerve had been one of O'Donnell's characteristics he surely would have faltered in stepping into his new position, and a man without nerve that would balk at nothing could not be expected to run a big firm as it had been and should be run.

The old man knew all this and many things besides and he watched

the new assistant manager with an eye from which nothing escaped. In the end he was satisfied. O'Donnell's grip on his place, and on himself, which was much more important, was sure and strong. He was just as efficient as an assistant manager as he had been at the branch house.

It was his "firmness" that most delighted the old man. As a matter of fact, it must be conceded that with the coming of old age had come to the old man a certain species of mild senility, which hampered his natural strength and left him less able to carry out his set designs without considering the wishes of others. People said that the old man was getting a little less hard-hearted than he had been. Whatever it was, he admitted grudgingly to himself that he was not as strong as he had been, so he rejoiced at the advent of O'Donnell, who gave promise of being fully as firm and strong and disregardful of others as the old man had been in his earlier days.

It took something less than two years to make O'Donnell ready to step into the private office of the general manager. But at the end of that time he was ready to the old man's taste. So there came another plucking of one man from a long occupied position and the sudden substitution of another; and then the old man was ready to get acquainted with the spring water of Hungary, and the beggars of Italy, as he so often had promised Mrs. Going that he would.

The command of the general office he left in the hands of O'Donnell, after talking with him for two hours on what he was to do in the next year, and went away. O'Donnell, with all the reins in his hands, found for himself a whip and began to drive.

Going was away for ten long months. In this time he saw as much of London and Paris as he could stand, studied the municipal utilities of Germany for a month, spent half a million on "Italian foolishness," and came back to the land of the free and brave quite contented with being born in Fall River and with living in Chicago.

But while he was away O'Donnell had been driving the business with a stern hand on the reins and the whip ever ready. It perhaps is easiest to sum it all up by saying that he had run the business just as the old man had run it fifteen years before, that he had imitated that worthy as much as he could, that the operating expenses were cut down 5 per cent. and the outside returns almost as much increased. He had lived up to the old man's ideas—lived up to them fully.

They took a walk through the place the morning after the head had returned.

"Why, what's this, O'Donnell?" said the old man in the invoice department. "There used to be more men here. There used to be a hundred here, and there aren't seventy now."

"I made a change," said O'Donnell. "They only needed a little shaking up to make it possible to get rid of twenty-five of them."

"Hm! Shaking up? How did you shake them up?"

"Simply made 'em work harder, and longer, and a little overtime occasionally."

In the stenographers' department forty young women sat where sixty had been when the old man went away.

"Hm! Change here, too, eh? How did this happen?"

"They weren't working anywhere up to their limit. I weeded out the inefficient and let the remaining ones know they'd have to speed up or lose their places. They responded readily enough. All they needed was a little driving."

"Ye-es; of course."

"Then I abolished the half hour afternoon rest. It hampered us considerably. All that helped."

"Of course it all helped."

"Then their getting off for three hours in the middle of the week to do their shopping—that was a foolish notion. Foolish for them as well as for us. I abolished that, too."

Further on, in the book-keeping department, the old man stopped and demanded: "Where's old Hanscom?"

"Not with us any more," said O'Donnell.

"He's dead?"

"O, no! He was so old and he worked so slow that it made the other book-keepers think that if he could hold his position with such work they could also. I let him know that this was the case, gently, you understand, and he took it in a wrong light. He left at once. I've found that we did well without him—in fact, he was a drag on the department. I—"

"O'Donnell, what a — beast you are, to be sure!" roared the old man.

"Why, what—"

"What a beast you are! Haven't you any feelings or thought for others?"

"You—"

"Write a letter, telling Hanscom to come back, and apologize to him when he comes. Reinstate the half hour rest for the girls as well as the three hour weekly shopping time. What do you think we're running here, a slavery institution?"

"But, Mr. Going, you—"

"Shut up, O'Donnell, I'm mad clear through."

The moral is: It looks different when you see somebody else doing it.
Allan Wilson.

Uncle Sam Unusually Prosperous.

Uncle Sam's dinner pail is full and overflowing and he is filling other dinner pails. Exports and imports for the year fell just short of \$3,000,000,000, the actual amount being \$2,969,000,000. But the exports far outran in magnitude the imports, the excess of the former being \$517,000,000. This is a magnificent trade balance in favor of the United States and excels that of any other nation in the world. All parts of the country contributed to the great whole. The South sent its millions' worth of cotton and the West sent its corn and wheat, while the East sold vast quantities of manufactured materials or mineral products.

Invitation

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

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

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

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

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

TWO TYPES.

Traveling Man Meets Them Both on Recent Trip.

Written for the Tradesman.

I went out on the road, one day last week, for my firm, and could but be struck with the dissimilarity of methods employed by two of the customers I called on.

One of the men is the personification of jollity. His chubby face couldn't be any rounder and his body is just as rotund. When he laughs his fat little sides shake, and it is enough to make you smile even if there were nothing in his remarks of an especially humorous nature. His clerks seemed to fall all over themselves to please him. The errand boy fairly worships him and counts every minute lost if he isn't somewhere near him. And when the errand boy freezes to his employer you may make up your mind that the latter is the "right sort," for the average employer really scarcely knows the errand boy if he meets him on the street, and seldom or never knows his last name. But this ideal business man not only knows the name of each one in his service but also takes a deep personal interest in their lives. And this interest is reciprocated.

There is no "grinding down" in this establishment. There isn't a clerk in it but is willing to work overtime without pay if needed in a pinch.

The man at the helm is generous to a fault. He gives away in a year more than I spend on the necessities of life. You might say:

"Maybe at no hardship to himself—probably he can afford it, and it's likely he gets a deal of pleasure out of it." To be sure, he does love to give—I'll not deny it; still, others are benefited, just the same, by his kindness of heart. He himself says he gets more out of his charity than the recipients, and if it does him any good to think so I guess we can let him.

This particular merchant is perfection in his family. He isn't one of the "yelping kind" who seem to be ever on the lookout to knock some one. You know, there are people who apparently are never so happy as when sneering at some poor devil of a fellow, and this spirit is generally manifested in its meanest phase in their own homes.

Such an one is the other merchant I set out to tell you about—a man to be despised by his kind, a man who on every possible occasion—no matter whether in private or public life—makes a practice of ridiculing his wife. It makes no difference who is present. I myself have often heard him berate her before a roomful of people. I remember being at their house one time to dinner. Some trifling subject was under discussion. The wife ventured a remark to me, veering from his already expressed opinion—and she was in the right about it, too—when, before I could get a word out of my mouth in reply, her husband turned on her and with withering sarcasm exclaimed:

"You're a fool, Tillie. You better

keep your ideas to yourself after this."

"What did that humiliated creature say?"

She looked ready to die with mortification; however, she answered not a word of recrimination, not even of reproach or explanation. But her face turned a painful red up to the roots of her hair and she bit her lip slightly, her eyes dropping to the plate before her. Then a look of ashen paleness took the place of the fire, her eyes closed and she swayed a little in her chair.

Her brute of a "natural protector," in his blunderbussing way, had gone on addressing the company, expatiating on his wife's "stupidity in supposing she knew it all!"

He aired his ugliness for some time before he noticed the changed aspect of the mother of his children, when, suddenly catching sight of her ghastliness, he burst out with:

"Why, what on earth's the trouble now, Matilda? You seem always to be getting up some sort of a tantrum."

No answer from the crushed white face and he went on in his scolding-fishwife fashion until my fingers fairly itched to throw him out of his own house.

As soon as he reached a pause in his tirade I threw myself into the breach and said:

"Now, Cavendish" (his name isn't that, but because I was his guest and for other reasons I can not disclose it), "now, Cavendish, don't blame the lady—I was the one at fault by a previous inference and she was only bearing out my own ideas on the subject in hand."

The words didn't mean anything, and were not true, but, land! a fellow had to say something to save the day for that woman with a huzzy for a husband.

This same couple were the object of much comment on another occasion—on a porch piazza at a summer resort.

It had been raining and the husband came home, his clothing drenched from a long 'cross-country ride in an open buggy.

"Why, John Cavendish, where have you been?" asked his wife, solicitously. "I didn't know where you were. Come right in and let me get you some dry clothes!"

'Twas plain to be seen, from his dripping discomfort, that her suggestion would have been the natural course to pursue, and the most relieful one, too.

But the man is out of his element if he can't be exasperating and, with a surly, "You mind your business and I'll mind mine!" made a puddle of himself on the top step, while every neighbor on his porch wanted to kick him off the earth—or, anyway, that top step of his own veranda.

These are but two instances of domestic infelicity in that household, but there are others—their acquaintances are treated to such remarks on his part every time they come within gunshot of the two. The slings are borne in silence by the brow-beaten wife or meet with only

a mild, deprecating or extenuating protest.

The good merchant I described is the very antithesis of the contemptible tormentor just referred to. And with his help in the store the latter is just as arbitrary, just as unmannerly. His austerity "puts water in the carburetor" every hour in the day. His force wouldn't dare to touch him with a ten-foot pole, so to speak. They crouch when he hoves in sight and try to get extra busy so that it would be an unwarranted interruption on his part to speak. They are pretty sure to "catch it in the neck" if he opens his mouth.

It's a wonder to me how he retains his help. It must be nothing but the great necessity for work that would compel submission to this belligerent piece of masculine humanity.

I managed to secure a good-sized order from him, in spite of his grouchingness, and then skidooed for fear that I, too, would get belched on by his smoldering displeasure.

Thomas Welsh.

Take Advantage of Off Days.

Utilize off days and stormy periods when trade is a little off in getting ready to make up for them when conditions change. It will make things easier, pleasanter and more profitable all round. It's a heap better than stamping around fussing and wishing. There's trade to be done to-morrow, next week or next month. There is work to be done for that time, and the better the work, the better the business is likely to be.

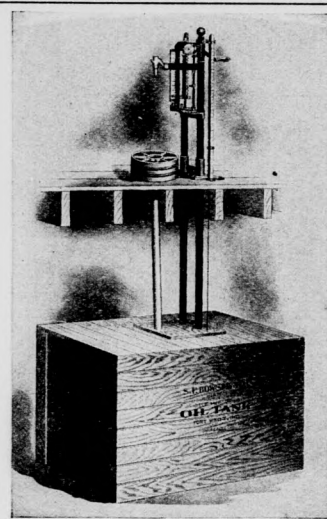
Gillett's D. S. Extracts



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

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

Sherer-Gillett Co.
Chicago



No. 1—Cellar Outfit
One of 50 Styles

profits ooze out of the cash-drawer and leave the merchant with only his labor for his pains—if not with a burden of debt and failure."

Extract from article in August 11th issue of Saturday Evening Post. This article was written by Harlow N. Higinbotham, for years a partner of Marshall Field in Chicago, a man who made himself a millionaire by stopping just such losses as are caused by tin tank storage of kerosene and gasoline.

If Mr. Higinbotham had been a grocer, he would have used a Bowser Tank.

SAVES TIME, MONEY AND MATERIAL. IS CLEAN, NEAT AND CONVENIENT. SEND FOR CATALOG "M."

S. F. Bowser & Co., Inc., Fort Wayne, Ind.

Stop and Consider

"Retail merchandising is essentially a business of small things. This is just as true of the great metropolitan store which sells millions of dollars' worth of goods a year as of the little general store at a country crossroads. In either case the individual items which make up the total of sales are small and in most cases the margins of profits are also small. Consequently only a little margin of waste in the handling of these goods is necessary in order completely to dissipate that small margin of profit. A little leak here and there is enough to let all the

THE SQUARE DEAL.

Its Strongest Adherents Hesitate To Pay the Price.

Within the last year this country has been in touch with more popular clamor against graft and its myriad kindred evils than ever before within the recollection of the citizen. The philosophy of "the square deal" has been preached and quoted, until, as in the emotional popularity of the "simple life," a good deal of the detail of the "square deal" has been overlooked.

In the practice of the square deal no degree of passive or negative squareness can suffice in full measure. In either of these positions under many circumstances it would be hard for the best judge of human nature to make intelligent guess whether the disciple of the square deal were honest or dishonest. In thousands of individual circumstances an active aggressiveness in the operation of the square deal is imperative if the disciple of the measure is not to demonstrate his cowardice and hypocrisy.

Not long ago I had a letter from an old friend with whom I have grappled often in argument. Apropos of a subject on which we had correspondence, he was inclined to charge me with too much interest in the affairs of my fellow men in crowded city streets and public places. As an example of my wrong attitude, as he saw it, he recounted an experience in a street car. He put the situation forcefully.

"A man whom I know was in a street car yesterday and saw a fellow trying to pick another man's pocketbook. Did he interfere? Not on your life! It might have meant a stay in jail as a necessary witness in case of arrest; while at the best it would have meant the loss of a day or two in court to the neglect of his business!"

Yet my friend writing this is an apostle of the square deal. How he maintains his position in his own mind while coinciding with his other friend's point of view in this case is more than I can see.

Provided this attempt of the pick-pocket was successful some person lost his pocketbook by theft. If my friend's friend had interrupted the proceeding the crime would not have been committed and perhaps a criminal would have been put out of the temptation to other offenses. The object lesson of the arrest indeed would have served its purpose against like crimes in others.

But as another disciple of the square deal he sat passive, looking on and without a word. He had decided that it was none of his business. The men were both strangers and to interfere he might be running several risks which he did not want to take.

But this was one of the least square deals possible in like circumstances. As a given situation in a public conveyance it must be assumed that there is a considerable number among men who would not have looked on at the act in silence. There are grounds for supposing that this victim of the theft readily might have

risen to the rescue of the other had their places in the situation been reversed. Could even the chance of this being so acquit my friend's friend of not carrying out the square deal?

For the consistent observance of the square deal a thousand given situations must present a thousand possibilities of interpretation and action—or inaction. For example it isn't a wise thing always for one to let his sympathies go out in flood toward a man who is being thrashed by another man where the cause for the trouble is unknown to the spectator. In the first place it is rather hard for one man to whip the man who is in the right of the controversy; and, as the second proposition, the mere square deal whipping administered to the average man isn't such an evil to him or to society as to prompt your unreasoning, emotional interference.

But what shall it avail if, in your conception of high social ideals and in your adherence to good citizenship and the sacredness of the ballot, you attempt a square deal government and yet deny your own square deal allegiance to it in the capacity of citizen?

There are times when the good citizen may be indignant at certain community burdens that are put upon him. I would not be a willing juror in a case where in some business arrangement and contract wholly selfish between two persons or corporations one or the other has defaulted and suit has been brought to decide the question of fact. If Jones wishes to take a big business risk in a selfish business deal with Smith without first taking me into his confidence and paying me for my possible advice, I have found it hard to see why I should be summoned and confined in jury service with eleven other men in order to settle this selfish business between two selfish men when one of them merely wants to get more than his already selfish share.

But it is a strained condition of the square deal when a citizen looks on in silence and inaction at a crime that is menacing the whole social structure. I would go willingly to court as witness or juror in defense of a possible innocent victim of aggressive wrong when he has been no selfish partner to his condition. To the end of acquitting a criminal on a technicality, however, it is another story.

The man in the street who stops the wind-blown hat of a fellow pedestrian, brushes it with his hand and restores it to the owner feels that he has contributed to a community a square deal. Yet the man who does as much as this for the stranger may refuse to risk notifying the same man that his pocket is being picked! He acknowledges that he ought to pick up the hat, which may have cost at most \$2, but he doesn't interfere if the \$200 pocketbook is in danger.

Why? There is a square deal machinery of the courts in which to try him; the State prison is conducted on the square deal plan; the offender in the square deal philosophy "has it coming." But the square deal elector and citizen merely has defaulted in his philosophy of the square deal—selfishly. John A. Howland.

All merchants, members
of the family and friends
attending the

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are cordially invited to
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We will do all in our
power to make you feel
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JUDSON GROCER CO.
GRAND RAPIDS, MICH.

BULLETIN

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for they are well-known to all discriminating housewives as reliable, highest grade and full weight goods—safe to use—certain to prove satisfactory in every respect. ❁ ❁ ❁

OUR NAME IS A GUARANTEE

WORDEN GROCER CO.
GRAND RAPIDS, MICHIGAN



Women's Extravagance Often Men's Fault.

There are few attributes of the "eternal feminine" which are more strenuously insisted upon than that of feminine extravagance. Yet, for all that, it is to be doubted whether, in point of fact, the extravagance of women exceeds that of men, perhaps even whether it equals it. Indeed, it may justly be claimed that a woman, however lavish of expenditure, is more or less certain to demand a quid pro quo for her outlay, and rarely attains to the point of spending wealth with the recklessness which men "plungers" often display. Even Cleopatra, with her famous draft of dissolved pearl, had in view a definite end, the desire to impress and astonish Mark Antony, even as many a woman since her day has sacrificed more or less in order to fix the attention of the man whom she has wished to attract.

From the beginning the "excuse of Adam," "The woman whom thou gavest to be with me, she tempted me," has been a favorite one with all mankind. "Cherchez la femme" is the old French proverb, "There is never a bit of mischief but a petticoat is at the bottom of it," says the old English version of the same maxim.

When a man covets the earth it usually is in order to give it to some woman; this is indisputable, according to both history and tradition. And when, having, with pain and toil, secured a small part of the universe, he presents it to the lady of his choice, it happens, perchance, that she treats the gift lightly, plays with it, breaks, perhaps even throws it away. Then, straightway, he is indignant, and holds her sternly responsible for her carelessness, which may be due to ignorance; and forgets entirely that he himself is to blame in that he has made no effort to impress her with a sense of its value.

A woman, almost any woman, will take infinite pains, no end of trouble, to please the man whom she loves. No sacrifice is too great for his sake; she will do anything, bear anything, so long as she believes in his devotion to herself. Wherefore, if he chooses to treat her as a child, a plaything, he has no just cause to resent the fact that when he desires to find in her a helpmeet, counselor, and companion, she fails to rise to the occasion. It often is said, and truly, that with many men what are virtues in a sweetheart become grave faults when the sweetheart is a wife.

There is an ancient and threadbare conundrum which defines matrimony as a matter o' money. There is more truth than wit in the sorry jest, not because there are mercenary marriages but because financial difficulties and squabbles over bills and expenses wreck so many matrimonial ventures.

Love of the genuine, permanent va-

riety does not go out of the window when poverty enters the door. On the contrary, it stands its ground bravely and does battle with the wolf in behalf of its beloved. But what can a man expect when, instead of treating his wife like a reasonable human being, making her his confident and co-worker, he keeps her in the dark as to his financial status, allowing her to run up bills blindly, and then blames her when, through ignorance rather than of malice aforethought, she involves him in debts which he cannot pay?

It is to be feared that many men marry upon false pretenses in that the women whom they marry are more or less uninformed as to the precise amount of their incomes, present and to come. And when a man who has conducted his courtship upon a basis of \$5,000 a year marries upon an actual salary of \$1,000 there is certain to be unpleasantness, not to say trouble, in camp. It is no disgrace, indeed, it is not always an inconvenience not to be able to afford all the luxuries of life; the shame consists in pretending to that which one does not possess; in buying what one cannot pay for honestly.

Nothing can be more foolish than for a young couple to start married life with a grand splurge, spending the few hundreds or so in the bank in unnecessary extravagances which will do them no practical service when the money is gone. Even where there is a solid reserve fund available it is ill advised to draw upon it heavily, or even to abstain from adding to it, if possible, at the outset of matrimony. When once the initial expenses of the wedding and house furnishing are over, the cost of living ought to be, and usually is, less for a time than it will be thereafter. Everything is new and with ordinary care there should be no outlay in replacing or repairing for some time to come. A newly married couple, unless they are people of wealth, are not expected to entertain upon an expensive or lavish scale. Later on things may be different, and more money will be needed for all kinds of things; wherefore it is well that provision shall be made for emergencies. A wise old man used to tell his children that he always had found it much easier to do without a thing which he had money enough to buy at any time than to be deprived of it for lack of means to procure it. It is easy to pass from comfort to luxury, but when a luxury must be relinquished, the force of contrast makes the comfort of yesterday the discomfort of today. Those who are content to begin life together in circumstances which are well within their means will be spared all the troubles and misfortunes of those who cannot pay their way. Better, a hundred times over, to begin in a five roomed flat and end with a mansion in town and a place in the country, than to reverse this order of things.

In spite of the fact that when the bride has money it is apt to be a source of disagreement, it is an excellent thing for a wife to have an assured income of her own. It ought



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Because it is more palatable than others. Because the package is a large one, and filled.

Because it sells at 3 for 25c and gives you 25 per cent. profit, when sold at 10c it pays you 50 per cent. profit.

Because its quality is guaranteed.

\$2.50 per case.

\$2.40 in 5 case lots, freight allowed.

For Sale by all Jobbers

Manufactured by

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



Hart Canned Goods

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

JUDSON GROCER CO., Grand Rapids, Mich.

Wholesale Distributors

Sell

Your Customers

YEAST FOAM

It is a Little Thing,

But Pays You

A Big Profit

also to be an infinite relief to a man to know that his wife has money that is beyond the reach of his own success or failure. And, that this may be so, a woman's property should be settled upon her and her children "as tight as the law can tie it." Otherwise she may be unable to refrain from surrendering it, should occasion ever arise.

Whatever a man's income, be it large or small, his wife has a moral right to a certain portion of it, upon which she can depend, and this should be given to her regularly, without her being compelled to ask for it. It is a humiliating position for any one to be left without a dollar to pay an expressman; nay, worse, not to have the small amount due on a letter delivered at the door! The average man dislikes exceedingly to be continually asked for small amounts of money, but he rarely appreciates how galling it is to his wife's pride, her self-respect, to be obliged to make such requests. Let every man be honest enough, and loving enough, to give his wife a fair idea of his financial position, and trust her to conduct herself accordingly, nor leave her in ignorance when serious trouble is threatening to engulf her as well as him.

Moreover, it must be remembered that economy and extravagance are relative terms; what is proper and becoming in one woman may be nothing short of criminal in another. When a multi-millionaire's wife spends hundreds of thousands of dollars upon jewels she merely is making a safe investment; when a clerk's wife runs into debt for a brooch or bracelet she perhaps is taking a step upon the road to ruin. Women do not know always what they stand upon, and it is the duty of a wise husband to enlighten his wife, both for her sake and his own.

Dorothy Dix.

Grab Opportunity Or It Will Surely Get Away.

Written for the Tradesman.

"There are more ways than one for removing the epidermis from a feline," said the old knight of the grip, "and there are more ways than one of landing a customer.

"A boy on the road must always be on the lookout for opportunities in this day of fierce competition, and woe betide him if he lets any chance slip. The old days of making a town and seeing only the old-time, tried buyers is past and a man has to be on the lookout for new business all the time. It means that he has to have originality and be always ready to take a new tack if old methods fail, and I tell you it keeps a fellow hustling.

"A young friend of mine, a boy, by the way, who will be one of the big men of the road in a few years, had an experience not long ago that serves as an ideal lesson:

"He is out with a clothing line. In one of his towns he had failed every trip to sell one of the biggest stores. He was persistent, however, and returned each time in an endeavor to get this merchant to look over his samples. On his last trip in there when he reached the store he found

the place doing a rushing business and more customers in the store than the clerks could attend to.

"He nodded to the proprietor, took off his hat, approached a young fellow, who was looking at a pile of clothing, with a casual 'Something for you, sir?' and started right in selling. Business kept on booming and he worked for nearly two hours in the store, and I want to tell you that he made some of the regular clerks look poor in the amount of goods that he sold. When things fell off about noon the proprietor was so tickled that he went without his lunch to go over to the hotel to look at my friend's samples, and a nice big sale was the result. Now, if that boy had tried to hold the man up for an engagement while he was busy he would have been turned down again and would have lost the business."

"That's right," answered the dry goods man, "you've got to be ready to grab Miss Opportunity by the neck if you don't want her to get away. One of my best customers was secured by a little trick. I had tried to get him a dozen times, but he wouldn't even come over to look at my line. At last I determined to sell him something, and when I went over to his place I took along several pieces of a special line of silks under my arm. He was talking to a lady when I came up and as I offered him my hand I contrived to let my bundle slip, and, as the pieces were merely in their covers, they spilled over the counter just in front of the lady. Naturally, she could not refrain from looking at them, and as I picked them up she remarked favorably on one especial shade. I allowed her to examine them all and her comment was so favorable that I sold the merchant a nice bill of silks right then and there, and on my next trip I succeeded in selling him a good general order."

J. F. Cremer.

Abyssinia Has Many Rare Types.

The most interesting part of the Dark Continent is Abyssinia. Here the beasts of the field and the flowers of the meadow from the Mediterranean region meet those of tropical Africa. Here the snow capped mountains retain a wild goat; here also is a peculiar and aberrant dog, and in the western lowlands is a true wild boar. Several of the antelopes and two or three species of monkey are peculiar to Abyssinia, as are numerous birds, a few fish, two or three reptiles, and a great many plants. The human races, of varied types and widely different origins, speak a diversity of languages, some of them as yet unclassified. In the extreme southwest are negro types, in the southeast and south they are handsome Gala-Hamitic or Somala stock, in the north there are Hamite and Semite, and traces of ancient Greek or Egyptian colonies, and dark skinned Jews whose origin seems to antedate the destruction of Jerusalem. Abyssinia has a history going back to a thousand years before the Christian era.

Why Continue to Drift

and take chances in the purchase of COFFEE?

Why not TIE UP up to a RELIABLE HOUSE?

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

W. F. McLaughlin & Co.

Rio De Janeiro

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*Who else can do this?

BRINGS ADDED TRADE



Most men are judged by the company they keep, but a grocer is judged by the quality of his stock. If he handles

PARIS SUGAR CORN

he is classed with the best, because it is absolutely pure and is the best corn in the world—and because it is the best there is a demand for it that will stimulate your business in a most gratifying manner, and the added trade it brings will move other goods from your shelves.

Write us if your jobber cannot supply you.

Paris Corn will have large space each month beginning in September in the LADIES' HOME JOURNAL, SATURDAY EVENING POST, COLLIER'S, MUNSEY'S, EVERYBODY'S, SCRIBNER'S and other magazines. This publicity, backed up with such a superior product, is bound to maintain a consistent and steady demand. Satisfy and please your customers by having Paris Corn in stock. You will have many and repeated calls for it.

Burnham & Morrill Co., Portland, Maine

REWARD OF SERVICE.

It Is Proportional To the Assistance Rendered.

"I wish I were rich!" is one of the most commonplace expressions of the whole gamut of human desire. Wealth seems to be the one thing which the vast majority of men and women alike seem most fondly to long for. Given a reasonable degree of health, no bitter disappointment in love, nor special misfortune which weighs down upon the heart and mind, and the average individual will reply, if you ask him his most cherished wish: "I wish to be rich!"

There is a good deal of philosophy and no small interest of right perception in this individual desire of men for wealth. It is all well to say that wealth is not the only thing in the world. I am far from indorsing the blatant, vulgar idea, too common, perhaps, among Americans, that "money talks," that "coin is the only thing," or that "if you have money you're all right." You may have millions and yet be the unhappiest man alive. But the average man or woman, when wishing for riches, does not wish for the fortune of a Rockefeller. Enough wealth is wished for to secure one against painful poverty, or to afford the ease and the gratification of wholesome desires, which every man and woman prize.

There are exceptional people who do not care for money. I know a young man who, if he could make converts to Christianity, would sacrifice for this privilege the wealth of the whole world. I know a young woman who would prefer, above all other things, to be a famous novelist. She would be content to be quite poor if she could have the artistic fame her heart craves. I know a rich man who told me that if he could have the political success of one among fifty of the comparatively poor politicians he knows he would give away his immense business interests. This man is known as a most successful business man, and is believed to be happy because he is rich. He is one of the most discontented men I know. Another immensely rich man, widely known for his gifts to education and religion, would give one of his ears could he, over night, be transformed into an eloquent and scholarly preacher.

And yet, in spite of all this, the general run of men, the majority of the people, would fix their first choice on wealth as the most desirable possession.

To him who wishes to be rich, and who is not fatuous enough to believe that he will one day stumble upon an Aladdin's lamp, one piece of good advice can be given: Do something which large numbers of people will think worthy a reward. In other words, society pays for real, or for fancied service. Apart from an Aladdin's lamp, or from a legacy, which amounts to the same thing, society gives nothing for nothing.

This is an irrefragable law of economic life, and you can not escape it any more than you can lift yourself by your boot straps. Service is the word, from the king to the plowman;

and your service is rewarded in precise proportion as it is economically good for your fellow men.

Many shallow thinkers criticise this position of economic science by calling attention to what they claim is unrewarded genius. Johann Gutenberg, the inventor of printing—the very greatest material and intellectual benefit perhaps of all time—was put in jail for debt, and had to flee from the wrath of the ignorant burghers who thought he was dealing in witchcraft. The first user of anaesthetics died poor. The greatest of the first European scientific discoverers were harassed and often put to death by blind governments, and were believed by the people to be limbs of Satan. Innumerable inventors have died poor. Mozart died in virtual want. And the list could be extended ad infinitum.

But why was all this the case? Because society refused to reward men who had done for it great, useful, or noble services? Positively no. The men mentioned above had not done a service for society. In fact, they did what society, in their day, regarded not as a service, but as an evil thing, or a thing of no value. As soon as society grew up to an appreciation of the things they did, society rewarded them with all the return in its power. It gave them monuments and praise. The moment society began to use the works of their genius, the moment their services became actual and not potential, society gave them of its gifts with a free hand.

On the other hand, the services done by the enormously paid capitalists who direct business or manufacture are real and not fancied. We say that So-and-So owns a railroad or a steel plant. Does he? No, he does not. He holds his position just because of his service, and all other capitalists are in the same boat.

Whenever a man does a great service to society, society pays him cash. And it is often the case that society generously pays cash for fancied services, such, for example, as those believed to be rendered by certain insurance officials, whose work could be done by an intelligent office boy. And yet there are many men who will defend the alleged insurance grafters, and not unreasonably, by saying that the offices which they fill should be high salaried for the sake of mere dignity, like the champagne lunches which the Bank of England serves its clerks every day in the year, and all out of the dispositors' money. What would the people of this country say if the clerks of the big insurance companies were given banquets in the office just for the style of the thing? Still, there is some good sense in the system, even if the president of the company spends money like water. It shows that the company is "solid as a rock," and the individual policy holder, like the Bank of England depositor, will not object, will be tickled, in fact, if his own policy is assured him by the system.

The Norwegians recently elected a king. We over here wonder why they had to have a king. We are inclined to laugh at a people that

fancies it cannot get along without a king, and perhaps some of us would be willing to take the job and the salary if we could persuade the Norwegians that we are the gentleman (or the lady) they want. But we could not fool the Norwegians, or any other nation, for a minute. What they wanted was not a man, but a king, and to be a king a man must be able to render the service of a king. If you want a pair of boots you won't take a hot mince pie for a substitute. Shakespeare says:

A substitute shines brightly as a king

Until a king be by; and then his state

Empties itself, as doth an inland brook,

Into the main of waters.

The Norwegians wanted a man, an officer, who could render them royal service. Royal service means the highest kind of service conceivable. It means a service that unites a people in national ideals of honor, loyalty, love, faith and hope. It means the embodiment in an individual of all the aspirations that make a nation national. It means in Norway, and in other monarchic countries, what the flag means here. And the kind of a man that can render that kind of a service must have behind him family traditions around which such ideals can cluster, or must have in him the personal power of a Bernadotte, a Napoleon or a Lincoln. If the loyalty be personal, the individual must have proved his worth by his personal service. If the loyalty be of a traditional kind, the tradition must be there.

The reward of service is, therefore, as a general rule, proportional to the importance of the service itself. As a general rule, for there are certain services which are not yet appreciated by society, although they are actually rendered, supply and demand still have a good deal to do with reward. The labor which has built the cities of the country and all the great material works of civilization has not been paid enough for the service it has rendered society. Society pays the directing superintendent too much and pays the laboring man too little. That is the case because society does not yet fully appreciate the services rendered. It pays cash for them, but it will raise its reward as it learns better to appreciate labor. It does not pay enough reward to the educator as yet, because it does not realize how great is the service which is rendered to it by the humblest of educators. It underpays the clergyman and the doctor because the clergyman and the doctor are generally in a false position. They can not insist on their just fees because the service they render can not be put into figures. It is too great to express in dollars and cents.

George F. Tyrone.

An Opinion.

"How do you like my new brand of soap?" inquired the barber.

"Why, I don't know, John. It doesn't seem to bite the tongue as much as the old variety."

Candy-Coated Customers.

The practice of treating new customers so much better than your regular trade is an undesirable tendency. Hanging out an extra bunch of bait to some is as bad as hanging out a rebate to others. The latter is unjust discrimination, and we attack it when the railroads do it. The former is a dangerous stimulation.

Aside from the point of honesty, it should be discouraged merely on general business principles.

If you must throw off all profits from the first sale in order to get the customer to nibbling, what are you going to do for the second sale, and how do you know you are going to get any second? Further than this, such customers as must be fed on candy are not generally the desirable trade to be soliciting.

Seeking new trade is admirable, but when you go after the trade at the expense of the regular customers, you are undermining your business. It should please a dealer to please his customers. To serve his regular trade well and long should be his purpose and pleasure. And to treat a man shabbily just because—oh, he's sure of him; to send him any old thing, 'cause he won't kick—that's injudicious as well as unjust.

The very law of invitation and solicitation is based on generous treatment, and to throw favors only to the new is really showing favors to none.

On the other hand, the fellow who is getting the bait or the re-bate doesn't need to chuckle too loudly. He may be paying for his own candy.

Musings of a Thoroughbred.

How would you like to have a man that pretends to know how to ride thumping and bumping around on your back from your withers to your kidneys?

How would you like to have some green-horn yanking and hauling and sawing away on your mouth when some other horse was beating you and laughing at you for being so slow?

How would you like to be beaten in a race because your rider hit you with a whip and spurred you at the wrong time and threw you out of your stride?

How would you like to be beaten over the head because a horse that could run faster than you could beat you in a race?

How would you like to be shot full of cocaine so that your eyes were like coals and your heart a piece of red hot steel?

How would you like to be made to run two miles when you knew very well that one mile was all you could do in creditable time?

An Old Invention.

Snips—Who was the first talking machine?

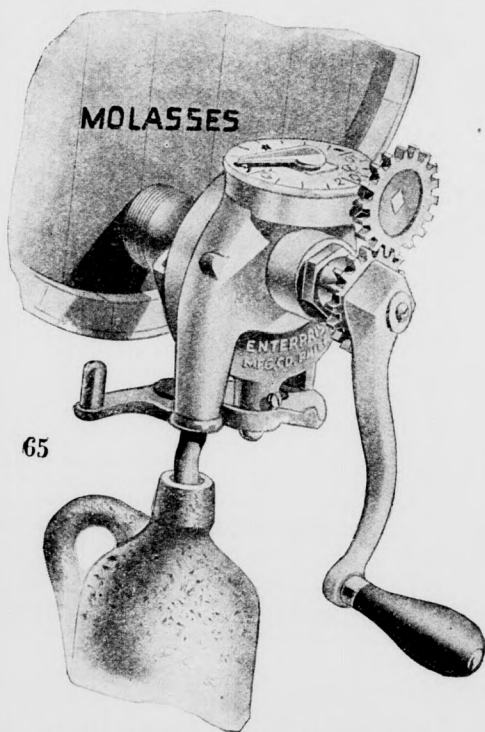
Snaps—Who was? You mean when was?

Snips—No; I mean who was.

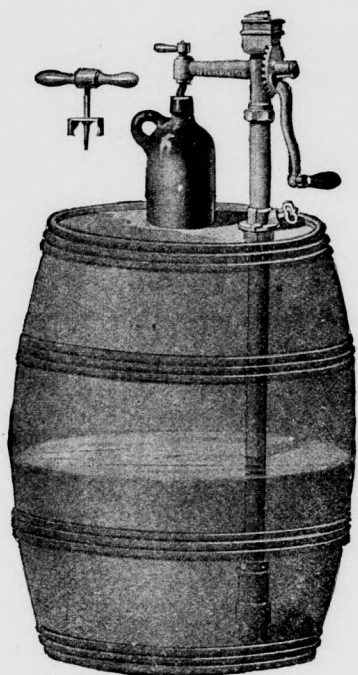
Snaps—Why, you're bughouse. Well, what's the answer?

Snips—Why, Eve, of course. Wasn't she the first woman?

We Will Put These Fixtures In For You



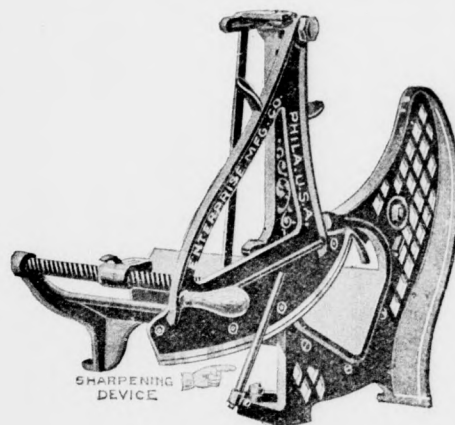
No. 65. SELF-MEASURING FAUCET (Tinned)
For Molasses, Heavy Oils, Tar, Etc.
15 Vouchers Cash Price \$3.00



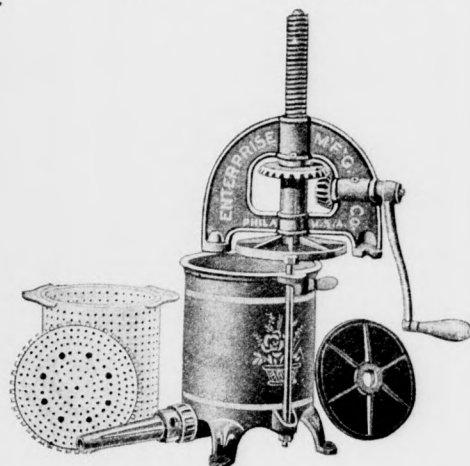
No. 66. SELF-PRIMING AND MEASURING PUMP (Tinned)
For Molasses, Heavy Oils, Tar, Etc. No. 97 Pump and Auger.
No priming necessary, simply insert in barrel and turn crank.
34 Vouchers Cash Price \$6.75

You can equip your store with up-to date time and money saving Fixtures and do it for nothing, simply by pushing Ariosa Coffee. We give you these articles—**give them to you**, remember.

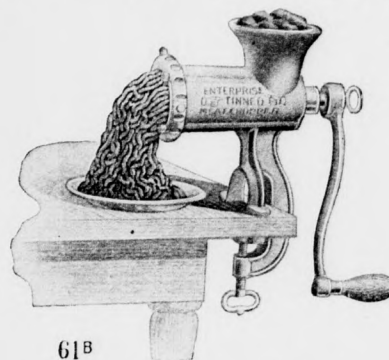
When your store is furnished, get to work on your home. We will **give you** the things you need for your home as well as your store—**give them to you**. All we ask in return is that you push Ariosa Coffee. If you haven't a catalogue we will mail you one upon receipt of 3 cents postage.



No. 67. SMOKED BEEF SHAVER
No. 23 Japanned. Sales of Smoked Beef largely increased by its use.
40 Vouchers Cash Price \$8.00



No. 62. SAUSAGE STUFFERS, LARD AND FRUIT PRESSES (Japanned)
62a. 2 qt., serew. 23 Vouchers Cash Price \$4.50
62b. 4 qt., serew. 28 Vouchers Cash Price 5.50
62c. 8 qt., serew. 35 Vouchers Cash Price 7.00



No. 61b. BUTCHER'S SIZE
Chops 4 lbs. per minute; weight, 16 1/2 lbs.
30 Vouchers Cash Price \$6.00

ARBUCKLE BROTHERS, New York City

OUR GREAT SEAL.

Coat of Arms of the State of Michigan.*

I have been interested in looking over various editions of the Legislative Manual and numerous state reports, letter heads, encyclopedias, histories, geographies, etc., which contain various caricatures of the design adopted for the State seal. In the original the eagle looks very well and life-like, with his wings spread and the tips turned downward. At the left, as we look at the design, is the elk, with the neck arched more than it should be to represent nature; at the right stands the moose, with arched neck, a very slight crest along the middle of the neck and shoulders, but nothing like the shaggy mane as shown in the recent cuts that are used in various reports. The horns are broad, much like those of a moose, the forehead is too much curved or dished, the nose slants off somewhat abruptly, like a blunt chisel sharpened on one edge, instead of the true round, blunt apex as the animal wears it. There is a small goatce and a very short spike of a tail.



Fig. 1.

The first design of the coat of arms as used in the public laws of Michigan appears in 1839, and continues to 1872, inclusive. In this (shown in Fig. 1) the moose stands at the left instead of at the right, and under him and beyond may be seen part of a train of short cars, and under the elk a plain steamboat. The eagle is spreading his wings in a graceful position as though just about to fly. The moose has a narrow nose much like that of the elk, and a shaggy neck considerably resembling the neck of a long-haired dog which has been closely sheared from the rear to the shoulders.

In 1870, in some state reports, there is a change (as shown in Fig. 2.) The shield is shorter and broader, the eagle has risen above it, but still clings to his arrows; and now it is difficult to distinguish the moose from the elk, and both resemble bucks more nearly than an elk. On the left a man seems to be picking into a mine, on the right the boat has arrived. This boat is modified in style, when compared with the one above figured, having a mast as well as a smoke stack. The design was for a long time used as a part of the heading of the Lansing Republican.

In 1879, while the Hon. C. A. Gower was superintendent of public instruction, another design was used in his report—(Fig. 3). Great changes appear. The elk and the moose with sharp noses and smooth shoulders,

*Paper read before Academy of Science by Dr. W. J. Beal, of the Michigan Agricultural College.

becoming tired of standing on their hind legs all these years, drop down onto all fours, waltzing around or one chasing the other, till they finally stop with the moose to the right of the shield. The eagle was evi-



Fig. 2.

dently frightened at this and raised, extending his wings considerably, perhaps fearing the shield would tip over for lack of support. The railway train is of a different type and is close onto the heels of the moose. Farther back are a house and a barn, and in front is a man plowing, and near the railroad a telegraph line is seen. On the left appears to be a factory of some kind, perhaps a saw-mill.



Fig. 3.

In 1880 (as shown by (Fig. 4)) there is another change; the eagle has alighted on the shield, but the tips of his wings point up in a strained position against the strip which holds the motto, "E pluribus unum." The cars and telegraph have left all traces of existence, the steam boat has departed; the house and factory have been swept away; the plowman has probably gone to dinner; the sun shines more brightly; the moose has again found his own horns, which looks as though they were stuck on the head of a calf; the shag-



Fig. 4.

gy mane has been toned down, and here we have the fourth form of the shield that has appeared. The moose and elk having taken a rest for two or three years have again reared on their hind feet and support the shield in a graceful manner.

In 1883-84 there are again signs of great commotion. (See Fig. 5.) Gov. Begole comes into office. The rays of an imaginary sun, concealed by the shield, flash far up into the sky beyond the shield, and a great cloud of dust or smoke appears on each side back of the elk and moose. The rays of the visible sun rising from

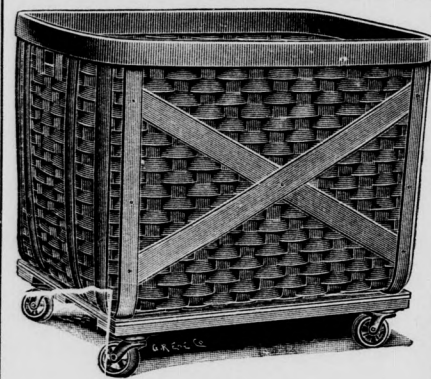
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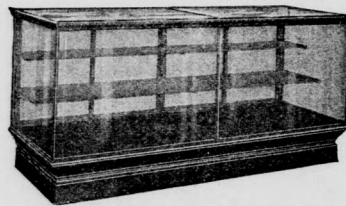
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Having increased its authorized capital stock to \$3,000,000, compelled to do so because of the REMARKABLE AND CONTINUED GROWTH of its system, which now includes more than

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STOCK ON SALE

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

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E. B. FISHER, SECRETARY

the distant lake are not parallel with the rays emanating from back of the shield. The moose has changed his head and again has found his shaggy neck. The eagle is the same as on the former design. In all these changes the Latin mottoes are not disturbed.

At the top of some of the paper now and for some years used by the executive department is what is called a fac simile of the great seal of Michigan. The eagle rests on the top of the shield, with wings raised in a frightful and unnatural position, the tips apparently supporting the motto above. The elk looks reasonably well, excepting the conspicuous growth of long, shaggy hair all about the neck, quite in contrast with the smooth head and body. The head of

peninsula has again changed his clothes, the bayonet has been removed from the gun. The elk is very good, having very little indication of long hair about the neck. The moose has a rather broader nose, the hair on the neck and shoulders is quite long and wavy. Except the shield, the eagle, moose and elks and the strips containing the mottoes, the ground work is all plain, consisting of fine parallel lines.

I have by no means exhausted the deviations from the original drawing at first described, but have shown that no two of them are alike in some rather important particulars. It seems as though the engraver of each new plate for a State coat of arms or State seal had tried to exhibit some originality in his work as



Fig. 5.

the moose is too much like the head of the elk, the neck and shoulders are shaggy and unnatural. Back of the last two animals named are clouds of smoke, dust, or mist. On the shield is the man with a gun standing on a peninsula. The gun has a bayonet attached. Neither on the shield nor outside of it are there any other signs of animal or plant life, save those just mentioned, nor of art, save the mottoes and the arrows in the possession of the eagle.

One of the letter heads now in use (Fig. 6) contains another design here exhibited. The eagle has dropped his wings; the strip containing the motto takes a bend under his neck. The rays of a second sun flash up back of the eagle, the other sun just rising above the water on the shield. The shield is of a different design from any of the others. Excepting the slight difference in the horns, the moose is essentially the same as the elk. The train of cars and a steamboat reappear, with some changes. The moose and the elk stand on piles of small stones, clouds appearing on either side. Near the man on the peninsula stands a flag pole bearing the stars and stripes and a tent of modern design. The great seal of Michigan, as used in 1870 or thereabouts, was much more like the original design than the one used at present.

In the legislative manual for 1885 and for several years after there is apparently a copy of the State seal as now used. Near the margin are the letters, "Great seal of the State of Michigan, A. D. MDCCXXXV."

The eagle is slightly changed from the one last described, this one having on the head two slight horns pointing backward. Altogether, when carefully viewed with a lens, it is a very clumsy bird. The man on the

case no one else undertakes the job, it would not be a bad scheme for this society in its printed transactions to have a design made which should be

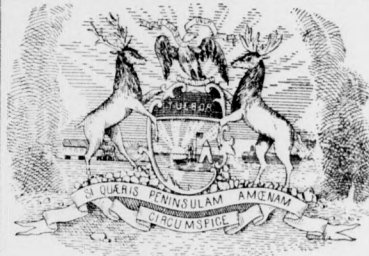


Fig. 6.

a credit to its members by exhibiting the eagle, the elk, and the moose as well-developed animals, all in graceful positions.

Having a Good Time.

An uptown woman who is benevolently inclined has decided that most of the so-called charity of the present day is not, strictly speaking, charity at all. Whoever gives, she has concluded, does so for the pleasant sensation of seeing his or her name on subscription lists, and she does not agree with this ostentation. "Here, my good man," she said one day to a man who had begged aims of her, "here is 10 cents, and please to understand that I do not give this because I hope to be rewarded for my charity some day but because it gives me pleasure to do so." The burly beggar looked dubiously at the tiny coin. "Look here, mum," he said. "In this 'ere wicked world we don't often get the chance to enjoy ourselves. Why not make it a quarter and have a real good time?"

A man never spends his money more foolishly than when he gives the Lord a dime looking to get a dollar back.

Cotton Stalk New Article of Commerce.

Cotton paper is one of the novelties the South is demonstrating that all grades of paper, from the best linen grade to the lowest, can be manufactured from cotton stalks. In addition to this a variety of by-products, such as alcohol, nitrogen, material for gun-cotton and smokeless powder, are secured in profitable quantities. It is estimated that on an acre of land producing a bale of cotton at least one ton of stalks can be gathered. Upon this basis of calculation this new industry annually can depend upon from 10,000,000 to 12,000,000 tons of raw material. This not only will furnish necessary supplies to meet all home demand, but also admit of the export of pulp or finished products to foreign countries. The bulk of the material going into the manufacture of paper at the present time is spruce pine, which annually is becoming more expensive in the depletion of the forests and the high prices which such timber commands in the markets for other uses. The utilization of a waste product, such as the cotton stalk, manufactured into paper pulp will be a vast benefit to the whole country.

Not a Final Settlement.

The person who settles a matter and settles it wrong is in the position of a man who has got rid of the skunk under his porch by driving the innocent little animal under the barn. Then every wandering boy who knows the facts comes along and works for hours with a pole trying to prod the animal. Whether he succeeds or not, the attempt is ruinous to the brand of atmosphere used in the neighborhood.

Who gives a little help finds a large piece of heaven.

IF A CUSTOMER

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HAND SAPOLIO

and you can not supply it, will he not consider you behind the times?

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.

GOOD CHARACTER.

It Is the Best Capital a Man Can Have.

A large number of my acquaintances, who consider that they have got on well enough in the world to justify them in a little self-flattery, are accustomed to inform me that they began life on "nothing." What "nothing" means with them varies considerably. It may mean a dime or \$5,000. One of them, the other day, when I cross examined him as to his "nothing," confessed that it was \$25,000. "But that's nothing when you compare it with what my brothers had, you see," he urged.

I have become suspicious of the phrase, and when a person now says that he or she began life on nothing. I want to know how much it was. What these good people want to impress upon me is the fact that they have got on, and others, too, may get on, relying only on honesty, ability, perseverance, and so forth. It is true that people do so succeed, but a little money behind good qualities is a vast assistance to their progress in the world, and it is not useful to forget it.

Thousands of people, however, begin life—start out to make their fight for existence—upon a "nothing" which means only a few dollars in their pockets. They have no capital. They can, perhaps, see their way to live for a week or ten days in case of loss of work to give them an opportunity of finding it elsewhere.

That is the "nothing" which I mean to talk about. It is the ordinary "nothing" of millions. What is such a person's "capital?"

The light in Jay Gould's private office was burning at half past 2 in the morning.

"Why is that fellow up at this time?" asked a passerby.

"Because he is so rich," answered the other.

And he was right. Jay Gould was working out an investment. He had discovered that he had a few odd millions "eating their head" off in idleness, and he could not stop until he found a lucrative field for them.

The rich, the people who might best afford to neglect it, are distracted as to making the best of their cash. The people with "nothing," because they have no cash, come to the conclusion that they have no capital to concern themselves about.

"If a man has no money, his capital is what he is himself," said an acute French commercial man.

I have been told that is a sordid view of a man. A bishop made a speech the other day in which he remarked:

"For a man or a woman to regard themselves from the mere point of view of money making is for them to lose sight of the real purpose of life. People are much more than money makers."

So they are, but they must be money makers unless some one else is to do the job for them. I quite agree with the bishop—who, by the way, makes thousands a year, and works for it, too—that there is more than money making to be done. It is not all of life. But one must have

one's breakfast before one can work, and the breakfast has to be bought unless one is in the lucky position to be able to eat it at some one else's expense. You may be noble and good and everything else, but you have to eat first and pay for what you eat. It is a sane thing for men or women to look upon themselves now and again—a good deal more often than most men and women do—and ask themselves: What am I worth as a thing to make money? What is my personal capital, and how can I invest it and increase it to the utmost?

No one really starts in the world with nothing; he starts with himself, and with a certain position which may be good or bad—the introduction to the world given one by parents, school, friends. The value of these things may vary immensely. Some are fortunate in them and others unfortunate.

Capital frequently is badly used—utterly squandered. Thousands seem possessed with a species of demon of extravagance with regard to it.

Health, ability, principles, character are the capital of the man or girl who has to start life on "nothing." If you think they are "a poor lot," remember that the lack of any one of them will ruin a man, although he starts with \$10,000 in his pocket. They are power to be coined into money.

"A good character is as money in the bank, and a bad one is a creditor that certainly will demand payment of one," said Samuel Smiles, "and will make one pay, too."

Reliability, industry, trustworthiness are things which the world is ready to pay for as qualities valuable to it, and every bit of reputation required with regard to them is personal capital, and is to be sought for by the poor man with nothing just as the rich man seeks a good mortgage or some other good investment. I do not say that they are to be sought for only for the cash attached to them, but their cash value is to be regarded by the possessor if he wants to make his way in the world. He will not throw away his opportunity of obtaining the best recognition of them, and the best reward for them. Why should he?

The cash value of health, of ability and of principles is a good deal more widely recognized now than it used to be. Any one who neglects one of them doesn't get the cash. I wish some young fellows who start with "nothing" would be a little wider awake to the value of associations. One can suffer from bad or useless associates for years without suspecting it.

One of our most prosperous financiers ascribed a considerable amount of his success to his avoiding unfortunate people. He would give any amount to relieve distress and to help others, but he fled from the company of unlucky people.

Now the unlucky ones—the people who "can not get on for the life of them"—are just these that the person who starts with nothing comes into contact with most easily. The man who is continually "down on his luck" seems to have a strange faculty

Over 30,000

Michigan Families Buy

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"The Flour the Best Cooks Use"

We estimate that over 30,000 families now buy Lily White regularly in the State of Michigan.

That's going some, isn't it?

Our sales this July were **43 per cent. larger** than they were last July.

And last July was a large month.

And this, too, in spite of the fact that there are **five** imitations of Lily White on the market.

The people simply will not be fooled.

Wherever you go you will find that Lily White is recognized as the standard by all dealers; especially those who refer to some other brand as being "just as good as Lily White."

Competitors have tried every possible way to figure out just why Lily White is so popular, but they seem unable to account for it.

We know and we believe the people know, and we're satisfied.

Be sure you get the **genuine** with **our name on every sack.**

Valley City Milling Co.

Grand Rapids, Mich.

of being everywhere. He has a queer knack of imparting his bad luck to others, and the simple reason is that, in nine cases out of ten, his bad luck is owing to some mental or moral defect that is contagious, and that he scatters round among his acquaintance much as he might the influenza. That kind of acquaintance is bad capital. On the other hand, the friend or acquaintance who succeeds has a knack of infecting others with the qualities that secure him success.

There are societies and associations in all our big towns, connection with which is valuable capital to the person who starts life with nothing.

Upon the whole the person who has no capital in the shape of money has more reason to study and make the most of this capital he has than any millionaire in the world. He should watch it like a miser does his gold. He can manage it well or badly—gamble, throw it away, or invest it shrewdly. He will do one of the first two if he really believes that he starts the world with "nothing at all," and that he has, therefore, nothing about which to concern himself.

It is the "nest egg" which may be increased to a competence or a fortune.

E. G. Minnick.

The Errand Boy Position a Difficult One To Fill.

Written for the Tradesman.

"The great trouble with errand boys, nowadays," said the man who has had the hiring of them galore, "is their inability to obey orders. This fault may not so much be incapacity to do as they are told as a disposition not to want to acknowledge, even to themselves, that they have to mind superiors.

"Why, when I was a youngster we expected to do the bidding of our parents as much as we anticipated eating our victuals; and, as for not being amenable to those in authority where we worked, we looked for nothing short of instant dismissal if we showed the least rebellion to the 'boss.' As far as our teachers were concerned, I have known many a fellow to get 'licked' at home by his father if he got a whipping at school, such supreme faith did the fathers have in the right and justice of the teacher in his dealings with their sons! You see precious little of this spirit in these days. Now, the daddy of a boy who is unyielding to his employer comes and makes a big kick about the 'thraldom' in which his measly imp of a son is placed. What the little aggravation really has coming to him—what he ought by good rights to have—is a good sound thrashing, administered where it will do the most good—and I, for myself, would like no better job than to be the one called upon to help matters out!

"You think I am harsh? Well, you would change your mind precious soon had you the hiring of as many ornery kids as I have had.

"To be sure, they start in as if they were going to set the world afire. It's the new broom that does a first-class job at digging out the corners and getting around the edges and we all think: 'What a

change from the last errand boy! How well this one starts in. Guess he's going to be just what we've always wanted in this position—so polite, so accommodating, so willing to do as he is told, so clean in his person and his habits, so everything else that is nice. And we had begun to think we never were to have a perfect errand boy!"

"But how long does it last? Just about two weeks. Then little disagreeable traits begin to crop out. The boy forgets to take off his hat when you greet him in the morning. We, of course, could stand a lapse in manners. We are used to that, through all the gradations of work—the surly individual sooner or later shows his true colors—but there is also a perceptible falling off in the quality of service performed: The sweeping begins to evidence neglect: the corners are occasionally skipped and after a time are given the go-by for good and all; the edges around the room catch only the shadow of the broom, while the dusting—well, it's a clear case of 'best not to say too much about it.' The running of errands commences to be a bore to the one hired for that very job and street car fares are more and more peremptorily requested and then boldly demanded as a right not to be gainsaid. Slovenliness in dress becomes glaringly apparent and covert discourtesy develops into open impudence. Then comes the inevitable 'firing;' or perhaps the disappointing kid finds someone as gullible as we were when we took him on the force and 'quits,' saving us the pain(?) of a discharge.

"Actually we change boys in this situation so often that we can't even remember their names. Sometimes three or four years after one has left us we read in the marriage notices a name that somehow has a familiar ring to it, but we can't for the life of us trace it to its lair. Then maybe a masculine voice will sound over the telephone and inform us that it is 'goin' to git married—don't we remember him—don't we remember he used to be our errand kid?' And we reply, 'Is that so?' and go on to 'wish him all the joy, etc., etc.,' and all the time we can't recall which one of the little rascals he was!

"Oh, I won't say we haven't had a few boys that we were exceedingly loth to part with, on account of faithfulness to duty, but I guess you could count the bunch on the fingers of one hand."

And the business man turned wearily to the telephone to smooth down an irate important customer whose package, promised hours ago, had been delivered to the wrong place.

W. D.

Sizing Up a Dollar.

There are three ways to learn the value of a dollar.

The first is to spend it and see what you get for it.

The second is to earn it and see what you give for it.

The third is to save it and yearn for all things it might buy if you were weak enough to spend it.

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San Francisco, California, Crowd.

Fifteen thousand people were congregated, to attend the special sale announced by Strauss & Frohman, 105-107-109 Post Street, San Francisco, California. Their stock was arranged, their advertising was composed, set up and distributed, and the entire sale managed, advertised and conducted under my personal supervision and instructions. Take special notice the amount of territory which the crowds cover on Post Street. Covering entire block, while the sale advertised for Strauss & Frohman by the New York and St. Louis Consolidated Salvage Company is located in a building with only a fifty-foot frontage.

Yours very truly,
Adam Goldman, Pres. and Gen'l. Mgr.
New York and St. Louis Consolidated Salvage Company.



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NEW YORK CITY.

WHY THEY QUIT WORK.

Hard in the City, but Nothing Like This.

Written for the Tradesman.

Two young men lay asleep in the sun in a grassy fence corner. There had been shade in the corner when they nestled down there, but the sun had passed the line of maples which fringed the field shut in by the fence, and now shone hot on the travel-stained faces of the sleepers. A farmer came down the dusty road with a hoe over his shoulder and stopped to look angrily into the primitive sleeping room of the two young men.

"The loafers!" he muttered.

The farmer was short of help. There was the fall work just beginning. Apples were rotting on the ground in the orchard, and there were the early potatoes to dig and get to market while the price held good. He had been short of help all summer, and was worn out and discouraged. It roused his wrath to see these strong young men sleeping in the sun when there was much to do, and when they evidently needed the money the work would put in their pockets.

"I've a notion to set the dogs on 'em," muttered the farmer. "It would serve 'em just right."

One of the young men yawned and stretched out his arm so as to touch his sleeping companion. Then he arose on one elbow. He was not particularly well dressed, but his clothes fitted him well and were of good material. They were now stained with the dust of the highways.

He was a pleasant-looking chap, and now regarded the farmer through a pair of steady blue eyes.

"Don't think of it," he said.

"Don't think of what?" asked the farmer, not knowing that his remark had been overheard.

"Set the dogs on us."

"Why shouldn't I?"

The young man sprang to his feet.

"Because we are attending to our own affairs, which is more than can be said of you, and are not trespassing."

"There is punishment for vagrancy," suggested the farmer.

"A vagrant," said the young man, "is defined by law as a person having no visible means of support. We are not vagrants, as we have strong arms and ready money."

"Oh, you have money?" sneered the farmer. "How would you like to buy me out?"

"I wouldn't take your farm," said the young man, slowly, "on a bet."

"Well," said the farmer, "why don't you use your strength, then, and go to work on the farm for a few days. There's good pay in it."

"All right," said the young man, and a bargain was struck. The farmer drove a sharp bargain. The young men did not seem to know the prevailing price for farm labor, and they hired out at about half price. The farmer gave them hoes and they journeyed out to the potato field.

"Dig in the side, and don't cut the potatoes," said the farmer. "I ought to have potato forks, but the old ones

are worn out, and I can't go to town after more just now."

He watched the efforts of the men for a time with a scowl on his face.

"You don't do it right," he said. "Here. Dig in this way. Don't be afraid of bending your back."

The farmer worked along his row like a steam engine. He had never worked so hard in his life. He wanted to set a pace that would make the young men keep moving, so he would get about two days' work out of them every twenty-four hours. He reached the end of the field and looked back.

"What are you doing back there?" he called. "Hurry up! We can't spend a month on this little piece."

On the way back the farmer inspected the work of the young men and found fault with the way they had piled their dirt, and bunched the potatoes, and scattered the vines.

"You haven't half done this," he said. "I shall have to go over it again or lose half my crop. It doesn't pay to hire inexperienced men, especially when they don't seem to try to do the work right."

"You hurried us," said one of the young men.

"Don't get impudent, now," said the farmer. "I guess I know how I want my work done. You've cost me more than you will earn by leaving potatoes in the ground."

The young men grinned at each other, but kept on working. The farmer howled when they wanted water, and kicked when they stopped for a second to rest.

All the remainder of the day the farmer bossed and growled. He was a small man mentally, and such men love to boss. If the young men did a thing wrong he told them of it frequently. If they did a thing right he did not mention it. He acted just as many cheap men do when they find themselves in a position to boss, and disgusted the young men, but they kept at their work, only smiling at each other now and then.

They sat down to supper at sunset, and when they arose a soft twilight was settling over the country landscape. The scene ought to have been peaceful, but the flies, the mosquitoes, the dust, and the red-hot air saw to that part of the stage setting. The young men were wondering when they could get to bed when the farmer joined them in the yard. He was hustling about, as usual.

"Now," he said, "we'll milk the cows and do the chores at the barn. We haven't accomplished much today, and must work all the harder to-morrow. We must be out of bed before sunrise, so jump the minute I call you."

The young men milked the cows and went to bed in an attic with a sloping roof and a large population of insects, with and without wings. They did not take the discomfort of the place seriously, but laughed and joked in the darkness.

In the morning they beat the sun to the potato field, beginning work while a soft before-dawn light lay over the fields. The farmer kept on bossing. He took care to keep ahead

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 _____

of them in his row so they would hurry. After dinner the young men stretched themselves out under a tree for a rest, but the farmer called to them:

"No noonin' at the wages I'm payin' you," he said. "You've got to keep movin', an' more lively than ever."

The young men did not get up. They took cigars from some hidden place in their clothes and lighted them. The farmer howled. One of the young men asked the other:

"Why is it hard for this farmer to get help?"

"Because this farmer is a hog," was the reply.

"Does it pay this farmer to be a hog?" was the next question.

"It does not, but he seems to be weak mentally."

"What's that?" roared the farmer. "You get up an' go to work or get off the place. I ought not to have hired tramps."

"Swell up if you want to," said one of the young men. "You are almost too cheap to argue with. You think you fill the universe when you get chesty. No wonder you can't keep help. You're worth about five cents a bunch, mister, and we're going back to the city."

"You'll starve there!" said the farmer, in a rage at the loss of his men, who had really done excellent work.

"Cut that out!" said one of the young men. "We are grocery clerks, and have good places there. This is our vacation, and we thought a walking trip would be about the thing. Then you came along and we thought we'd see just what there was to this farm work we've heard so much about."

"And we found out," said the other.

"Found out? Rather! I've worked long hours in a grocery, and put up with the impudence of customers and the fault-finding of the boss, and carried heavy loads, and done a hundred things I didn't want to do, but this sort of thing takes the cake. The job in the city is a paradise to this. I'm going back and be glad to get back. Why, I wouldn't stay on your old farm if you'd give it to me. You're cheap, and you're mean. Your crops ought to rot in the ground. You want a man to work eighteen hours a day, and sleep in a hole my dog would kick on. Come, Charley, let's get a move on and hit the town before night."

The farmer walked up and down, half crazed with rage. It did not seem advisable to attack the young men physically, so he scolded.

And so the clerks left him, satisfied that their lot in the city was not the hardest ever, and believing, too, that they had struck about the meanest man in seventeen counties. But, then, farmers are not all like the one who hired the clerks.

Alfred B. Tozer.

It is a profitless task trying to lay up other people's treasures in heaven.

It takes more than a sisterly way to make a saint of a man.

Take Advantage of Holidays for Window Trims.

Written for the Tradesman.

Said the old window trimmer who was in the business when a pyramid of canned peas in a window was a dressing: "Timeliness in window dressing is a great thing and should be considered a good deal more often than it is."

"Tickets for the lecture for sale here," said the young dresser, in a declamatory voice.

"Oh, well, if that's the way you look at it, all right," said the veteran.

"I was only teasing you," hummed the youngster in the business, glancing out of the tail of his eye at the others.

The veteran smiled under his grizzled mustache.

"You're a fresh kid," he remarked to the young man, "but what I said is true."

"All the holidays should be taken advantage of," he continued. "Some of them are already, but a great many are not. It is a dub window dresser, indeed, who does not get out the wax figures of innocent-looking girls with blonde hair and stick them up in the window dressed in white muslin when the time comes for the annual graduation essays on 'Beyond the Alps Lies Italy.' Sometimes he puts rolls of paper in their hands and has high school and college flags around them."

"Fourth of July is another great day. It is capable of many ideas in window trimming when worked up properly, but the same old hackneyed trims are used year after year. Christmas, Thanksgiving, New Year's, St. Valentine's Day, St. Patrick's Birthday and Memorial Day are usually remembered by the trimmers and some effort made at trimming for them. That, however, is not all by a long shot."

"We will now take up," butted in the young trimmer.

"If you don't shut up, kid," said the old trimmer, "I will make a cheese cloth gag and put on you." The kid retired grinning.

"No, there are a number of others, such as Candlemas Day, Lincoln's Birthday, Anniversary of the Blowing Up of the Maine, Washington's Birthday, once in four years Inauguration Day, Easter (of course every one gets that), All Fools' Day—you should shine there" (this to the young trimmer, "Jefferson's Birthday, Lincoln's Assassination, Shakespeare's Birthday, Grant's Natal Day, May Day—")

The veteran paused for lack of breath.

"Any more?" asked the irrepressible kid.

"Of course," said the veteran, "I might mention Queen Victoria's Birthday, Flag Day (strong with the school children), Anniversary of Schley's Victory at Santiago, Midsummer and—well, perhaps a few more."

"Teacher, teacher, I know some," said the boy trimmer.

The veteran looked disgusted and said, "Well!"

"Opening of School, Labor Day,

Anniversary of Perry's Victory, Harvest and Fruit Season, Great Chicago Fire," rattled off the youngster glibly.

"Good!" said the veteran, "to which I will add Hallowe'en and the Anniversary of the Boston Tea Party."

"You win," said the kid; "but can you trim all of them?"

"I not only can, but have trimmed most of them," answered the old man.

"Use your head and think up good trims. The more unusual and odd the better. Only, always make plain what you are driving at. You may know perfectly well, but the average busy person forgets the small holidays. Printed signs are sometimes necessary on the more obscure days, but if you are as good as I think you are, despite your freshness and foolishness, you will always get something worth while, and it will be a novelty, and that is the best feature of all."

"While I am handing out all this good advice," continued the old man, "let me say this:

"Never duplicate your trims. Keep a record of them in a book. Jot down the principal features. Also keep track of the ideas you get but can not put into this especial trim for lack of room. In this way you will always have a new one and will always have a few ideas as a starter. I think that will do for one session."

"Papa, you're great," said the kid. "Accept my congratulations on the earnest work you are doing to raise your profession!"

"You're the limit," said the old man.

Then the youngster went out to buy cigars for the bunch. When he was out of earshot the old man said:

"He acts irresponsible, but he will use some of these ideas, you can bet on that."

"You bet I will," said the kid, appearing suddenly from behind the elevator cage, "you bet I will!"

Glenn A. Sovacool.

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

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



Registered, U. S. Pat. Off.

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

46 Highest Awards in Europe and America.

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

The Wise Do First What Others Do Last

Don't Be Last

Handle a Line of

BOUR'S COFFEES

The Admitted and Undisputed

Quality Coffees

They Are Trade Builders

Why?

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

Unquestionably the Best

Branch Houses
in all
Principal Cities

The J. M. Bour Co.
Toledo, Ohio

TWO STOREKEEPERS.

How One of Them Brought the Other Up.

Written for the Tradesman.

John Kendricks was the cleanest storekeeper within a twelve-mile. All the women liked to trade with him. They had observed his methods, approved of them and no other merchant could get them away from John K.

There were other stores. Yes, they knew all that. And they were bigger, too, and the goods were a little more stylish. Yes, but they weren't so reliable, therefore where would they be the gainers? They'd better let well enough alone and, if they knew when they were well off, stick to their old trading place.

Thus they argued, and heid to the store that they liked best because it was clean and had always served them right.

When John took on Young John Goldsmith everybody predicted a break-up between the two within short notice. Young John—whom everyone who knew him liked, and that pretty much the whole countryside—was sadly lacking in that early training that every boy needs to make him toe the mark when it comes to the knack of orderliness and the desire to keep clean. His mother's house was always at sixes and sevens. 'Twas little wonder that she never had anything in its place, for she never had a place for a single thing. She was no good as a cook, she was no good at much of anything. She had "sort of come up" herself and so John followed in her footsteps and "sort of came up," too. In short, his mother was a slattern of the first water.

Precious small chance for John to please John Kendricks. It looked like commercial suicide for Young John; but, as he did not realize what he was getting into when he hired out, he was not to blame for "rushing in where angels fear to tread."

When John K. took him on Young John very naturally asked what his new duties would be.

"They'll be just what you're told to do," said J. K. sharply.

Young John's fearless blue eyes met the older ones unflinchingly as he said with more than a touch of resentment in tone and manner that he "reckoned he knew enough to do as he was told."

"Well, if you do, you know more'n the other feller did before you," observed Old John dryly.

Young John flushed.

"What'll I begin on?" said the youngster sharply.

"Give the store a thorough sweeping to-morrow morning at 7 o'clock." was the short order.

Now Young John didn't know any more about what is called a "thorough sweeping" than he knew about steering a balloon. But he made a good bluff at knowing how and answered, "All right," cheerfully enough.

There was one redeeming feature in Young John—he always kept his engagements promptly to the second. And this was queer, too, considering

the bringing up, or rather lack of it, that he had had.

He swept.

But such sweeping! To be sure, the center of the floor was slick as a whistle, but the corners and around the edges where it didn't show at first glance—well, there the work of the broom wouldn't bear the least inspection.

John Kendricks, when he came down to the store at eight, looked around with those keen eyes of his.

He didn't say anything in regard to his opinion of the work left undone, but busied the boy all day with various other duties of the store, giving a word of suggestion here and one of reproof there. There wasn't much he could say in commendation of the boy's efforts and the outlook seemed rather discouraging.

At night, the proprietor purposely dillydallied in closing up the place, to give Young John a chance to unburden himself of any questions he might like to ask.

"Well, sir, how do you like me?" asked the boy, looking up into Old John's face with a frank, honest smile.

The latter could but return the smile, and say:

"Well, boy, I'm free to say I like you yourself—but darn your sweeping, and all the rest of what you've attempted to do here to-day." Then, as the boy's eager face fell and the look of expectancy died in his eyes: "But don't be discouraged; maybe you'll do better to-morrow—we'll see."

And on the morrow the "We'll see" changed at night to a hearty, "Well, kid, I didn't know you had it in you to come out so fine with the work. I'll own up that last night I felt more like discharging you on the spot than worrying along trying to teach you the right way to do things. If you keep on as you've shown yourself capable of to-day I can't say but what you'll be an owner in the business sometime."

This was said more in jest than with any idea that such a crazy prediction would come true.

* * *

This was ten years ago.

One day last week we drove past the store and a little further on we alighted from the machine, while the Man who shoves it got some more gasoline from the grocery on the corner. Then he ran around to several other stores, on business bent, while I—well, I talked, or, rather, drew out the story, from the man from whom we got the gasoline, of Young John's rocket career. I started in by asking the meaning of the sign down the street:

Old John & Young John.

The grocer was one of these loquacious old fellows who enjoy nothing better than spinning a yarn to a stranger, and I was nothing loth to let him while away my idle wait.

"Yes," he ended, "you'd never guess now, to see how spruce an' spick is Young John—we allus call him that—thet he hed such a humble beginnin'. But natur will out. It wuz in him, an' so got to the fore. We're all mighty proud on him now.

Talks to Grocers on Modern Methods===No. 4

Here is a bit of wisdom we came across in a magazine, a while ago, that applies to the grocer as well as anybody else:

"The world reserves its big prizes for but one thing, and that is Initiative."

That's true, Mr. Grocer, and it means you just as much as the other fellow.

You've got to keep abreast of the times anyway if you don't keep ahead of them.

A Kuttowait Butter Cutter and Refrigerator

will do more towards es-

tablishing your reputation for progressiveness and towards bringing the highest class trade to your store than any other fixture you could put in.

And the Kuttowait isn't expensive.

A small, simple, practical, durable machine, guaranteed to cut accurately, to save you from loss from overweight, loss of time and ice.

By using it you can dispense tub butter in the same form that you now sell prints and so increase your profits, please your customers and build up your trade.

Read This List of Satisfied Users of Our Money Making System:

Baldwin, Knowlton & Lake, Memphis, Tenn.

Peter Didhels Sons, Kingstown, Ohio

Bankes Tea and Coffee Stores (17 stores and a Kuttowait in each one), Chicago, Ill.

Henry Hahn, Haverstraw, N. Y.

The Fair, Chicago, Ill.

Chas. Harms & Co, Milwaukee, Wis.

Hillmans, Chicago, Ill.

The Strand Co., Detroit, Mich.

M. C. Zippoy (2 stores), Minneapolis, Minn.

The Co-operative Dept. Store, Chicago, Ill.

Courtney & Co., Omaha, Neb.

S. T. McAtee, Council Bluffs, Ia.

We Have Reports From These People

Let Us Show You

The Kuttowait Butter Cutter Company

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

An' his mother—she picked up, too. She's ez neat ez a pin now. You'd never imagine, to see 'em walking along to church together uv a Sunday, that she wuz ever the lazy woman she used to be. When Young John came to the front she seemed to get over her shif'less ways, an' now there ain't a neater, cleaner housekeeper in the country than Young John's mother. There's where they live—right ever there in that little white house with the trumpet vine all a clamberin' over it and all them posies in the yard."

I looked in the direction indicated and a pleasant sight met my eyes of a trim little garden around a vine-covered cottage, and just then the door opened and a nice-looking woman stood shading her eyes and glancing in the direction of the store with the sign:

Old John & Young John.

Sometime I mean to stop at that pretty little cottage and ask for a drink of water.

Trend of the Times Toward Organization and Fraternity.

There are three conceptions of the social order, and they are in radical conflict. The first is autocratic government—the rule of the many by the few; the second is individualism—no government, or the least possible government, with every man free to do and think as he likes; the third is fraternity—the organization of society on the basis of mutual obligation, mutual service, mutual helpfulness. In the middle ages the first was the universally accepted theory of society; but, when this theory was broken down by the Puritan reformation in England and the French revolution on the continent of Europe, there was ushered in the second era of individualism, as it was also understood by those who migrated to this country. In that era we acted on the assumption that by each man looking out for No. 1—taking care of himself and family—all the other numbers would be taken care of, and political as well as industrial justice would be done.

Now that epoch, although not quite gone, is passing, and we are entering into the third epoch of fraternalism, which is characterized by the saying, "All ye are brethren." Observe that the notion which insists that government shall confine itself to protecting the individual against the wrongdoing individual, and the nation against the wrongdoing nation, is a great advance over the old repressive theory of government, which left it in the hands of the few to manage the affairs of all. But there is something still better. It is the notion of a government which is an organism, which has a reason, a conscience, a judgment, and a will; it is the notion that to this will, judgment, conscience and reason all members of the organism shall contribute.

Yet there still are in America belated men who belong to the middle ages and believe that democracy is a failure and want to go back to autocracy, and there are other men who are doing what they can to make democracy a failure by trying to sub-

stitute another kind of oligarchy for the oligarchy which has been abolished. There are yet other men who are afraid of any extension of the powers of government—afraid of having government do more things in the present than it has done in the past.

But over against all that I want to put before you this notion of fraternity—the idea that society is not a mere aggregation of individuals; that government is not a mere protective shell within which industry and life can be carried on; that the church is not a mere voluntary body of men who want to do their own thinking and live in their own way, but that society is an organism, a person—a unit; that government is also a distinct organism, with its intelligence, conscience, and will that you, through public opinion and public spirit, are going out into the world to help to make. The age of competition all around you is giving place to the age of co-operation and combination. It is vain for men to try to prevent people from organizing—the whole trend, sweep and current of our time is toward organization. It is a movement ever forward, upward and toward a larger, better and nobler life. So it is in religion, for religion is not a mere relation between the individual soul and its God—it also is a relation of man to his fellow-man—and we are moving not toward a church united by a common creed but toward a church animated by a common dominating purpose.

In the future all these denominations which came together through their representatives at the Mohonk Peace Conference will be united by no common set of formulated beliefs, but by a common spirit and a common aim. For the spirit of the twentieth century is the recognition of the brotherhood in religion, brotherhood in industry, and brotherhood in politics.

This nineteenth century has been an age of energy and enterprise, surpassing in these respects all other ages; but it has had its vices, and some of these still are among us. The first vice of our American life is our ambition to accumulate, to struggle each man only for himself and his own, and then to measure his place in the world by his success in accumulating. Our second vice is the lawlessness of self-will—the putting of self-will above the law, which is the will of the community; and the third is the false standard. I am not condemning men, remember, because they have amassed fortunes. I am not attacking multi-millionaires. It is better to be a multi-millionaire than to wish you were one and not have the ability to get there. The evil of the multi-millionaire is the concentration of wealth with a sordid aim and a false standard.

The remedy for the ambition to accumulate, for the self-will and the false standard is recognition of the fact that society is not a mob of individuals struggling one with another, each caring only for himself and his family to see what he can get out of the common pile, but an organism, a personality, in which every man is to

serve every other man, in which the common interest is to be the supreme object of every one's endeavor. There must be recognition of the commonality of the nation, the personality of the nation; and every citizen, instead of voting and working for his own interest alone, must put forth his energy for the national welfare. Such men we have that belong to no party—Folk in Missouri, Jerome in New York, Colby in New Jersey, Roosevelt in Washington. You may not agree with their policy, you may criticize their party; their temperament may not be favored by you. Yet you can not but believe that these men or men like these are recognizing that there is something else to be done in the state than to make the government subservient to individual interest or a protectorate over individual interest. As the state must be recognized as an organism if we are to have a remedy for our political troubles, so the remedy for the stripes of Christendom will come through respect for humanity out of reverence for God. Lyman Abbott.

Too Much of a Sacrifice.

"Dearest, with you by my side I would willingly give up all I possess—wealth, position, parents—everything."

"I know, George, but in that case what would there be left for me?"

Why They Cry.

"Mamma, why do so many ladies cry at a wedding?"

"Because most of them are married themselves!"

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 dulllest days into the busiest.

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

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

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

B. H. Comstock, Sales Specialist
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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.

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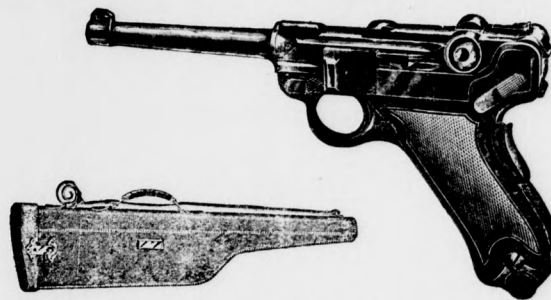
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Complete line of
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Loaded Shells

Camp Equipment Big Game Rifles

FOSTER STEVENS & CO.

Grand Rapids, Michigan

SHOES

Advice on Specializing Men's and Women's Stuff.

Say, the old man got hotter than a hornet the last time I wrote you fellows a "specializer" 'cause I told about him slanging when he lost his blue pencil. Sufferin' smokes how he lit onto me! He just slammed and banged and finally told me to go to a shoe store that never "specialized." Mad, well I guess I was mad, to have him tell me to go to a store that never "specialized." Just imagine going to a store of that kind? Whew! I'd rather sell a stock of shoes that's been in a fire than to do that.

Well, I wasn't going to tell you my troubles, but I couldn't help it, because I'm mad still about it. "Specializing" for men's and women's stuff—that's my sermon this time, and you'll find the text upon your shelves and my talk will do your soles good if you'll take it in.

First question I want to learn from you general shoemen is, have you ever kept track of your men's and women's stuff to see what sells the best—I mean by that, what price stuff? Now, then, I want you to start "specializing." I want you to put in a system that will show you just what shoes you sell—the \$1.50, \$2.00, \$2.50, or \$5.00 kind. I bet my straw hat against a pair of felt boots that 99 per cent. of you fellows can't tell me which you sold the most of last year.

Now, that's where you're weak, and you want to get busy and find out. Start the ball a-rollin' by putting in a check system that'll show you exactly what size and style and price is sold of every pair of shoes that go out of your store. When you get through with your season's work, you can sit right down and figger out exactly what price, kind and size shoes are your best sellers. Then you'll say, why in Sam Hill didn't I start this here "specializing" act when I first went into business?

"Specialize" with your check system. Sufferin' smokes! I get hot under the collar when I hike around these general stores and see all the blamed shoes in shoedom on your shelves. Always got a mess of 'em from \$1.50 to \$5 in men's and women's stuff tied on your shelves. 'Course I know you'll try and argue that you have calls for 'em and you got to have 'em. Well, you don't. I'll tell you that right out and out what you want is the best sellers—that's where you want to shine. You can't get a corner on the shoe business, but I'll tell you right now you can corner a certain class of business if you only try. Put on your hat, walk around your town and look into every other shoeman's window, and I'll bet you'll find all the shoes alike in prices, everything from \$1.50 to \$5.00, unless they are "specializers."

Now that's the best argument I

can put up to you fellows to "specialize." Here's some more advice on "specializing" your men's and women's stuff. When you've found out what are your best sellers you want to commence to study your shoes, find the poor points in them, make note of all things you don't like, and when you order the next batch you want to cut out every one of those objectionable features.

And that ain't all, not by a long shot. You want to size up those shoes in every way, see which make's got the best fittin' styles and finish, watch how the stock's wearin', see if those bottoms are solid, try those counters, look at the insides of 'em and satisfy yourself first that they're "O. K." That's "Hank's" advice on startin' "specializers."

Here's a new one on the "specializer" idea that I want you fellows to try, and that is, ask your clerks about those men's and women's shoes. Sufferin' smokes, you fellows don't even seem to think a clerk ought to know a blamed thing about how to run a store. You just want him to earn his salary, make all the profit he can for you and that's all.

"Specialize!" Ask that clerk questions about that stuff, and ask him what shoes he'd rather sell, then ask him why, and you'll learn a few yourself. That clerk's going to sell the shoe that sells the easiest every time, if you ain't a "specializer," 'cause he's got the idea in his head that you don't care a snap just so he sells the goods. Now, that's dead wrong. Ask him questions. He can talk.

The other day I read an adv. for a patent medicine that ran along like this: "Try a sample bottle at \$.50, if it doesn't cure get your money back." Now that's a sample of "specializing." Try a sample of "Hank's" specializer," and if it doesn't do the work, just try another.

Here's a mighty good "specializer" sample." Take that window of yours, put nothing in it but one-price shoes, say, \$2.50 or \$3.00 ones, of both men's and women's. Put 'em in nice shape, then put one of those "specializing cards" I told you about in the last issue of The Retailer, and I'll bet you'll like the taste of "Hank's" specializer." Try it, and if that doesn't reach the spot give 'em something else. Make it your business to find the right one. 'Course you'll argue you ain't got the time for that. 'Course you ain't, but I'll tell you right here the last time you took an invoice you had the time to sit down and figger how the dickens you got so much on your shelves that didn't sell. Now, didn't you?

"Specialize" when you buy. Don't buy just because that traveling man says they're all right—not on your tin-type. If you ain't sure about 'em being right, just tell 'em to send you a few sample pairs to try on and see how they fit. Then you've got 'em just where you want 'em and you are sure to find out if they are right or not.

"Specialize" your men's and women's cartons just as well as the shoes. Don't have that stock looking like a checker board, just like you didn't know where you were

HARD PAN SHOES

FOR MEN, BOYS & YOUTHS
HONEST WEAR IN EVERY PAIR
SOLD HERE
MADE BY
THE HEROLD-BERTSCH SHOE CO.

THE SIGN OF GOOD BUSINESS.

The Test of Continuance Is a Mighty Good Test

Take a mental inventory of the shoe dealers in your town who were in business five years ago who had a notion that they could sell shoes made of something else than good leather.
Now we hope you will never get it as they did, even if you don't handle our famous

Hard-Pan Shoes

But if you are wondering why you are not making money and why on earth you cannot sell more than one or two pairs of shoes to a customer, try a case of Hard-Pan shoes that stand the racket and fit. Solid comfort in every pair and the satisfactory "come again" that will build your business.
Scratch a postal now, to-day, for samples.

Our Name on the Strap of Every Pair

HEROLD-BERTSCH SHOE CO.
Makers of Shoes
Grand Rapids, Mich.

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.

next. Get busy on that stock, clean up, make your boxes look as near alike as you can. If they are old looking on the ends, get some labels and stick 'em on and make 'em look like new.

Well, I'm givin' you a pretty blamed long "specializer" this time. But honest, it makes me so 'tarnal mad sometimes when I go into a general shoe store and see how you keep things that I could just bite a piece right off the corners of your old base board. I'll tell you right here, I'm a scrapper, and I'm going to keep right on hammerin' until I get you fellows so you'll get busy and take "Hank's" advice and "specialize" your store—Hank in Shoe Retailer.

Men Never Count Change.

The conductor handed two quarters, four 10-cent pieces and a nickel to the woman, and she carefully counted them over, while a man friend swung into the seat beside her.

"That's a genuine woman's trick to count your change in that way. You won't catch a man doing it," said he.

"Do you mean to say a man never knows whether he is getting the right change back or not?" she asked in horrified tones.

"No, indeed. He always knows, but he doesn't need to count it. I don't know whether it is because a man is less new to handling money than a woman or whether it is because he is quicker of observation; but he can always tell at a glance whether his change is right.

"He looks at the money, and if it looks right he shoves it into his pocket. It may be a combination of nickels, dimes, quarters, fifty-cent pieces and pennies, but he can tell instantly if it is the right combination of coins to make the proper change. I don't think he even goes through a mental calculation. He doesn't say to himself, for instance, 'Now I ought to have 95 cents in change,' but he looks at the coins and knows by their appearance whether they are right or not.

"A woman invariably counts her change piece by piece. 'Twenty-five and 25 are 50,' she says, 'and 10 makes 60, and 10 makes 70, and 10 makes 80, and 10 makes 90, and a nickel is 95.' Then she stows the coins away and the anxious frown disappears from her brow."—New York Press.

It Is the Eye That Twinkles.

Twinkle, twinkle, little star. It is not your fault that we see you with five points. W. Holtz, a native of the fatherland, says that all stars show precisely the same rays, but that in the case of the brighter stars the rays are plainer and longer. He further remarks that the rays seen by the left and the right eyes differ, and that, if the head be turned, the rays are rotated in a corresponding manner. It is thus concluded that the source of the rays is not in the stars themselves but in the eye, the middle of the retina not being perfectly homogeneous in its sensitiveness.

Help That Helps Both Ways.

One of the well known and successful shoe salesmen traveling out of Chicago, when asked what tended to help his business on the road, said: "There are hundreds of things that contribute to my success as a shoe salesman on the road. There is one thing that has been a great source of help to me, and that is, I always make it a point to be civil to the customers of my customers. It never hurt me to stop and chat a while with them, and I always managed to say a good word for the man who was selling shoes to them. Every little kindness was likely to win a friend. The very fellow I might be talking to would sometime, perhaps, own a store, and would look me up, sure thing."

Many a bill of goods is sold on the road through the influence of the clerk. He is often the grease on the axle. The traveling man who overlooks this point overlooks a strong one. The clerk is the one who gets next to the goods. He checks them off when they come in; he keeps the dust off them every day; he sells them to the people; and oftentimes he does the selecting of the shoes from samples in the first place. The shoe dealer usually buys what pleases his clerks to get them interested. He in this way puts a sort of responsibility on them. If the business man neglects his clerks they neglect his business; if the traveling man ignores his clerks they ignore him.

But the salesman follows this trail just so far and no farther, for the moment the dealer begins to think the traveling man is influencing the clerks unduly he rebels.

It sometimes happens that a traveling man meets with a surly clerk, or a bribed clerk who has become buyer. Then the thing to do is to get right straight to the head of the establishment. The man that I like to do business with is one whose money pays for my shoes. He is not pulled out of line by guy ropes. It is well to stand in with the clerks, but it is better to be on the right side of the boss. When he gets down to driving nails he is the one to hammer on the hardest.—Shoe Trade Journal.

Bar of Iron Will Grow from Heat.

Consider the stones of the meadow how they grow. Many a farmer firmly believes that stones grow both in size and number. The idea that iron may be made to grow by simply heating and cooling seems to require just as much credulity. But the fact that the Franklin Institute of Philadelphia has awarded a gold medal to a metallurgist for demonstrating this phenomenon should remove all doubt. The experimenter took a bar of iron of known size and weight and repeatedly heated it to its critical temperature, which was 785 degrees Fahrenheit, and cooled it, with the result that the size increased by the extraordinary amount of 45 per cent. The appearance and texture of the metal did not alter sensibly during the expansion process, and, of course, the weight remained constant.

Come to Our Factory



When you attend the West
Michigan State Fair September
10 to 14.

Whether you buy goods from
us or not we want to show you
how we make shoes so that
they fit better and wear longer
than any ordinary footwear.

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

But a few days more and the shoe
demand will increase.

Consult our catalogue sent you a short
time ago and order some of the

Rouge Rex Shoes

Write for special advertising
matter.

HIRTH-KRAUSE CO.

Shoe Manufacturers

16 and 18 So. Ionia St.

Grand Rapids, Michigan

INDIVIDUAL TALENT

Not Properly Developed by Public School System.

Written for the Tradesman.

The delivery boy sat on a barrel at the alley door, drawing on a piece of wrapping paper a caricature of a fat woman customer who had just reported him for missing her house on the morning run. The old book-keeper stood looking at the efforts of the young artist.

"What are you going to do with that?" asked the book-keeper.

The boy humped over the drawing and said, "Huh?"

"Do you keep those drawings?" asked the old man

"Naw."

"Why don't you? Some day they will be worth a lot to you."

The boy grinned until his freckled face shone.

"Geel!" he said, "I'm lucky if I don't get lambasted for makin' the pictures."

"Who does that?"

"Teacher."

The book-keeper took the drawing into his hand and examined it attentively. The work was unusually well done, and the boy had exactly caught the expression on the face of the woman who had reported him.

"What you goin' to do with that?" the boy asked.

"Show it to the boss."

"Then I'll get lambasted when I get home if he fires me. Father does not allow me to make pictures. Says it is a waste of time."

"Your father, said the book-keeper, "is a fool—ish man."

The boy grinned again.

"I know what you mean," he said.

"And what does the teacher say?" asked the old man.

"Says makin' pictures keeps me back in me classes."

"Your teacher is also a fool—ish person," said the book-keeper.

"I wish you'd tell him so," said the boy, "although he wouldn't believe you. He is a mighty wise man, if you leave it to him."

"Doesn't your teacher ever talk with you about your liking for drawing?" asked the book-keeper. "Does he know what you can do in the caricature line?"

"I guess he knows what I can do makin' pictures, all right," said the boy. "I put him on the blackboard in chalk an' he caught me at it. Say, I'm warm under the jacket yet from that wollopin'. He said he'd expel me if he ever knew of me makin' pictures again, an' told father, an' he said the same thing."

The book-keeper bent over his desk with a troubled look on his face, and the boy drew a picture of him looking for a figure four which had dropped off a ledger page and was floating away in a current of air.

"What's your father thinking of putting you at when you get through school?" asked the old man, presently.

"Grocery business."

"And," thought the book-keeper, "he'll spoil a mighty good pen-and-ink man and make a mighty poor grocer."

To the boy he merely said:

"Well, I'd be sure and have all my lessons perfect, and then they won't object to your making pictures."

The boy bounded into the wagon and started off with a load of groceries, and the book-keeper went forward to where the owner of the store stood leaning over the counter.

"Look at these pictures," he said to the grocer. "Did you hear what the boy said? Well, they're knocking him out of \$100 a week when they talk of putting him into the grocery business. The lad has a natural talent for caricature, and would make a hit in the comics if given half a chance."

"That is what I have been talking about for ten years," said the merchant.

"Talking about this boy's talent for ten years?" asked the old man.

"Oh, you ought to know what I mean by this time. The public schools do not find what a boy is fit for. Here is a case in point. It would seem that any teacher with brains enough to walk straight in the street would see that this boy is fitted for only one thing—caricature work. Yet it seems that the inclination to draw is suppressed under penalty of punishment."

"And his father is as big a fool as the teacher."

"There is some excuse for the teacher," said the merchant, "but there is none for the parents. The public schools are crowded. The fool trustees want to build school houses that will be a credit to their administration, and so they build big ones and crowd three times too many children into them. The classes are too large, and the poor teachers can not be expected to get down into the talents and inclinations of all the pupils. They don't have time, but the parents do. That boy's parents ought to understand that there is a fortune in his talent for caricature."

"Would it do any good to tell them?" asked the old man, who was greatly interested in the bright delivery boy.

"It might," was the reply, "although half the common people of the country think that the business life is the only one worth living. The boy will probably be whipped out of his talent and set up in the grocery business, where he will fail. Of course the parents are mostly to blame, but the teacher should know what is in his pupils. He should discover this talent and encourage it. But, as I said before, the classes are too large for the teachers to become acquainted with the scholars as they should."

"I think there is hope for the young fellow," smiled the book-keeper, "for he is obstinate. I knew a lad once who was sent back in all the lower grades. He didn't seem to be able to remember what he learned, and the teachers did not understand him. He grew to hate school, and wanted to quit after the eighth grade, but his parents held him to it. He had a mighty tough time during his freshman and sophomore years there, I can tell you.

"Then, when he got to the junior year, he found a teacher with brains waiting for him. The teacher was a civil engineer by profession, and was teaching for a change. He saw what was in the boy I am telling you about and went after it. The boy studied mechanical drawing until his work looked like copper plate, and he studied surveying on the side. The boy had it in him, and the teacher found it. In a year from the time the lad left high school he was earning \$1,000 a year, and he was not yet of age."

"It is just another illustration of the same old point," said the merchant. "The boy you mention was fortunate in striking the right kind of a teacher, but how many are there that do?"

"Mighty few," admitted the old man.

"If I had my way," said the grocer, "there would be cottage school houses scattered over the city, and no large ward schools. It would cost more, but money can not be better expended than in educating the future citizen. The classes would be small, and teachers who run rooms by the penitentiary methods, where in a student is simply a number, would be fired. Then each scholar would be able to get the attention of the teacher long enough during a term to show what he could do best. But I guess it's all a dream," added the merchant, "for trustees will keep right on building big school houses and placing their names on the big foundation stones. It's rotten, but it can't be helped."

And the old book-keeper said that it was worse than rotten, and laid the delivery boy's caricatures away for future reference.

Alfred B. Tozer.

Preserving the Voice of Singers.

The world to-day has no means of knowing how well the operatic stars of a century ago could sing, as compared with the great singers of the present generation. But the world will be wiser in another hundred years. Recently Tamagno, the Italian tenor and the greatest singer of the age, desiring to leave for his children some record of his genius, had made, upon specially prepared plates for reproduction in the phonograph, several records of his most exquisite songs. Two of these records have been preserved in a museum in Paris. The plates were made with great care and are sealed in metal boxes, containing also chemical compounds for their preservation. The boxes are labeled and dated. One will be opened fifty years from now and the other at the end of a century. Long after the singer is dead his voice will be heard and the musicians will be able to judge if it really is true that the tones of the human voice become less exquisite as civilization advances. The greatest tenor of the year 2006 may listen to Tamagno's voice and thus judge his own genius.

Every time you try to encourage another you learn a little more of the language of heaven.

George H. Reeder & Co.
GRAND RAPIDS, MICH.

Carry
in Stock

AND
SLINEH

Men's
Work Shoes



Wolverine Girl
Shoe

All Styles

\$1.65

State Agents

HOOD
RUBBER COMPANY
BOSTON.

George H. Reeder & Co.
GRAND RAPIDS, MICH.

Few People Regard Hat from Artistic Standpoint.

Straw hat salesmen have now been on the road about a month showing their lines and soliciting orders for next summer's straw hat season. The Western and Middle sections of the country have been contested ground up to the present time, and the reports are that the business already secured shows very much of an increase over the same period of last year and even greater excess than was anticipated. Much of this increase can be attributed to the early sale of straw hats last May and June, and to the scarcity of desirable goods later in the season when the retail dealers were unable to fill in with satisfactory duplicate orders.

The fall fur-hat season is now in full swing. The factories are busy places, and work is being pushed as rapidly as possible in order to make delivery of goods on time. Reports state that little or no delay has been encountered in the various stages of work through which all fur hats have to pass, and, in consequence, complaints over shipments and deliveries are very few.

It is surprising how few in number are the people who note the many and changing features of hats. To the ordinary man the hat that becomes him and withstands the multitude of knocks and bumps, to say nothing of the crushing defeats it encounters from being sat upon, and still retains its symmetry, form and color after a few seasons of wear, is pronounced a good hat. But very few people ever regard the hat from an artistic standpoint.

The brim is the one part of a hat that is subject to greatest change and variation, and in every instance is the "cause and effect" of the popularity of any style of hat. To say "the set of the brim sets the style" is but to utter a homely truth. Few hat wearers stop to consider the really wonderful importance of the brim, how the curling, rolling and setting alter the appearance of the hat, and produce the great variety of styles that are to be seen; yet the hat manufacturers, the designers, furnishers and curlers realize the importance, and the greater part of their ingenuity is called forth in producing appropriate effects which will be in keeping with the crown of the hat and combine originality with style.

Many hat buyers visited the wholesale markets during the last month and their visits were productive of good results. Enquiries made of a number of hat manufacturing firms brought forth the information that sales of hats had been numerous and the total volume of business for the fall buying season would at least equal that of the spring season of this year. It is not thought that the fall business of this year will equal that of a year ago, and by the most conservative members of the hat trade such a state of affairs was not expected, although earlier in the season the optimistic ones "talked big," and really expected much. There is now a fair crop of pessimists in the hat trade. As it is not in the nature of worldly affairs for all to be favored at one and the same time, it can be said, and

as truly as of the poor, "that the pessimists you have with you always."

Possibly the statistician of the hat trade is a pessimist, and is, therefore, somewhat disgusted at the present time; this may account for the fact that the figures stating the exact number of dozens of hats worn in this country in a year have not been forthcoming, as is usual; at least the writer has not that interesting information. Nevertheless, the dozens number many thousands, of which no small proportion is for stiff hats. A stiff hat is a popular style of headwear and always will be. For fall, however, the soft hat is continuing to receive considerable attention, and will be worn until winter, when it is likely the stiff hat will again be the proper hat.

The demand for the soft hat for fall is easily explained. Fall is, perhaps, the most delightful season of the year, and out-of-door exercise and sports are indulged in to the fullest extent. A soft hat can be worn, laid aside, and tossed about without material injury, and on that account is an ideal hat for "knock-about" and rough usage. A stiff hat is a hat for dress, and requires care in its usage. It can not be used as a soft hat can without damage, if not permanent injury. Consequently when a man is out for fresh air, exercise and freedom from care he is often in a careless mood and a soft hat suits the occasion better than any other. All of the special styles for fall are on sale and the variety of styles is sufficiently large to meet the exactions of the most fastidious. They show none of the extremes of style that have marked past seasons, but are made in sensible shapes that will appeal to most people.

Owing to the great number of shapes that are being shown in the hat lines, it is impossible for the manufacturers to make up a reserve stock of any one shape. In past seasons there has been usually one standard shape, but at present there is such a variance as to width of brim and shape of crown that no work can be done at the factories until the orders are in hand. All orders begin to arrive at once and some leniency should be shown the manufacturers if deliveries are delayed on this account.—Clothier and Furnisher.

On Their Way.

During a newspaper men's convention a number of journalists were one afternoon talking of the tricks of "the faithless types," when "Marse" Henry Watterson said:

"While I've heard of a great many funny typographical breaks in my time, about the oddest and most humorous transposition of the types that ever came within my observation was that in a New York paper some years ago. That sheet used to print its shipping news on the same page with the obituaries. Imagine the glee with which its readers found the captions exchanged one morning, whereby a long list of respectable names were set forth under the marine head, 'Passed Through Hell Gate Yesterday.'"

Automatic Dust Moving Machines.

Laying the dust in a city is harder than laying a ghost in a story. Italy has essayed the problem by removal. The invention takes the form of a species of dust cart acting automatically. By machinery contained within itself it not only collects together but scoops up the dust and leaves a clean road behind it. It is stated that the municipal authorities of several Italian cities have taken up the invention and will put it to a practical test. France has tackled another public pest with success. The Paris *Matin*, which has taken an active part in the anti-insect campaign, recently distributed some 500 gallons of paraffin among farmers and gardeners to induce them to try the remedy, and the beneficial results obtained are described as marvelous. Equal parts of the crude paraffin and water are stirred together in a bucket and the mixture thrown upon stagnant water, cesspools, and even damp soil. As the larvae burst their envelopes and come in contact with the paraffin film

they are killed instantly. The remedy also has been efficacious in various quarters of Paris. In Europe, as in West Africa, in town and country, the guiding principle of insect destruction seems to be: Look for stagnant water, and having found it, either get rid of it or coat it with paraffin.

Does Not Ask For a Bonus.

Leslie, Sept. 11.—The Sheridan Manufacturing Co., of Jackson, in looking about for a place to build a factory, purchased the planing mill property from F. W. Potter and the same is being remodeled. The company will manufacture roller bearing wagons and automobile trucks, the later being adapted for farmers' use, costing \$500 or \$600, and carrying two or three tons. The company will also make burrless hubs and boxes for automobiles, wagons and buggies. Twenty-five men will be employed. No bonus is asked.

Bearing the cross should not give you a cross bearing.

SKREEMER

Th \$4.00 Sho for Mn

Nothing Better Made. All Styles. All Leathers.

Carried in stock by

MICHIGAN SHOE CO., DETROIT

Mr. Shoe Merchant

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

"NOX-ROX"

(Registered)

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

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

Waldron, Alderton & Melze
Saginaw, Mich.

Fire and Burqlar Proof

Safes

Tradesman Company, Grand Rapids

BUILDING A BUSINESS.

Pointers Suggested by a Long Mercantile Career.

Already I have suggested the necessity of attentiveness to customers. This should be instant, in season and out of season, from the moment the customer crosses the threshold of the store until he is out on the street again. There is nothing which customers more invariably resent than indifference on the part of the storekeeper or his clerk. To go into a store and be forced to stand about without being recognized is a kind of treatment which goes against the grain of human nature, and will not be tolerated by the average American. Of course, there are times in almost every store when there is much business to be done in a small time, and it is absolutely necessary to keep several customers waiting. This does not mean, however, that there is any necessity for the proprietor or his assistant to fail to give a pleasant word of greeting to those who are obliged to wait their turn.

It is an easy matter for the storekeeper or the clerk to give a nod of welcome and a word of excuse to those who can not be immediately served. The customer who has been pleasantly greeted and told that he will receive attention in a few minutes will wait cheerfully, whereas he would leave the store in ill-humor if his presence were entirely ignored. The ability to keep waiting customers in good humor and make them feel that they are not neglected is one of the most valuable qualities a storekeeper or a clerk can possibly possess. Just ordinary courtesy and attentiveness demand very little time, and they are far more valuable than flattery or argument in the sale of goods.

In this connection it should be said that flattery is a very poor crutch for the salesman to lean upon. The average American citizen is generally shrewd enough to detect flattery and invariably resents it. Instant and unflinching attentiveness are upbuilding of a good trade, and the salesman who is always promptly attentive to the customer's needs and who does not "slop over" is a trade-getter and trade-keeper of the highest order.

Perhaps it will be thought that a word of caution with regard to the over-representation of goods is entirely superfluous and ungracious. I wish this were the case, but I fear that the observation is not at all out of order. Very often the zeal and ambition of the clerk carries him farther in this direction than his employer would wish him to go. Again, there are those in the merchandising business, as in every other business, who allow their desire for gain to impart an elastic quality to their consciences, and who lose sight of the fact that nothing can be more fatal to their final success than misrepresentation, no matter how mild.

As a sheer matter of policy it is far better for the merchant to understate than to overstate the merits of

his goods. When a merchant gains a reputation in his community for never misrepresenting his goods he is on the high road to success. He will command the trade of his neighbors and will hold it against obstacles.

In selecting his clerks every merchant should give careful consideration to securing those who have tact, pleasing manners, and all that is included in the term "a good personal address." At the same time it will be well for him to remember that a clerk may have all of these qualities and still be a comparative failure. Many a merchant employing quite a force of clerks has been perplexed by the problems presented by this matter of the personal equation. Here is a clerk, for example, who outclasses all his fellow-workers in personal popularity with customers. His graces of manner attract the patrons of the store to him to a degree which marks him as an exceptional favorite. In spite of this, the totals of his sales from week to week fall below several of his co-laborers at the counter. He puts in as many hours as they do and works as diligently as they. Here, on the face of things, is a clear contradiction which is decidedly puzzling to the merchant. What is the difficulty?

In nearly all cases of this kind, and they are so numerous as to be almost general, I believe the cause of the trouble lies in the fact that the popular clerk, who has decidedly the lead over all his fellows, lacks in decision. Not long ago I saw an interview on this very subject in which the superintendent of one of the big State street retail stores in Chicago hit the nail squarely on the head as far as this point is concerned. He related how he had been puzzled to reconcile the fact that the most popular clerk in the fancy dress-goods department took about third rank so far as the volume of his sales was concerned. The young man had a decided charm of manner which naturally attracted customers to him, and it was apparent to the management that this clerk had practically first call on a large percentage of the customers who came to the department to buy.

At last the superintendent decided to give his personal attention to the solution of this very interesting and practical riddle. To this end he stationed himself near the fancy dress-goods counter and began to watch the young man at his work. A young matron came down the aisle, passed a clerk who was at liberty to wait on her, and went direct to the young man in question. It so happened that the superintendent was acquainted with the woman, and knew, from having waited on her himself before promoted to an executive position, that she was not especially difficult to please.

She handed the clerk a sample of goods of which she was having a skirt made, and told him she wished to get the material for a waist which would be appropriate to wear with the skirt. He looked at the sample,

turned around to the shelves and started to take out a bolt of goods, hesitated, went to another, and then to still another. Then he drew out two or three bolts, looked at them and finally shoved them back into place. After making several false motions of this kind he at length returned to the first bolt of goods which his hand had touched, drew it out and displayed it on the counter.

To the keen eyes of the watchful superintendent it was apparent that the indecision of the clerk had communicated itself to his customer, and, after examining the goods in a somewhat indifferent way, she asked if he had not something else more attractive. Then he took down the bolts which he had glanced at in his hesitating pilgrimage along the shelves, showed them to his customer and discussed with her their relative merits. Still, she was apparently unsatisfied, and he once more ranged the shelves and brought down other patterns. There was more conversation, with further comparison of goods, and for the third time he turned about and began to forage in a somewhat hopeless and hesitating way along the shelves.

More than once the customer seemed to be on the very point of decision, but finally she offered an apology, and saying that she would come again, she left the counter without buying.

In the meantime the clerk whom she had passed by had waited upon three customers and sold to every one of them. His manner of work was this: He gave very careful attention to the description of the goods wanted by his customer, and in each case asked one or two questions to bring out more clearly the desires of his patron. But in each instance after he had learned this he turned round and his hand went unhesitatingly to just the right goods. There was decision in his manner, and he placed the bolt of cloth upon the counter with the remark: "I think this is just what you wish." The watchful eye of the superintendent had taken in his movements as well as those of the popular clerk, and he was convinced of two things: first, that the taste or judgment of the clerk who made the three sales was no better than that of the popular clerk who failed to make his sales; second, that the decision with which the less popular clerk acted was the secret of his success.

The conclusions of this superintendent were, to my mind, entirely correct. He found out why the man who attracted the fewer customers was able to make the greater number of sales. Incidentally it may be added that the popular clerk remained at the fancy dress goods counter while the other was promoted to the head of the department.

Time and again, in my own experience, I have seen this incident paralleled. The gift of closing a bargain is by no means a common one, but it is left out of the composition of many clerks who are otherwise well equipped. And right here

it should be added that without this gift all others are of no avail. No matter how skillfully the negotiations may be conducted up to the "sticking point," unless they go beyond that point they are useless. Although indecision on the part of the salesman is the besetting sin which generally causes his failure, there are other elements which contribute to this undesirable end.

One of these is the inability to shut out other matters from the conversation of the moment. Only the unskillful salesman will allow his customer to drag him into general conversation when he is actively engaged in displaying goods and attempting to get his patron's decision. This does not mean that it is not wise to chat pleasantly with customers about social and personal matters, but it does mean that this should not be done when once the business of selling is really in hand. Anything that distracts the mind of the customer from the vital point at issue is always to be avoided. Let all the "visiting" be done before the display of goods has begun.

Before leaving the subject of what the storekeeper should consider in the selection of his help let me say that, as a general thing, the employment of relatives is to be avoided. It is not an over-statement of the case, I think, to say that traveling salesmen are well agreed upon the fact that when they find a storekeeper whose force is made up of his sons, daughters, nieces and nephews, he is considered as struggling under a distinct handicap, and his progress is watched with especial care. This is, perhaps, only another way of saying that the man who selects his assistants because they are relatives is not at liberty to make the selection on the broader line of their real qualifications for the work in hand.—H. N. Higinbotham in Saturday Evening Post.

Slim Girls Get the Jobs.

Washington, Sept. 3.—Thin girls can get jobs in the Bureau of Engraving and Printing, but the fat, short girls are barred. It is in this department that money is made.

Women are prized in this Bureau because they are faithful, reliable and honest. It is proposed to make them just as attractive as possible. Here are some of the specifications:

No woman under 4 feet 10½ inches will be employed. Women above medium height preferred.

No woman of more than sixteen inches width in the hips will be employed.

The bust must not exceed thirteen inches in depth.

What the Bureau wants is the sylphlike girl, whom the novelists describe as "willowy." If she gets fat she will be retired.

The director of the Bureau insists that personally he has the greatest sympathy for short, pudgy girls, but in the department where money is printed there are a lot of machines at which short girls can't work easily and conveniently. Hence the height minimum.

MEAT MARKET

Re-establishment of Local Slaughter Houses.

Would a return to the plan of local slaughter houses give consumers better food than comes out of Packingtown? Since the report of the committee which had Federal authority to make an investigation of the manner in which the great meat industry was carried on in Packingtown was made public there have been suggested many plans to remedy the defects complained of and better the products. One of these plans was the re-establishment of local slaughter houses through the country. Would the people get any better or any cleaner meat and meat products than they get now? No!

The re-establishment of local slaughter houses might result in the raising of beef cattle in some sections; might give employment to a few additional men, that is all. Stock farms in the East are conducted now, for the greater part, as dairies and for the breeding of fine cattle. The big cities continue to increase their consumption of cow's milk in greater ratio than in population because of the ample supply. For New York City alone a lake of milk is required every day. Gradually she reaches farther out, and now the farms way beyond the center of the State of New York, westward beyond Onondaga county, and north to the St. Lawrence are drawn upon for New York's daily supply. There are solid milk trains traversing New York and New Jersey every day to supply the metropolis. Where the old stock farm is not contiguous to a railroad running a milk train or a milk car, the condensary, the creamery and the cheese factory are visited daily by the farmer and the product therefrom finds its way to the big cities.

Since the invention of the refrigerator car nearly every locality in the country has been furnished with meat in better condition than theretofore, and as a result less sickness from bad meat has resulted. Where a daily routine without variation exists there also ensures carelessness. To the person who is accustomed to the scenes where he is employed the neglected conditions coming along are not noticed. Now, would not the careless conditions follow in the local slaughter house, which has only the local health officer or police regulations to govern it? Politics must, from the natural course of events, play a part in not a few instances.

The duties of the writer back in the '70's included the reporting of a live stock market of no mean proportions for his newspaper. The condition in which the stock was received from the West frequently was very bad. Cattle would get "down" shortly after the train started, and would remain on the deck of the car perhaps for thirty-six hours, being trampled on by the other animals

with every movement of the train. Such cattle, with those maimed and injured, were hurried off to the slaughter house and butchered while their blood was overheated. On one occasion a steer refused to come out of the car. The "cow-puncher" deliberately destroyed the sight of both its eyes with the pole with sharp barbs in the end, with which he controlled animals. Then the animal was taken to the slaughter house. Hogs would come to their destination in worse condition than either cattle or sheep. The animals would fight en route, and their bodies would be covered with blood from chewed ears or mutilated flesh. All maimed and injured animals were purchased by a sausage maker and a packer. A class of cows, which were known to the trade as "bandboxes," were purchased for bolognamakers. These cows, which generally were so old that they were scarcely anything but skin and bones, with teeth that refused to chew hay, or no teeth at all, sold at from \$3 to \$10 a head.

There was nothing thrown away about the old fashioned slaughter houses. A diseased liver, if not too bad, would have the ulcer cut out and be loaded on the wagon for delivery to some of the smaller markets where meat was sold cheaply. The refuse from the slaughter of bees and sheep was fed to hogs which were being held for killing. They would suck up the warm blood of a bullock just killed as though it were so much milk. These slaughter houses which are here indicated were remote from a stream of water, and their cleansing consisted of washing the floor by dashing pails of water over it and washing the refuse into the hog troughs. These slaughter houses threw off a stench that could be detected for a mile away. Luckily the houses were clustered in an area of perhaps half a mile in circumference. This recital recalls a slaughter house in a village of about eight hundred. It was beside a stream of good proportions, but it could not be kept clean, and offended the olfactory organs of every one who passed. It was impossible to keep it sweet, for the reason that its construction was not of such a nature that it could be thoroughly cleansed, and because there was no water pressure. This might have been obtained by running a small conduit 200 feet, but 200 feet of conduit, though only iron pipe, would have cost money.

If local slaughter houses were to be re-established, would they be built on any better plans than heretofore? A slaughter house is an undesirable neighbor in any locality, and those who conduct them, if the past is any criterion, are averse to spending much money in their construction. Packingtown, now that she has been taken under the shed and suffered the birch and lecture, will fulfil the country's requirements much better and more satisfactorily than the local slaughter houses. W. H. Brainerd.

A good deal of religious work is only a scheme for uplifting the world at so much per grunt.

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

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NEW CHEESE

"Warner's Cheese"

BEST BY TEST

Manufactured and sold by

FRED M. WARNER, Farmington, Mich.

Butter, Eggs, Potatoes and Beans

I am in the market all the time and will give you highest prices and quick returns. Send me all your shipments.

R. HIRT, JR., DETROIT, MICH.

Egg Cases and Egg Case Fillers

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

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Let us have your orders. Fill same promptly.

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Fishermen, Attention!

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

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

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Order

Noiseless Tip Matches
Pineapples
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Cheese
Golden Niagara Canned Goods of

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Clover and Timothy

All orders filled promptly at market value.

ALFRED J. BROWN SEED CO., GRAND RAPIDS, MICH.

OTTAWA AND LOUIS STREETS



Special Features of the Grocery and Produce Trade.

Special Correspondence.

New York, Sept. 8—There has been a fair jobbing trade in coffee all the week. Orders have come from all parts of the country and the market generally is well sustained and somewhat higher. No. 7 is worth 8 $\frac{3}{4}$ c, against 8 $\frac{3}{4}$ c last year. In store and afloat there are 3,454,527 bags, against 4,017,532 bags at the same time last year. Mild coffees are generally well held at former quotations.

An active trade has existed in sugar all the week, not only in the way of withdrawals but in new orders; in fact, so numerous have been the calls that some of the refineries are from a week to twelve days behind in their deliveries. Quotations are firmly adhered to.

Congou teas are not in very abundant supply and are very firmly held; in fact, the whole tea market is in good condition and September seems to be the turning point. Prices are not changed in any perceptible degree, but holders certainly are not willing to make concessions, and the general tendency is toward a higher plane.

Stocks of rice run light and, while the demand is not especially active, there is "something doing" all the time, and quotations are firmly maintained.

Not a single item can be written of interest as regards spices. There is simply an average sort of trade at unchanged rates. Holders are firm and it would be a hard matter to pick up any "job lots."

Molasses is well sustained and, with the advancing season, the demand shows visible improvement, although the very hot weather has a tendency to check trade in this line. Syrups are steady and unchanged.

Canned goods are steady. Tomatoes hold the center of the stage. As time goes on it is evident that the pack will be very much less than was anticipated when the season opened. Continuous rains have upset the calculations of packers and the output is bound to be shortened tremendously—unless reports are all awry. At any rate the situation is interesting and is being closely watched. Prices tend steadily upward. The general f. o. b. rate is 77 $\frac{1}{2}$ c, and many are asking 80c, and some transactions have been made at that. Packers of corn are struggling to work off the "saccharinized" stock put up last year, and the market for new is lifeless. Peas are

firm, with very good call for the better grades. Fruits are firm, but the volume of business is not especially large. Salmon is quiet, although there is a fair call for fancy Columbia River Chinooks flats and halves.

Butter is firm and higher for the top grades, which are not in over-abundant supply. Extra creamery, 24 $\frac{1}{2}$ @24 $\frac{3}{4}$ c; firsts, 22 $\frac{1}{2}$ @24c; seconds, 20@21 $\frac{1}{2}$ c; imitation creamery, 18 $\frac{1}{2}$ @21c; Western factory, 16 $\frac{1}{2}$ @18 $\frac{1}{2}$ c, latter for firsts; renovated is in fair demand at 21@21 $\frac{1}{2}$ c.

The cheese market is pretty well cleaned up and at the close full cream is well sustained at 12 $\frac{3}{4}$ c.

Eggs are firm. Best Western fetch 22 $\frac{1}{2}$ @23c, but these are surely top rates, and the quality must be fine. Firsts, 21 $\frac{1}{2}$ @22c, at which prices most sales are made, although a good deal of stock changes hands at about 20c.

Two Industries About to Expand.

Marshall, Sept. 11—The Foote Axle Burr Co., of this city, expects to begin operations again in the near future. This company did a rushing business for a short time after it was first organized, but the axle burr which was manufactured could not be put on buggies except by a mechanic. The inventor, Dr. F. M. Foote, of this city, has been at work simplifying the patent so that anyone can handle it, and has about completed his task. It was formerly manufactured by the Lambert Food & Machinery Co., but that institution is so overrun with work that the Foote Company will probably put up buildings of its own.

The contract for the Page Bros. Buggy Co.'s new building has not been let, as the company has decided to erect a larger building than was first intended. This company has added ten men to its force and is not able to keep up with its orders.

New men are constantly being added to the force at the Michigan Central car shops and every day cars are being sent here for repairs. A. L. Link, of this city, has been appointed master mechanic.

A German professor by spreading currents of electricity over a field of growing carrots has increased its yield by 90 per cent. in a few years and the possibilities of electrical vegetation are now being heralded forth throughout Europe. The large harvests in Finland and Spitzbergen are attributed to the influence of the aurora borealis and if that is so there is no reason why our farmers by a judicious use of some of the peculiar fluid should not increase both production and profits.

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.

HERE IT IS!

The best Corn Meal made. The kind your customers have wanted for years.

It is made of the choicest yellow corn by the most perfect milling processes known. It is uniformly granulated, absolutely pure and free from hulls and specks. Such is

Quaker Best Corn Meal

It is sold only in sealed 3 lb. packages. This is the kind of meal it will pay you to sell, Mr. Retailer. The beautiful carton in which it is packed attracts your customers and saves you the time and trouble of weighing out bulk meal—saves paper, twine and loss, too, but best of all

It Yields You a Handsome Profit
Don't delay, but order a supply of Quaker Best Corn Meal from your jobber today.

The Quaker Oats Company
Successors to
The American Cereal Company
Address - Chicago, U. S. A.

Money Getters
Peanut, Popcorn and Combination Machines. Great variety on easy terms. Catalog free.
KINGERY MFG. CO.
106 E. Pearl St., Cincinnati

Hocking Dry Measures
(Bottomless)
For filling paper bags. Saves handling vegetables twice. "Cuts out" guessing at quantities.
Order of your home jobber or
W. C. Hocking & Co.
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We want competent Apple and Potato Buyers to correspond with us.
H. ELMER MOSELEY & CO.
504, 506, 508 Wm. Alden Smith Bldg.
GRAND RAPIDS, MICH.

Send us your orders for **Ground Feed**, made from strictly **Old White Oats** and best quality **Yellow Corn**. Our **Street Car Feed** and **Cracked Corn** are both thoroughly **screened** and **scoured**. We can supply you with **Choice Old Oats** in car lots or less and give you **prompt shipments**. We quote you today **WIZARD Winter Wheat flour \$4.00 per bbl.**, F. O. B. Grand Rapids.
Grand Rapids Grain & Milling Co.
L. Fred Peabody, Mgr.
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QUALITY IS REMEMBERED
Long After Price is Forgotten
We Have Both
Volk Stamp and Stencil Co.
A trial order for anything in our line will convince you.
62-64-66 GRISWOLD ST., DETROIT, MICH.

W. C. Rea **A. J. Witzig**
REA & WITZIG
PRODUCE COMMISSION
104-106 West Market St., Buffalo, N. Y.
We solicit consignments of Butter, Eggs, Cheese, Live and Dressed Poultry, Beans and Potatoes. Correct and prompt returns.
REFERENCES
Marine National Bank, Commercial Agents, Express Companies; Trade Papers and Hundreds of Shippers
Established 1873

THE SECRET
of any shipper's success lies in the packing. Use new cases, properly nailed, plenty excelsior on tops and bottoms, ship often, and we will guarantee you a profit on regular shipments.
L. O. SNEDECOR & SON, Egg Receivers, 36 Harrison St., New York
Established 1865. We honor sight drafts after exchange of references.

Established 1883 Write for Prices and Samples

WYKES-SCHROEDER CO. FEEDS GRAND RAPIDS, MICH.

FINE FEED Corn Meal Cracked Corn **STREET CAR FEED** Mill Feeds Oil Meal Sugar Beet Feed
MOLASSES FEED GLUTEN MEAL COTTON SEED MEAL KILN DRIED MALT

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Michigan Knights of the Grip.
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Grand Rapids Council No. 131, U. C. T.
Senior Counselor, Thomas E. Dryden;
Secretary and Treasurer, O. F. Jackson.

No Man Works as Hard as the Traveler.

"I tell you, it's lots different selling goods nowadays from what it was in the old times," spoke up the New York furnishing goods man. "I'm not such a gosling at the business myself. Nineteen years next January since I began, and I'll tell you that things have changed. In the old times it was simple—just walk up to your solid customer, sell him all he bought, go up to his house to dinner, and leave the next morning, and the same thing over the next day. But it's lots more strenuous now. Just for example, I'll tell you exactly how I worked one of my towns last trip:

"I reached there at 5 o'clock in the morning, and gave the night porter a dollar extra to get my samples right in so that I could open up before breakfast. My trunks were in the sample room in a jiffy almost, and I opened up before breakfast. My old customer had been trying hard for a couple of years to spit out the hook, and he had got the factory idea into his head. While from the lines he was buying he was not gaining a great deal—in fact, was not getting as good stuff as I had been giving him—yet he had the idea in his head that he could buy direct a great deal better than he could from my house. So I didn't expect much of him, and went to work on the rest of the town. In case a man wants to leave you, if you lose control of him it is better to let him go.

"So right after breakfast I started in. The first man I called on an ox team couldn't move; at any rate, not the ox team that I was driving. 'We have our old house that we have been dealing with for a great many years,' said he. 'Our lines are established, they pay us a good profit, we don't like to mix up—and what's the use of changing? Your line may be a good line and all that, but it will not be a good line for us because we don't like to mix.' 'You are right about that,' said I. 'If you wish to differ from a man always first agree with him. I have some special lines to close, however, at a great discount. I have just left home and the house is giving me what jobs we have to dispose of. I can give you some mighty good stuff on which you can make a special sale. You need not put it on your shelves, just out on your tables, and make a drive. Perhaps as you board over at the hotel, when you go from luncheon you will drop in for a moment.' 'No, I won't bother about it,' said he. 'Oh, well, I won't ask you to. Perhaps I shall

find time sometime during the day when you are not busy and I will bring in a few of those special things under my arms.' A merchant will always look at samples if you bring them to his store.

"The next man I went to see—it had taken me about twenty minutes in the first place—was a jovial good fellow. I struck him just right. I saw that the line of goods he was selling was not nearly so good as that which I was carrying. My house had a good name, and while I did not run down the other fellow's goods—this never pays—I said nothing about them—I only told him that mine were good. This blowhard talk about having the best thing on earth isn't a good line of argument. The man who speaks with moderation always has better effect. If he will say there are lots of good lines on the road and his is only one of them a merchant will have a great deal better opinion of what the traveling man carries than if he says his is the biggest and best going.

"The second man on whom I called did not have a large store, but he struck me as being a man who would give one firm his entire bills.

"Yes, I will look at your goods," said he. 'How long are you going to be here?' 'Until I get through with my business,' I replied. 'Never want to rush away from it.' I saw he was easy, so I said: 'Maybe you would see me this evening after you close up. I have a splendid light in my sample room.' 'That will suit me,' said he. 'I close up at 8 o'clock and I will come right over.' I rather turned my engagement that way in order that I might have daylight for others not so easy.

"The next man I struck was one of those fellows that wanted to get out of business. He asked me if I couldn't find somebody that wanted a good location. I made quick work of him, because I don't want to waste any time on these fellows who are not satisfied with what they are doing. The man who is making a success of his business wants to stay with it, and the man who wants to get out is not making a success—and I don't give them any of my golden moments.

"The next fellow I went to see I had to wrestle for an engagement, but I threw him. 'Aw, I don't want to look at goods,' said he. 'What! Don't you want to look at any?' said I. 'Let me tell you,' I commenced, 'I used to have a customer down in Kentucky who said that he would look at any man's goods that asked him politely. I know when I first struck him he said, "I will not buy anything. I will go over with you, sir, and see your samples. A man never knows anything if he doesn't look around. I know when I was a young fellow I was powerful bashful, but finally some of the boys got me to go out to see the girls. In that way I got me a good wife. Now I am always willing to look at a man's samples even if I do not buy anything, because I never would have got Sally if I hadn't seen her.'"

"This kind of put my friend in good humor and we swapped a few

jokes. I always like to get right down to business as soon as I can, but once in a while a little jolly becomes necessary. I wound up with this man by making an appointment with him to come and take supper with me. He told me in the course of conversation that his wife was away from home, and he would look at my goods right after supper. That was engagement No. 2.

"Then I strolled in on another man whose stock was tumbled all to pieces, and you could almost plant pumpkins in the dust on the tops of the boxlids. My stay there was short.

"The next store I entered looked good to me. The stock was well kept. A clerk had a whisk broom in his hands brushing off a pile of goods. A customer was trying on a pair of shoes in the back end of the store, and the man who looked to me like the boss stood at his desk up front writing. I said to myself, well, here is the man I am after, but I could see that he was a little chilly and that I would have to warm him up. It is peculiar how you feel the nature of the man you are about to approach before you meet him, but I like one of these fellows who has a little crust around him, because when you break through and get his good will, even although he be a little gruff, he is worth a great deal more to you than one of these fellows who always put out the glad hand and give you a line of oily palaver.

"Without introducing myself, I merely walked up to the desk, as I saw him blot an envelope, and waiting until I would not interrupt him, I said: 'Well, my story is short. Furnishing goods.' 'It's a bad time for you to strike me, I am afraid,' he said. 'Here I've just written a letter to a firm that I have bought a lot of underwear of. I always have had trouble with those confounded people about terms, and they have a salesman, too, who has a little too much starch in his backbone to suit me. Here, see this letter I have just got from them. It makes me so confounded mad that I could eat a pod of red pepper and think it was a strawberry.' I read the letter. 'Well, this is provoking,' said I, and then I talked to him about the relationship that should exist between a wholesale house and its representative and the retail man.

"Well, confound it," said he, after a little while, tearing up his letter, 'I am not going to truckle to these people. I am just going to countermand this stuff. You are here—I will look at yours.' 'When will it be convenient for you to see it?' 'About 10:30 will strike me all right.' Well, 10:30 goes,' said I. Then I walked up the street—it was not half past 9—to see my old customer whose business had not been satisfactory. I easily made an appointment with him for 1:30, but I spent a little while with the clerks in my department—this was the biggest store in town—and little by little caught on to the fact that some of my competitors' lines had not turned out quite as well as the old man had expected, and that was a good chance for a fair order. The

clerks are always willing, you know, to put a good fellow on.

"It was now time for me to go back and fill my 10:30 appointment. I finished within an hour and took a satisfactory order. This man knew what he wanted and bought it quickly. He was strictly business, and I didn't ask him to stay to luncheon with me. I fear that a great many of the boys on the road, anyway, make the mistake of over-doing the friendship act. Did I lie down and take a nap at half past 11? Not on your life! I jumped on a street car and went over to another part of town where there was a big company store. I had never done any business with them, but I had a half hour that I could do nothing else with, so I thought I would try one more. I couldn't get the man to come over with me, but he gave me a little order for a few items for immediate shipment, and promised me that he would look my line over on my return trip. The order did not amount to a great deal, but the commissions were more than enough to pay my traveling expenses for the day.

"It was nearly 1 before I got back to the hotel. I was just about two-thirds through with my luncheon when I saw my old customer with the man in my department pass the dining room door. Of course, I didn't wait for pie. In the sample room my old customer laid out a big pile of samples. This showed me plainly right at the start that he had been worshipping false gods elsewhere, and when I was through with him, about 3 o'clock, he had given me the best order I had taken for years. It was really a lucky thing for me that he had turned me down for a season or two, because the town was too big a one for me to confine myself to him, and this gave me a chance to go out and work on other people—a thing which I perhaps would not

Traveling Men Say!

After Stopping at

Hermitage European Hotel

in Grand Rapids, Mich.

that it beats them all for elegantly furnished rooms at the rate of 50c, 75c, and \$1.00 per day. Fine cafe in connection. A cozy office on ground floor open all night. Try it the next time you are there.

J. MORAN, Mgr.

All Cars Pass Cor.

E. Bridge and Canal

Livingston Hotel

Grand Rapids, Mich.

In the heart of the city, within a few minutes' walk of all the leading stores, accessible to all car lines. Rooms with bath, \$3.00 to \$4.00 per day, American plan. Rooms with running water, \$2.50 per day. Our table is unsurpassed—the best service. When in Grand Rapids stop at the Livingston.

ERNEST McLEAN, Manager

have done if he had not turned me down.

"After I had finished with this customer I took my little bundle under my arm and went to see the first man I had called on. I did nothing with him beyond getting a promise that he would go into my house when he went to the market. Of course I did not value that in itself as amounting to anything because a man is in luck if one promise of this kind in a hundred is fulfilled. Yet I was satisfied to make the acquaintance. Before my supper appointment I made a couple more calls, but I didn't put much heart in them, as already I had got two good sized orders and a jag, and had prospects for the night. That was where, however, I should have kept on plugging just the same. There is no use in a man rushing away from one town that is not well worked only to get into another to do the same careless trick again. I sold my two men after supper and was packed up by 12 o'clock. That day I made ten calls, had four customers in my sample room—no two of whom I handled alike—and next morning I left at 5 o'clock."

"You didn't hustle that hard when you were in college, either, did you, son?" asked the furnishing goods man of Joannis Cariolanus.

"The boys on the road must make many turns to get business," started in a retail merchant from the West, who had joined the group. "I remember one fellow who came into my store the morning before Christmas. Just as he began talking to me three or four customers came in. He himself took right hold of one man and sold him a complete outfit. Then he waited on a lady and sold her a lot of stuff. We were all busy, and do you know that fellow kept that up all day long. When all was quiet that night he came at me in a straightforward manner and said: 'I have been pleased to be with you to-day. It is a day I expected I would lose entirely, and it has done me good, too, to get in touch with the retail trade again. Now, I haven't much to say about my line except this: 'If you haven't bought any corsets you can use a few. I have managed during the day to take the sizes on your stock and why can't we squeeze in just a few minutes to-night? I can get all the stuff you need right here in your store and go over it with you.'

"Well, now, those samples are unnecessary," said I. I had complete confidence in him. "Send me what you think I need," and do you know that man has had all my business in his line ever since."

"And I suppose," said the clothing man, "that his house didn't think he was working hard that day."

"Well, that is where the house was wrong," replied the merchant. "No man on earth works as hard as the man on the road."

Charles N. Creadson.

The Twenty Dollar Book Not Yet in Sight.

On Friday of last week the Chicago daily papers published a report to the effect that the \$20 flat mileage book used on the New York Central and

connecting lines east of Buffalo would be made good on the Lake Shore Railroad. As this report was in line with the information the Tradesman has had on file for some months past, a communication was immediately dispatched to Mr. C. F. Daly, General Passenger Traffic Manager of the New York Central Lines east of Buffalo, requesting an official confirmation or denial of the report, and including a request that the book be made good on the Michigan Central as well as on the Lake Shore in case the report concerning its being made good on the Lake Shore were true. Mr. Daly promptly wired the Tradesman as follows:

"There is absolutely no truth whatever in the unauthorized announcements of extension of territory in which New York Central mileage would be honored. These tickets have for a long time been good for passage between Buffalo and Pittsburgh via our lake shore Pittsburg & Lake Erie through car line in competition with mileage used by Pennsylvania Railroad whose lines between these points are entirely in trunk line territory. Aside from this, our mileage is not good for passage under any circumstances west of Buffalo and we have no intention at the present time of making it so."

This authoritative statement from a man who occupies a position of commanding importance in railway circles shows very plainly that sufficient pressure has not yet been brought to bear upon him and his associates to bring about the desired result. The Tradesman believes that the flat \$20 book must come and come quickly and, unless Mr. Daly is now willing to carry out his original intention to make the Vanderbilt book good on the Lake Shore, Michigan Central, Big Four and other New York Central Lines in this territory, it will be in order for the traveling men and jobbers to organize a crusade, with a view to securing legislation at the next session of the Legislature compelling the railway companies doing business in Michigan to place on sale a flat \$20 interchangeable book.

This is the first time in the history of this movement that the Tradesman has advocated legislative action, because it has believed all along that the desired result could be accomplished without resorting to the Legislature for relief. Prominent railway officials concede that the \$20 book must soon come, because the wonderful increase in railway earnings this year will place several additional Michigan railways on a 2c per mile basis next year, but railway officials are like men in other lines of business in that they dislike to make concessions until they are forced to do so. The Tradesman believes that an energetic campaign in the Legislature will now result in the promulgation of a \$20 book, probably before the bill providing for this legislation gets further than the committees.

If a woman hasn't anything else to worry over, she can sit and cry because she hasn't a secret sorrow.

Our Stock of Fall and Winter



Millinery

Is now complete in every department. We are showing a line of Tailor-made and Street Hats ranging in prices from \$6.00 to \$18.00 per dozen, assorted colors and styles.

We are making an attractive line of Ladies' Trimmed Dress Hats at \$15, \$18, \$24, \$27, \$30, \$36 and \$42 per dozen. Our reputation for correct millinery is well established, and all Corl-Knott Hats are quick and ready sellers.

We solicit your mail orders.

Corl, Knott & Co., Ltd.

Grand Rapids, Mich.



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 Next meeting—Third Tuesday in November.

Michigan State Pharmaceutical Association.

President—John L. Wallace, Kalamazoo.
 First Vice-President—G. W. Stevens, Detroit.
 Second Vice-President—Frank L. Shilley, Reading.
 Third Vice-President—Owen Raymo, Wayne.
 Secretary—E. E. Calkins, Ann Arbor.
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Solder Suitable for Use With Aluminum.

Aluminum 1 part
 Phosphor tin (10 per cent.) 1 part
 Zinc 11 parts
 Tin 29 parts

The zinc and tin in this alloy approximate to the proportions required by the formula Sn_4Zn_3 . The solder is said to be capable of use with a soldering iron, and not disintegrate after exposure to air, as is often the case with tin aluminum alloys.

Another solder consists of an alloy of tin 100 parts; silver 20 parts; zinc 10 parts, and aluminum 0.1 to 6 parts. Iodine, or the iodides of tin and mercury, serves as a flux, and may be used with or without the addition of a hydrocarbon such as vaselin.

Regarding soldering aluminum the Pittsburgh Reduction Company, manufacturer of aluminum, state that most solders, such as ordinary hard solder composed of silver and tin, or ordinary soft solders, composed of lead and zinc, will not stick, owing to the high degree of conductivity of aluminum. The heat is very rapidly drawn away from any of the molten solders, causing them to freeze before flowing sufficiently. Good joints, they say, can be made by carefully cleaning the surfaces to be joined, and with very hot soldering bits, or careful work with the blow pipe, "tinning" the surfaces with some of the special solder used, before attempting to join the metals, using special alloys for the solder. Several such solders are successfully used, pure tin with a little phosphor tin being the basis of the majority of such solders. Soldering bits of nickel are best to be used and specially good work has been done with those kept hot by a gasoline torch or electric appliance.

Special care should be taken to clean the surfaces to be soldered; this can be successfully accomplished by the mechanical means of scratch brushing, scraping or filling the surface, thus exposing fresh metal free from the thin film of oxides of aluminum and silicon, which forms a retentive and protecting coating over the surface of the metal, preventing either the soldering or plating of aluminum. Another way to clean the

surface of aluminum for either soldering or plating is to dip the sheets into nitric acid diluted with three times its bulk of hot water, and which has had just enough hydrofluoric acid added to it to make the solution act on the surface of the metal, this action being denoted by the evolution of gas bubbles. The solution can be kept in either a wooden or lead lined tank, and the amount of hydrofluoric acid added need be only small, say less than five, or at most, ten per cent. of the bulk of the solution. The aluminum, after being cleaned in the dilute nitric and hydrofluoric acid solution, is again dipped into hot water for rinsing and dried in hot sawdust; it is then cleaned so that either solder or plating solutions can be readily applied.

Sophistication Is Not Necessarily Adulteration.

The word "sophisticate," according to the dictionary man, concerns debasement only. "To render worthless by admixture, to damage, to adulterate, to pervert," is the definition of Webster. For example, to sophisticate a drug means to so disturb a drug as to render it less useful in its established field; to cheapen it. This is accomplished by diluting or depreciating its value by means of admixture with cheaper substances, and in this sense sophisticate and adulterate are synonymous. But there is another method of debasement not covered by the above definition—namely, the taking of an essentially integral part from a complex body, or an associated mixture. For example, the abstracting of caffeine from tea leaves, of strychnine from nuxvomica, or of resin of jalap from jalap, does not adulterate the respective drugs by either dilution or addition from without. The drug is, however, no less effectually sophisticated (corrupted), and under these conditions it is, in our opinion, damaged or impaired if the standard of excellence be based on the naturally combined qualities, be they good or bad, as inherent in the parent structure.

But, for special purposes, even so radical a "sophistication" as the abstraction of an active principle from a drug may not necessarily be instituted with the object of debasement. Quite the reverse may be possible, and this phase of the subject requires an extended or more elastic definition of the word "sophisticate," or the coining of a new word. For the sake of an object lesson let us take as an example the drug podophyllum, which in its natural condition consists of a complexity of substances that embrace, among other bodies, both the violently cathartic "resin of podophyllum," and a characteristic complex bitter principle that in the natural drug association modifies, to a marked degree, the action of the resin. The physician who values podophyllum for its harsh qualities as a cathartic only, and is unaware of its finer attributes, would consider the drug debased by any process that abstracts the resin from the drug, even although the expense of such manipulation is many times the value of the drug itself. The drug

podophyllum, as a commercial drug, is undoubtedly harmfully sophisticated by such a process, but yet "Scudder's Alternative" is a preparation devised by Dr. J. M. Scudder for the very purpose of carrying the alternative principles of podophyllum, to the exclusion of the cathartic resin. Hence the manipulative process that thus "sophisticates" the drug, as a drug, has not "rendered it worthless," nor has it "perverted" it in the field it is designed to occupy. In like manner denarcotized opium, as an exceptionally valuable liquid opium preparation, is in one sense "sophisticated," but is not "debased" for use in the field it occupies, even although some of its most marked natural characteristics have been abstracted from the drug. John Uri Lloyd.

One Solution Hair Dye.

Silver nitrate, crystals ... 70 grains
 Stronger water of ammonia q. s.
 Orange flower water ½ ounce
 Glycerin ¼ ounce
 Distilled water to make .. 4 ounces

Dissolve the silver nitrate in two ounces of distilled water and enough stronger water of ammonia to dissolve the precipitate first formed. Then add the other ingredients, making up to 4 ounces with distilled water. Put up in dark glass bottles. Directions for use: After the hair has been well washed with a little borax and water, apply the dye evenly with a soft brush night and morning until the proper tint is obtained. It is advisable to prevent so far as possible the skin coming into contact with the dye. Pomatum and oil must not be used while the dyeing process is being done.

A dye for coloring the hair brown or chestnut and which is said by "Pharmaceutical Formulas" to be absolutely harmless and does not stain the skin, is this one:

Pyrogallie acid 1 dram
 Nitric acid 10 minims
 Water, to 4 ounces

Mix and dissolve. This preparation will keep clear for a long time. Directions: Wash and thoroughly rinse the hair; when dry apply the dye with a sponge. Repeat the operation daily.

Cleaning Wedgwood Ware.

A solution of lye or potash is about as effectual as anything that can be used for cleaning Wedgwood ware. The most difficult parts to clean may be rubbed with sand soap or a little pumice stone. Sometimes a bath of sulphuric acid may be necessary. For stains from anilin dyes, fuchsine, marking ink, etc., use a solution of tartaric acid. For deposits of fluid magnesia, Parrish's syrup, Easton's syrup, etc., use hydrochloric acid. For most organic extracts and vegetable resins, a solution of potash. Tincture of cannabale indica, old paint and grease stains may be removed by chloroform.

The piety that pulls down your face was prepared in the pit.

Hardship often is the name that happiness puts on her door.

The Drug Market.

Opium—Is steady.
 Morphine—Is unchanged.
 Codeine—Has been advanced 15c per ounce by the manufacturers.
 Quinine—Is unchanged.
 Cocaine—Manufacturers have advanced the price 25c per ounce.
 Oil Peppermint—Is still unsettled. The views of the distillers and buyers are far apart.
 Oil Citronella—Is scarce and advancing.
 Sunflower Seed—Is a trifle lower on account of the new crop.

Paste for Canary Birds.

The following is said to be the formula used by German canary bird raisers:

Sweet almonds, blanched... 16 parts
 Pea meal 32 parts
 Butter, fresh (unsalted) 3 parts
 Honey to make a stiff paste

The ingredients are worked into a stiff paste, which is pressed through a collander or large sieve to granulate the mass. Some add to every five pounds ten or fifteen grains of saffron and the yolks of two eggs.

A narrow man is the one who most easily is twisted crooked.

School Supplies

Holiday Goods

Wait for the big line.

FRED BRUNDAGE Wholesale Druggist
 Muskegon, 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

Table containing wholesale drug prices for various categories including Acids, Oils, Peppermint, Camphor, and numerous medicinal ingredients. The table is organized into columns with sub-sections like 'Advanced-Citric Acid, Oil Peppermint, Camphor', 'Tinctures', 'Syrups', etc.

Advertisement for Hazeltine & Perkins Drug Co. featuring a large graphic frame with the text: '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.' Below the frame, the company name 'Hazeltine & Perkins Drug Co.' and location 'Grand Rapids, Mich.' are prominently displayed.

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

Table listing various grocery items and their prices, organized by columns (A, B, C, D, F, G, H, I, J, L, M, N, O, P, R, S, T, V, W, Y).

Table 1: ARCTIC AMMONIA, AXLE GREASE, BAKED BEANS, BATH BRICK, BLUING, BROOMS, BRUSHES, BUTTER COLOR, CANDLES, CANNED GOODS, CARBON OILS, CEREALS, CHEESE, COFFEE, COCOA, COCOANUT, COCOANUT DROPS, COCOANUT HONEY CAKE, COCOANUT H'Y FINGERS, COCOANUT MACAROONS, DIXIE SUGAR COOKIE, FRUIT HONEY SQUARES, FROSTED CREAM, FLUTED COCOANUT, FIG STICKS, GINGER GEMS, GRAHAM CRACKERS, GINGER SNAPS, HIPPODROME, HONEY CAKE, HONEY FINGERS, HONEY JUMBLES, HOUSEHOLD COOKIES, ICED HONEY CRUMPLETS, IMPERIAL, JERSEY LUNCH, JAMAICA GINGERS, KREAM KLIPS, LADY FINGERS, LEMON GEMS, LEMON BISCUIT SQUARES, LEMON WAFER, LEMON COOKIE, MALAGA, MARY ANN, MARSHMALLOW WALNUTS, MUSKOGON BRANCH, MOLASSES CAKES, MOUTHFUL OF SWEETNESS, MIXED PICNIC, MICH. FROSTED HONEY, NEWTON, NIC SUGAR, OATMEAL CRACKERS, OKAY, ORANGE SLICES, ORANGE GEMS, PENNY CAKES, PINEAPPLE HONEY, PINE TARTS, PRETZELS, PRETZELLETES, RAISIN COOKIES, REVERE ASSORTED, RICHWOOD, RUBE, SCOTCH COOKIES, SNOW CREAMS, SNOWDROP, SPICED GINGERS, SPICED SUGAR TOPS, SULTANA FRUIT, SUGAR CAKES, SUGAR SQUARES, SUPERBA, SPONGE LADY FINGERS, URCHINS, VANILLA WAFERS, VIENNA CRIMP, WATER CRACKERS, ZANZIBAR.

Table 2: OYSTERS, PLUMS, PEAS, PEACHES, PUMPKIN, RASPBERRIES, RUSSIAN CAVIAR, SALMON, SARDINES, SHRIMPS, SUCCO-TASH, STRAWBERRIES, TOMATOES, CARBON OILS, CEREALS, CHEESE, COFFEE, COCOA, COCOANUT, COCOANUT DROPS, COCOANUT HONEY CAKE, COCOANUT H'Y FINGERS, COCOANUT MACAROONS, DIXIE SUGAR COOKIE, FRUIT HONEY SQUARES, FROSTED CREAM, FLUTED COCOANUT, FIG STICKS, GINGER GEMS, GRAHAM CRACKERS, GINGER SNAPS, HIPPODROME, HONEY CAKE, HONEY FINGERS, HONEY JUMBLES, HOUSEHOLD COOKIES, ICED HONEY CRUMPLETS, IMPERIAL, JERSEY LUNCH, JAMAICA GINGERS, KREAM KLIPS, LADY FINGERS, LEMON GEMS, LEMON BISCUIT SQUARES, LEMON WAFER, LEMON COOKIE, MALAGA, MARY ANN, MARSHMALLOW WALNUTS, MUSKOGON BRANCH, MOLASSES CAKES, MOUTHFUL OF SWEETNESS, MIXED PICNIC, MICH. FROSTED HONEY, NEWTON, NIC SUGAR, OATMEAL CRACKERS, OKAY, ORANGE SLICES, ORANGE GEMS, PENNY CAKES, PINEAPPLE HONEY, PINE TARTS, PRETZELS, PRETZELLETES, RAISIN COOKIES, REVERE ASSORTED, RICHWOOD, RUBE, SCOTCH COOKIES, SNOW CREAMS, SNOWDROP, SPICED GINGERS, SPICED SUGAR TOPS, SULTANA FRUIT, SUGAR CAKES, SUGAR SQUARES, SUPERBA, SPONGE LADY FINGERS, URCHINS, VANILLA WAFERS, VIENNA CRIMP, WATER CRACKERS, ZANZIBAR.

Table 3: Ideal, Jersey, Peerless, Riverside, Springdale, Warner's, Leiden, Limburger, Pineapple, Sap Sago, Swiss, imported, CHEWING GUM, American Flag Spruce, Beeman's Pepsin, Wadam, Best Pepsin, Black Jack, Largest Gum Made, Sen Sen, Sen Sen Breath Perf., Sugar Loaf, Yucatan, CHICORY, Bulk, Red, Eagle, Franck's, Scherer's, CHOCOLATE, Walter Baker & Co's, German Sweet, Premium, Vanilla, Caracaz, Eagle, COCOA, Baker's, Cleveland, Colonial, Epps, Huyler, Van Houten, Dunham's, Bulk, COCOANUT SHELLS, 20lb. bags, Less quantity, Pound packages, COFFEE, Common, Fair, Choice, Fancy, Santos, Maracaibo, Mexican, Guatemala, Java, African, P. G., Arabian, Package, New York Basis, Dilworth, Jersey, Lion, McLaughlin's XXXX, McLaughlin's XXXX sold to retailers only, orders direct to W. F. McLaughlin & Co., Chicago, Extract, Holland, Hummel's tin, CRACKERS, National Biscuit Company, Seymour, Round, New York, Square, Family, Salted, Hexagon, Soda, N. B. C. Soda, Select Soda, Saratoga Flakes, Zephyrettes, Oyster, N. B. C. Round, N. B. C. Square, Salted, Faust, Shell, Sweet Goods, Animals, Atlantic, Assorted, Bagley Gems, Belle Isle Picnic, Brittle, Cartwheels, S & M, Currant Fruit, Cracknels, Coffee Cake, Cocoa Bar, Chocolate Drops.

Table 4: Cocoanut Drops, Cocoanut Honey Cake, Cocoanut H'Y Fingers, Cocoanut Macaroons, Dixie Sugar Cookie, Fruit Honey Squares, Frosted Cream, Fluted Cocoanut, Fig Sticks, Ginger Gems, Graham Crackers, Ginger Snaps, Hippodrome, Honey Cake, Honey Fingers, Honey Jumbles, Household Cookies, Iced Honey Crumpets, Imperial, Jersey Lunch, Jamaica Gingers, Kream Klips, Lady Fingers, Lemon Gems, Lemon Biscuit Square, Lemon Wafer, Lemon Cookie, Malaga, Mary Ann, Marshmallow Walnuts, Muskegon Branch, Molasses Cakes, Mouthful of Sweetness, Mixed Picnic, Mich. Frosted Honey, Newton, Nic Sugar, Oatmeal Crackers, Okay, Orange Slices, Orange Gems, Penny Cakes, Asst., Pineapple Honey, Pine Tarts, Pretzels, Hand Md., Pretzelletes, Hand Md., Raisin Cookies, Revere Assorted, Richwood, Rube, Scotch Cookies, Snow Creams, Snowdrop, Spiced Gingers, Spiced Sugar Tops, Sultana Fruit, Sugar Cakes, Sugar Squares, large or small, Superba, Sponge Lady Fingers, Urchins, Vanilla Wafers, Vienna Crimp, Waterly, Water Crackers, Zanzibar, In-er Seal Goods.

Table 5: Raisins, London Layers, Cluster, Loose Muscates, Loose Muscates, L. M. Seeded, L. M. Seeded, Sultanas, Sultanas, package, FARINACEOUS GOODS, Beans, Dried Lima, Med. Hd Pk'd, Brown Holland, Farina, 24 1lb. packages, Bulk, per 100 lbs., Hominy, Flake, 50lb. sack, Pearl, 200lb. sack, Pearl, 100lb. sack, Maccaroni and Vermicelli, Domestic, Imported, 25lb. box, Common Pearl Barley, Chester, Empire, Peas, Green, Wisconsin, bu., Green, Scotch, bu., Split, lb., Sago, East India, German, sacks, German, broken pkg., Taploca, Flake, 110 lb. sacks, Pearl, 130 lb. sacks, Pearl, 24 lb. pkgs., FLAVORING EXTRACTS, Foote & Jenks, Coleman's, 2 oz. Panel, 3 oz. Taper, No. 4 Rich. Blake, Jennings, Terpeness Ext., Lemon, No. 2 Panel D. C., No. 4 Panel D. C., No. 6 Panel D. C., Taper Panel D. C., 1 oz. Full Meas. D. C., 2 oz. Full Meas. D. C., 4 oz. Full Meas. D. C., Jennings, Mexican Extract Vanilla, No. 2 Panel D. C., No. 4 Panel D. C., No. 6 Panel D. C., Taper Panel D. C., 1 oz. Full Meas. D. C., 2 oz. Full Meas. D. C., 4 oz. Full Meas. D. C., No. 2 Assorted Flavors, GRAIN BAGS, Amoskeag, 100 in bale, Amoskeag, less than bl, GRAINS AND FLOUR, Wheat, No. 1 White, No. 2 Red, Winter Wheat Flour, Local Brands, Patents, Second Patents, Straight, Second Straight, Clear, Graham, Buckwheat, Rye, Subject to usual cash discount, Flour in barrels, 25c per barrel additional, Worden Grocer Co.'s Brand, Quaker, paper, Quaker, cloth, Wykes-Schroeder Co., Eclipse, Kansas Hard Wheat Flour, Judson Grocer Co., Fanchon, 1/2s cloth, Spring Wheat Flour, Roy Baker's Brand, Golden Horn, family, Golden Horn, baker's, Calumet, Wisconsin Rye, Judson Grocer Co.'s Brand, Ceresota, 1/2s, Ceresota, 1/4s, Ceresota, 1/8s, Gold Mine, 1/2s cloth, Gold Mine, 1/4s cloth, Gold Mine, 1/8s cloth, Gold Mine, 1/2s paper, Gold Mine, 1/4s paper, Gold Mine, 1/8s paper, Lemon & Wheeler's Brand, Wingold, 1/2s, Wingold, 1/4s, Wingold, 1/8s, Pillsbury's Brand, Best, 1/2s cloth, Best, 1/4s cloth, Best, 1/8s cloth, Best, 1/2s paper, Best, 1/4s paper, Best, 1/8s paper, Best, wood, Worden Grocer Co.'s Brand, Laurel, 1/2s cloth, Laurel, 1/4s cloth, Laurel, 1/8s & 1/4s paper, Laurel, 1/2s, Wykes-Schroeder Co., Sleepy Eye, 1/2s cloth, Sleepy Eye, 1/4s cloth, Sleepy Eye, 1/8s cloth, Sleepy Eye, 1/2s paper, Sleepy Eye, 1/4s paper, Sleepy Eye, 1/8s paper.

Table 6: Meal, Beef, Pig's Feet, Tripe, Casings, Corn, Hay, HERBS, JELLY, LICORICE, MEAT EXTRACTS, MOLASSES, MINCE MEAT, MUSTARD, OLIVES, PICKLES, PLAYING CARDS, POTASH, PROVISIONS, Smoked Meats, Lard, SEEDS, SHOE BLACKING.

Table 7: Beef, Pig's Feet, Tripe, Casings, Corn, Hay, HERBS, JELLY, LICORICE, MEAT EXTRACTS, MOLASSES, MINCE MEAT, MUSTARD, OLIVES, PICKLES, PLAYING CARDS, POTASH, PROVISIONS, Smoked Meats, Lard, SEEDS, SHOE BLACKING.

Table 8: SNUFF, SOAP, LAUTZ BROS. & CO., Soap Powders, Soap Compounds, Scouring, SODA, SOUPS, SPICES, Whole Spices, Pure Cane, STARCH, Common Gloss, Common Corn, SYRUPS, CORN, Pure Cane, TEA, Japan, Sundried, choice, Sundried, fancy, Regular, medium, Regular, choice, Regular, fancy, Basket-fired, medium, Basket-fired, choice, Basket-fired, fancy, Sifts, Fannings.

Table 9: Gunpowder, Young Hyson, Oolong, English Breakfast, India, TOBACCO, Plug, Smoking, TWINE, VINEGAR, WICKING, WOODENWARE, Baskets, Butter Plates, Churns.

Table 10: Clothes Pins, Egg Crates, Faucets, Mop Sticks, Pails, Traps, Wash Boards, WRAPPING PAPER, YEAST CAKE, FRESH FISH, HIDES AND PELTS, Pelts, Tallow, Wool.

Table 11: CONFECTIONS, Stick Candy, Standard H H, Standard Twist, Jumbo, 32 lb., Extra H. H., Boston Cream, Old Time Sugar stick, Mixed Candy, Competition, Special, Conserve, Royal, Ribbon, Broken, Cut Loaf, Leader, Kindergarten, Bon Ton Cream, French Cream, Hand Made Cream, Premio Cream, O F Horehound Drop, Fancy-in Pails, Gypsy Hearts, Coco Bon Bons, Fudge Squares, Peanut Squares, Sugared Peanuts, Salted Peanuts, Starlight Kisses, San Blas Goodies, Lozenges, plain, Lozenges, printed, Champion Chocolate, Eclipse Chocolates, Eureka Chocolates, Quintette Chocolates, Champion Gum Drops, Moss Drops, Lemon Sours, Imperials, Ital. Cream Opera, Ital. Cream Bon Bons, Molasses Chews, Molasses Kisses, Golden Waffles, Old Fashioned Molasses Kisses, 10lb. box, Orange Jellies, Fancy—in 5lb. Boxes, Lemon Sours, Peppermint Drops, Chocolate Drops, H. M. Choc. Drops, H. M. Choc. Lt. and Dark No. 12, Bitter Sweets, ass'd, Brilliant Gums, Crys. 60, A. A. Licorice Drops, Lozenges, plain, Impeials, Cream Bar, G. M. Peanut Bar, Hand Made Cr'ms, Cream Buttons, String Rock, Wintergreen Berries, Old Time Assorted, Buster Brown Goodies, Up-to-date Assnt., Ten Strike No. 1, Ten Strike No. 2, Ten Strike, Summer assortment, Scientific Ass't., Pop Corn, Dandy Snack, 24s, Dandy Snack, 100s, 2.75, Pop Corn Fritters, 100s 50, Pop Corn Toast, 100s 50, Cracker Jack, 3.25, Checkers, 5c pkg. case 3.50, Peckers, 5c Pails, 200s 1.20, Cicero Corn Cakes 5, per box, Azulikit 100s 3.00, Cough Drops, Putnam Menthol, 1.00, Smith Bros., 1.25, NUTS—Whole, Almonds, Tarragona, Almonds, Avica, Almonds, California sft. shell, Pickerel, Brazils, Filberts, Cal. No. 1, Walnuts, soft shelled, Walnuts, marbot, Table nuts, fancy, Pecans, Med., Pecans, ex. large, Pecans, Jumbo, Hickory Nuts per bu., Ohio new, Cocoanuts, Chestnuts, New York State, per bu., Shelled, Spanish Peanuts, Pecan Halves, Walnut Halves, Filbert Meats, Alicante Almonds, Jordan Almonds, Peanuts, Fancy, H. P. Suns, Roasted, Choice, H. P. Jumbo, Roasted.

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

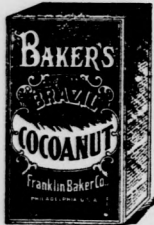
CIGARS



G J Johnson Cigar Co.'s bd.
Less than 50033
500 or more32
1,000 or more31
Worden Grocer Co. brand
Ben Hur35
Perfection35
Perfection Extras35
Londres35
Londres Grand35
Standard35
Puritanos35
Panatellas, Finas35
Panatellas, Bock35
Jockey Club35

COCOANUT

Baker's Brazil Shredded



70 1/4 lb. pkg. per case 2 60
35 1/2 lb. pkg. per case 2 60
38 1/4 lb. pkg. per case 2 60
16 1/2 lb. pkg. per case 2 60

FRESH MEATS

Beef

Carcass6 @ 8
Hindquarters7 1/2 @ 10
Loins8 @ 14
Ribs8 @ 12
Rounds7 @ 8
Chucks5 @ 5 1/2
Plates4 @ 4
Livers3 @ 3

Pork

Loins@ 13
Dressed@ 8
Boston Butts@ 10 1/2
Shoulders@ 10
Leaf Lard@ 9 1/2

Mutton
Carcass @ 9
Lambs @ 13
Spring Lambs13 @ 14

Veal
Carcass 5 1/2 @ 8

CLOTHES LINES

Sisal
60ft. 3 thread, extra...1 00
72ft. 3 thread, extra...1 40
90ft. 3 thread, extra...1 70
60ft. 6 thread, extra...1 29
72ft. 6 thread, extra...
Jute
60ft.75
72ft.90
90ft.1 05
120ft.1 50

Cotton Victor
50ft.1 10
60ft.1 35
70ft.1 60

Cotton Windsor
50ft.1 30
60ft.1 44
70ft.1 80
80ft.2 00

Cotton Braided
40ft.95
50ft.1 35
60ft.1 65

Galvanized Wire
No. 20, each 100ft. long 1 90
No. 19, each 100ft. long 2 10

COFFEE
Roasted
Dwinell-Wright Co.'s. B'ds.



White House, 1 lb.
White House, 2 lb.
Excelsior, M & J, 1 lb.
Excelsior, M & J, 2 lb.
Tip Top, M & J, 1 lb.
Royal Java
Royal Java and Mocha ...
Java and Mocha Blend ...
Boston Combination ...
Distributed by Judson
Grocer Co., Grand Rapids;
Lee & Cady, Detroit; Sym-
ons Bros. & Co., Saginaw;
Brown, Davis & Warner,
Jackson; Godsmark, Du-
rand & Co., Battle Creek;
Fielbach Co., Toledo.

Peerless Evap'd Cream 4 00

FISHING TACKLE

1/2 to 1 in.6
1 1/4 to 2 in.7
1 1/2 to 2 in.9
1 3/4 to 2 in.11
2 in.15
3 in.20

Cotton Lines

No. 1, 10 feet5
No. 2, 15 feet7
No. 3, 15 feet9
No. 4, 15 feet10
No. 5, 15 feet11
No. 6, 15 feet12
No. 7, 15 feet15
No. 8, 15 feet18
No. 9, 15 feet20

Linen Lines

Small20
Medium26
Large34

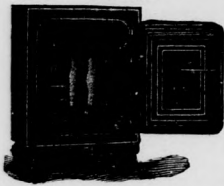
Poles

Bamboo, 14 ft., per doz. 55
Bamboo, 16 ft., per doz. 60
Bamboo, 18 ft., per doz. 80

GELATINE

Cox's 1 qt. size1 10
Cox's 2 qt. size1 61
Knox's Sparkling, doz. 1 20
Knox's Sparkling, gro.14 00
Knox's Acidu'd. doz..1 20
Knox's Acidu'd. gro..14 00
Nelson's1 50
Oxford75
Plymouth Rock1 85

SAFES



Full line of fire and burglar proof safes kept in stock by the Tradesman Company. Twenty different 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 Wholesale Houses in the Country.

WHY?

- Because our houses are the recognized 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 attention.

Our current catalogue lists the most complete 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

Have You Received One of Our

POLICEMAN Cutouts

which reads

Found

that the

Jennings Flavoring Extracts

Terpeneless Lemon Mexican Vanilla

are pure and delicious flavors and meet all requirements of the

Pure Food Laws



Coupon Books

are used to place your business on a cash basis and do away with the details 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 information.



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—A well-established farm implement and vehicle business. Good clean stock. Will invoice from \$2,500 to \$3,000. Good paying business for a hustler. Only one competitor in town. Too much other business reason for selling. Bears thorough investigation. Address M. M. Hyman, Montpelier, Ohio. 110

Wanted—A staple line or line of good Xmas sellers, to take out on commission and expenses. Best offer from reputable firm of good rating gets my services. Give all particulars as to territory, form of contract, etc., in first letter. Will arrange for personal interview if inducements warrant same. Bond furnished and satisfaction guaranteed. Address D. A. H., care Michigan Tradesman, Grand Rapids, Mich. 107

Valuable manufacturing plant at Big Sandy, Texas. Determined to sell without delay. Box, crate and veneer plant with saw mill. Location very superior, valuable water power, factory crowded with orders year round. Am sole owner and selling because have determined to retire from business, being 75 years old. Terms easy to men with money and good credit. They can get all the timber wanted. Don't waste time writing and asking questions. Come promptly and see for yourself. A. K. Seago, Big Sandy, Texas. 105

Selkirk Islands—Most interesting investment in South. Send immediately for pamphlet describing property. 50,000,000 cottonwood, 13,000,000 ash, 12,000,000 other valuable hardwood. Located on Selkirk Islands in Colorado river, near mouth, Matagorda county, Texas, sixty miles from Galveston. Admirable location for domestic and export trade. About ten thousand acres richest land on earth. Will produce to perfection sugar cane, rice, cotton and vegetables. Is believed to be finest place in the world for vast pecan grove. Thousands of trees, large and small, now growing on islands in their native soil. The pecan in full bearing is incomparably the most remunerative crop produced. Prompt sale of property must be made. No time to be wasted in correspondence. Come immediately to Big Sandy, Texas and I will send guide with you to show the property. Address communications by letter or wire to A. K. Seago, Big Sandy, Texas. 106

Old-established shoe business for sale cheap. \$80,000 yearly business. Health compels retirement. Old lease \$300 per month, 20 months to run yet. Worth \$500. Stock will invoice about \$25,000. Fixtures \$3,000. Will take 70c on the dollar for stock and fixtures. Both high-grade and worth 90c. Will sell on sight. Be quick if you want it. John M. Hodge, 507 Euclid Ave., Cleveland, O. 104

Farms—Either one of two fine 80-acre farms in Central Minnesota, exchange for a stock of merchandise. A. D. Kleinman, owner, Dent, Minn. 102

Clerk Wanted—Dry goods, cloak and carpet man. Give time with each employer, age and wages wanted. Box 107, Charlotte, Mich. 109

Typewriters—All makes, entirely rebuilt, guaranteed as good as new. Finest actually rebuilt machines ever offered; \$15 up, sold or rented anywhere; rental applies on purchase. Rebuilt Typewriter Co., 7th Floor, 86 LaSalle St., Chicago, Ill. 96

For Sale—A fine improved 80 acre poultry farm at Strang, Neb., 2 miles from town. Best location and country. Price \$6,000. Address Mart Moll, Carleton, Neb. 89

For Sale—Stock of groceries, meats and fixtures. Stock A1. Centrally located and doing good business. Address Eaton County Co-Operative Assn., Eaton Rapids, Mich. 87

Wanted—First-class mechanic with \$4,000, to buy half interest and ability to manage factory. Factory situated in small city, (20,000) within 100 miles of Chicago. Best labor situation, cheap power, healthy business. Present owner not a mechanic and wishes to devote attention elsewhere. Address No. 84, care Michigan Tradesman. 84

Farms For Sale—200-acre farm in Pulaski county, Mo. \$10 per acre. Address J. B. Christeson, Waynesville, Mo. 88

Partner Wanted—Man with capital to buy interest in Burg Cigar Factory, New Ulm, doing business since 1871; account of retirement of senior partner; junior partner wishes to retain interest in business. Address Max Burg, New Ulm, Minn. 90

For Sale—\$7,000 acres, central New Mexico, 17,000 acres river land; can be irrigated; 16,000 acres coal land; best cattle and colonization proposition in America. Fine oil and mineral prospect. W. W. Ballew, Corsicana, Texas. 94

For Sale or Trade—Bowling alley and amusement parlors. Only one in town of over 4,000 people. Alleys and fixtures all new. Can be purchased at a great bargain if taken at once. Owner must sell on account of other business. Will bear closest investigation. Call or address W. C. Ramsey, Albia, Ia. 95

Wanted—To buy stock shoes, clothing or general stock, quick. Address Lock Box 435, Galesburg, Ill. 93

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

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

I will sell a patent right, covering states of Wisconsin and Illinois, an article for domestic use, which pays a big profit and sells easily. Will sell for cash or trade for real estate. For particulars address Box 783, Milwaukee, Wis. 100

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—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—Plantations, timber lands, farms, homes, etc. Send for printed list. V. C. Russell, Memphis, Tenn. 928

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 sticklers. If taken soon will sell for 75c on dollar. Choice stock for the price. Address No. 76, care Tradesman. 76

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—Best paying drug store in Lansing, traded last year, \$15,000 and increasing right along. Best reason for selling, 231 Washington Ave., N., Lansing, Mich. 70

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

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

Millinery business for sale if taken at once. Address No. 6 care Michigan Tradesman. 6

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 or Rent—Brick store in hustling northern town. Fine location for furniture and undertaking or general merchandise. Address No. 2, care Michigan Tradesman. 2

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—Grocery stock, fixtures and buildings in progressive Ohio town. Established cash trade. No delivery. Living apartments in connection. J. H. Hughes, Mendon, Ohio. 92

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. 81

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

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—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 will sell for cash. Advice free. Terms reasonable. Established 1881. Frank P. Cleveland, Real Estate Expert, 1261 Adams Express Building, Chicago, Ill. 577

Wanted To Buy—I will pay cash for a stock of general merchandise or clothing or shoes. Send full particulars. Address Stanley, care Michigan Tradesman. 75

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, Fenaville, Mich. 538

For Sale—Livery and feed business. Good location. A moneymaker. Address Dr. J. E. Hunter, Ashley, Mich. 981

For Sale—First-class drug stock, invoicing \$2,000, \$1,500 cash, time on balance. Good reason for selling. Address No. 621, care Tradesman. 621

We want to buy for spot cash, shoe stocks, clothing stocks, stores and stocks of every description. Write us to-day and our representative will call, ready to do business. Paul L. Feyreisen & Co., 12 State St., Chicago, Ill. 548

POSITIONS WANTED

Wanted—Position in general or exclusive store, by young man of experience. Best of references. Address Box 66, Muir, Mich. 97

HELP WANTED.

Wanted—Plumber, one who also has some experience in tin shop. Steady position year round. Must be sober and industrious. Address K, care Michigan Tradesman. 108

Agents Wanted—To sell our three-price set of "Dutch" earthenware cooking vessels to consumers; the greatest money-making propositions ever offered to a canvasser; we can prove that one agent made over \$2,400 in less than three months; if you mean business; send 25 cents to cover postage on complete canvassing outfit with which to begin work. The J. W. McCoy Pottery Co., Roseville, Ohio. 103

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

Want Ads. continued on next page.

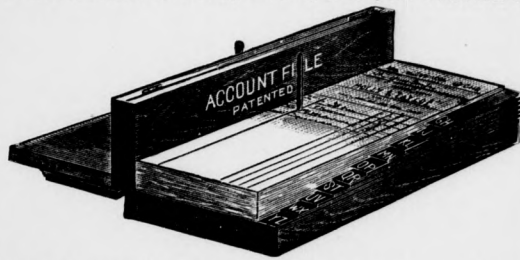
Use Tradesman Coupons

Simple Account File



A quick and easy method of keeping your accounts. Especially handy for keeping account of goods let out on approval, and for petty accounts with which one does not like to encumber the regular ledger. By using this file or ledger for charging accounts, it will save one-half the time and cost of keeping a set of books.

Charge goods, when purchased, directly on file, then your customer's bill is always ready for him, and can be found quickly, on account of the special index. This saves you looking over several leaves of a day book if not posted, when a customer comes in to pay an account and you are busy waiting on a prospective buyer. Write for quotations.



TRADESMAN COMPANY, Grand Rapids

LOCAL LABOR.

It Was Never More Fully Employed.

Written for the Tradesman.

The Ottawa Furniture Co., of Holland, has issued a circular letter to its traveling men, asking them to stop taking further orders at this time. Scarcity of labor and the uncertainty of being able to fill orders is the cause, and this condition is true of many furniture factories throughout the country. The factories in Grand Rapids and elsewhere are busy, with prosperity written in big letters everywhere. The commission men are about the only persons in the trade who are complaining, and they are indeed in trouble, with plenty of chances to sell goods, but with factories unable to fill orders. The only cloud in the business sky to-day is the presidential election, and this quadrennial disturbance is too remote now to take on a menacing aspect.

Grand Rapids is not suffering greatly at the present time from a scarcity of labor, in the opinion of F. D. Campau, manager of the Employers' Association, of this city. More cabinet makers could be used here, but this is a condition that has grown chronic in Grand Rapids. This is the recognized furniture manufacturing center of the country and workmen gravitate here naturally from Michigan, Ohio, Indiana and Illinois towns, and even from Jamestown, N. Y., and places farther distant. Grand Rapids also has to surrender some of its best workmen every year, largely to the outside concerns showing here, who give these skilled men places as foremen in their factories.

The Employers' Association of Grand Rapids has dropped its cumbersome plan of recording in a big book the qualifications of all applicants. No recommendations are now made and the factory superintendent is entirely free to do as he likes in hiring men, with no black lists or white lists to stand between. It was found to be impossible to get men down in black and white, all properly ticketed as to their qualifications, with so many different people making out the tickets. Factory foremen for the most part had to be depended on to make these reports for record at the central office and these reports, while for the most part honest, were liable to be colored. Questions of unionism, and other things crept in to impair the value of the reports. There are employers of labor who will not give a discharged workman a bad rating under any circumstances, their motto being, "Give the poor devil a chance," and the Association had this to contend with.

Then there was this danger always: A man engages with a high grade concern and can not do the work. He is discharged for incompetency and is so recorded in the big book, which stands against him, and may prevent him from taking a position that he can fill acceptably with a concern making cheaper goods. So the complex system of personal accounting was dropped.

The local Association is fortunate

in having in direct charge at the central office, 21 Fountain street, a young woman of exceptional ability. Miss Williamson was formerly a school teacher, knew nothing of the work when she went into the office, and was set to copying cards under the old system of making records. She has made such a careful study of all the details that the work proceeds smoothly under her guidance. She has even made herself familiar with the leading types of machines in use in the furniture and metal shops, and so can act with intelligence in guiding men to positions.

"Can you sharpen your tools?" "Are you sure that you can temper them?" are some of the practical questions asked of applicants for jobs as machine men, thus saving all concerned a large amount of time and trouble. Instances are known of reforms at factories having been brought about through this modest, unassuming young woman. One department of a factory had trouble in keeping its men and, by questioning, she learned that the foreman was profane. A word from her set things right. In another shop with a double row of workmen at machines, the row nearer the windows was far the more desirable to the piece-workers, so that whenever a vacancy occurred in the window row there was always a scramble for the place, with jealousies and soreness among the workmen as a result. Miss Williamson found this trouble-breeding condition, though she had never been near the factory, and through her influence the trouble was remedied.

Almond Griffen.

Propose To Defy the U. S. Rubber Co.

At the annual meeting of the Michigan Retail Shoe Dealers' Association, held at Detroit last week, the most important topic brought up was the question of accepting the so-called calendar and blanket rates for the next year's supply of rubbers.

Heretofore dealers have been forced to pay a schedule of rubber prices with their minimum March 31. A dealer who wished to buy a stock of goods for December 1 had to place his order down to the number of pairs of each size on or before March 31, in order to secure the minimum rate. All alterations or additions were charged according to the current advance, as were all orders placed later in the year. The March 31 orders were payable November 1, no matter what the time of delivery. The result was that nearly all dealers loaded up heavily on rubbers at the March rate last year, and struck an open winter which left most of the stock on their hands.

Protest to the rubber company met with the reply that the matter was out of the company's hands and that the price was fixed by the jobbers. The jobbers, in turn, placed the blame upon the rubber company.

With last year's surplus stock as a weapon, the shoe men propose to defy the trust and refuse to place any orders on blanket or calendar rates, making their purchases as they become necessary. With a united front

they think it will at least be possible to find out who is doing the hold-up business, and it is believed that there will be jobbers and independent manufacturers anxious enough for the business to break the high price lines, and allow buying through the year.

The resolution was presented by the resolution committee, of which retiring President E. B. Mowers, of Detroit, is chairman, and created a spirited discussion. It is as follows:

Resolved, That no member of the Association will place a blanket or detailed order with any jobber on a calendar price or November 1 dating, but that we demand a fixed price for the season with December 1 dating, excepting sizing orders for immediate shipments.

The Secretary was instructed to notify all shoe men in the state of the action, and secure as many signatures as possible outside the Association.

Election of officers resulted as follows:

President—Otto Reinhardt, Detroit.
Secretary—Fred G. Clark, Detroit.
Treasurer—Henry Kaiser, Detroit.

The name of the organization is evidently a misnomer. It should be changed to Detroit Retail Shoe Dealers' Association.

Condemned Canned Goods Handled by W. M. Hoyt Co.

Chicago, Sept. 8—Disappearance of nearly 500 condemned cases of canned vegetables and fruits from the fruit packing establishment of James Dalton, 5 South Water street, and the discovery of eighty-one of these cases in the warehouse of the W. M. Hoyt Co., were reported by food inspectors yesterday. Chief Inspector Murray said he would prosecute Dalton and try to have a fine of \$200 assessed for each of sixteen lots of the goods "condemned" by deputy inspectors. Mr. Murray said the condemnation labels had been taken off and disposed of in violation of law. The discovery that some of the condemned goods had been removed to the W. M. Hoyt Co. store will result in a general investigation of the entire stock of that house, with a view to determining how much of its stock is unfit for consumption.

"Dalton handles a lot of canned fruits and vegetables," said Mr. Murray. "I sent Inspector Kelly to the place three days ago to find out if there were any 'swelled' cans or decaying matter offered for sale. He discovered that labels had been changed on some cans in order to make the outside of the receptacle more attractive. He found many cases of 'swelled' cans and put tags on each of sixteen lots, bearing the inscription 'condemned, \$200 fine for removing this tag.' To my astonishment the condemned goods were removed and the tags were gone. Suits will be brought against Mr. Dalton."

Business Changes In the Buckeye State.

Toledo—The Geo. E. Pomeroy Co. has leased to John Hoffmann, the confectioner, the store now occupied by the S. H. Knox Co., which will shortly move into its new store.

Mansfield—The Robertson Grocery Co. has purchased the interest of Edwin D. Ford in the grocery business of Ford & Robertson. The new company will take possession Oct. 1.

Marysville—Frank W. Galloway has opened a new shoe store here under the style of the Guarantee Shoe Store.

Findlay—Putnam & Snyder have dissolved partnership, Mr. Snyder remaining at the same place. Mr. Putnam will move his stock of sewing machines to another location.

Findlay—B. A. Wolff has sold his stock of groceries to Ulsh & Norris.

Ottawa—Mr. Pope has retired from the firm of Crawfis & Pope, who have conducted a furniture business here for the past fifteen years, being succeeded in the firm by Samuel Cartwright.

Butter, Eggs, Poultry and Beans at Buffalo.

Buffalo, Sept. 12—Creamery, fresh, 21@24½c; dairy, fresh, 16@21c; poor, 15@17c.

Eggs—Fancy candled, 23c; choice, 21@22c.

Live Poultry—Broilers, 12@13c; fowls, 12@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.

Indiana Business Changes.

Marion—The Fisher & Reece grocery stock has been purchased by W. A. Reece, of North Marion.

South Bend—Cleis & Co have purchased the jewelry stock of Joseph de Lorenzi.

Fort Wayne—Thomas Goslee, who has been connected with the Reuben S. Patterson clothing house for several years, will shortly engage in business on his own account.

BUSINESS CHANCES

For Sale—\$4,500 drug stock and fixtures. Established nearly 20 years. Corner store, good location in Detroit. Bargain for cash, immediate sale. Good reasons for selling. Address No. 111, care Tradesman. 111

Wanted—Assistant pharmacist. Give name of last employer. A. W. Olds, Hartford, Mich. 112

For Sale—New stock general merchandise, dry goods, shoes, groceries, fixtures, etc. Good town, good trade. Address Box 85, Peru, Ind. 114

For Sale—Cheap, bakery and salesroom. Doing good business. Will trade for farm land in Ohio. B. F. Nottingham, Mendon, Ohio. 113

Saginaw Implement & Transfer Co.
SAGINAW, MICHIGAN

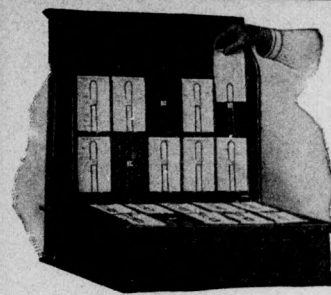
General Storage and Forwarding

New Buildings 170 x 660 Feet
1,000 Feet of Railroad Side Track
Track Connections with All Railroads
Prompt Shippers
and Experienced Help



LOWNEY'S COCOA does not contain ground cocoa shells, flour, starch, alkalies, dyes or other adulterants.

The WALTER M. LOWNEY COMPANY, 447 Commercial St., Boston, Mass.



Why Do You Use the Telephone?

You use the TELEPHONE because you can transact business QUICKER than by any other method. The TIME you SAVE by its use amounts to a good many DOLLARS per year.

Did you ever consider HOW MUCH TIME was devoted to taking care of your ACCOUNTS and what that time was worth in dollars and cents?

Think it over. It will SURPRISE you.

THEN investigate the McCASKEY ONE WRITING System that handles CREDIT sales as fast as CASH sales.

Our catalog is FREE.

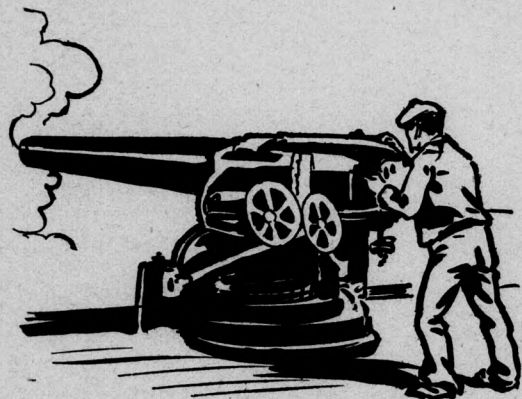
The McCaskey Account Register Co. Alliance, Ohio

Manufacturers of the Celebrated Multiplex Duplicating Carbon Back Pads; also Single Carbon and Folding Pads.

J. A. Plank, State Agent for Michigan, Tradesman Bldg., Grand Rapids

AGENCIES IN ALL PRINCIPAL CITIES

Are You Protected



against loss where the chance for loss is greatest?

What would you think of Uncle Sam if he should fortify Cape May and other unimportant places and leave New York City unprotected?

Yet there are some grocers and butchers, careful about guarding against losses, who are using old style scales and are therefore unprotected at their most vulnerable point.

Butchers and grocers lose more money over their old style scales than in any other way.

Moneyweight Scales

SAVE ALL LOSS in overweight. SAVE ALL LOSS in time hunting for and lifting weights. SAVE ALL LOSS in time spent adjusting scales for each weight. SAVE ALL LOSS in time consumed in figuring values with old style scales. SAVE ALL LOSS in errors in figuring by the old method. SAVE ALL LOSS of customers dissatisfied with old methods, imperfect weighing, time wasted and errors made in figuring.

Every Grocery or Meat Market of average size not using MONEYWEIGHT Scales is sustaining a yearly waste in **overweight** alone sufficient to pay for at least two.

Why not invest that loss in MONEYWEIGHT Scales and **stop that leak**?

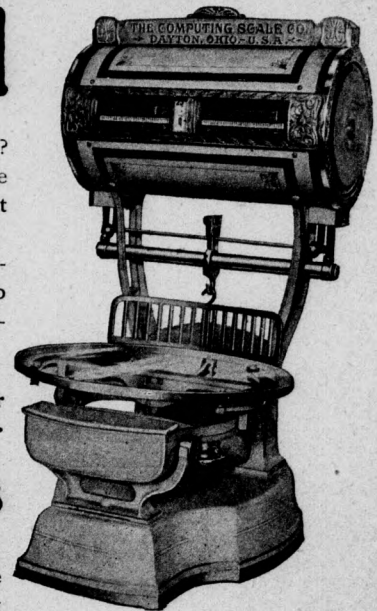
SEND IN THE COUPON and have a MONEYWEIGHT Scale demonstrated to you. This places you under no obligation to purchase.

The Computing Scale Company.
MANUFACTURERS
DAYTON, OHIO.

Moneyweight Scale Co.

Distributors of HONEST Scales GUARANTEED Commercially Correct

58 State St., CHICAGO



NAME.....

TOWN.....STATE.....

BUSINESS.....

NO. OF CLERKS.....DATE.....

Moneyweight Scale Co., 58 State St., Chicago
I would be glad to know more about the advantages of Moneyweight Scales in my store.

P. S.—If you are using MONEYWEIGHT Scales purchased some years ago send for our exchange price list and exchange for one of our latest scales.



Magic Lanterns
\$2.00 up to \$30.00 per doz.



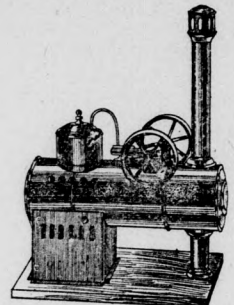
Blackboards
\$2.00 up to \$21.00 per doz.



Dressed Dolls
(50 Styles)
\$1.90 up to \$15.00 per doz.



Doll Carts & Carriages
\$2.25 up to \$24.00 per doz.



Steam Engines
\$2.00 up to \$20.00 per doz.



Glove, Necktie and Hdkf. Boxes
A most beautiful line—about 50 styles.
Ranging from \$2.00 up to \$30.00 per doz.



China Berry Sets (35 kinds)
Rich decorations in floral designs.
From 50c up to \$2.70 per Set



Cracker Jars
\$3.50 up to \$20
Per dozen



Chocolate Pots
\$3.90 up to \$28
Per dozen



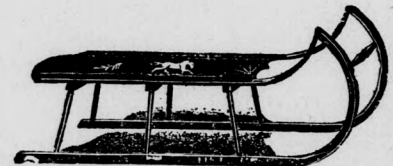
Three Piece Tea Sets
30 different styles.
From \$3.90 up to \$24 per dozen



Low Cracker Jars
30 styles to select from.
From \$2 up to \$30 per dozen



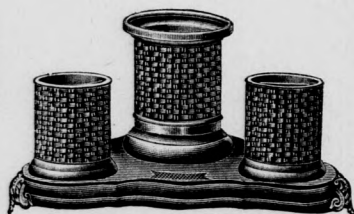
China Cups and Saucers
The most comprehensive lines.
35c up to \$7.50 per dozen



Children's Sleighs and Coasters
Ours are the best made and finest finished on the market. A complete line at lowest figures



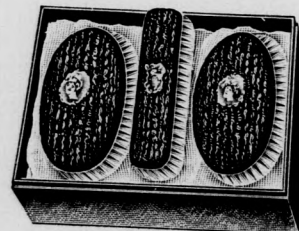
Jewel Boxes
Metal and Celluloid
(20 kinds)
\$2 up to \$21 per doz.



Smokers' Stands and Novelties
Excellent values and a large variety
\$2 up to \$24 per doz.



Toilet Cases
(60 styles)
\$4.50 up to \$51 per doz.



Gents' Brush Sets
25 different styles
84c up to \$7.50 per set



50c Novelties
Gold and Silver plated,
Vienna bronze, etc.
An incomparable line.
\$4 per doz.

Largest Stocks Greatest Variety

Of Everything Pertaining to the Line of

Holiday Goods

These are merely a few hints from the enormous lines now on exhibition in our salesroom.

Buy Early! Buy Now!

while the assortments are complete and the best selection may be secured.

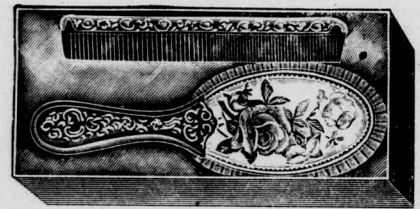
Buy Freely!

With bumper crops and the unprecedented prosperity the country is enjoying

Trade Will Be Brisk

PREPARE FOR IT NOW
COME AND SEE OUR LINE

Leonard Crockery Co.
Grand Rapids, Mich.



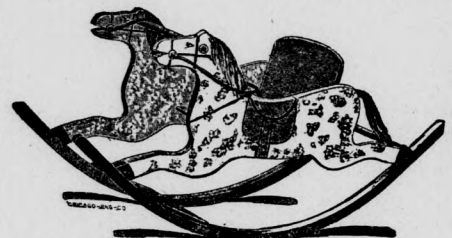
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