

## *The Public Press*

THE greatest civilizing agencies in America, in my judgment, are the newspaper and trade journal. The grandeur and greatness of this Republic sprang into existence as the Joshua that commanded the sun and moon to stand still, as expressed by Benjamin Franklin. The independence and intelligence of its citizenship has been its crowning virtue. If its prowess depended on great navies and frowning fortresses it would stand fifth in the race for preferment. If marshaled hosts and standing armies were the measure of its greatness then it would sink into insignificance compared with the nations of the world. If ancestral blood and pampered aristocracy is to be the criterion which determines recognition then Americans must stand aside and allow the royal pageants to pass. But if individual worth and respectability is a determining factor then our Government stands at the head of the column of achievement. This Government is what it is largely because of the public press and the cross-road school house. In my judgment, no expenditure means so much in its relation to the home and school house; none has added more to the sum of individual knowledge, and no step backward should be taken in thus contributing to the intelligence and enlightenment of the people.

*James T. Lloyd.*

## 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

## SUGAR

for the  
Canning Season

Buy as you need from our daily arrival  
of Cane Basis Eastern Sugars

Our prices are right  
Our goods fresh

The very best is always the cheapest

JUDSON GROCER CO.

GRAND RAPIDS, MICH.

## Every Cake



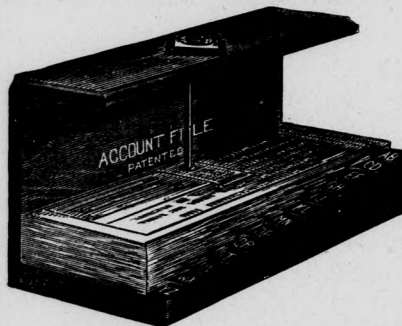
of FLEISCHMANN'S  
YELLOW LABEL COMPRESSED  
YEAST you sell not only increases  
your profits, but also gives com-  
plete satisfaction to your patrons.

The Fleischmann Co.,

of Michigan

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

## Simple Account File



A quick and easy method  
of keeping your accounts  
Especially handy for keep-  
ing 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 charg-  
ing 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 in-  
dex. 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

Makes Clothes Whiter-Work Easier-Kitchen Cleaner.

**SNOW BOY** WASHING  
POWDER.

GOOD GOODS — GOOD PROFITS.



# MICHIGAN TRADESMAN

Twenty-Fourth Year

GRAND RAPIDS, WEDNESDAY, SEPTEMBER 19, 1906

Number 1200

## 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.

**3½ Per Cent.**

Paid on Certificates of Deposit

Banking By Mail

Resources Exceed 3 Million Dollars

## Commercial Credit Co., Ltd. OF MICHIGAN

Credit Advances, and Collections

OFFICES

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

**ELECTROTYPES**  
DUPLICATES OF  
ENGRAVINGS & TYPE FORMS  
SINGLE OR IN QUANTITY  
TRADESMAN CO. GRAND RAPIDS, MICH.

### SPECIAL FEATURES.

2. Window Trimming.
3. Charges Fraud.
4. Around the State.
5. Grand Rapids Gossip.
6. Encourage the Clerk.
7. Coffee Situation.
8. Editorial.
9. Brass Showed Through.
10. Man's Work Power.
11. Fire Proof Buildings.
12. Ante Bellum Days.
13. Dry Goods.
14. Advertising Writing.
15. Butter and Eggs.
16. The Casual Caller.
17. Clerks' Corner.
18. Modern Finance.
19. Would Be Boss.
20. Woman's World.
21. His Dissipation.
22. Parcels Lost.
23. Shoes.
24. Be an Optimist.
25. New York Market.
26. City Cool Air Fund.
27. Commercial Travelers.
28. Drugs.
29. Drug Price Current.
30. Grocery Price Current.
31. Special Price Current.

### A DIRE MISTAKE.

Nature was good to us and the West Michigan State Fair for 1906 has come and gone, so that, in the language of dollars and cents, it was the best fair ever given in Western Michigan. Moreover, all honor to the farmers, fruit growers, stock raisers and the implement makers, it was the most varied and interesting exhibit we have had to date. The special attractions were good, the racing was fine and so, it happens, that the only loophole through which failure might make its presence felt was utilized.

There is a State law prohibiting the establishment and maintenance of a saloon for the selling of spirituous liquors within a certain distance of the Soldiers' Home and there is a man who, locating just outside that boundary, has maintained a whisky shop for several years. And that man has had the beer privilege at Comstock Park for all the fairs and all the race meetings. And from a business standpoint, so long as the State laws do not prohibit it, the transaction is permissible.

But at the Fair just closed Mr. Michael Hayes fixed up a sort of wine room adjunct to his general bar. He embowered it so perfectly with evergreens that it was next to impossible to gain a view of what was going on inside, and this place was for ladies(?) to go and get their beer and whisky and jags. And the Fair officials were cognizant of the facts or, if they were not, they should have been.

The Tradesman is no prude, but there are certain things so nasty that even the blase may revolt. The West Michigan Fair officials, if their professed regard for the enterprise is genuine, have no business to countenance collectively anything which they would not sanction individually. Fancy any officer of the Fair Association peddling beer over a sloppy bar or carrying gin fizzes, high balls

and the like into a concealed room occupied by half drunken women and men. It is not conceivable, and before the advent of this annual exhibition just closed it was not even dreamed that the officials as an entity would permit any such thing.

The West Michigan Fair is for the purpose of exhibiting the products and resources of our State; an annual opportunity for farmers and stock raisers to exhibit the results of their knowledge, their enthusiasm and their pride of calling. Whisky selling and drunkenness have no right on the grounds and to permit it is to deliberately insult a very large majority of the 60,000 and over of people who attended the Fair. It was more than that: It was an outrage upon thousands of pure women and children who visited the grounds confident that they would see and hear nothing objectionable.

The Grand Rapids offense was greater even than the similar violation of decency at the Detroit Fair, because at Detroit the bar where women could get their liquors was wide open to view and was free from any attempt at seclusion; so that those who chose to exhibit themselves in such a place were compelled to do so brazenly and could not play the coward and hide themselves behind a wall of evergreens and then piggishly put themselves in a condition of debauchery and rowdyism.

### WRETCHED SERVICE.

Tediousness is the term that expresses the frequent references complimentary made by our daily papers as to the street car service in Grand Rapids.

Ostensibly the Grand Rapids Street Railway Co. gives a ten minute service, or thereabouts, over all its lines. Practically that company does no such thing. So far as they go the stock and car equipment of the company are excellent, but they do not come within speaking distance of going far enough to take care of the business at hand, while its system of tracks is hopelessly insufficient for the accommodation of the people who awarded the franchise, under the provisions of which the company is making its money.

Months ago this company began the work of ripping up Market, Ionia, South Division and other streets, having let the contract for laying the tracks with the promise that by the present time the work would be completed. To-day the streets are in worse condition than ever and goodness only knows when things will be straightened out.

It is not a pleasant thing to call upon the gentlemen of the Grand Rapids Street Railway Co. in this

fashion, but there is ample reason for impatience when, day after day, our street car service is broken in two to meet the demands at Ramona, North Park and John Ball Park; it is not only unpleasant but unfair that the service on Lafayette, South Division, Grandville avenue and West Bridge street, Lyon and East Bridge streets and Plainfield avenue is made to fit itself to the needs of the routes leading to the company's individual attractions.

Possibly, with the present equipment of cars, a ten minute service could be given over all routes, and such service, if the ripped-up streets are put in proper shape, can be put up with for the present; but so far as one can see from the outside no such possibility is immediately assured.

### ABRAHAM MAY.

As helps toward right living and successful efforts, epigrammatic outbursts, time worn maxims and the beauties of poesy become as mere rush lights in the life luster such as was that of the late Abraham May, of this city. And when, in the irrevocable order of things, that life was taken to its Greater Sphere there were left to every right-minded, hopeful young man in Grand Rapids an example and safe pattern, the copying of which, on their own part, will constitute a guarantee of their spiritual and moral success in whatever department of human endeavor they may strive to triumph.

The lesson taught by Mr. May's life is of to-day and is known to nearly every father and mother in this community because of its plainness. Because of this there is no young man who is frankly ambitious and unfeignedly desirous of gaining the wished-for victory in an absolutely correct manner who may not, by questioning his father or his grandfather or an uncle, or, in the absence of these resources, any reputable, fair-minded business man in Grand Rapids, learn fully and concisely as to the essentials which, observed by Mr. May throughout his life, wrought a record which can not be duplicated too often.

For this reason, and in spite of the fact that our city rightfully mourns the loss of the material presence of a very uncommon man in all that makes for true citizenship, we are entitled to rejoice and give thanks that such a man was for many years a very forceful factor in our city's development and invariably to the betterment of the general welfare.

The most heavenly things on earth are everyday virtues.

The time to deliberate is before opportunity arrives.



### Timely Exhibit To Sell Sporting Goods.

Foster, Stevens & Co. have an elaborate window this week, advertising Winchester guns and ammunition and designed and executed by Mr. W. F. Milmine.

The principal color employed is a bright hunters'-green, very appropriate for use in such a window. High in the background is a deep pleated valance of the cloth, while a narrower one is seen across the background next the floor. Above the latter is a series of perhaps a dozen landscapes, the scenes graphically depicting the joys of hunting—especially if provided with Winchester gunnery. Above these pictures is a shelf covered with the green cloth and depending from the front edge is a drapery of the same. On the shelf Mr. Milmine placed a number of lifesize decoy ducks, in the natural coloring of the live birds. Attached to the ceiling by threads, invisible a short distance away, are some two dozen ducks made of paper and printed to imitate real ones. Each is like its fellow and all have their wings outspread as if in the act of flying. Each has a card attached to its foot, and one may read on some:

Winchester  
Brush Shells.  
Just the Thing for Bird Shooting.  
Sold Here.

Others say:

Use  
Winchester  
Factory Loaded Shotgun Shells  
For Field, Fowl or Trap Shooting.

There are so many of these paper ducks that it looks like the flight of a whole flock, as they are all in the same position—all looking in the same direction. They have all the more appearance of soaring as the space in the background between the high valance and the shelf above the pictures is left open, so that one may look through into the store proper.

On the floor of the window are arranged hunting togs, Winchester and pyramids of boxes of shells and other essentials for a shooting trip.

A creditable window and one reflecting much ingenuity on the part of the one who originated it.

Mr. Milmine very kindly loaned me an interesting photograph of the display, but the lighting of the picture was not sufficiently clear to allow the making of a satisfactory halftone, which I greatly regret.

\* \* \*

It is the opinion of many storekeepers that more is to be gained by letting the public in on the deal, so to speak, during the process of arranging a window than by excluding their gaze with the unfriendly barrier of a high canvas or sheeting. People going by think: "Oh, dear! I wish I

knew what was going on behind that curtain." And a little feeling of antagonism springs up against the store. It would be rude to peek behind the scenes and the pedestrian goes on with a bit of unreasonable rancor in his heart. Foolish, of course, as 'tis no affair of his how the store wishes to manage its exhibition business. But, just out of curiosity, you windowmen notice, if you ever trim a window without the "blinkers," how many people will stop and watch you at your work. You may count them by the score; and they will be twice as liable to remember the articles they see you handling as they will when they have their fixed position. Ask others if this isn't true. But I have been told by more than one window artist that "a fellow gets rattled having folks watch him at his work." And that is one of the reasons why outsiders are not vouchsafed a glimpse until the window is entirely done. Then, too, many merchants harbor an aversion to having those on the outside of the glass see disorder inside; they wish only the finished picture to be presented. As I remarked, that is their business. Still, the store, other things being equal, that is chummy with the public gets on the soft side of its heart.

\* \* \*

The grocer who shows vegetables and such things a little out of the ordinary run makes a hit with patrons. What little chap doesn't dote on caraway cookies, "such as Gran'ma used to make?" He'd be even willing to pick up chips for a bunch of 'em hot and fat right from the oven, to take out under the trees where he can eat them at his leisure, in the meantime keeping them away from his pet dog, but occasionally extending him the luxury of a broken-off morsel, or even a whole one when Cook isn't looking!

I noticed, the other day, a quantity of caraway dangling around the front of the Western Beef & Provision Co.'s place on Canal street. It should meet with a ready sale with those who delight to please their children, and what mother does not?

### How He Turned the Tables.

A statesman in an argument had turned the tables rather neatly on his opponent. Senator Dolliver in congratulation said:

"You remind me of a Fort Dodge doctor, Dr. X. This gentleman once had a grave dug for a patient, supposed to be dying, who afterward recovered and over his error of judgment the doctor was joked for many years.

"Once he attended, in consultation with three confreres, another patient. This patient really died. After the death, as the physicians discussed the case together, one of them said:

"Since quick burial is necessary, we might inter the body temporarily. I understand our brother has a vacant grave on hand."

"Dr. X smiled.

"Yes," he said, "I believe I am the only physician present whose graves are not all filled."

### CHARGES FRAUD.

#### Trustee Reeder Asks Wiesman To Disgorge Large Amount.

Hon. Peter Doran, attorney for Geo. H. Reeder, trustee of Jacob L. Wiesman, the East Jordan bankrupt, has filed a petition in the U. S. Court, asking that Wiesman be compelled to turn over \$15,483.95 in money or property which he has fraudulently withheld from his estate. The full text of the petition is as follows:

Your petitioner, George H. Reeder, respectfully shows that Jacob L. Wiesman has been heretofore duly adjudicated a bankrupt; that your petitioner has been elected trustee of the estate of said bankrupt and has duly qualified as such trustee in bankruptcy and has taken possession of all the stock of merchandise, fixtures, furniture and assets of said bankrupt that he has been able to find.

Your petitioner further represents that the said bankrupt owes upwards of \$19,630.15, and that his stock in trade, according to his sworn statement, as appears by his schedules on file in this cause, amounts to only \$4,315.25; that the same was appraised by appraisers, appointed by this court and duly sworn, at the sum of \$3,752.51, and that the same was sold by your petitioner for the sum of \$3,440, which was the highest price obtainable therefor.

Your petitioner further represents that the said bankrupt has done business in the village of East Jordan since about the year 1894; that he moved to East Jordan from Bellaire in said year 1894; that he brought from Bellaire a stock of about \$5,000, on which he owed about \$2,500, according to his testimony; that on January 1, 1904, the stock of goods of said bankrupt at East Jordan was about the same in value as it was at the time of his filing his schedules in this case; that from the said January 1, 1894, and up to within a short time of his making a common law assignment, said bankrupt purchased an unusually large quantity of merchandise, amounting in all to \$31,901.33; and that during the months of August, September, October, November and December, 1905, said bankrupt purchased an unusually large amount of merchandise—in August \$4,424.50 worth, in September \$4,344.35, in October \$2,701, in November \$1,425.38 and in December \$11.25, making in all \$12,906.39; and that during the period from January 1, 1904, to the making of his common law assignment said bankrupt paid to his merchandise creditors in all the sum of \$21,792.38, all of which appears by itemized statements of the accounts of the different creditors for the said period, which statements are hereto attached and made a part of this petition; excepting, however, the statements of certain creditors whose statements your petitioner has been unable to procure, but whose accounts appear on the ledger of said bankrupt as follows: Beecher, Peck & Lewis, goods sold, \$5.25, no payments; balance \$5.25; Lubell & Sandusky, goods sold, \$663.28, payments \$454.26, balance due \$209.02; The Hartman Trunk Co., goods sold,

\$39.43, payments, \$21.63, balance, \$17.80, and Sidwell, Dewindt Shoe Co., goods sold, \$275.85, payments, \$168.60, balance due, \$107.25.

Your petitioner further states that said bankrupt made twelve first purchases from creditors during the months of August, September, October and November, 1905; that is, made new accounts with new houses; which is quite unusual, except where a party would be intending to obtain a lot of goods from all sources with a view of defrauding his creditors; also that he had two special sales during the month of December, 1905, although his bank book shows that his deposits during that month were smaller than the deposits during previous months.

Your petitioner further shows that said bankrupt purchased and had delivered from Hamburger & Silberman, of Detroit, during the months of August, October and November, 1905, goods as follows:

August 26			
1446	5 overcoats	\$ 7 50	\$ 37 50
1445	6 overcoats	7 50	45 00
599	5 overcoats	7 50	37 50
1425	5 suits	7 50	37 50
1424	5 suits	7 50	37 50
1343	1 Dy. K. pt.		6 00
1348	1 Dy. K. pt.		6 00
1374	1 Dy. men's pt.		22 50
September 23.*			
1413	5 Db. suits	\$ 7 50	\$ 37 50
1376	1 Dy. pt.		22 50
1342	1/2 Dy. pt. ex.		
	size	21 00	7 00
October 11.			
1403	6 Db. suits	\$ 7 50	\$ 45 00
November 9.			
1404	8 suits	\$ 7 50	\$ 60 00
1409	9 suits	7 50	67 50
1424	5 suits	7 50	35 00
1452	1 overcoat		9 00
			\$513 00

That of all these goods, being sixty overcoats and suits and fifty-two pairs of pants, not a garment was found in the stock of said bankrupt turned over to the receiver in bankruptcy, with the exception of three pairs of pants.

Your petitioner further states that said bankrupt, according to his own admissions, received from Joe Wiesman, J. Silverstein and L. Wiesman during the year 1905 the sum of \$5,375 in money and goods, with which he should be charged, and for which said parties, who are relatives of said bankrupt, have filed, or, as your petitioner is informed and believes, are about to file, proofs of claim in this court.

Your petitioner further states, upon information and belief, that during several months immediately preceding the failure of said bankrupt, large quantities of the stock of said bankrupt were surreptitiously removed from his store at late hours of the night and shipped to points and places unknown to your petitioner; and your petitioner believes that said goods were removed for the purpose of defrauding the creditors of said bankrupt and that a large quantity of the goods unaccounted for by said bankrupt were thus surreptitiously



removed from his said store at East Jordan.

Your petitioner further shows that from the statements above set forth of the matter of said bankrupt's property, both debit and credit, and from the statements hereto attached and made a part of this petition, and the payments that said bankrupt has made to merchandise creditors, there is unaccounted for to said trustees in bankruptcy by said bankrupt the sum of \$15,483.95, giving the bankrupt credit for all the payments to merchandise creditors, and other creditors, that he is entitled to and as your petitioner is able to ascertain.

And your petitioner states and charges that the said bankrupt has knowingly and fraudulently appropriated to his own use, and secreted a large amount of property or money, or both, belonging to him at the time of his bankruptcy; that he has fraudulently concealed from the trustee in this case property and money belonging to the estate in bankruptcy; and your petitioner, owing to the fact that said bankrupt has concealed from your petitioner as far as possible all the facts relating to the matters aforesaid, and having kept no proper books of account, is unable to specifically describe the property concealed and appropriated aforesaid, and states and charges that with the exception:

1. Of the stock of goods, wares and merchandise, which said bankrupt swore in his schedules to be of

the value of \$4,125, and which was appraised by appraisers appointed by this court at the sum of \$3,752.51, and sold as aforesaid for \$3,440, which stock is described and inventoried in the inventory and appraisal on file in this court.

2. And with the exception of certain accounts and bill receivable, as shown by the bankrupt's schedules before mentioned, of the value of \$190.25, as to which, however, your petitioner is unable to state when they were made or how old they are, or the value thereof.

3. With the exception of said bankrupt's legitimate household and store expenses, the amount of which your petitioner is unable to state, for the reason that said bankrupt refuses to state how much said expenses were during the time in question.

That, with the foregoing exceptions, the bankrupt has appropriated, secreted and fraudulently transferred all of the stock of goods, wares and merchandise that he was possessed of, including therein the original stock of which he was possessed on January 1, 1904, of the estimated value of \$4,125, and including also \$10,108.95 worth of goods purchased by and delivered to said bankrupt between January 1, 1904, and December 26, 1905, and also the money and goods he claims to have received from his relatives, Joe Weisman, J. Silverstein and L. Weisman.

And your petitioner states and charges the fact to be that large sums

of money were received by the bankrupt and that large quantities of goods were taken and removed and concealed by the bankrupt from his stock of goods, wares and merchandise aforesaid, the details and particulars whereof, however, are concealed from your petitioner, who can not therefore state the precise sum or the exact goods, but upon information and belief your petitioner states that the said bankrupt by concealing and disposing of portions of his goods, as aforesaid, has received large sums of money in addition to those that are accounted for, as hereinbefore stated, and has removed and secreted large portions of the stock of goods aforesaid.

Wherefore your petitioner prays that an order may be made, compelling said bankrupt to pay over and account for in property, money or assets to your petitioner, as trustee, the sum of \$15,483.95, or whatever amount this honorable court shall find that he, the said bankrupt, has not accounted for.

George H. Reeder, Petitioner.

#### Unprofitable Reticence.

Every now and then the man is encountered who knows and knows he knows; who has conceived a lot of business kinks and schemes of which he fondly believes himself to be the father; who keeps these children of his brain locked securely in his own office lest they be kidnaped and made to serve a competitor. Once in a while one of these gentlemen will proudly display some of the brightest

of his scheme family to the admiring gaze of a friend who is outside the trade, and then, sometimes, he learns to his amazement that they were born years before he was and have long been serving his competitors as faithfully as himself.

As a matter of fact there are mighty few things that are new—brand new. Almost every "new" thing is merely an adaptation of something that has been proven by the test of time, with elaborations or modifications intended to work an improvement.


It is practically impossible to keep secret any important marketing method, because the act of marketing will nearly always disclose the method behind it. Therefore, it would seem the part of wisdom for sellers to discuss their problems and methods as freely and as widely as modern manufacturers discuss the problems and methods of production, with the idea that each has something of value to give the others, that each is sure to get from all the rest much more than he can possibly give, and that all will be benefited.

Selling methods should keep pace with methods of production, should be reduced to something approaching the same scientific, economic basis, but this can not be brought about through a policy of reticence among those who sell. There must be an interchange of ideas, a give and take. Then, and not until then, will selling become something like a science.—Selling Magazine.

#### Statement of Accounts from January 1 to December 26, 1905.

	Amt. bought.	Amt. paid.	Balance.
Burnham, Stoepel & Co. ....	\$13,763.57	\$11,894.31	\$ 1,868.26
Selz, Schwab & Co. ....	4,052.81	3,059.85	992.96
Keith Bros. Co. ....	910.69	566.66	344.03
S. Dedches & Co. ....	65.80		65.80
J. C. Ruth ....	83.00		83.00
Annex Shoe Co. ....	100.20		100.20
Detroit Neckwear Co. ....	216.00	130.50	85.50
Michigan Knitting Co. ....	221.25	61.50	159.75
Burnett Knitting Co. ....	112.50		112.50
Christensen Glove Works ....	56.50		56.50
J. V. Farwell & Co. ....	1,983.09	1,810.63	172.46
Novelty Skirt & Suit Co. ....	851.65	608.25	243.40
Goldsmith Bros. ....	310.14	215.65	94.49
M. Wile & Co. ....	467.50	22.50	445.00
I. M. Riegelhaupt ....	444.30	46.25	398.05
Mishawaka Woolen Mfg. Co. ....	313.80		313.80
Better Skirt Co. ....	79.75	9.00	70.75
Hamburger & Silberman ....	513.50		513.50
Western Pants Co. ....	128.55		128.55
George H. Reeder & Co. ....	170.66	30.00	140.66
East Liverpool China Co. ....	162.93	54.86	108.07
Crowley Brothers ....	412.02	186.12	225.90
T. Buettner & Co. ....	42.00	38.18	3.82
LaCrosse Knitting Works ....	556.21	294.71	261.50
Samuel Kaplan & Bros. ....	1,057.50	557.50	500.00
Ullman & Co. ....	104.70	69.90	34.80
Ideal Clothing Co. ....	390.77	129.26	261.51
Novelty Leather Works ....	73.00		73.00
Euclid Mfg. Co. ....	139.00		139.00
Chicago Rubber Clothing Co. ....	70.00		70.00
J. H. Rice & Friedman Co. ....	252.63		252.63
P. Becker & Co. ....	184.19	103.91	180.28
Daube, Cohn & Co. ....	1,155.60	878.10	277.50
Morris, Mann & Reilly ....	106.50		106.50
Guthmann, Carpenter & Telling ....	491.10	380.25	110.85
P. B. Palmer & Co. ....	453.00		453.00
Heller & Co. ....	65.63		65.63
Goodyear Rubber Shoe Co. ....	19.00		19.00
Beecher, Peck & Lewis ....	5.25		5.25
Lubell & Sandusky ....	663.28	454.26	209.02
Hartman Trunk Co. ....	39.43	21.63	17.80
J. Mendelson & Bros. ....	293.00		293.00
Sidwell, DeWindt Shoe Co. ....	275.85	168.60	107.25
H. Leonard & Sons ....	44.48		44.48
	\$31,901.33	\$21,792.38	\$10,108.95
Cash and goods received from Joe Wiesman, L. Wiesman and J. Silverstein			5,375.00
Unaccounted for			\$15,483.95

## Mail Orders and telephone

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

## WORDEN GROCER COMPANY

Grand Rapids, Mich.



### Movements of Merchants.

Marshall—E. G. Brewer has opened a new grocery store.

Lansing—A new meat market will soon be established here by H. G. Roosa.

Stirlingville—David Lee, of Sault Ste. Marie, is to open a new general store here next month.

Sault Ste. Marie—The C. E. Davis Co., which conducts a house furnishing business, has changed its style to the Baldwin Standish Co.

Nashville—The Frank McDerby shoe stock has been purchased by John H. Darrow, who will close it out either in lump or at retail.

Bangor—John E. Wilson has purchased the grocery and meat market of C. M. Wilkinson and will continue the business at the same place.

Gladstone—Charles Erickson has purchased the interest of his partner in the jewelry firm of Erickson & Peterson and will continue the business.

Union City—S. G. Newman, who formerly conducted a grocery store at this place, will soon re-engage in the same line of business at his old stand.

Grayling—Miss Frances Krause was married Tuesday night to M. E. Weinburg, a Saginaw merchant. Guests were present from all sections of the state.

Leslie—C. N. Holkins, of Litchfield, and J. Pullen, of Parma, have formed a copartnership and purchased the creamery at this place, which they will conduct in future.

Jackson—Philip Carlton and A. C. Windt, Jr., have formed a copartnership under the style of Carlton & Windt and will conduct a grocery business at this place.

Benton Harbor—Charles Totzke has purchased the drug stock of W. H. Dunlap. In this transaction Mr. Dunlap becomes the owner of a house and lot here formerly owned by Mr. Totzke.

St. Johns—Eugene Parker, jeweler, has purchased the jewelry stock and fixtures of Wm. M. Dewitt and will consolidate the two stocks and conduct his business at the old stand of Mr. Dewitt.

Middleville—C. A. Bandfield has sold his interest in the meat market conducted by Bandfield & Thompson to E. G. Thompson, who is a brother of M. E. Thompson, Mr. Bandfield's former partner.

Ravenna—Conklin & Eason, dealers in general merchandise, have dissolved partnership, Geo. E. Eason having retired from the firm. O. A. Conklin will continue the business under his own name.

Detroit—A corporation has been formed under the style of the S. H. Outfitting Co. for the purpose of dealing in house furnishings. The company has an authorized capital stock of \$20,000, of which amount \$12,000 has been subscribed, \$2,000 being paid in cash and \$10,000 in property.

South Boardman—S. A. Wellman & Co. have sold their stock of groceries to Howard Leach, who, it is understood, will consolidate it with his own stock and continue business in the Wellman store.

Houghton—The Cudahy Brothers Co. has been incorporated for the purpose of carrying on a meat business, with an authorized capital stock of \$5,000, all of which has been subscribed and paid in cash.

Evart—A warehouse and storage company has been organized here under the style of the Farmers Produce Co., with an authorized capital stock of \$1,500, of which amount \$750 has been subscribed and \$500 paid in cash.

St. Clair—Farrand Ballentine and Jacob Schoor, of Port Huron, are the proprietors of a new shoe store which will soon be opened here and managed by Frank Bazo, formerly of this place. The business will be conducted under the style of the Bazo Shoe Co.

Lansing—Edgar O. Press, buyer and manager for the clothing department of the Cameron-Arbagh Co., and Miss Jessie Knapp, of Eaton Rapids, were married in Detroit last Wednesday, by Rev. George Elliott, of Central Methodist Episcopal church.

Calumet—A. Everitt, E. Woodward and John Waltz have purchased the dry goods and clothing stock of Hosking & Co. and will continue the business under the style of the Red Store. Mr. Everitt has been identified with mercantile life for the past twenty-five years and Mr. Woodward and Mr. Waltz had been in the employ of Hosking & Co. for several years past.

### Manufacturing Matters.

Iron Mountain—Capt. James Dickie has sold a tract of timber land in Ontonagon county to the J. W. Wells Lumber Co., of Menominee, for \$7,000. The timber will be cut next winter.

Michigamme—F. W. Read & Co.'s sawmill was closed down for the season a short time ago. The cut was 5,500,000 feet of lumber. The mill probably will be operated next season, as the firm still owns considerable timber near Michigamme.

Pontiac—A corporation has been formed under the name of the Monroe Body Co., which will manufacture automobiles. This company has an authorized capital stock of \$125,000, of which \$101,000 has been subscribed and paid in property.

Bellaire—A corporation has been formed under the style of the Bellaire Co-operative Creamery Co. for the manufacture of dairy products. The company's authorized capital stock is \$5,000, of which \$3,850 has been subscribed and paid in cash.

West Branch—The Batchelor Timber Co. is installing a complete electric lighting plant in its sawmill here, the object being to light both the sawmill and mill yard. The company has not reached a decision as to building a flooring mill to be operated in connection with the mill, but as it has an abundance of maple timber in the state it is expected a flooring plant will soon be added.

Plainwell—A corporation has been formed under the style of the Plainwell Shoe Co. to manufacture boots and shoes. The company has an authorized capital stock of \$30,000, of which amount \$15,000 has been subscribed and \$3,000 paid in cash.

Detroit—A corporation has been formed to manufacture automobiles under the style of the Quadricycle Co. The company has an authorized capital stock of \$10,000, of which amount \$6,100 has been subscribed, \$100 being paid in cash and \$6,000 in property.

Kalamazoo—The Life-Saving Folding Canvas Boat Co., which manufactures boats, has merged its business into a stock company under the same style, with an authorized capital stock of \$20,000, of which amount \$19,000 has been subscribed and \$10,000 paid in property.

Bay City—Recently the Kneeland, Buell & Bigelow Co. began manufacturing lath from hard maple as an experiment. It has been found the lath sell well and a large quantity is being produced. They are used for various purposes, including that of making crates.

Pellston—Chas. Bogarus has merged his planing mill business into a stock company under the style of the Pellston Planing Mill Co., with an authorized capital stock of \$50,000, of which amount \$25,000 has been subscribed, \$6,000 being paid in cash and \$19,000 in property.

Allegan—The Oliver-Rowe Lumbering Co. has been incorporated for the purpose of manufacturing lumber and timber products. The company has an authorized capital stock of \$20,000 of which amount \$16,000 has been subscribed, \$7,292 being paid in cash and \$8,708 in property.

Detroit—The Boot Brothers Co., which manufactures cream crackers, has merged its business into a stock company under the style of the Detroit Egg Biscuit & Specialty Co., with an authorized capital stock of \$25,000, of which amount \$17,500 has been subscribed and paid in cash.

Rockwood—F. Baumeister & Sons have bought an improved veneer machine for their basket factory. The heavy demand for their product from the Southern market has made the improvement necessary. The factory's output since April 1 last amounts to nearly 20,000 dozen finished baskets.

Bay City—Lumbermen are looking forward to an acute car famine this fall. Cars are getting scarce and the active movement of the crops has hardly started. So much traffic originates here, being four times greater than that received, that local roads experience difficulty in getting empty cars back after they have been sent out loaded.

Battle Creek — Negotiations are nearly completed for the reopening of the idle Battle Creek Iron Works, as a branch of the American Shoe Brake Co. Representatives of the company who have been here say the deal will probably go through, although certain demands are made by the Business Men's Association. The plant of the Battle Creek Iron

Works is one of the finest in the State. The company failed because of lack of working capital to enable it to fill its numerous orders.

Munising—The mill of the Superior Veneer & Cooperage Co. recently made a record cut. It manufactured 72,400 feet of lumber in one day, the best output in its history.

Ludington—The Handy Things Co., which manufactures novelties, is about to erect an addition to its plant which will be 64x120 feet in dimensions and two stories high.

West Branch—The Batchelor Timber Co. started its mill here last week on a ten-year run. The mill was bought from the Gale Lumber Co. last spring. It has been extensively and thoroughly overhauled and is in first class condition. The logs will be brought down by rail and the product will be moved to market by way of the Michigan Central. This company has large timber holdings and is steadily increasing them, being always in the market for timber.

Saginaw—S. L. Eastman has sold his interest in Mershon, Schuette, Parker & Co. to the other members of the firm, and hereafter will devote his entire attention to his own hardwood business. He will have manufactured about 12,000,000 feet of hardwood this year, a large portion of which will go into maple flooring. The trade in this commodity has been satisfactory this season. Mr. Eastman has conducted his lumbering operations with remarkable success.

Iron Mountain—Ader & Gray, manufacturers and dealers in lumber and cordwood, expect to finish operations in the Granite Bluff district, north of Iron Mountain, this month, having consumed all their timber in that region. The sawmill will be taken down and moved to another point. Since operations were begun at Granite Bluff two years ago 20,000,000 feet of lumber, mostly hemlock, has been manufactured. In addition 25,000 cords of wood was shipped to Milwaukee and Chicago.

Coldwater—The directors of the Wolverine Portland Cement Co. have declared an additional dividend of 5 per cent. which makes 20 per cent. declared in dividends so far this year. The directors also inspected the novel railroad operated by the company between its two factories and the clay bank two miles distant. In order to cross the highway with a railroad track the company had to organize a railroad company, and it did so as the Coldwater Tram Railway Co. After the building of the road had been decided upon, the question of motive power to draw the six cars comprising the train looked like a sticker, but John Smallshaw, formerly of Adrian, who is the superintendent of the factory, solved that proposition. The company owned an auto and Mr. Smallshaw took this, discarded the wheels and attached it onto a hand car truck. This novel locomotive works to perfection and covers 100 miles per day between the factories and the clay beds and draws sufficient clay to keep the factories supplied.





**The Produce Market.**

Apples—Strawberries command \$2.50 per bbl. Maiden Blush and Golden Sweets fetch \$2.25. Wealthys command \$2. Alexanders fetch \$2.25. There will be plenty of good stock this fall and winter. Business is good and there is every indication that it will continue so.

Bananas—\$1 for small bunches, \$1.25 for large and \$2 for Jumbos.

Beets—50c per bu.

Butter—Creamery is in strong demand and fair supply at 26c for extra and 25c for No. 1. Dairy grades are in active demand at 20c for No. 1 and 16c for packing stock. The consumptive demand is very good, while the make is shorter than usual for the season. In order to make good the deficiency some houses are withdrawing butter from cold storage. The market is healthy at present prices and is not likely to show much, if any, material change in the immediate future. Undergrades of creamery and dairy butter for baking are very scarce.

Cabbage—35c per doz.

Carrots—50c per bu.

Celery—Home grown commands 15c per bunch.

Cocoanuts—\$3.50 per bag of about 90.

Crabapples—75c per bu. for Transparents.

Cranberries—Early Blacks from Cape Cod command \$2@2.25 per bu.

Eggs—Local dealers pay 18½c f. o. b. shipping point. Receipts are moderate. The percentage of fancy eggs is very small at present prices, and some holders are taking them out of cold storage. These eggs are giving better satisfaction than many of the fresh receipts. There is not likely to be any great change in eggs during the next few weeks.

Grapes—Wordens command 15c per 8 lb. basket. Niagaras fetch 16c per 8 lb. basket.

Green Corn—8c per doz.

Green Onions—15c for silver skins.

Green Peppers—75c per bu.

Honey—13@14c per lb. for white clover.

Lemons—Californias 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 50@60c per doz.

Onions—Home grown, 60c per bu. Spanish, \$1.35 per 40 lb. crate.

Parsley—30c per doz. bunches.

Peaches—Elbertas are strong at \$2.25 per bu. Ingalls command \$1.50 per bu. Champions and Crosby's fetch \$1.40. Late Crawford's range from \$2@2.25. Bronsons range from \$1.25@1.50.

Pears—Duchess fetch \$1.25 per bu. Sugar range from \$1@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 \$2@2.75 per bu.; Blue Damsons command \$2.50 per bu.

Potatoes—40@50c per bu.

Radishes 10c per doz.

Squash—Hubbard, 2c per lb.

Sweet Potatoes—\$2.50 per bbl. for Virginias and \$3.50 per bbl. for Jerseys.

Tomatoes—50@60c per bu.

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

**The Grain Market.**

The grain market has shown some strength all along the line. Wheat is selling from 76c for May to 77½c in Chicago the past week. With the little flurry in the market comes a certain amount of bullish news, more particularly from across the water. There is estimated a shortage of 10,000,000 bushels in the French crop, making import requirements for that country of about 20,000,000 bushels. Holland is said to need practically 17,000,000 bushels, while the United Kingdom will want about 216,000,000 bushels.

The changes in the visible supply for the week were as follows: Increases of 1,029,000 bushels of wheat, 1,000 bushels of corn, 86,000 bushels of oats, 31,000 bushels of rye and 453,000 bushels of barley.

Corn has been steady, with a gain of ½@¾c per bushel on options, with cash practically unchanged. There has been a good shipping demand for cash corn, while the movement from first hands has been only moderate. There is undoubtedly the largest crop of new corn in sight for years, but we can see nothing at present to warrant a heavy slump in prices, as other grains are steady; in fact, show a strong upward tendency.

Oats thus far have been the surprise of the season. The option market has advanced about 1c, while cash oats are up from 2@3c per bushel. The demand is good, with receipts from country points only moderate. It would seem that oats are plenty high, and with anything like free receipts we look for a reaction.

L. Fred Peabody.

Bay City—It requires fifty-five carloads of logs every twenty-four hours to stock the two saw mills of the Kneeland-Bigelow Co. and the Kneeland, Buell & Bigelow Co., one of the mills running ten hours and the other day and night. The logs come from up the line of the Mackinaw division. Bliss & Van Auken, who are operating their plant day and night, get a train load of logs a day, and it requires about twenty-five cars of logs to keep the mill of the Kern Manufacturing Co. going. Several other firms also are getting logs down by rail.

He who thinks he can find in himself the means of doing without others is much mistaken; but he who thinks that others can not do without him is still more mistaken. A merchant seldom makes the first mistake—never, if he is sane; but when he concludes to curtail his advertising it is a sure sign that he is falling into the second.—Commercial Union.

**The Grocery Market.**

Sugar—The refined market is very strong and advancing owing to prospects for short crops both in Europe and Cuba. The refined market has advanced during the week from 10 to 15 points on softs, 10 points on hard sugar and 10 to 25 points on package sugar, all refiners practically concurring throughout. The cause is the firm raw situation. The demand for refined sugar is fair.

Tea—There have been no changes in price. New Japans and Congous are firm and the offerings are small. The balance of the list is about steady.

Coffee—Owing to heavy receipts, the market for Brazilian grades has shown still greater depression during the past week. Marked declines have occurred from day to day. The market is in a very uneasy and uncertain condition, owing to the incomplete condition of the valorization plan, the Brazilian crop conditions, and so on. Mild coffees are steady and so are Javas and Mochas. The demand for coffee is fair.

Canned Goods—An upward tendency to prices on tomatoes, due to the reported pronounced shortage in the pack, has stimulated demand, and that in turn has served to make sellers even more independent. There are reported to be orders in the market for many thousand cases, all, however, limited at a price at which there are now few, if any, sellers, although it would have bought readily enough a few days ago. Corn is without animation, and there is more or less pressure to sell, particularly in the West, where the packers are anxious to market their surplus before the new pure food law becomes effective and renders a considerable proportion which contains saccharine unsalable. Peas are firm, with a fair demand for the finer grades. Fruits of all descriptions remain very firm, but without animation. Salmon is quiet, although there is some demand for fancy Columbia River chinook flats and halves, of which there is little stock obtainable. Packers of domestic sardines have advised the trade of an advance in quarter oils and quarter mustards, oil size, and an advance in other mustards will be announced a little later. The reasons assigned by packers for the advance are the heavy shortage in the pack so far this season and the continued scarcity of fish on the Maine coast. According to some estimates the pack to date is about 600,000 cases less than for the corresponding period last year. One of the largest packers asserts that there will be a general shut-down of the factories between October 1 and 15, and that once closed he feels confident that the factories will not open for the balance of the season.

Dried Fruits—Raisins are strong and higher. Loose have advanced ½c and seeded about ¼c. The advance seems to be due to the fact that the grower has held out for higher prices than the packer, who sold ahead at much lower prices than was thought he would. Currants are also advancing on the other side, although no further change has oc-

curred here as yet, as buyers have bought ahead. Prunes show no change, except a slight increase in firmness. The quotation now for prompt shipment is on a 2½@2¼c basis, with desirable sizes at a further premium of about ¼c. Peaches have advanced about 1c per pound and the demand is good. The time for shipment is at hand, and the packer is beginning to discover how oversold he is.

Syrup and Molasses—Glucose is unchanged. Compound syrup shows somewhat better demand, but no change in prices. Sugar syrup shows some little demand at ruling prices. There is some inquiry for molasses, but prices are unchanged.

Fish—Nothing new has developed in cod, hake and haddock. The continued warm weather is killing the demand. The market is firm. Salmon is in fair demand at unchanged prices. The mackerel situation continues to grow more and more critical. Shore mackerel, to which the principal demand at this season is directed, are increasingly scarce and high. Sales of shore mackerel have been made during the week at \$2 higher than any price ruling for the past ten years. Norway mackerel are not yet in market and advices received from there during the week stated that the prospects were very poor and prices very high. Through all this, Irish mackerel continue dull and comparatively low and weak. Sardines advanced during the week, the change being 10 points up for both quarter oils and mustards in ordinary cans, and 20 cents in key cans. This advance has been respected or some time.

Hon. C. L. Glasgow, of Nashville, President of the Michigan Retail Implement and Vehicle Dealers' Association, E. J. Morgan, of Cadillac, Vice-President, and W. L. C. Reid, Secretary and Treasurer, held a meeting in Grand Rapids last Thursday for the purpose of preparing the programme for the fourth annual convention, which will be held in this city Dec. 5, 6 and 7. The gentlemen worked like beavers all day on the subject assigned them and in the evening they met a delegation of local implement dealers by invitation and discussed the situation, deciding on some of the details of the forthcoming convention. The meetings will be held in the audience room of the Grand Rapids Board of Trade, which will comfortably seat 400 to 500 people. The Committee very adroitly intimated that if the implement dealers and manufacturers of Grand Rapids provided a banquet on the evening of Dec. 6 the invitation might possibly be accepted.

Chas. W. Jennings, President of the Jennings Manufacturing Co., left yesterday for New York, where he will spend a fortnight in the interest of Dorothy Vernon.

William Judson and Amos S. Muselman are in New York this week, attending the hearings given manufacturers and jobbers on the new Federal food law.



## ENCOURAGE THE CLERK

## By Giving Him a Small Commission on Sales.

"Whatever became of the man you used to have in your dry goods department, Hoover?" asked Watkins, the dry goods road salesman. "He struck me as being a mighty bright fellow."

"O, Williams, you mean," answered the merchant. "Well, I'll tell you, Williams was a good man for a long time, but after a while he began to show up late in the mornings and want to take afternoons off too often. After I'd had him a year or two and put him forward a little, you know—he was up with me a couple of times to help buy the goods from you—he began to feel his oats and I finally had to let him go. That's one trouble I've often had. Treat a man right and then have him get topsey. This fellow Williams came pretty near ruining all the clerks I had at that time. He got them nearly all so that they wanted to do the same things that he did. I raised my bristles one Saturday night and told all of my men that they would have to get down at half past 7 and that each man must sweep his department. I said to them: 'Boys, I'll be here with you myself at that time and I will sweep out the office—that's my department.'"

"Williams mumbled something about not wanting to sweep out, which gave me just the chance I was looking for, and I let him have his walking papers right there. Since that time I have had better discipline in my store."

"It's easy enough for you to have discipline in your store," remarked Watkins, the traveling man, "and it is easy enough for you to have your clerks take an interest in your business, but it is a different problem when it comes to running a large retail establishment."

"I know of two heads of large retail houses that get more out of their clerks, I believe, than any two concerns on earth. They go at it in entirely different ways. There is a large retail dry goods house which has at its head one of the best men breathing. In the first place this firm carries reputable merchandise. The old gentleman who is at the head of the sales department does not stay shut up in a little office, but spends most of the time on the floor. He is a dignified old gentleman, but he's not one of those proud old fellows who always is sticking his thumbs under his arms, frowning, as though saying: 'Look at me! I'm the boss.'"

"But he goes from aisle to aisle and has formed the personal acquaintance of every one of the hundreds of clerks he has. He always is saying a kind word to them and giving them encouragement. If a young woman in his employ makes a large sale he goes up and tells her that she has done well. If some young man in the store fails to make a sale to a customer he does not go up and rake this clerk over the coals, but instead he encourages him and says: 'Well, now, you'll do better next time.'"

"This man has organized in his own store what you might call a sales-

men's college, of which he himself is the president. The professors in this college are the heads of the departments. The students are the clerks. The old gentleman turns the dining room of this department store into a lecture hall. Every one in his employ spends one hour each week, or longer if the discussion becomes interesting, in study. The head of a certain department will call together all of those under him, and he himself will either make a talk to them, have some one else do so, or else call upon one or more of the clerks themselves to discuss a certain point.

"On the evening of this school session the firm gives to each employ 50 cents in supper money. They go out after the store closes and return promptly at 7, and at 8, if they wish, they are free. The old gentleman himself does not attend all of these sessions, but, like those who are under him, he gives one hour each week to this work. One week he will give an hour to the dress goods department, another to notions, etc. The clerks of this establishment have become in this way so well drilled that any one who has worked for this firm for a year or more can easily find a position in any other store in the city; but one who is employed by this firm seldom leaves it except to take some position higher than that of clerk."

"This man gets good work out of his clerks by taking a personal interest in them. He is kind hearted, too. Many a time, so one of his men once told me, if a rain storm came up suddenly as one of his saleswomen was starting out without an umbrella, the old gentleman would take one out of stock and make her a present of it."

"The head of the other store of which I speak goes at getting good work out of the clerks in this way: He figures that if you drop one penny into a man's purse he will try himself to put another in. He pays his clerks small salaries and then gives to each one a commission upon sales. This idea came to that man several years ago. He first tried it in the silk department. That store to-day does the best silk business in its city, which is a metropolitan one. It does not stand exactly as the leading store there, but it has the leading business in silks. One young woman, on the day before Christmas last year, made commissions amounting that day alone to over \$18."

"When a customer walks into that department the clerks do not exactly grab after them—they are too busy for this—but they take hold of customers and take interest in them. They show goods. They are not paid just a mere pittance of a few dollars a week, but they are given something worth while if they make a sale. Clerks are more apt to get tired of working if they feel they are going to get paid whether they work or not than if they know they will not get their pay unless they make sales. Then you will see them hustle."

"After this man had tried this system in his silk department and found that it worked so well, he adopted it throughout the concern in all depart-

ments. And, mark me, you are going to see that store come forward more rapidly than any other in its city because the clerks in that store are paid well for what they do and are interested in what they are doing."

"Now that plan, it strikes me," continued Watkins—Hoover had become so interested that his cigar had gone out and John C., the young college man, sat with his eyes wide open, too absorbed to take notes with a pencil—"is the ideal plan on which a store, a large store especially, should work. I know even of a smaller establishment in which not more than ten clerks are employed where this commission system is handled successfully."

"I tried a sort of commission system," spoke up Hoover, "but I didn't like it well. It was giving my clerks sort of pin money or 'spiffs,' as they call it, to work off certain lines. When a line would get short or sizes broken on it, I would put a little spiff of from 10 to 50 cents on it if a clerk would sell that thing—and I also tried putting spiffs on things that paid me a legitimate but longer profit. But I found that the spiff system did not work well for this reason: it made my clerks essentially dishonest with their customers."

"I want to tell you, gentlemen, that the one way for a clerk to deal with a customer is the fair, square, straight way. Whenever a clerk is working for a little 10 cents or a little two bits or a little half dollar for his own pocket and is considering himself instead of the customer, he is doing an injury to the business. I know that this spiff system prevails all over the country, and I don't believe in it, as I said, because it makes a clerk dishonest. A corps of clerks who do not treat a man's customers right will soon tear down his business; a corps that treats customers fairly will build a business."

"No, sir; no more of this spiff system for me! Of course I can see where the commission system is better—that is, if you give the same percentage of commissions on all sales. That would enable the clerk still to be honest with the customer and at the same time sell him higher priced goods, which never is a disadvantage to the person who buys them."

The Philadelphia clothing man lifted his right hand and gesticulated with index finger; the discussion was really becoming warm and interesting. "I quite agree with you, Mr. Hoover, on the last point you make," he said. "One of my customers has this system: He gives each clerk who will sell a suit of clothes for \$20 or more a spiff of 50 cents. And this is the result: When a man comes in and wants to buy a suit of clothes the clerk will ask how good a suit he wants. If the man says about \$15, the clerk immediately goes to show him something worth \$20 or \$25, and eight times out of ten the clerk will sell a \$20 suit if the man has that amount of money in his pocket. And I know from actual experience in selling that this man's business on suits retailing at \$20 and up has more than trebled within two years. He

does the same thing in his hat department now and his shoe department. If one of the clerks sells a hat for \$3 or more, or a pair of shoes for \$3.50 or up, he gets 10 cents."

"Well, now, that strikes me as being a good idea," remarked Hoover, thoughtfully. "That had never come to me and I am going to adopt that system in my business. I believe, too, if I had a large trade like the man you spoke of, Watkins, I should not only pay a commission on sales but I would give an additional commission for the sale of goods above a certain standard."

"To be sure, I should adopt the system of the other man you spoke of, who calls his clerks together and has a sort of a school. It seems to me that a combination of these three ideas, backed up with plenty of capital, and with giving the clerks reputable merchandise to sell, would build bigger any retail business in America."

"Yes, I think," said the hat man, "it would remove great temptations from clerks—I mean, knocking down and boozing. I can't see, though, for the life of me, why a young man working in a store and expecting to get forward will do either one of these things. Stealing, though, seems to be born in some people. I know that I myself once had an interest in a little business. It was just a small store, needing only two men to run it—my partner and a clerk. I paid the clerk his salary and put his time against that of my partner. Do you know that one day my partner caught that clerk knocking down 25 cents on a \$1.25 sale?"

"He couldn't believe that this honest appearing young fellow would do anything like that. But he caught him right in the act. I happened along about that time and my partner told me of the circumstance. I talked with the clerk and said: 'Now, see here, Harold, you're a mighty good man and well liked in this community, but to put it in plain language, you have stolen. We should discharge you in a minute, in fact, I will discharge you right now, but I'll tell you what I'm going to do, Harold. I am going to hire you back on the same old wages that you used to have. That's enough for you to live on—it's more than any other young man has here in town. I want you to be a man. I want you to be honest. It's the best thing for you.'"

"My partner and myself both thought our clerk would be honest, but we caught him stealing again within a month and had to discharge him. I really believe, though, that if he could have been given some incentive to make a little more without stealing he perhaps would have been honest."

"And this boozing—that's another thing. I believe really that this comes about because a great many clerks become despondent. They get their little \$10 or \$12 a week, and see the same amount coming in year after year and no advance. They have no stimulus during the week with each sale they make, and that keeps them from taking an interest in the busi-



ness. To make a clerk interested in your business make him interested in every sale. Instead of growing despondent, crabbed, knocking down and boozing a clerk should feel that he has a future just as much as any other man. There are lots of men in business who intend, after awhile, to retire from business—perhaps not altogether, but by degrees—who would like to have one to put in a little money with them and give the business their attention. Who is the man they will first look for to take an interest? Not some stranger, but the man they know—the man who has been in their eye all the time, the man they can trust.

"The clerk should not grow despondent and steal and booze, but instead of that he should take a vital interest in the business, knowing that each attention, and hard work, and honesty are sure to bring him material reward as well as a good conscience.

"I believe the greatest fault with clerks is that they haven't enough nerve. To be sure, to be a clerk on a salary, it matters not how much that salary may be, should not be the final goal of any young man. It should be to become a proprietor himself. Now, for example, I know of one young man who for twenty years worked for one establishment. He was a splendid salesman, strictly honorable and all that, but one day he had a knock down, drag out scrap with the buyer in his department. The buyer was thought well of by the head of the house and this young clerk knew it. In fact, he felt so ashamed of himself for getting into the brawl that he tendered his resignation. He was asked to keep on, but he said: 'No I can't stay around here any more.' He was a married man, too, and had a couple of children. He had saved a couple of thousand dollars or so. He thought that he would work for some other firm. All at once he said to himself, 'I am not making any progress even if I do find another place. I have \$2,000 here and I'm going to sink that \$2,000 before I go to work for anybody else, and I am going to have a business of my own.' He talked the thing over with his wife and she had nerve enough to tell him to go ahead.

"This was in the city of St. Louis. That man went downtown and rented a room for \$12 a month. He went to New York and bought a little line of goods—special patterns in dry goods. He sent out cards inviting those whom he had known and others to come in and see his dress goods. Think of it—asking the bon-ton of St. Louis to come and see dress goods in a room that cost \$12 a month. But he did it. These women began to ask him where they could get these dresses made up. Then he got a few dress-makers to take an adjoining room. Business began to boom. It then struck him that the thing to do was to pay these dress-makers a salary and profit by their work. His next step was to buy a few first class ready made garments. He started his little shebang on the fourth floor of a little building on

Broadway. In two years he had done so well that he moved to the second story of a building on Olive street. World's Fair year this man rented a six story building on Broadway. Today—and it has been only six years since he began—he is doing a business big enough to justify him paying a rent of \$12,000 a year."

Charles N. Crewdson.

#### Will Swing Around the Circle.

Saginaw, Sept. 16—Believing that the junket taken by Detroit jobbers and manufacturers some time ago over the State was successful and has brought the metropolis much business, the Saginaw Board of Trade is engineering a similar trip, to be taken the last week in September or the first week in October.

It will be over the lines of the Pere Marquette from Port Huron to Ludington and Manistee, the Michigan Central from Mackinaw to Saginaw, the Detroit & Mackinac from Bay City to Cheboygan and possibly through the Upper Peninsula from the Soo to Newberry.

Thirty of the largest jobbers are to go and the trip will cost several thousand dollars, being made by special train. Stops will be made at every station where the merchants buy goods from Saginaw dealers, and the trip will take six days.

Its purpose will primarily be to show the advantageous location of this city as a wholesale and shipping center and thus to boost the city, and secondarily to allow the managers of the various large institutions to form a personal acquaintance with their trade.

#### Will Soon Make Complete Vehicles.

Flint, Sept. 16—Work was commenced the past week on a large addition to the plant of the Flint Varnish Works, owned by the Durant-Dort Carriage Co., and which supplies the half dozen separate carriage plants of the company with all the oils used in the finishing of vehicles.

The varnish plant is located in the north end of the city and is one of the industries which are constantly being brought here with the ultimate object of making it possible to manufacture and finish a complete vehicle in this city, a condition which prevails in few, if any, cities in the United States.

The capacity of the plant for refining oils will be doubled by the addition of four melting stacks to the four stacks already in commission, while the tank or storage capacity will be increased by 60,000 gallons. The foundation for the addition to the present building is well under way, and will be pushed to completion as rapidly as possible. The enlargement of the plant will represent a total expenditure of about \$10,000.

That which makes the home brighter brings heaven nearer.

Taking pains for others is often a path to peace for ourselves.

A little secular succor is worth a lot of sacred sympathy,

#### COFFEE SITUATION.

##### Large Advance at This Time To Be Depreciated.

New York, Sept. 17—Since the issue of our last circular, our market declined materially, sinking at one time to the lowest point of the year. From that point the market has reacted sharply.

It would be seasonable, therefore, to inquire whether or not we have reached a sound basis, to weigh the influences which are contending toward different directions in the market.

In dealing with this question, we believe it should be conceded from the outset that under circumstances such as have existed in the past, in view of the unexpectedly large outturn of the Santos crop, we should to-day be standing on a considerably lower level of prices even than that which we have touched recently.

Circumstances, however, have materially changed and are changing all the time. If production is large, consumption too has made enormous strides, and what would have been an overwhelming crop not many years ago would hardly suffice to-day to fill requirements. To this circumstance we pointed in our circular of July 4th last, in which it was shown that the consumption of Brazil Coffees had increased 310,000 bags during the crop season of 1904-5, and 480,000 bags during that of 1905-6, as compared with the consumption of the years immediately preceding.

Valorization, fallacious as it appears in principle and impotent as it seems to us in its ability to insure permanent results, is not by any means dead yet, and a decline in the market in itself is sufficient to set all the coffee growing interests in Brazil to clamoring for its speedy enactment. While the market was advancing and the planters were receiving a fairly remunerative price for their product, the necessity for the actual operation of the Law could not have seemed so pressing as it does when the market recedes and prices are approaching the cost of production. In spite of the large crop, the application of the Law in the near future could not fail to raise values sharply to a point considerably above that reached in the recent advance, and the serious agitation of the question of itself will suffice to stimulate the market once again.

Unfavorable crop reports reach us with marvelous precision and clock-like regularity year after year about this time. We all know they are coming, and being forewarned, we should naturally be forearmed. But we are not. We await the inevitable with serene tranquility. It comes. Up goes the market. Everyone asks: "What is it? Unfavorable crop news or Valorization?" The answer is: "Neither. Market has jumped on the announcement of the anticipation of unfavorable crop news." If the announcement of the anticipation of such news can put the market up 35 points in one day, what will happen when we really get the news, the

news which we have been awaiting all along?

And when we sift the thing right down to the bottom, what does all the crop news amount to in the end? When in April of this year some of the best-posted houses in the line were misled to the extent of three millions of bags as to the outturn of the current crop, how near the truth can we expect to get this month and next as to the dimensions of the crop following? And still, the market will surely respond to the reports.

The consuming trade in this country, as well as in Europe, is still poorly supplied. They fought the recent advance tooth and nail and they still maintain a hand-to-mouth policy. With such a decline as we had, a slight modification of such a policy and the carrying of somewhat more liberal stocks, on the lower basis of values, should be encouraged and could not be attended with much risk.

In saying the above, we are not taking an altogether rose-colored view of the situation by any means. We do not overlook the fact that production this year is in excess of consumption to the extent of about one million bags, nor do we shut our eyes to the menace to the market which would appear should another large crop follow the present one. In such a case, Valorization itself would be powerless to stem the falling tide; but, for the present, we do not expect to hear any but unfavorable reports regarding conditions of the trees in Brazil, and the application of Valorization, or even the renewal of agitation for its application, as before stated, could not fail to give another impetus to the market.

A large advance at this time is, in our opinion, to be deprecated, and would, we believe, be dangerous in the extreme. It is, however, but natural to reason that, after a period of steady and serious decline such as we witnessed, a healthy, though moderate, reaction from the low level reached is in order.

Henry Nordlinger & Co.

#### Evidently a Model Improvement Association.

Marlette, Sept. 16—When the Marlette Business Men's Association was organized last spring the only man proposed for Secretary was Dan C. Merrill, which is an indication of that gentleman's standing in this place. He is Assistant Cashier of the Commercial State Bank, and also Second Vice-President and a large stockholder in the institution.

The Association is formed for the general good of the village, has nearly 100 members and is in an extremely healthy condition financially. As a means of getting acquainted with the farmers of the vicinity entertainments have been provided for the men of each mail route leading out of the village, to which all seem glad to come. Lunch is served and the evening spent in social enjoyment. The Association is ready to back anything that is for the good of this place.





DEVOTED TO THE BEST INTERESTS  
OF BUSINESS MEN.

Published Weekly by  
**TRADESMAN COMPANY**  
Grand Rapids, Mich.

**Subscription Price**

Two dollars per year, payable in advance.

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

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

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

Entered at the Grand Rapids Postoffice.

E. A. STOWE, Editor.

Wednesday, September 19, 1906

**A PUBLIC NUISANCE.**

Long since has passed the day when acrimonious disputation over creeds and platforms can be made profitable, either to individuals or communities, so that the recent exhibition at Cadillac, based upon the chagrin and vindictive mood of a man who has a grouse on as to a religious denomination with which he claims relationship, was in bad taste, useless and reprehensible. Politics is a public necessity that is sometimes agreeable; an admission which under no conditions can be made in relation to denominational quarrels.

There is a percentage of people who read, consider, remember and form opinions, on religious topics, economics and current affairs, so tremendously large that any tempest in a teapot similar to the one at present simmering at Cadillac is not only a mere waste of wind and temper, but is an unnecessary irritation of the general public, to say nothing of the unwarranted publicity given to a chronic trouble maker.

**SHOULD BE COMMENDED.**

Following the earthquake and fire in San Francisco the question of first and greatest importance was with reference to the insurance. As already announced, something like thirty-five companies have paid up their losses and are presented with a clean bill of health. There are other companies which threaten to repudiate their San Francisco contracts, announcing that they will stand suit and do their very best to defend themselves against any attempt to collect. Litigation, even if successful, would delay the payments of the claims for a year or two at the shortest and thus impose great hardship upon the San Francisco insured. Taking notice of these declarations, the insurance Commissioner of Nevada has made formal announcement that companies threatening to repudiate their San Francisco risks will not be permitted to do business in his State if they make those threats effectual. He has sent word to this effect to the companies.

Following his notification there has been a disposition to suggest that the Nevada Insurance Commissioner attend to his own business and leave

that of California alone. He has done nothing or offered to do nothing that should in any way interfere with any risk or any business matter between the companies and the insured of any adjoining state. What he has done is to endeavor to protect the policy holders in his own State whom he was selected to represent. He has the right to assume and to say that when thirty-five companies pay up their San Francisco losses promptly they are entitled to respect and confidence and that when other companies under precisely the same circumstances refuse to pay, that the people of Nevada are entitled to know the fact and be warned thereof. It certainly comes within the scope and jurisdiction of his office to make just such facts known and to show just such declarations to the people of Nevada. A fire insurance company that repudiates a contract in one state raises the suspicion that it may do so in another if conditions suggest the adoption of such a course. Instead of being criticised, the Insurance Commissioner of Nevada should be commended.

**GOVERNING BY COMMISSION.**

As every one knows, the city of Washington has neither mayor nor aldermen and yet it is managed pretty well despite this disadvantage. It is governed by a commission and very well governed at that. To be sure, Washington has different circumstances from any other city in the country, a fact which has been cited as an argument why the same system would not work as well elsewhere. The truth about it is that the same system wherever adopted has worked satisfactorily. In the September issue of The World To-Day C. Arthur Williams has a very interesting article on Governing Cities by Commission. It tells what has been done in Galveston, Houston and Dallas. Other cities have watched the system, talked about it and approved it. Of course, the practical politicians who play the game 365 days in the year are not friendly to the plan, for obvious reasons, but that is not really a very strong argument why it should not be adopted. The commissioners can be elected by popular vote if desired and thus the idea of representative government retained.

After the disaster at Galveston there were manifest reasons why a government by commission at that time and under those circumstances was desirable and accordingly it was provided. Under the old system the city, devastated as it was by a storm, would have been plunged deeper into debt. The commission brought about an exactly opposite state of affairs. When it took hold Galveston's floating debt was upwards of \$156,000. In three years it was wiped out entirely, besides \$10,000 expended in satisfying old claims and judgments and about as much more in the liquidation of interest charges. Street improvements to the value of over \$100,000 were made and about a third as much spent on other municipal betterments. All this was done without raising a dollar by bonds. It was accomplished by the collection of all

the taxes due, the elimination of graft and waste and the introduction of businesslike methods. The average tax rate for two dozen places the size of Galveston was \$2.35, while under the commission system the tax rate there is \$1.72. A similar improvement was brought to pass by the adoption of like methods in Houston, which followed along the same lines. There are other cities that have this plan in part or are contemplating its adoption. Certainly it is attracting more favorable attention every year.

**OUTRAGEOUS IMPOSITION.**

Ever since the days of the late Warren P. Mills, Canton Smith, Robert Shoemaker and other of their associates in the early management of the Grand Rapids Hydraulic Company, there has been a legend that the water served by that company is obtained from springs. And there is another tradition that once upon a time this company lost its franchise—a result of legislation or courts or something.

And yet it is no uncommon experience to-day, for those who are alleged customers of the Hydraulic Company, to discover tiny fish, alive and active, in their bath tubs, and in one instance at least a moderate-sized leech or blood-sucker came alive through the service pipes. Perhaps there is nothing uncommon about this because fishes and blood-suckers, it is well known, are native to fresh water springs and detest brooks, creeks, ditches, rivers, ponds and stagnant sections of water.

In view of this fact it is interesting to know that during the past three months wherever the Hydraulic Company's service extends, there has been a woeful lack of water. One particular instance is that of Portsmouth Terrace, which has no other water service than that of the Hydraulic Company. For three months the fourteen or fifteen dwellings on the Terrace have been without water at least one-half of the time, so that lawns are burned to a crisp and the patience of householders is exhausted.

About a month ago the Public Works people delivered twenty or thirty lengths of six inch water mains along the Terrace, as evidence that late next fall or the autumn thereafter the city water service will be extended through that thoroughfare. And so, after all, there is a ray of hope. Meanwhile, too, the city may find it in its heart to take up the matter of the Hydraulic Company's franchise. Thus, if the Portsmouth Terrace people will try to put up with minnows, blood-suckers and a most injurious lack of water for another year or two, they may then sell their property at forced sale and move to a more favored locality.

If an automobile runs over you do not class it as an accident. It is merely an attempt to set right any physical defects you may have. Since they ran over the deaf mute up in Sisseton, S. D., the other day and caused her to gain her hearing, it is to be expected attempts will be made in other quarters to beat the record.

**THE SUCCESSFUL MERCHANT.**

The successful merchant is one who engages in business with right motives. He is honorable and fair in dealing because it is right. His sole object is not to gain money; therefore he is not urged on by greed to unreasonable gains. He is in business to fill a public need, to secure a respectable livelihood and to accumulate something for the future.

He does not take unfair advantage of competitors. If they treat him right he speaks well of them. If they plot and scheme to injure him he pays as little attention to them as possible and gives his best thought to his own business.

He endeavors to sell that class of goods which will be most satisfactory and economical for his customers.

Whatever he does he does well, therefore he does not undertake more than he can do. He is careful not to have too many irons in the fire at one time.

He is not a speculator. He buys the goods his trade requires in reasonable quantities and at the most favorable seasons. He does not tie up his capital in surplus goods, yet he aims to buy enough. Very rarely is he ever "just out" of staple goods. He keeps a close watch on stock, studies future needs and orders in ample time.

He pays his bills promptly. He saves his discounts whenever possible. He keeps his credit good.

His personal and family expenses are kept within reasonable limits and are invariably gauged according to his income. He does not cripple his business to live in style.

He takes needed vacations, but he does not leave his business to subordinates half the time to go camping, fishing or viewing sporting contests.

He does not mix politics with business, but he does carry his conscience into his business dealings.

He does not pass over little acts of carelessness, little inattentions to business, little irregularities on the part of clerks until they become a menace to his store's reputation. He does not allow misconduct to continue until a thorough overhauling is necessary.

He always gives good weight, good measure and good value, and demands the same of others.

He knows how to take a loss cheerfully. He knows when to let go of an unprofitable line. He does not hang on to out-of-date or damaged goods. He gets them out of sight as soon as possible. Some one gets them at a price which satisfies them.

He is never surly or morose. He may become angered, but he does not fly to pieces.

He believes in system; he believes in advertising; he has confidence in himself; he takes pride in his establishment; he loves his vocation; he aims to please his patrons and do right by all his fellow men. He desires to make life as well as business a success.

The man who lives for fun dies a fool.



## BRASS SHOWED THROUGH.

## Young Men Who Affect Much Cheap Jewelry.

Written for the Tradesman.

The young man who stood before the grocer's desk looked like he had been rifling a twenty-five cent prize package. He wore a double watch-chain, which formed a shining "W" high up on his vest front. There was a pin in his tie, and a slender chain was looped from that. His cuffs showed two inches below the sleeves of his coat, and cuff-buttons about as large as silver dollars were in the white linen. His fingers were ornamented (?) with numerous rings of various kinds.

Take all in all, the jewelry he wore was worth about a dollar and a half. He adjusted the chains and rings tenderly, as if to call attention to ornaments which really ought to be kept at the banker's because of their value. For the rest, the young man was neatly dressed.

"As I was saying," he said to the grocer, "I have just moved into this division of the city, and shall want a line of credit. I draw my salary monthly, and of course pay my bills monthly."

The grocer looked the young man over, taking note of the shining things he wore.

"I see," he said, shortly.

"So, if you think it's all right," continued the young man, "I'll take a book and begin trading with you at once. My wife does most of the buying, so you won't see me very often."

"I see," repeated the grocer.

The young man waited for the book. The book did not materialize.

"Have you a book there?" he asked.

"I'm in something of a hurry."

"I see," said the grocer. "Then you would better not wait. I'm not opening any new accounts."

"Why, I thought it was all fixed," said the young man.

"I see," said the grocer. "I'm not opening any new accounts."

"You're a slick old dub to keep me here talking for half an hour when you might have given me my answer at once," cried the young man.

"I see," said the grocer. "Get out!"

"I'll get out fast enough," said the young man, "though I ought to take a punch at your nose before I go. You 'see' a lot of things, you do."

"I see," said the merchant. "Henry," he added, calling to a muscular clerk, "come and help carry this over to the brass foundry. We'll have it melted up."

The young man did not wait. He ducked out of the door and walked swiftly down the street until he turned a corner.

The grocer sat back and laughed until his sides shook.

"Why didn't you give him credit?" asked a customer who had witnessed the scene. "He looked all right to me."

"I see," observed the grocer. "Did you notice the blooming brass on him? Wasn't that enough to settle the question of credit?"

"I don't understand," replied the customer. "Lots of people wear

cheap jewelry, and lots of it, just as this young man does, and get credit, too."

"I see," replied the grocer, "but not here."

"Must a man wear real diamonds to get a book here?" asked the customer, with a smile. "If all people were rich enough to wear the real thing they wouldn't have to ask for credit."

"I see," said the grocer. "There are people who wear cheap jewelry because they don't know any better. They are both in the cheap jewelry class. Their friends and associates wear cheap jewelry and they imitate them. As I said before, they are in that class and are excusable on the ground of early education and environment."

"There must be a moral floating around somewhere," said the customer, "but I'm too dense to catch it."

"I see," said the grocer. "Now, if this young man had belonged to that class I should not have trusted him, but I should have accorded him better treatment."

"What class does he belong to, then?" asked the customer.

"To the make-believe class," was the reply. "He knows a thing or two about life, or thinks he does. At least he knows good jewelry from bad, and he knows the effect jewelry has on any man who doesn't know the good from the bad. I should judge, also, that he knows the bad taste of wearing a lot of brass ornaments. I don't believe he wears that stuff around the place where he works, or out among his friends. He just put it on to come in here and paralyze me with the glory of it. Probably thought that I would be impressed with the array of tinsel. That is what made me angry with him. Some of us grocers received our education in the ward schools, but we have to be possessed of common sense in order to keep our heads above water."

"The fellow may be all right," said the customer.

"I see," said the grocer. "Every man who goes about swathed in cheap jewelry is a walking violation of the law against false pretenses. His object is to make people think he is different, financially, from what he is. He is a great big bluff. The only wonder is that they don't catch on and cut it out."

"They deceive a whole lot of people," said the customer.

"I see," said the merchant. "The cheapest bluff will stick in some places, but the places where they stick is usually not worth while. When a young man comes to me encased in a lot of brass goods I place him in one of two classes. He is either a very cheap man who does not know any better, or he is trying to create an impression in my mind of great prosperity. In other words, he is either a person of low intelligence or a big bluff. It didn't take long to size up the young man who was just here. He was a bluff, pure and simple. He came in here to do me. If he had stepped up to my desk with three cards and started in

to show me a funny game he got up against down on Market street I couldn't have been any angrier with him. Perhaps I should have bumped him on the head with a ruler and asked: 'So that is what you think of me, is it?' In this case I couldn't do that."

The customer laughed.

"You're a keen old fellow," he said.

"I see," said the grocer. "It is an insult to the intelligence of the men you do business with to go around plastered all over with cheap jewelry. The people who meet this form of animal life think about like this: 'You think I'm a fool. You put on this stuff to give me the impression that you are rich. If you had a little more brass in your face you would be telling me about your fast horses and your bank stock. You are the fool, if either of us is weak mentally, for I see through you and you do not know what is in my mind.' Isn't that right?"

"That is the way I size such people up," replied the customer. "It is a wonder they do not catch on."

"I see. Now and then a young man comes to me looking for work. If he is spotted with brass jewelry I don't talk with him. I don't object to the real stuff, but I do think a young man had better start a bank account than daub his money on his shirt front. I'm an old man, but I never owned a diamond. I never expect to."

"Then you never will wear jewelry," said the customer.

"I see," said the grocer.

And the customer went away thinking that it might be well to print what the old grocer had said. And here it is.

Alfred B. Tozer.

Divorce cases are so numerous in this country that many believe that stringent laws alone will save us from disgrace in the eyes of the world. But in the little kingdom of Saxony nearly four marriages in every one hundred were annulled during 1905. It is claimed that the indirect cause of the great majority of domestic troubles is the aggravated conditions which surround the struggle for existence in commercial and industrial life. That beats us and besides very few marriages are annulled here for purely financial reasons.

## First Radium.

When Prof. Curie was run over and killed on a street of Paris not long ago the entire world recognized that it had lost one of its foremost experimenters. Yet it was only six years ago that the wonderful element, radium, which he and his wife had discovered, passed almost unnoticed among the exhibits in a Paris exhibition, and a stranger, seeking the physicist, found him only through the lucky help of a street gamin.

In the 1900 exhibition in Paris the compilers of the catalog and the jurors entirely overlooked the tiny vial containing its speck of radium, which the Curies had sent. An exhibitor of diamonds, annoyed because its presence spoiled the color of his jewels, had put it out of sight. An English visitor, however, who had read a reference to the discovery in an obscure journal, hunted it up, and later set out to find the discoverers.

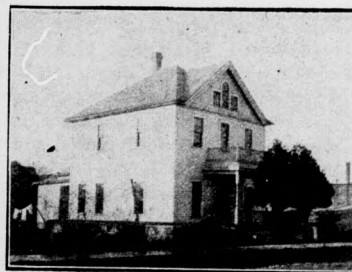
He went to many places, the Mines school, the Sorbonne, and elsewhere, but no one in any of them could tell him anything of the Curies. At last, by a strange chance, he ran across a gamin who had heard of radium from a chum who worked as an attendant at the city of Paris industrial laboratory, where Curie then worked. By this roundabout information the Englishman was brought to Prof. Curie, who was a little amazed, but pleasantly so, to find that one was at last interested in what they were doing.

Mme. Curie, he said, had herself pounded in a mortar, with her own hands, all the pitchblende from which the speck of radium had been obtained. Pitchblende was costly, and she had not wasted a grain. She had ruined her hands in the work.

They were then spending every penny for pitchblende. Mme. Curie had given up gloves entirely, and was wearing very old and badly patched cheap shoes and old-fashioned clothes. The professor had on old shoes and a threadbare coat—his only coat. Their little girl was dressed as cheaply. But by their economy and their diligence they had enriched humanity incalculably by their discoveries in radio-activity and their isolation of radium itself.—London Truth.

The only religion that can win men is the one that calls them to work.

Residence Covered with Our Prepared Roofing



More Durable than Metal or Shingles

**H. M. R. Brand**  
Asphalt  
Granite  
Prepared  
**Roofing**

All Ready to Lay

Write for Prices

**H. M. REYNOLDS ROOFING CO., Grand Rapids, Mich.**  
Department A

Established 1868



## MAN'S WORK POWER.

## Reasons Why It Is His Highest Endowment.

In an old elocutionist's manual is a lively picture of two budding girls at study. They ambitiously announce their virtuous purpose of learning their lesson and forthwith sally forth into a chatter of gay gossip, returning to their book sometime later for a momentary peep ere precipitating their scholarly fingers into the candy box. Thus, reinvigorated for further labors, they put to each other a second lesson question, which remains in unanswered neglect while the more momentous issue of fall fashions is ventilated, the candy box coming out also for an airing, and work being recalled intermittently the while; and so on in diverting spasms until the bell rings and the two zealous students are prostrate with exhaustion from overwork. Unspeakable toils! But 'tis ever thus with all primitive toilers, both male and female. They can eat much and play much, but of work they can do little.

"Accustom thyself to overcome and vanquish these passions: First gluttony, sloth, sensuality and anger," runs one of the golden verses of Pythagoras, placing among the primary human weaknesses that root inertia of undeveloped man which has been discerned alike by the wise men from the east and the sages of the west. Lester F. Ward, the sociologist of wide renown and worthy of wider, details in some minutiae the pains to which Mother Nature has been to teach her children how to labor. It has been a matter of centuries of serfdom under the conqueror's lash, a truly compulsory education to develop man's latent capacity for toil. Yet, once acquired, the ability to labor naturally became habitual and automatic and hereditary, even pleasant. In the elder days gentlemen of degree were skilled dyers, tanners, weavers. And ever since, and ever before, the most illustrious among mankind always have been those endowed as a birth-right with the power for huge toils.

The secret of work power lies in the quantity and quality of energy, vitality, life. These are synonymous with activity. The man with a large amount of energy is certain to be active and—if his energy be of a high order he is as certain to be seriously and usefully active—to work. The learned long ago have bespoken the history of the race in the individual; as an infant he is a primitive savage; as a lad, a barbarian; with adolescence and adulthood he merges into civilization. To this may be added the affirmation that the history of the world is reproduced in the race. The world has evolved from an inert mass of chemicals, of dry land and lapping sea, to a palpitating, breathing, lively, living being, with growing green and nimble animals and thinking men; it has unfolded in its evolution an ever increasingly mobile life, from the mineral kingdom with chemical affinities, movements, and rests, through the vegetable kingdom and its plant sensations and sagacities,

into the animal kingdom with its free locomotion and incipient emotional and mental activities, and thence into the human domain with physical, intellectual, and spiritual functions; it has, in its development, liberated a vast life which was fast asleep in the stone, which dreamed in the vegetable, which awoke in the animal, which arose and walked in the man. Up from the inorganic world to man has surged a great life wave, "cribbed, cabined and confined" in ore and stone; breathing more freely in nodding flower and shooting green; running and flying in antelope and bird; speaking, building, reasoning, worshipping in child and man; it has evolved from torpor, inertia, and inactivity into industry, life, enterprise.

So with man. In his early stages he is sluggish, inert, and indolent of body, in a stupor as to mind, lifeless as to spirit. As evolution proceeds he becomes increasingly mobile and active. The stage of his evolution is inflexed in his bodily and mental activity. Laziness simply is the natural condition of the early stages where the inner life is inhibited by form, the ensouling energy by matter. It is an imprisonment of mobile spirit by a "too, too solid flesh," an all too gross material easement. Enterprise, activity, ambition, aspiration are marks of the liberated life in the later stages, of energy freed from fleshly heaviness. Whereas the savage sadly is lethargic save when goaded on by the pressure of hunger or some other resistless force of the body, the highly evolved man, on the contrary, overflows with divers activities which are his delight, and foregoes even to the point of detriment his elemental bodily needs for the sake of pursuing his favorite occupations. Some of the noblest scientific work of England, of the world, has been accomplished by men to the title and to the manner born, who have followed their arduous calling for its pure delights. Lord Kelvin, Sir William Crookes, Sir John Tyndall, Sir Oliver Lodge, Sir Isaac Newton are but a few random names from England's roll of honor. And, even so, the money making Americans long after they have satisfied their wants, and created new wants and satisfied them until wants are no longer creatable commensurate with their spending power, even these, our gentry of gold and silver, our lords of the dollar, go happily on with their toils out of pure love, and cry out their condemnation on whomsoever dares call: "Enough!"

This not only. The man evolved enjoys hard labor. One wise man already cited, Mr. Ward, notes that if people would but content themselves with the easy things they can do well instead of aspiring to harder things they can do but indifferently, some of the world's work would be done better. All this is natural and inevitable as we understand the evolution of life out of its cribs and cabins in the early gross stages of humanity into its hard-won freedom. Of course the advanced man likes to work. His life is free and abounding, and seeks outlets through a thousand channels. It only is in the less developed man where the life still is in prisons pent

that it is hard to work, irksome to work. The life has not full sway. It is fettered and chained.

Expansion and power are the natural results of the freedom. The savage busies his head and hands about himself alone. The philanthropist works for a world, the man of letters for an age. The greater the man, the greater the sphere of his labors. The works of a saint, of a genius, of a Shakespeare, of a Buddha, endure for all time and overspread the earth. And these are not the works of their hands, as are the efforts of the crude human being; they are the works of the mind, of the soul. It only is natural and inevitable that as activities evolve they should wax increasingly useful, should rise in degree, should acquire beauty and benevolence. The life wave, passing up through the human kingdom, vivifies first the body, then the mind, and, finally, the spiritual faculties, each becoming ever freer and more powerful and more pleasurable as it attains full liberty. The primitive man works with his body, the advanced man with his intellect, the godlike man with his spiritual powers. In human exemplars like the Buddha, like the Christ, the life is liberated wholly and expanded, and has attained its zenith and evinces its inherent might and splendor. Well-a-day for the two boarding school misses that the race whereto they belong, that they themselves, as their evolution progresses, can be workers such as these. Ada May Krecker.

## Human Bones for Fertilizer.

An English newspaper printed the following gruesome article in 1822: "It is estimated that more than a million of bushels of human and other bones were imported last year from the Continent of Europe into the Port of Hull. The neighborhoods of Leipsic, Austerlitz, Waterloo, and of all the places where, during the late bloody war, the principal battles were fought have been swept alike of the bones of the hero and of the horse which he rode. Thus collected from every quarter, they have been shipped to the Port of Hull, and thence forwarded to the Yorkshire bone grinders, who have erected steam engines and powerful machinery for the purpose of reducing them to a granular state. In the latter condition they are sent chiefly to Doncaster, one of the largest agricultural markets in that part of the country, and are there sold to the farmers to fertilize their lands. The only substance gradually evolving as the bone calcines makes more effective manure than almost any other substance, particularly human bones. It is now ascertained beyond any doubt that a dead soldier is a most valuable article of commerce. It is a singular fact that Great Britain should have sent out such multitudes of soldiers to fight the battles of this country upon the Continent of Europe, and should then import their bones as an article of commerce to fatten her soil."

Everything that is helpful to humanity is to that extent only holy.

## Keeping the Windows Clean.

There are more dealers than might at first be thought who fail to keep their windows as clean as they should. A show window gets dirty easily, and when it isn't properly cleaned when it is cleaned, it will get dirty the next time much quicker. Soon it begins to get a positively dingy tinge.

Some may think that this can be addressed to but few dealers, and those among the smallest. But they are mistaken. A walk through the principal streets of any big city will bring to view a surprising percentage of stores whose windows are by no means as bright as they should be. Some of them would pass all right at a casual inspection, and others seemed just a little bit dingy at the first glance.

In some cases the dealer had arranged an excellent and attractive window display, the value of which was entirely lost by the fact that the dull window made the goods look anything but fresh as they appeared through the glass. When the dealer has his window cleaned, and he should have it done often, and never skipped, let him always examine it after the washing is over. It's a little thing to do, and it will keep the window cleaner from shirking his work.

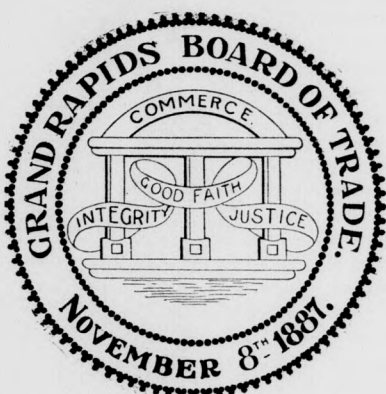
It isn't a pleasant job, cleaning a big show window, and if there is a chance to skimp the worst parts a little perhaps it is taken advantage of. A little dirt left on one week is harder to get off the next week, and still harder the third week. If it is left on still longer, it becomes a permanent smudge and the window makes the whole shop look shabby to a passerby.

Often, the dealer won't have noticed it because he seldom looks closely enough at the window to see it, just as an article of furniture that has become shabby will be noticed last by the people who live in the house. Let every dealer who reads this go out and take a good look at the glass in his window. It is possible that he may see something he never saw before, and which ought to be remedied at once.

## Melted Ice to Produce Electricity.

Now the ice of the Alps is to furnish light and power to an Italian city and for the second time science has conquered easily the great barrier that loomed before Hannibal and Napoleon. Having gone through the Alps by way of the Simplon tunnel, modern invention now will transform the beauty of the mountains into utility. At the foot of a snow-clad peak on the southern slope is a waterfall, the torrent of which is fed from glaciers. Forty miles away is Turin, with an antiquated and inadequate system of lighting. The lesson taught by our own Niagara was learned easily by the Turini. A great hydraulic power plant is being erected in the gorge, and the waterfall will generate an electric current, furnishing both light and power for the distant municipality. It is estimated that the expense of operation will be small, and the cost of the current will be the minimum.





# Perpetual

## Half Fare

# Trade Excursions

## To Grand Rapids, Mich.

Good Every Day in the Week

The firms and corporations named below, Members of the Grand Rapids Board of Trade, have established permanent **Every Day Trade Excursions** to Grand Rapids and will reimburse **Merchants** visiting this city and making purchases aggregating the amount hereinafter stated **one-half** the amount of their railroad fare. All that is necessary for any merchant making purchases of any of the firms named is to request a statement of the amount of his purchases in each place where such purchases are made, and if the total amount of same is as stated below the **Secretary of the Grand Rapids Board of Trade**, Board of Trade Building, 97-99 Pearl St.,

**will pay back in cash to such person one-half actual railroad fare.**

### Amount of Purchases Required

If living within 50 miles purchases made from any member of the following firms aggregate at least.....	\$100 00
If living within 75 miles and over 50, purchases made from any of the following firms aggregate .....	150 00
If living within 100 miles and over 75, purchases made from any of the following firms aggregate .....	200 00
If living within 125 miles and over 100, purchases made from any of the following firms aggregate .....	250 00
If living within 150 miles and over 125, purchases made from any of the following firms aggregate .....	300 00
If living within 175 miles and over 150, purchases made from any of the following firms aggregate .....	350 00
If living within 200 miles and over 175, purchases made from any of the following firms aggregate .....	400 00
If living within 225 miles and over 200, purchases made from any of the following firms aggregate .....	450 00
If living within 250 miles and over 225, purchases made from any of the following firms aggregate .....	500 00

**Read Carefully the Names** as purchases made of any other firms will not count toward the amount of purchases required. Ask for "Purchaser's Certificate" as soon as you are through buying in each place.

<b>ACCOUNTING</b> A. H. Morrill & Co.—Kirkwood Short Credit System. <b>ART GLASS</b> Doring Art Glass Studio. <b>BAKERS</b> Hill Bakery National Biscuit Co. <b>BELTING AND MILL SUPPLIES</b> Studley & Barclay <b>BICYCLES AND SPORTING GOODS</b> W. B. Jarvis Co., Ltd. <b>BILLIARD AND POOL TABLES AND BAR FIXTURES</b> Brunswick-Balke-Collander Co. <b>BLANK BOOKS, LOOSE LEAF SPECIALTIES, OFFICE ACCOUNTING AND FILING SYSTEMS</b> Edwards-Hine Co. <b>BOOKS, STATIONERY AND PAPER</b> Grand Rapids Stationery Co. Grand Rapids Paper Co. Mills Paper Co. <b>BREWERS</b> Grand Rapids Brewing Co. <b>CARPET SWEEPERS</b> Bissel Carpet Sweeper Co. <b>CARRIAGES</b> Brown & Sehler Co. <b>CARRIAGE AND WAGON HARDWARE</b> Sherwood Hall Co. Ltd.	<b>CONFECTIONERS</b> A. E. Brooks & Co. Putnam Factory, Nat'l Candy Co. <b>CLOTHING AND KNIT GOODS</b> Clapp Clothing Co. <b>COMMISSION—FRUITS, BUTTER, EGGS, ETC.</b> C. D. Crittenden E. E. Hewitt Yuille-Zemurray Co. <b>CEMENT, LIME AND COAL</b> A. Himes A. B. Knowlson S. A. Morman & Co. Wykes-Schroeder Co. <b>CIGAR MANUFACTURERS</b> G. J. Johnson Cigar Co. Geo. H. Seymour & Co. <b>CROCKERY, HOUSE FURNISHINGS</b> Leonard Crockery Co. <b>DRUGS AND DRUG SUPPLIES</b> Hazeltime & Perkins Drug Co. <b>DRY GOODS</b> Grand Rapids Dry Goods Co. F. Steketee & Sons <b>ELECTRIC SUPPLIES</b> M. B. Wheeler Co. <b>FLAVORING EXTRACTS AND PERFUMES</b> Jennings Manufacturing Co. <b>GRAIN, FLOUR AND FEED</b> Valley City Milling Co. Voigt Milling Co. Wykes-Schroeder Co.	<b>GROCERS</b> Judson Grocer Co. Lemon & Wheeler Co. Musselman Grocer Co. Worden Grocer Co. The Dettenthaler Market. <b>HARDWARE</b> Foster, Stevens & Co. Clark-Rutka-Weaver Co. <b>HARNES AND COLLARS</b> Brown & Sehler Co. <b>HOT WATER—STEAM AND BATH HEATERS.</b> Rapid Heater Co. <b>LIQUORS, WINES AND MINERAL WATERS.</b> The Dettenthaler Market. <b>MATTRESSES AND SPRINGS</b> H. B. Feather Co. <b>MEATS AND PROVISIONS.</b> The Dettenthaler Market. <b>MUSIC AND MUSICAL INSTRUMENTS</b> Julius A. J. Friedrich <b>OILS</b> Standard Oil Co. <b>PAINTS, OILS AND GLASS</b> Goble Bros. V. C. Glass & Paint Co. Walter French Glass Co. Harvey & Seymour Co. Heystek & Canfield Co. Pittsburg Plate Glass Co. <b>PIPE, PUMPS, HEATING AND MILL SUPPLIES</b> Grand Rapids Supply Co. <b>SADDLERY HARDWARE</b> Brown & Sehler Co. Sherwood Hall Co., Ltd. <b>PLUMBING AND HEATING SUPPLIES</b> Ferguson Supply Co. Ltd.	<b>READY ROOFING AND ROOFING MATERIAL</b> H. M. Reynolds Roofing Co. <b>SAFES</b> Tradesman Company <b>SEEDS AND POULTRY SUPPLIES</b> A. J. Brown Seed Co. <b>SHOES, RUBBERS AND FINDINGS</b> Herold-Bertach Shoe Co. Hirth, Krause & Co. Geo. H. Reeder & Co. Rindge, Kalmbach, Logie & Co. Ltd. <b>SHOW CASES AND STORE FIXTURES</b> Grand Rapids Fixture Co. <b>STOVES AND RANGES</b> Wormnest Stove & Range Co. <b>TINNERS' AND ROOFERS' SUPPLIES</b> Wm. Brummeler & Sons W. C. Hopson & Co. <b>WHOLESALE TOBACCO AND CIGARS</b> The Woodhouse Co. <b>UNDERTAKERS' SUPPLIES</b> Durfee Embalming Fluid Co. Powers & Walker Casket Co. <b>WAGON MAKERS</b> Harrison Wagon Co. <b>WALL FINISH</b> Alabastine Co. Anti-Kalsomine Co. <b>WALL PAPER</b> Harvey & Seymour Co. Heystek & Canfield Co. <b>WHOLESALE FRUITS</b> Vinkemulder & Company
---	---	--	--

If you leave the city without having secured the rebate on your ticket, mail your certificates to the Grand Rapids Board of Trade and the Secretary will remit the amount if sent to him within ten days from date of certificates.

## FIRE PROOF BUILDINGS.

## The Fire Loss Is Our Greatest Extravagance.

For years we have built our houses flimsily, somewhat through motives of alleged economy, but more largely through ignorance. The result is that we are indulging in a fire loss to-day that exceeds that of any other nation on earth, actually and per capita. We burn up over \$230,000,000 worth of property a year, normally, and it is difficult to know when to apply the term "normal." Each great fire is called "the greatest of our times" and is supposed to last us for a generation. We thought that when Baltimore was afflicted; but here comes San Francisco within two years, and several not to be despised fires in the interim. San Francisco's fire loss means at least \$300,000,000 destroyed. That, added to the \$200,000,000 we reasonably can expect as the ordinary loss of the year, makes \$500,000,000; and our most flowery calculations can but reach \$750,000,000 as the highest possible value of all the new building to be done this year. Who tells us that we will not have a conflagration next year—we surely have done nothing to prevent it—and that these huge losses really are the normal annual waste? Destroying more than half of what we build spells ultimate bankruptcy.

These appalling losses primarily are due to the people's ignorance, then to the criminal carelessness of those who ought to know—the architects—the inadequacy of our building laws generally, the laxity of their administration, and, finally, in great degree to the fact that we are aided and abetted in our folly by the gentlemen constituting the insurance companies, who always have shown a willingness, an anxiety, to gamble with us in the "heads I win, tails you lose" game in the fire question. Meanwhile, those same companies have absorbed \$1,610,883,242 of the people's money in premiums on the gamble, of which sum much less than half has been returned to the people in paid losses—and the rest necessarily has "gone to the house."

Besides that, we are paying \$130,000,000 or so in salaries for the maintenance of expensive fire departments, another \$100,000,000 or more for fire water supply, and probably another \$100,000,000 for other fire incidents. It is not exceptional when we destroy over 6,000 lives by fire in a year's time. Every day in the year 36,000 lives directly are endangered by fire, while, of course, every mother's son of us is in that indirect peril every moment he is in or near a burnable building.

The San Francisco disaster is an object lesson demonstrating the folly of our mode of construction. A few, perhaps fifty of the newer and larger buildings, were built of what popularly is known as "fire-proof construction." That is, they put up steel frames, incased them more or less imperfectly with fireproof material, but built them in all other respects just as inflammably, foolishly, as wooden buildings. Even the tile and

concrete fireproofing, the construction of the actual floors, was done flimsily—it was all that was demanded, but it was far inferior to the best Eastern work.

In San Francisco, as everywhere in our country, there is a grave misconception of the term "fireproof." People have been fooled by it and tenants particularly have grown into the habit of taking absolutely no precaution against fire, or no insurance against loss, because of the occupancy of buildings called "fireproof," but that can be most seriously damaged in all their parts (excepting only the essentially structural skeleton and the mere floors and partitions) and afford scant protection to their contents. Architects seem to forget and the laymen apparently do not know that a building that merely is of non-combustible materials is not "fireproof;" that a building that is of fireproof design, is not "fireproof;" that a building that is not of fireproof construction and design except in part is not "fireproof;" that a building that strictly is fireproof, but filled with combustible materials still may have a destructive fire in it, but the building itself will not be wrecked or destroyed; and that the first great principle of fireproof construction is isolation, or the making of the units of space small enough and so absolutely separated that what fire there can be in the contents of any one unit is reduced to the minimum.

This has been preached and pounded into architects and the public generally many a day, but it would seem to have been of but little effect. We boast of our progress and our supremacy in most things, yet as a nation we learn with difficulty and profit little by our own or any one else's experience. Perhaps, though, this awful lesson of San Francisco, coming so soon after that of Baltimore, may have some effect upon us. Fortunately, to make this last lesson more impressive, some architects did do one or two things well in several buildings, another had one good feature in one other building, and still another architect had incorporated one feature of protection that worked admirably, although otherwise the building was of inferior construction.

Architects must have observed that wherever granite, marble or the several kinds of stone in any way were exposed to fire the surface went all to pieces and the damage was excessive; that wherever good brick was used, laid in good cement mortar, carefully bonded and rigidly fastened to the steel frames of the tall buildings for instance, nor fire nor quake had the slightest effect upon it; that, similarly, where terra cotta was well made, of equal thickness in all its exposed parts, with a sufficiency of web and well fastened in place, it stood the best of all decorative exterior materials; that where the steel frames were rigidly put together and amply protected by fire proofing materials—tile or even a sufficiency of exceptionally good concrete—the frame absolutely was intact and resisted both fire and quake; that where that

fireproofing protection was in any manner weak, or improperly applied, and permitted fire to attack the steel, the latter was bent and distorted as though so much cardboard; that where the floors and the partitions were of properly designed and made and laid fireproofing tile, or of a sufficiency of a high quality of concrete again protected with wire lath and plaster, such construction features were not damaged materially by the fire, intense as it might be; that where roofs and floors were of sufficient strength the caving in of adjacent buildings and other wreckage did not damage them; that wherever rooms or portions of buildings or stores were cut into small units by really fireproof barriers, the fire damage was limited; that wherever elevator shafts or stairways were inclosed properly fire did not spread from story to story internally; that wherever the internal doors and trim of a building were made of metal or other incombustible material, they gave the fire that much less fuel to burn and virtually estopped the progress of that destructive element, in one case actually preserving the contents of the various rooms of a building intact; that one building was built of timber frame, of so-called "slow burning" construction, and stored with highly inflammable contents, but was inclosed with a well built brick wall and windows glazed with wired glass in metal frames, and although surrounded by a hot fire, a violent external attack, it absolutely was saved intact and men were at work in it the following day, while an exactly similar structure but a few blocks away but unprotected externally by wired glass was consumed utterly inside of forty minutes!

These architects have seen all this, the results of doing certain individual things well, indifferently, or badly. Heretofore, each several thing well done has been supposed to impart immunity to all else, much like a man in overalls or a bathing suit and a silk hat imagining he was well dressed. With all this before them, I wonder if it is possible in the reconstruction of San Francisco, or in the needed reconstruction of our great cities, that there is one man with intelligence enough to assemble all those various good features in some one structure, somewhere, that in deed and in fact will be a real, full fledged, and absolutely fireproof building?

F. M. Fitzpatrick.

Exaggeration in advertising acts like morphine. The first small dose exhilarates and gives pleasing results. It is repeated, but now it is found that a little larger dose is required. The next time a still larger dose must be used in order to produce the desired effect, and so on until the limit is reached. No more morphine can be taken; exaggeration can go no further—the morphine victim is a wreck and the merchant's customers have grown to disbelieve entirely his statements and go elsewhere. It is always the merchant, not the customer, who is the ultimate victim of dishonest advertising.



## I am the "Ideal" Girl With "Ideal" Clothes

How Do You Like Me Dressed in a

## Hercules Stripe Suit

Cost \$1.33 1-3?

## Railroad Overalls

Star and Heart Pattern

179 Overall	- - - -	\$8.50
279 Coat	- - - -	8.50
180 Overall	- - - -	\$7.50
280 Coat	- - - -	7.50
182 Overall	- - - -	\$8.00
282 Coat	- - - -	8.00
184 Overall	- - - -	\$5.50
284 Coat	- - - -	5.50

All the Improvements

Write for Samples

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



## ANTE BELLUM DAYS.

## Reminiscences of Old Ike and Phil.

Written for the Tradesman.

"M ystars, what times we had in them days an' no mistake!"

"Didn't we, though? It doesn't seem like there's any fun now'days, does it, Ike?"

The two old men who were talking sat in front of the crossroads store smoking and ruminating. They were in a reminiscent mood. The clerk, little Tommy Hoskins, came out and sat near, listening to the remarks of Old Ike, the meat wagon driver, who seemed to have a "streak" on to-day, running on like a flowing brook. His companion, Phil Upton, was from a nearby village, an old soldier who seldom came to the country. When he did meet his old companion in arms, however, there was a genuine reunion of two.

"D'ye remember what a puny little tyke I was in them days before the war, Phil? Why, I looked like a no-count shaver with the ager. Fact is I was shakin' with that the heft o' the time that fall. Dad's mill was runnin', an' when I didn't work in that I was curled up in the old chamber with the fever. I was a bit given to farmin' in them days—member the big watermelons I used ter raise, Phil?"

"I should think so," and Phil smacked his lips. "Good land, Ike, I can taste 'em still!"

"So kin I. The feller what j'inted shingles long o' me was a tough little nut; never was sick a day in his life till that fall afore you went to the war, but that fall he tuck the ager an' shook an' shook till everybody thought he would die. Remember that, Ike?"

"Was it Jake Evans you speak of?"

"Yes, it was Jake, the stingiest little runt in seventeen counties. He made his brags that nobody 'cept a fool would have the shakin' ager. He got shet of all such notions that fall, howsumever."

"How was it, Ike?"

"It was through the feller's greed that he got tuck sick. He j'inted shingles 'longside o' me in dad's mill. In the fall there was some pesky cold mornin's an' we used to almost freeze up down under the mill among the shingle shavin's."

"I never liked Jake very well. He was a conceited little rat, an' he an' I had many a tussle ter see which was best men. It was nip an' go with us two, an' that's why we was allus by the ears. Waal, about that time when Jake tuck the ager we noticed that one cold frosty mornin' Jake didn't come in ter breakfast. The men wondered an' more'n one guessed he was sick."

"Now it so happened that I had a few fine watermelons that year in a patch back of the orchard. One fine large fellow, fat and juicy as could be, I was savin' for seed an' for company which I was expectin' from the East. Jake didn't come in to eat at all that mornin' an' dad was worried lest he might have got the ager at last. He went to the men's shanty to look up Jake. The boy wasn't there."

"I knew if Jake didn't turn up I'd have to work alone an' git all covered over with shingles an' I didn't much like the idee."

"When I got into the mill an' went below, who should I see but Jake Evans settin' there by the j'inter tearin' great gobs of red core out of a big watermelon. He was hoggin' of it down in great shape an' a shaking with the cold. The melon was the next thing to frost itself. There sat Jake, humped over like an ape, shiverin' an' groanin' an' swallerin' melon. He hugged hisself an' shuddered at every mouthful."

"I never noticed how cold the little imp was, thinkin' only of my prize watermelon, which I recognized at a glance. I was that mad 'at I cried. But that didn't last long. I lit into the feller, tore him off his perch, an' mopped the old mill floor with him till he yelled for mercy. I was strong as an ox at the moment, while I 'spect he was that near froze he couldn't help hisself much."

"The fellow deserved what he got all right."

"Well, that he did. I felt sorry for him afterward, though. That night Jake come down with fever an' ager, had it the wust kind, an' for a hull year he didn't do no more work."

"Poor Jake. He went to war at last, didn't he?"

"Oh, yes, Jake enlisted as soon's he had shook the ager to death. He made a good soldier an' laid his bones in Louisiana. He was with Banks in the Red River campaign—got the fever there an' died."

"Poor Jake!" sighed Phil Upton.

"He wasn't so bad a chap, after all."

"No, he wasn't so very bad."

"Speakin' o' them old war days, Ike, calls to mind the funny things we did when we went to school, an' thought it nice. D'ye 'member Lucy Dowling, the girl with the red hair, that was always havin' a scrap with some of the boys?"

"I have an inklin' of sich a critter, Phil."

"The funniest thing, you know, was them hoops the women wore, bigger'n hogsheads; made 'em look like balloons upside down. Wouldn't folks laugh to see such things now, though?"

"Not if 'twas in the fashion, Phil."

"Maybe not. But speakin' of hoops an' red hair makes me think of that Friday afternoon when the Fourth Reader class lined up on the stage. You know Lucy was as proud as Lucifer an' thought she was handsome. She put on airs to beat the band. The girls wanted to be in the swim with older folks, so they imitated 'em—put on hoops—barrel hoops!"

"That's what they did, Phil, though I'd forgot till you call it to mind."

"At the time I am speakin' of Lucy outswelled 'em all. Her hoops was the biggest—she did look swell an' no mistake. We boys all thought she was too sweet for anything. And she was—"

"And she never got over it, Phil."

"I never liked the red-haired baggage; but that's not what I set out to tell. Lucy was a fine reader, an

elocutioner they'd call her now'days, an' she lifted her head high, shook her balloon skirts, soarin' like a bird. She'd got to a hot pitch when somethin' happened. There was a loud clatter like the rattling of dry bones, then a collapse. Oh, it was awful! I laugh now every time I think of it. There stood proud Lucy, collapsed to a beanpole, while around her feet lay tow enormous hoghead hoops! I tell you but didn't that school roar. Talk about beets! The face of proud an' mighty Lucy Dowling was redder than her hair."

"Even the teacher smiled. That broke the girl all up. It took her down several pegs. She crept to a corner an' cried the rest o' the afternoon."

"An' no wonder," said little Tommy. "What become o' the hoops?"

"Oh, the teacher broke 'em up an' burnt 'em in the stove."

"That's where you are lame in your mind, Phil," broke in Ike. "Them hoops is a heirloom in Lucy's family."

She wouldn't take a thousand dollars fer 'em, let me tell you."

"Waal, now, is that so? Did Red-head marry anybody, after all?"

"She did, Phil Upton, she did," said old Ike Posen, crossing his thin knees and removing his pipe with a far-away look in his eyes.

"Must have been a queer so't o' jay that would fancy her," chuckled Phil.

"Waal, that's as one looks at it," drawled Ike. "You see, we don't all think alike. As the old Indian said, 'It's lucky we don't, 'cause ef we did every man in Pike county'd want his squaw.' Ef you come home with me, Phil, I'll show you who the red-headed gal married."

"Eh!" ejaculated Phil, a sudden idea popping into his head. "'Twa'n't you!"

"That's about the size on't," and old Ike Posen nodded three times.

"Waal, by gum!" and Phil sprang up and followed Tommy into the store. Old Timer.

## Clearance Sale

### High Grade Automobiles

We have a few very desirable bargains in used cars that have been turned in to us by people who have bought larger cars. These cars have all been carefully overhauled in our shop and are guaranteed in good running order. Many times a good second hand car if in good shape is a better bargain than a new car. We have decided to make

### Special Low Prices Until Oct. 1

in order to move these cars. Here is a partial list:

**Oldsmobile**—Runabout, 2 passenger car, 5 H. P.

Cost new \$650.00. Clearance Sale Price **\$300.00**

**Cadillac**—Model A, 10 H. P., 4 passenger car—

tonneau can be removed, making good runabout—overhauled and repainted, black body, red gear. Price new \$950.00. Clearance Sale Price - - - - **\$450.00**

**Cadillac**—Model B, 5 passenger car, 10 H. P.,

just overhauled and repainted. Cost new \$950.00. Clearance Sale Price - **\$550.00**

**Haynes-Apperson**—5 passenger car, 16 H. P.,

double cylinder engine, detachable back seat, 32 in. wheels, overhauled and refinished. Cost new \$1450.00. Clearance Sale Price - **\$800.00**

**Waverly Electric**—Runabout, 2 passengers,

with top, batteries new about 90 days ago, recently repainted. Cost new \$925.00. Clearance Sale Price - - - - **\$475.00**

We have some 10 other cars ranging in price from \$150.00 upward. We want the room these cars occupy, also the money tied up in them, as our 1907 cars will begin to arrive about October 1st. Come in as early as possible while you can get a good selection.

**Adams & Hart**

47-49 No. Division St.

Grand Rapids, Mich.



### Weekly Market Review of the Principal Staples.

**Hosiery**—Hosiery at first hands, like underwear, is now very quiet, and the prospects are that it will continue so for some time to come. To be sure, there is always a little doing, which in some instances amounts to just enough to warrant keeping the doors open. With jobbers the story is different. The demand continues, although not as heavy this week so soon after the holiday as it was before, nor as it gives promise of being in the near future. Generally speaking, the demand for the finer grades of goods seems to be insatiable, and it is here that the scarcity is most apparent. Goods of standard make experience no difficulty in marketing.

**Underwear**—In the primary market underwear is very quiet. Nothing of any great importance has arisen during the week to claim the attention of sellers to a marked degree. It is only natural that such should be the case this week as the major part of it was under the influence of the holiday feeling. Buyers left early and returned late, leaving little room for activity of a business nature. Things are running along smoothly with the jobbers. While the week has not been a record breaker in any sense or the word, quite the opposite, still there has been a fair amount of business done and different departments of the trade keep waking up to the scarcity that exists in certain lines. There is little doubt that, even taking into consideration any reservation that may have been made, at the first show of duplicating activity, balbriggans will be high and dry of any goods to meet a demand. While it was generally understood that these goods along with others were sold beyond the last possibility of further business, later developments have brought to light the fact that this was not so in the fullest sense of the word, and the statement was undoubtedly meant to include a reservation before alluded to for the filling of any orders on duplication that might come in. There are a few well-known lines that are practically out of the market, but there are also many others on which orders could still be taken to a certain extent without serious embarrassment. Despite the truth of the latter statement buyers who tested the market found it very close picking and some anxiety was felt lest there should not be enough goods to go around.

**Carpets**—The carpet situation is a peculiar one and to many manufacturers it is a mystery. One week there will come in orders for a fair yardage of piece goods and the manufacturer will be hopeful that the worst has passed and from that time on orders will pour in for a sufficient yardage to ensure the operation of the plant for the remainder of the

season. The next week may be a blank, so far as orders are concerned, and the manufacturer again looks upon the business as on its last downward plunge. The week before last orders for a fair yardage were received; but last week business was dull from a manufacturing standpoint, so far as orders for piece goods were concerned. The tendency for the last two years has been strongly set towards rugs and surface indications point to a continuation of that tendency. It may be that the tendency for rugs will develop to such an extent that the great number of carpet manufacturers will find it advisable to discard piece goods and devote their plants entirely to the production of rugs. It is not probable that piece goods will entirely go out of fashion, but it is very probable that their manufacture and sale will become secondary to that of rugs. The number of consumers who prefer rugs to regular carpets is increasing each season, and there is no reason why, within a few years, they should not constitute the great majority of those who use floor coverings. The extensive and constantly growing demand is not entirely a fad, although it may have started as such, but is based on economical grounds. The method of building houses with closely fitting tongue and groove hardwood or hard pine floors gave the first impetus to the desire for rugs as floor coverings. Even in the cheaper tenement houses the floors are now closely fitted, so that the occupants are not forced to buy carpets to cover unsightly seams in the floor, but may use rugs. Until this form of construction became general the sale of rugs was confined to those who had suitable floors. Now department and regular carpet stores are pushing the sale of rugs in preference to that of carpets. In the past the competition in the sale of carpets was so great that some dealers, when they sold a carpet, agreed to make and lay it for nothing and some even furnished the lining free. This method of securing trade reduced the profit and dealers hailed the advent of the hardwood floor as a godsend. They quickly availed themselves of the opportunity to point out to customers how much better a room looked when a rug was on the floor leaving exposed eighteen inches or two feet of the polished floor. They dwelt strongly on the possibility of the carpet harboring germs of disease. The necessity of taking the carpet up every spring or fall and having it cleaned and relaid, with its attendant cost, was not overlooked. To those who spend their summers at the seashore or in the country, who always hire some one to take up and relay carpets, this argument appealed with force. The ease with which rugs may be removed from the floor and well cleaned at short intervals appeals to all classes, so that it was not and is not a great trouble for the dealer to induce the housekeeper with a suitable floor to purchase a rug in preference to a carpet. The arguments in favor of the rug appeal to her cleanliness and her spirit of

## Are You Thinking of the Holiday Trade?

We are—For the past month large shipments of  
**Toys, Dolls, Games, Express Wagons,  
Rocking Horses, Dolls' Furniture,  
Picture Books and Novelties of all Kinds  
for the Holiday Trade**

have been received here.

### About October 1st

we will be ready to show you our complete line and we urge you not to buy your Holiday Goods until you've first seen the splendid assortments we have and the advantage you'll have in buying from us. **Best values, lower freight charges and liberal datings.**

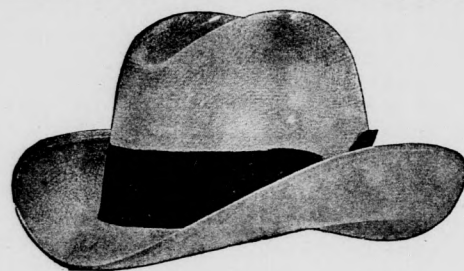
We invite you to visit our holiday salesroom as early after October 1st as possible and make your selections while our stock is complete and at its best.

**The Wm. Barie Dry Goods Co.**

Wholesale Dry Goods

Saginaw, Michigan

## 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.



economy. To the average dealer the sale of a rug in place of a carpet means more than the saving of the expense of making and laying the carpet for nothing. It means a saving in stock, the elimination of waste of material in cutting up. The average retailer does not carry a stock sufficiently large to allow him to make up a carpet from as many different rolls as there are breadths in the carpet and that is the most economical way of cutting up, for when the carpet is cut from a single roll there is always waste of material in matching the pattern in the various breadths. But even in stores carrying stocks sufficiently large to allow each breadth to be cut from a different roll, there is an unavoidable percentage of waste, caused by a variation in the length of the rolls. All this trouble and waste are eliminated when rugs are sold in place of carpets. The cost of selling is less and the trouble ends when the rug is placed on the team and delivered to the customer. From every point of view it is for the interest of the dealer to push the sale of rugs and that he is doing it effectively may be judged from the fact that the month of August, usually a dull month, was better from a manufacturing standpoint than any other August in past years. The orders received by manufacturers during August were far in excess of their expectations and rug looms were kept in constant operation.

#### Excellent Idea for Glove Department Heads.

Another season has rolled around and with its coming comes the necessity to looking ahead and buying suitable apparel. One of the first things that the average man thinks of—indeed probably the first thing after his hat—is his gloves. When the mornings and evenings have that tinge of frost in them that brings up icy visions, gloves are essential, as well for the sake of comfort as for the sake of appearance. For who would go about his business with hands thrust in convenient pockets to keep them warm?

The retailer, therefore, has made provision for the needs of his patrons, and glove counters and glove departments are now well stocked with new, fresh crisp goods. Selling, too, has begun briskly. Labor Day has now come to mark the opening of the fall season and with the passing of the straw hat and the reincarnation of the derby and tourist, comes also the general wearing of gloves. Regarding what is shown and what is being called for, there is little to note. The gray suede holds its place as the dressy glove par excellence. The various shades of tan cape, dogskin, kid and kassan are as much in evidence as ever. Motor gauntlets, too, are seen in all well appointed stocks and it would seem have come to be considered staple. In the stocks of several swell haberdashers the chamois is conspicuously displayed and has heavy stitching in black in place of the usual white or black line stitching.

A very good idea for the glove de-

partment to take up is the carrying of a cheap glove for chauffeurs and motorists to be used when making repairs on the machine, or otherwise engaged in dirty work about it. Such gloves may be of goat or in fact any cheap leather. How often it happens that the driver finds it necessary to crawl underneath his machine to set something right or has to handle greasy and dirt-covered cranks, bolts or other parts of an automobile. If he wears no gloves at all he soils his hands and if he leaves on the bungling and expensive gauntlets in all probability he ruins them and at the same time does not accomplish the work as well as he would with a lighter glove. It would therefore seem to be a good idea to suggest to all purchasers of the expensive motoring glove that they provide themselves with a cheaper pair to be worn when emergency demands that dirty work be done.

Of course the sale of the lower priced glove must not be pushed to the detriment of the higher priced article. If after a fine glove has been sold, however, the salesman throws out a cheaper glove and suggests the advantage of having a pair for rough work, the idea will more often than not appeal to the purchaser. It is the same idea that impels a man to buy a duster to slip on over his more expensive clothing to protect it from dust and the weather. It is a slight expense for the sake of economy. This idea of selling autoists a cheaper glove along with the gauntlet is now in operation successfully in some of the metropolitan stores and it is said that in some cases purchasers have come back and expressed thanks at having had the idea suggested to them.

Conditions in the wholesale market have not changed during the month. Manufacturers have entirely sold up their product and are not anxious to book orders that they may be unable to fill. Contracts for spring are extremely difficult to undertake under existing circumstances. A glove man recently returned from European glove centers reports that in his judgment other advances are bound to come.—Apparel Gazette.

#### Mr. Bryan's Goat.

Last year William Jennings Bryan visited Cornell University. While being entertained at dinner by a prominent legal fraternity, he told the following story on himself:

"Once out in Nebraska I went to protest against my real estate assessment, and one of the things of which I particularly complained was assessing a goat at twenty-five dollars. I claimed that a goat was not 'real' property in the legal sense of the word and should not be assessed. One of the assessors, a very pleasant-faced old man, very obligingly said that I could go upstairs with him and together we would look over the rules and regulations and see what could be done.

"We looked over the rules and finally the old man asked: 'Does your goat run loose on the road?'

"'Well, sometimes,' said I, wondering what the penalty was for that dreadful offense,

"Does he butt?' again queried the old man.

"'Yes,' I answered, 'he butts.'

"'Well,' said the old man, looking at me, 'this rule says, Tax all that certain property running and abutting on the highway. I don't see that I can do anything for you. Good day, sir.'"

#### Big Heads Have Most Intelligence.

After all, it is a good thing to have a big head, brain quantity as well as brain quality seems to count. Last year Drs. Eyerich and Loewenfeld published the head circumferences of 935 Bavarian soldiers, who were classified according to intelligence. These observers came to the conclusion that there was no relation between the head circumference and the grade of intelligence, but Dr. Raymond Pelel, using what all deemed more efficient statistical methods, finds a correlation which is small, yet quite sensible. It is pointed out that the results is in accordance with those obtained by Prof. Pearson, and it is suggested that the interpretation is physiologic rather than psychologic. The largest size of the head and the greatest vigor in mental operations being both the consequences of good erudition of nurture.

#### Will Crush 250,000 Bushels of Apples.

Lansing, Sept. 16—The Genesee Fruit Co., located in the southeastern part of the city, began grinding apples last Monday for the production of cider and vinegar. The farmers are still very busy with other crops, but the factory has a fair supply of apples on hand and expects many more.

The season promises to be about three times more productive than a year ago, and probably about 250,000 bushels of apples will be used. Thirty men are now at work in the factory.

#### Will Erect a Cracker Factory.

Calumet, Sept. 16—It is planned to organize a stock company with \$50,000 capital to erect a factory for the manufacture of crackers, biscuits and cookies at Lake Linden.

Some of the most prominent merchants in the copper country are interested in the project, which assures the concern their patronage. A site has been selected at Lake Linden and construction work is expected to begin soon.

## HATS At Wholesale

For Ladies, Misses and Children

Corl, Knott & Co., Ltd.

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

## 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.



Established 1872

### Jennings' Extracts

Made of the Very Purest Raw Material Possible to Procure

Sold at Popular Prices Today

Always Guaranteed to Meet the Food Laws

Jennings Manufacturing Co.

Owners of

Jennings Flavoring Extract Co.

Grand Rapids, Mich.



## 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.

## ADVERTISING WRITING.

## Why Many Try the Business and Fail.

"In my time," said a manager of one of the largest advertising agencies in Chicago, "I have seen hundreds of brilliant men start in at advertising writing and quit the profession because they couldn't harness their ability to the problem of selling goods. Every day two or three people drift in here and offer to write advertisements. Even if all were competent, which they are not, we couldn't use 1 per cent. of the help that offers itself in the advertising writing line."

"I know for a fact," said the advertising manager of a big State street store, "that more people start in at advertising writing and quit than at almost any other business. 'Light-weights,' frivolous and empty headed men would better look for some other vocation than advertising manager of a department store. The business requires intense earnestness, strenuous application and concentration of purpose."

"It may seem ridiculous in a way to you," he continued, "but the refrain of a popular song, 'Waltz me around again, Willie,' occurs to me when I think of a man, tired and worn out, continuously wrestling with the same old publicity problem for the same firm. An advertising manager gets so sick of struggling with the dead weight of a proposition—always demanding new efforts on his creative powers and presenting to him fewer and fewer new points of view that in time he generally becomes unable to satisfy the demand made upon him. If he doesn't get out cheerfully he is pushed out. Willie would better give place to Jimmie or Johnnie and make engagements with a new partner."

The head man of a firm selling a specialty in light machinery—the sales of which amount to over a million dollars per month—hires a new advertising manager every year. He will pay a big, fat, seductive salary; but something always occurs at the end of a year to the advertising manager, and a new genius steps in. In language well understood by the advertising fraternity "all the juice has been squeezed out of him." He will be all right in another house. A different set of problems will confront him; but it is not always easy to obtain a new situation. That is one advantage of working in an advertising agency.

Advertising managers in the big State street stores get anywhere from \$2,000 to \$7,000 per annum; but the position of the head copy writer in a store, who is styled "advertising manager," is by no means a sinecure. It is to the advertising man that the whole house looks—proprietor or partner, manager and superintendent, department heads and clerks—to bring in the business. Continually he must be evolving new schemes to draw big crowds into the store, and work out plans for successful sales. When his ability gives out he would better look for another position.

Many advertising managers start in as assistants in the advertising department at salaries ranging from \$20 to \$25 per week. In four or five years he will be able to secure a position as advertising manager—if he is made of the right kind of material. It is necessary to have a first class knowledge of merchandise. This, however, is only the foundation. He must be able to accurately test the pulse of the buying public. He has to gauge somehow or other—the main thing is to be successful—just when a sale will be opportune and when it will fall flat. He must know a good deal about printing, paper and designing. Above all, he must be a high grade advertising writer and know how to appeal to the different classes who make up a community in different ways, so that they will spend their money with his house.

The number of individuals and small firms who make a specialty of some one department of publicity—writing letters, booklets, etc., or giving their attention to advertising a particular line, such as banking, mail order advertisements, railroad publicity, jewelry, etc.—is multiplying rapidly. Such men or firms, in reality, are specialists, and if they know their business are entitled to consideration. They, in all probability, will give better service than the big agencies who are ready to accept a hundred different commissions.

It is necessary for a man to have capital to start in such an enterprise, and it certainly is desirable he should have several good accounts on his books when he opens up shop. Good advertising will get him more business. It is but right to say that many people start in at this profession with but the most meager of qualifications, and of course do not "make good."

A highly successful writer of advertising matter thus expressed his convictions to the writer:

"Drafting copy is a fascinating pursuit, but it is a type of labor more exhausting than digging ditches. It takes it all out of a man."

"People who look admiringly at a first class, pulling advertisement too often forget that the poor advertising writer may have had to draft fifty different pieces of copy before he got one accepted."

"A strong literary faculty is indispensable to successful advertising writing. Further, he must be able to condense thoughts and language in an amazing fashion. As one word alone will cost the advertiser \$10, \$20, or more in a short advertisement occupying a magazine page it will be seen no useless language can be permitted."

It is requisite that an advertising writer be acquainted with the mysteries of printing, know about designing and the work of the engraver. The more he knows about the actual conditions of business the greater will be his chances of success. To gain experience the embryo advertising writer should be willing to draft any number of circulars and go in for

writing all the small retail advertising he can obtain.

Are you able to write strong, compelling, forceful English? Is your knowledge of grammar perfect? Could you truthfully be called a first class business correspondent? Are you an excellent judge of human nature and how to sell merchandise successfully? Have you initiative, a good share of originality and do you possess plenty of business experience—the more varied the better? Above all, can you write on subjects so vividly that the reader will be able to have a clearly defined mental image of the subjects you dwell on, and be made to laugh or cry, spend money or save it, and, in brief, act just as you desire? If so, advertising writing is your field.

Advertising writing and the advertising profession in general offer excellent inducements to brainy men and women. Big salaries are paid, but the money made in advertising by agencies and advertising writers is exaggerated. Probably, considering the brain force expended, there is no other business which nets its votaries so few big fortunes.

George Brett.

## Humorous Logic.

That Kentucky professor who recently advocated the practice of "spraying the lips with a carbolic atomizer before kissing to avert danger of death dealing microbes," should have been addressing an old maids' club, and not a teachers' institute. When teachers kiss it is no cut and dried affair, they are not thinking of either microbes or atomizers.

A recent newspaper dispatch tells of a New Jersey woman who has trained her cats to run up a cherry tree when she gets after them with a broom, and as long as they are in the tree they keep the birds away from the cherries. Larger animals can be trained in the same way. We have often heard of men who would run from a broom in the hands of a determined woman.

A merchant of St. Joseph, Mo., recently had a bargain day, with dishpans as the attraction, and the bargain hunters really fought over them. That shows what a habit bargain hunting has become. Probably not a single shopper in the bunch liked to wash dishes.

## Uniform Cartons.

Dealers are making a strong effort to have uniform size cartons adopted by shoe manufacturers, that is, they want one standard size for men's shoes, another for boys' and youths', also separate sizes for women's, misses' and children's. Heretofore there have been various sizes in the different kinds of cartons and at no time has there been any effort to adopt any size for a standard. While there is some effort to establish a standard size, no one has said what are the sizes that should be adopted for standard. This being an age of system, it is quite reasonable that such measures will be adopted at no remote date, and it is believed that manufacturers will quickly take it up.

## Problem of Store and Window Lighting.

The object to be attained in the artificial lighting of the interior of any building, particularly a store, is to have the light in amount, quality and distribution as nearly approaching day or sunlight as possible, as sunlight is the standard by which we judge. Fall is here and the long evenings again bring up the question of store and window lighting.

There is no question as to the advantages derived from a brilliantly-lighted store. It is a continuous and effective advertisement, and it will be noted that the buying public shows a decided preference for stores that are illuminated.

The quality or kind of lights also cuts a good deal of a figure, but that is a matter of detail which each dealer will investigate for himself and with which it is not the purpose of this article to deal.

Whether the arc lamp or the incandescent light is best will perhaps always be a question upon which opinions will differ, or in relation to which circumstances will enter into the consideration. But it may be accepted as a fact that the best lighted stores of the future will be those in which the light, both by day and by night, will be adequate for all purposes, and yet the spark, or flame, or glower which produces the light will be hidden from view.

The subject of show window lighting which is important at all times is especially so during the next six months. In the summer more people are on the streets than in cold weather, and they linger along giving a great deal more attention to the window displays.

If the windows are well lighted, they will attract and the displays will make a much deeper impression. All up-to-date dealers who have their windows properly trimmed now believe that it pays to keep them lighted at night, at least until 10 o'clock in the evening. For the window the incandescent lights are more generally favored even if the arc lamps are used in the store.

It is noted that when the large arc lights are put up in front of the window they shed all of the light right in one place and leave parts of the window in a sort of semi-darkness. The incandescent lights, when properly arranged, distribute the light evenly over the entire display and so give the best results.

Aside from the proper lighting of the store, the successful shoe dealer makes a practice of redressing his show window frequently—at least once a week; oftener if possible, as it will bring more business. He also studies new features for advertising his goods and attracting the passer-by to glance in, and makes good use of the ingenious designs and wordings of window bulletins.

A fool and his money are soon parted, but it is noticeable that the names of misers are not generally enrolled among those of sages.

The man with a cloud on his brow often has nothing but space behind it.



# 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.



### Butter Color and the Pure Food Law.

The pure food law, enacted at the last session of Congress, prohibits interstate commerce in adulterated or misbranded articles of food. It classifies as adulterated (among other specifications) any article "mixed, colored, powdered, coated or stained in a manner whereby damage or inferiority is concealed" and any article containing "any added poisonous or other added deleterious ingredient which may render such article injurious to health." The Secretary of Agriculture is charged with the duty of fixing standards of food products and of determining the wholesomeness or unwholesomeness of substances which are or may be added to foods. And to aid him in reaching just decisions the Secretary is authorized to call upon the Committee on Food Standards of the Association of Official Agricultural Chemists and such other experts as he may deem necessary.

For a long time past the Committee on Food Standards of the Association of Agricultural Chemists and a representative of the Inter-state Food Commission have been making extensive investigations and formulating standards of foods, drugs, etc., under the authority of the Secretary of Agriculture, granted by an act of Congress March 3, 1903. These standards, as now established, are published in Circular No. 19 of the United States Department of Agriculture; and those relating to milk and its products can also be had.

We call attention to the fact that in the standard for butter recognition is made of the fact that "by acts of Congress approved August 2, 1886, and May 2, 1902, butter may also contain added coloring matter."

But there are many questions as to details yet to be decided. A Commission on Rules and Regulations, consisting of Dr. H. W. Wiley, of the Bureau of Chemists, S. N. D. North, of the Department of Commerce and Labor, and J. L. Gerry, of the Treasury Department, has been formulating rules, and will institute hearings in this city on September 17 for discussing the various subjects pertaining to the enforcement of the law. At this hearing the subject of the use of colors, flavors and preservatives is slated to come up on September 18.

It is earnestly to be hoped that in the regulations finally adopted the use of the usual coloring matter in butter may be recognized as harmless and that its necessity to the dairy industry may be fully and fairly appreciated. It would be difficult to conceive a greater injury to the dairy industry than would arise from the prohibition of harmless coloring. Butter is naturally of a yellowish color when the cows are on green pastures, but becomes white, or nearly

so, during the fall and winter. It is unnecessary to enlarge upon the evident desirability of uniformity in color, which can only be secured by the use of artificial means. Such coloring is used not at all to conceal any inferiority or damage; so far as the inherent quality and wholesomeness is concerned uncolored white butter is as good as any; but the natural demand is for a uniform shade of color and the trade would be most seriously affected if such uniformity could not be secured. But the most serious injury to arise from any prohibition of coloring in butter would come from a renewed unjust and deceptive substitution of oleomargarine for butter. It has been very clearly proven to every experienced merchant that so long as butter can not be distinguished from oleomargarine by a casual inspection fraudulent substitution is inevitable. Such substitution has been minimized by the law enforcing a high tax on colored oleomargarine, which compels the offer of that commodity at popular prices in its uncolored state. And the evident distinction in appearance is the only effectual safeguard—which would be removed if the coloration of butter were prohibited.

Of course if the coloring of butter were proven to be deleterious to health all other considerations would have to be laid aside. But there is no evidence that such is the case while there is abundant evidence to the contrary. The mere fact that artificial coloring has been used for many years without any apparent deleterious effects is alone strong evidence of harmlessness. And the occasional instances where harmful effects have been reported as following an excessive dose of coloring matter can not fairly be considered as indicating any harmful effect in the use of the ingredients as intended. There is scarcely an article of food or condiment which is not injurious when taken in excessive quantity.

When the law prohibits poisonous or deleterious substances it surely contemplates that these qualities must be judged in respect to the quantity used, for it qualifies by saying "which may render such article injurious to health."

Synthetic colors made from coal tar ingredients have been found practically the most satisfactory and are most commonly used because of their superior strength and durability. There seems to have been a popular impression that because some of the coal tar derivatives have a physiological effect—some being poisons—these colors are all dangerous. But it has been clearly proven by scientific investigation that many of them are absolutely harmless and the manufacturers of such colors intended for use in foods have satisfied themselves of this by experiments with the administration of quantities hundreds of times in excess of any quantity possibly obtainable through consumption of the articles colored. At one time the use of colors derived from coal tar was prohibited in Minnesota, but the alternatives were so unsatisfactory that the prohibitory regulation was soon rescinded. Austria once

## NEW CHEESE

"Warner's Cheese"

BEST BY TEST

Manufactured and sold by

FRED M. WARNER, Farmington, Mich.

## Butter, Eggs, Potatoes and Beans

I am in the market all the time and will give you highest prices and quick returns. Send me all your shipments.

R. HIRT, JR., DETROIT, MICH.

## Egg Cases and Egg Case Fillers

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

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

ESTABLISHED 1876

## SEEDS

TIMOTHY, CLOVER, RED TOP, ORCHARD GRASS

Let us have your orders. Fill same promptly.

MOSELEY BROS., WHOLESALE DEALERS AND SHIPPERS

Office and Warehouse Second Ave. and Railroad.

BOTH PHONES 1217

GRAND RAPIDS, MICH.

## Fishermen, Attention!

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

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

Both Phones 1254

71 Canal St.

### Order

Noiseless Tip Matches  
Pineapples  
Messina Lemons  
Cheese

Golden Niagara Canned Goods of

C. D. CRITTENDEN, Grand Rapids, Mich.

Both Phones 1300

### Sell

Butter  
Eggs  
Produce to

3 N. Ionia St.

## Clover and Timothy

All orders filled promptly at market value.

ALFRED J. BROWN SEED CO., GRAND RAPIDS, MICH.

OTTAWA AND LOUIS STREETS

## Redland Navel Oranges

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

THE VINKEMULDER COMPANY

14-16 Ottawa St.

GRAND RAPIDS, MICH



excluded them also but upon investigation by a commission of scientists appointed by the government the action was reversed and non-poisonous colors were restored to popular use. The French law prohibits the general use of certain colors in food, naming them, but permits the use, even of the colors named, when the quantity required is very small.

A prominent manufacturer of butter color from coal tar derivatives informs us that the average quantity used is about one pound of liquid color (containing 5 per cent. of the coloring principle) to 1,000 pounds of butter. Supposing the quantity to be double when the use is the greatest we would have 32 ounces of the liquid coloring, or only one and a half ounces of the active coloring principle, in 16,000 ounces of butter, which is equal to about 72 of a grain in a pound. The amount possibly consumed by any individual is therefore seen to be so infinitesimal that the prohibition of its use would seem absurd, especially when ample evidence can be offered to show that hundreds of times the quantity has been repeatedly administered without any apparent harmful effects.—N. Y. Produce Review.

#### Observations of a Gotham Egg Man.

Since our last statement of the statistical position of the egg market the report of storage holdings by the Warehousemen's Association has been received. This report indicates a somewhat different relation of egg accumulations, compared with last year, from that given in our last issue, which was based upon actual reports and accepted estimates for the four leading markets. The Warehousemen's Association includes a large part of the storage interests of the country—both common storage and cold storage. The cold storage houses of that association have been in the habit of making monthly reports of butter and egg stocks to their representatives, but since last year several of the houses have declined to make such report, because they found that the report became public property—which is inevitable—whereas the original idea was that the information should be available by members of the association only. This report for August 31 is made by 21 houses, chiefly located between sea-board cities and Chicago, but while it includes reports of some of the largest cold storage plants it does not include the reports of some other very large holders who previously contributed to the statement. The report of associated warehouses for August 31 is made up of individual reports of 21 houses and shows (in these) a total of 1,285,000

cases against 1,276,000 cases last year. If this report is accepted as indicating the average relation of egg stocks to those of last year we must, of course, figure on a slightly larger total; while if we accept the reports from the four leading markets, as published last week in this column, a decrease of nearly 10 per cent. is indicated.

An examination of the figures submitted last week will show that the greater part of the shortage compared with last year appears in the Chicago reports. And it is necessary to state that our information from Chicago has been less comprehensive this year than last, because some of the Chicago people who gave us estimates last year have failed to do so this year and our estimate has been based upon a smaller number of reports.

We think it advisable for egg operators to base their opinion of the situation upon the supposition that reserve stocks are now very nearly, if not quite, as large as they were a year ago.

If this is the case, considering the disastrous wind-up last year, there would seem to be need for caution in the management of markets from now on. We have reached the period when current production is falling a little below consumptive requirements and when the range of values is largely determined by the prices demanded for reserve stock. If the situation is more favorable than last year it is only because the consumptive demand is greater. Of this favorable fact there is plenty of evidence but it must be remembered that, with approximately even holdings, the excess consumption is the only saving feature to be relied upon and it would be folly to risk this favorable element by so high a holding of reserve eggs as to endanger the increase of fall trade necessary to a safe clearance.

Prices are now 1¢ to 1½¢ higher than they were a year ago; they afford an outlet for stored eggs at a profit and it would seem to be the part of wisdom to supply all deficiency in fresh goods with refrigerator eggs rather than to drive prices higher by a reserved offering of the latter, owing to the danger of checking the consumption prematurely.

It should be remembered that only by keeping the consumption on a larger scale than last year can we avoid the disastrous consequences of late holding then experienced unless fall receipts should be much smaller and winter conditions much less favorable to production. And these conditions, while they may be hoped for by speculative holders, are not safe to gamble on.—N. Y. Produce Review.

#### Crystals Are Grown at Will.

Growing crystals is a new pastime of the erudite, and it seems easier than growing flowers. One first has ready several pieces of plain glass whereon to develop the crystals. Then in several dishes dissolve separately as much as the water will absorb, sugar, washing soda, sal ammoniac, chlorate of potash, alum, borax, or any other common substance of like kind. Now dip a piece of glass into the salt solution, and hold it there a few minutes until the glass is wet. If you then hold the glass in the sunlight you will notice tiny specks thereon, which will grow and grow until the whole surface becomes covered with a film of crystals. Repeat the experiment, watching the wonderful growth of the crystals through a magnifying glass. Now arrange a mirror to catch a reflection of the sunlight and throw the ray on a magnifying glass so as to let the light fall on a clear wall space. Dip another piece of glass in the salt solution and hold it before the lens, when the crystals will be much enlarged and will be seen to grow with wonderful speed, taking on curious forms. Make the experiment with the other solutions and each substance will be seen to form crystals in a different way, some clinging together in masses and others branching out in trees.

#### Asbestos Becomes Porcelain.

The maid and the china closet may prove a less formidable combination after asbestos porcelain becomes popular. Asbestos porcelain is the name given by Garres to a substance originated by him which in every particular equals the properties of porcelain and in some particulars is credited with advantages. Asbestos fibers are thin, their diameter varying from 0.00016 to 0.0002 millimeter, so that an exceedingly fine power can be obtained from them. This power is mixed with water to form a paste, which is kneaded, again mixed with

water, dried, kneaded once more, and finally forced into suitable molds. By heating the objects in a crucible to a temperature of 1,700 degrees centigrade a product resembling ordinary porcelain as regards transparency is obtained. If this is heated for eighteen hours at a temperature of 1,200 degrees a porous asbestos porcelain of pale yellowish or white color results, provided care is taken to wash the powder previously with sulphuric acid.

It is better late than never, but the clerk who acted on the assertion is now hunting for another job.



#### 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.  
Chicago

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 \$3.70 per  
bbl., F. O. B. Grand Rapids.

**Grand Rapids Grain & Milling Co.**

L. Fred Peabody, Mgr.  
Grand Rapids, Michigan

#### 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.

W. C. Rea

A. J. Witzig

## REA & WITZIG

### PRODUCE COMMISSION

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

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

#### REFERENCES

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

Established 1873

MILLERS AND SHIPPERS OF

Established 1883

**WYKES-SCHROEDER CO.**

# FEEDS

**GRAND RAPIDS, MICH.**

Write for Prices and Samples

Fine Feed

Corn Meal

Cracked Corn

STREET CAR FEED

Mill Feeds

Oil Meal

Sugar Beet Feed

MOLASSES FEED

GLUTEN MEAL

COTTON SEED MEAL

KILN DRIED MALT

LOCAL SHIPMENTS

STRAIGHT CARS

MIXED CARS

## THE CASUAL CALLER.

## Nuisance Who Wastes the Time of Busy Men.

Heavy, more galling, and most wearing of all the unmitigated ills of the busy business man in his busy office is the Casual Caller.

If you don't believe it, "Ask the man." But in asking him, in the full expectation of the truth, don't go to his office in business hours in the role of the "The Casual Caller." In all probability under such conditions your busy business man will squirm a little, affect to think it over, wrinkles his brows hard, and then lie to you with a troubled face.

In these indices the student of men and things will have read the truth against you, and will see why it should be so. But you, as a casual caller, will have missed it congenitally and probably will put the other foot on the corner of the desk and "Haw, haw!" at the lie with more than your usual gusto at something unusually good and prevaricating to a degree.

The Casual Caller in his worst aspect bases his call upon his reputation as a "good fellow." Among his good fellow associates he never has reason or thought to consider time. His motto is that he will have all the time that is going, anyhow. He becomes no respecter of environment or condition. Therefore in the office of the busy man he lines up as the potential king of all boredom.

True, some busy business men are good fellows, but as a relaxation from office hours—and the influences of the Casual Caller. Under office stress of work and time the calls of the Casual Caller of almost every personality and degree are cumulative in the sense of exacting a greater relaxation outside of the hours of business.

Save in rare instances of individuality in the busy man there is no barrier to the Casual Caller. There are men whose time is much money, and so situated by reason of the geography of the general offices and the complement of competent lieutenants under them for the transaction of business that they exclude scores of the would-be casual callers by their environment.

But thousands of the busiest of busy men are in positions where as a preventive they may not issue the order of indiscriminate exclusion. Once the Casual Caller has been admitted to the office on the strength of his personality the business man has assumed certain limited duties of the host and no matter how his day's routine may suffer from the call he feels that he owes the caller something more than business forbearance. To the extent that this particular caller is thick hided or regardless of the busy man, the busy man must suffer.

A certain Chicago business man, holding a position of authority in a big house, is of the temperament never to offend the greatest or the least of his callers and employes. As a result he is a particular victim of the Casual Caller, until his work is

interfered with sometimes beyond tolerance. Among his good fellow friends are two men of means who go the rounds as a pair.

Some time ago the two of them called and were received in the old, friendly way. But he was busy to an unusual extent, and when they asked that he go out to luncheon he offered all excuses to no purpose. They were insistent, until he told them plainly that he had to stick to his desk and work.

"Work!" was the laughing challenge of both men in unison. "When did we ever see you at work? Ha! ha!"

The business man lost his temper, and his assurance that he never had been able to work when they were there, and that he probably never would be able to do so while they continued to swamp his office—this cost the business man two good fellow callers, but he insists that it was cheap at the price!

"There are days when I put in eight hours of good, hard licks at business without interruption and go home feeling like a fighting cock," is the expression of one busy man of business. "But there are other days when it seems that the Casual Caller is on the rampage; when he files in endless procession through my office; when I accomplish nothing as my day's work but give my time all to him—after which I go home at night a physical, mental wreck!"

"One-third of my time the year around is given up to the caller. Some business men may say this is too much—but they are not in my particular business. There's a difference. Not only do I feel that I don't want the enmity of men turned down in my reception room, but I am of a disposition never to want to offend anybody. Then selfishly enough, I have found that some of these callers are in a sense useful to me. I can't afford not to meet them, even while I feel sometimes that I can't afford another minute for the meeting. There I am—what can I do about it?"

But there are others than the Casual Callers. For example, the caller who sees the busy business man on selfish business missions of his own, gaining the audience through acquaintanceship in varying degrees. How wide the field is for this salesman in multitudinous lines is suggested in the business man's clubs, golf links and general social life. If the salesman himself be not an acquaintance, the salesman's employing head of the house may be. And on some such ground the salesman of something finds audience for his business purpose.

Not long ago a business man received an importunate salesman on the strength of his friendliness for the salesman's employer. But the business man did not want to buy—would not buy—will not buy. But the salesman kept coming and coming. The other day the frantic business man called up his friend who was employing the persistent salesman.

"Say, Jones, you are an old friend



JUDSON GROCER CO., Grand Rapids, Mich.  
Wholesale Distributors

## Hart Canned Goods

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

## Sell

Your Customers

# YEAST FOAM

It is a Little Thing,  
But Pays You

## A Big Profit



## Why It Sells

Because, in the manufacture of Crescent Wheat Flakes, we retain all the nutritive parts of the wheat.

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

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

Because its quality is guaranteed.

\$2.50 per case.  
\$2.40 in 5 case lots, freight allowed.

For Sale by all Jobbers

Manufactured by

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



of mine and you know it. But if you don't keep Hammerheimer out of here I'll kill him!"

"What's that?" over the telephone.

"Yes, kill him; shoot him, throw him out of the window—cut his throat—anything, anything to get rid of him!"

"But, Smith," over the phone, "be honest. If you had Hammerheimer on your own pay roll—if you could get him—wouldn't you advance him a little over what I'm paying him?"

Jones insists that he got only a blurred jumble of wordless sounds of hesitation from the Smith end of the wire.

"But honestly—wouldn't you?" persisted Jones.

There was a moment's silence.

"Say, Jones—call it off—forget it! Let the binged, banged, bunged nuisance come whenever he likes!"

This is the business situation of the busy business man in his busiest office hours. One of these days, perhaps the 363d of the calendar year, Hammerheimer will drop into Smith's office when of all the callers of the day Hammerheimer is the one man Smith wants to see! And the next year Hammerheimer will nurse the hope that on three or five days of the twelve months Smith may be just as pleased to see him!

Under this distinct pressure of mutual acquaintanceship the man in busy business hours finds it hard to dismiss his salesman or financial caller. There are business men of quick, decisive speech and of forceful build and presence, however, on which the caller gets less clinching hold than on the business man of gentler disposition and manner. The business man of the heavy voice and prompt, decisive manner carries a conviction in the combination which lends a finality to his "No," regardless of the light in his eye. The nervous temperament with softer speech and yet with more galled and irritated nerves that are under control is longer in his dismissal of the caller—and the sufferer out of all proportion to the other.

One man of this quiet, nervous type has tried to formulate a system of gentle dismissal. He hears any caller to the caller's finish of his proposition and says, "No," rising with the negation. If the caller fails to rise the business man continues to stand while a second statement of the proposition goes on until there is opportunity for a repetition of the negation, at which point the business man moves toward the door. And few Hammerheimers can sit out the movement in its courteous suggestiveness.

But after all it is the Casual Caller who is the offender of all offenders against the time of the busy man. Seldom ever does the type have even an incidental business excuse for being in the room. He is there on the strength of his personality and to the extent that he counts upon it he presumes upon it until his friend, going home a worn, tattered, nervous wreck, may be in the position of having to accuse his friends, not his business

associates, with the heartlessness of his undoing.

The Casual Caller has many sins of commission against him in this busy world of business; few sins of omission are his! Yet the Casual Caller has his amiable, tactful, considerate, cheerful place in the world with all that. A cheerful face at the door, a hearty handshake, the refusal to accept a chair, a dozen words of hearty greeting, another smile and handshake and his vanishing through the doorway.

Few of the world's busiest men are too busy for this! Jonas Howard.

#### Art of Salesmanship Is in the Man.

Traveling men's methods and experiences gradually build up for them a knowledge of human nature which constitutes their principal asset. After some years of work they become accustomed to the varied characteristics of men and are able to read a possible buyer at a glance. In this way they tell their story in the shortest possible manner, convincing the buyer by their simple and direct business methods.

Salesmen hold different ideas about selling footwear. It has been said: "Anybody can sell shoes that sell themselves." But it takes a salesman to sell footwear on the road to-day and get the asking price as made by the firm. With the recent advances of leather and materials dealers still endeavor to buy shoes under established prices. Not many of them are successful at this, however, as the goods will not stand for it—neither will the manufacturer or jobber; still there are some weak-kneed salesmen who will shade prices under fear of losing the prospective order. Such salesmen can not grow in the estimation of their firm and never will become valuable to their house. They won't last long. I am not referring to any one traveling man, but I am in constant contact with much of the manufacturing and jobbing trade, and I merely repeat what dozens of shoe manufacturers and jobbers tell me. Every salesman who is selling shoes from sample should put his full energies in the direction of the higher-priced shoes, and let the cheapest grades go by the way, treating them incidentally only.

"Oh, yes, it is easy writing; go out and do it yourself," some will say; but that is begging the question.

It takes brains to be a successful traveling man. Your fitness is best demonstrated to the manufacturer and jobber by selling what he can not sell without you. Make yourself indispensable by selling other shoes; those he can not sell unless he has men on the road.

In a discussion among a number of salesmen, all successful, these points were brought out and emphasized; but at the close all agreed that the art of salesmanship is in the man, and while the goods offered must be of a character to create favorable impressions, if the salesman has the qualities necessary to secure attention and is able to convince by his method of presenting his goods, he will make sales, regardless of wheth-

er his samples represent shoes of an old established firm or a new house. —Observer in Shoe Trade Journal.

Some time ago a scheme whereby German and American university professors should exchange chairs was perfected, and now a similar educational alliance has been brought about between this country and Italy. The King took as much interest in the matter as the Emperor and named a commission to draw up the terms of the agreement. The benefits of the scheme are patent to all. The significant thing about it is that education is no longer the work of one state for its people, but a universal scheme for the betterment of mankind.

## Mica Axle Grease

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

## Hand Separator Oil

is free from gum and is anti-rust and anti-corrosive. Put up in ½, 1 and 5 gal. cans.

**Standard Oil Co.**  
Grand Rapids, Mich.

I am handling S. B. & A. Candies, my trade is increasing every day.

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.

**Straub Bros. & Amiotte**

Traverse City, Mich.

## DO IT NOW

Investigate the

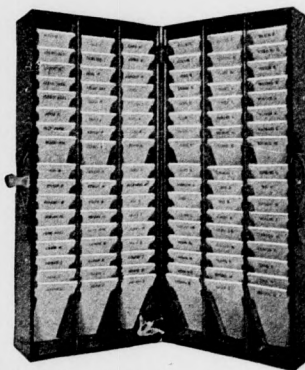
### Kirkwood Short Credit System of Accounts

It earns you 5% per cent. on your investment. We will prove it previous to purchase. It prevents forgotten charges. It makes disputed accounts impossible. It assists in making collections. It saves labor in book-keeping. It systematizes credits. It establishes confidence between you and your customer. One writing does it all. For full particulars write or call on

A. H. Morrill & Co.

105 Ottawa St., Grand Rapids, Mich.

Both Phones 87.



Pat. March 8, 1908, June 14, 1908, March 10, 1909



This is a photograph of one of the jars in our

### Scientific Candy Assortment

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

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

**PUTNAM FACTORY, Mrs.**  
Grand Rapids, Mich.

## CLERKS' CORNER

### Greatest Trouble in Building up a Business.

The same group of merchants and traveling men who had sat with Watkins and his young college man packer—who was fast getting used to the bit—again gathered in the chairs they had left in the hotel at Kansas City.

Hover, the merchant, rocked a couple of times in his big chair, then leaned forward and remarked:

"The greatest trouble a retail merchant has in building a business is with his clerks. It is hard to get men to work for you who are bright and snappy and who, for so much per week, will take an interest in your business. So many of them, too, are downright stupid. Now, for example, I had a case like this only the day before I came up here. A woman came into my store to buy some matting. I was writing in my office and let one of my young women clerks wait upon her. Instead of spreading out two or three rolls on the floor of the carpet room, she let the customer herself finger around over the matting. The customer and my clerk were near where I could see them. The woman asked the clerk, 'Has this piece a pattern?'"

"Yes, it has a pattern—40 cents a yard."

"Forty cents?" said the lady, as if she were a little surprised at the price. Then the clerk showed her another piece. This was 35 cents.

"Thirty-five? Has that a pattern?" Well, it was clear to my mind that that woman was looking for two things—she wanted a piece of matting that had a pattern and that was cheap. 'Won't you let me see this piece?' the customer asked. The clerk was too stupid or too lazy to display the rolls. She stood there like a dummy and after awhile the lady said: 'I will have twelve yards of this 40 cent piece, please. You say 40 cents is the price of this? It seems to me I saw some much like this at Springfield the other day for 30 cents a yard.' That clerk never made any answer whatever. She didn't say that perhaps the day the lady saw it the store was making a special sale, or that the price on matting like that or many other things was going up, or that the quality of that which she saw was not so good. She merely started to cut off the twelve yards and was going to let it go at that.

"At this I left my office and explained how the price could be different or the quality they were selling in Springfield not so good; and when I had made a reasonable explanation to her, she then said, 'Perhaps-yes-all-right-um, um-12-no-24 yards. I wish enough for two rooms.'"

"There I stood in danger not only of losing that sale, but of having that customer feel that I was high priced. Of course she would have talked this around with her neighbors and

this would have kept more customers from coming to my store."

"Ah, a clever clerk helps a store a great deal," said the furniture man. "Not a great while ago, when I went to shave one morning, I found I had no soap. As I passed by the drug store in the hotel, on the way to breakfast—this was in Colorado Springs—I dropped in and asked the clerk for a stick of shaving soap. 'Yes, sir,' said he, politely, and he at once laid out three kinds before me. When I had picked up the piece I wished he said to me, 'it is possible that I have something here that will just exactly strike you. You carry a shaving outfit, I am sure,' and with this he showed me half a dozen rubber lined toilet cases. 'O, I haven't time to fool with anything like that,' I answered. 'I throw my razor and brush and everything right in.'"

"Well, you see this is rubber lined and it will keep your brush, if it is not quite dry when you put it away, from soiling your collars or anything in your grip. Then you see when you have to shave in the morning on a sleeper you don't have to lug your whole big grip to the washroom, but merely stick this under your arm. Then you have all of the articles together. Nice place here, see, for your razor, soap, shaving soap, comb, brush—everything. This is a fresh lot we have just got in. We are selling them rapidly. Everybody is pleased with them—not expensive, either. This one for \$1.50; the next for \$2, and this elegant one for \$2.50.' This boy was just a young fellow, but he was so polite, bright, and to the point that he really convinced me that I should have one of those toilet cases and I bought it; and on top of that he sold me a new shaving brush, a comb, and a few other small articles. And he knew when to stop. A great many clerks, you know, try to rub it in and tire you out. Do you know I liked this young fellow to wait on me and instead of going to the cigar stand I would go in and patronize him when I wanted something to smoke."

"I wish I could have a corps of clerks like that one," remarked Hoover. "It is so hard to get them to take an interest in your business. That fellow that you've just told about won't be a clerk very long. He will either have a good position on the road or else a drug store of his own."

"I have one young woman, though, that's a crackerjack. She sells twice as much as any other clerk that I have and she gets better wages than any other, too. She deserves it. Lots of people who come in won't let any one else wait on them. One day a gentleman came in. He was as sour as a pickle. 'I want to get,' he growled, 'some salt and pepper boxes—some with big holes in them so that I can get the salt and pepper out. I have the best little wife in the world, I believe, but to save my life I can't get her to buy any salt and pepper boxes. For three years I have been swearing every time I sat down to the table. To-day when I wanted to sprinkle some salt over a canteloupe the stuff was wet and soggy. I

couldn't shake the salt out, and when it came to the pepper I pounded on the bottom of the pepper box so hard that I knocked off the top of it and spilled a whole spoonful of pepper into my nice canteloupe.'

"How funny!" remarked the young lady, laughing. 'Now, I know that you aren't going to have that trouble any more. Here are some real nice cellars for the salt and boxes for the pepper, and, I'll tell you, just use some of the sale cellars to put the pepper in. Why not? And you tell your wife that if she will mix a little corn starch in with the salt it will shake out the nicest ever.'

"Well, that was just a simple thing for that clerk to do, but she pleased that man, and now he won't let anybody else in the house wait on him when he wants anything, and when the children of that family are sent to the store to get anything they always stand around until 'Miss Belle' can wait on them. You see, the customer appreciates some little suggestion like this from the clerk."

"Yes, indeed, they do," answered the Baltimore cloak man. "And in addition to that, they like to be treated honestly. Not far from where I live when at home there are two drug stores—on opposite sides of the street. For three or four years I always went to the one nearest me. One day, however, when I happened to be out for a walk, a friend of mine asked me into the other drug store to have a cigar. I happened to think that my wife had told me to get a sponge so that she could sponge

## Alabastine

### The Sanitary Wall Coating

Dealers handle Alabastine

Because it is advertised, in demand, yields a good profit, and is easy to sell.

Property Owners Use Alabastine

Because it is a durable, sanitary and beautiful wall coating, easy to apply, mixed with cold water, and with full directions on every package.

Alabastine Company

Grand Rapids, Mich. 105 Water St., New York

## Sawyer's

50 Years  
the People's  
Choice.

CRYSTAL

See that Top

## Blue.

For the  
Laundry.

DOUBLE  
STRENGTH.

Sold in  
Sifting Top  
Boxes.

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

It goes twice  
as far as other  
Blues.

Sawyer Crystal Blue Co.

67 Broad Street,

BOSTON - MASS.

## THERE'S NOTHING LIKE IT

Quality of stock, roasting, packing, sanitary handling, entirely by automatic machinery, all conspire to make an ideal coffee for best family trade. ❀ ❀ ❀ ❀ ❀ ❀ ❀ ❀

# WHITE HOUSE

DWINELL-WRIGHT CO.  
BOSTON—Principal Coffee Roasters—CHICAGO.

# COFFEE

With the passing of each week more and more grocers are finding it expedient to take it on, and its popularity increases with big strides. ❀ ❀ ❀ ❀ ❀ ❀ ❀ ❀

SYMONS BROTHERS & COMPANY

SAGINAW, MICH.

WHOLESALE DISTRIBUTORS



off the baby with alcohol that night. The baby was a trifle ailing. The clerk showed me three or four sponges. He was rather a gruff kind of fellow and I didn't exactly like him. He asked me what I wanted to use this sponge for. 'Well,' I said, 'I want to get a real good, soft one. We must use it to sponge the baby off with alcohol.'

'Well, I'll tell you,' said he, 'there are plenty of sponges and I'll sell you all you want if you wish them. It's none of my business, but if I were you I wouldn't use a sponge for that. After you use it once or twice it will all draw up and be hard. The best thing for you is to tear a piece out of the sleeve of one of your old shirts and use that.'

"I took that clerk's tip and didn't buy the sponge, but I'll wager that my bill at that store for little sundry things has not run less than \$10 a month for a good long time. When I was at home last this clerk told me that he had bought out that store; and this man was not a bad fellow at all. Oftentimes you meet people who are really disgusting with their shallow smiles. This man might have been just a little less rough—I don't altogether approve of that—but the common honesty he had more than made up for anything else he lacked."

"Well, you must back up honesty, too, when you deal with a customer by giving him honest merchandise," said Hoover. "I instruct my clerks always to sell something good if they can and always to show something good, even if the customer wants something cheap. The old saying that 'the quality is remembered long after the price is forgotten' is a true one, and there is no place where it works out better than in the retail business."

"In the retail trade, you see, the one who sells the goods comes right up against the one that uses the goods. If what you sell proves O. K. then the customer is coming back to tell you about it; but if what you sell is poor you may never hear of it, because the customer does not wish to go back the second time to a place where he has once been bit. This idea of a customer's coming back to a place where he has been swindled to get even—well, there's nothing in that! Yes, sir; I instruct my clerks always to sell something good if they can, and if they sell a poor article to tell the customer so at the time, so that the disappointment may come before they get the article rather than afterwards."

"Now, for example, this same young woman I was telling you about—Miss Belle—always sells to customers the best stuff that we have in the house. Last Christmas we had in our line a lot of toilet articles. A woman came in and wanted a brush. The clerk showed her several brushes. The first one was worth \$4."

"Now, you know, \$4 for one hair brush down in a town the size of ours, where there are not many rich people, looks like extravagance. But this young woman said: 'Now, madam, \$4 looks like a good deal for a hair brush, I am sure, but see what a beautiful brush this is'—and with

this she ran her hand over the bristles—and you know a lovely head of hair like yours should not be touched with a cheap brush. 'This brush will go right down to the roots of your hair and at the same time the bristles are not so hard that they will scratch your scalp. I really believe that there is more real good value in this brush for \$4 than there would be in two of this one here at \$3 each.' With good easy talk like this she jollied up this woman and sold the \$4 brush. Why, ever since that time that woman has been a walking advertisement for me. When her friends come to see her and she takes them into her room, she is sure to spring that \$4 brush and talk about Hoover's being the place where they carry fine goods, and so on. And all this comes about because my clerk knew in the beginning how to handle good customers and sell them good things."

Charles N. Crewdson.

#### The Dealer a Fixture.

The persistent efforts in certain quarters to discredit the legitimate rights and usefulness of the retail dealer are born either of ignorance or contempt of actual conditions.

Commerce, since the dawn of the race, has ever been one of the greatest agents of civilization and progress. Among the pioneers of the backwoods, when a patch of corn, tobacco and vegetables, with virgin streams stocked with fish and virgin forests crowded with game, served to supply the simple needs of the settlers, the retail dealer could be dispensed with; but who, among the most vociferous of those who now demand the abolition of the dealer, would be willing to go back to those days when the "simple life" was really simple, to endure the hardships and privations, the absence of the comforts and what are now universally considered the necessities of life, to say nothing of the numerous luxuries that we all appreciate so highly? And that is practically what it would amount to, if carried out to its logical conclusion.

The farmer who makes his purchases of the catalogue house, in the belief that he is doing away with the "middleman," is laboring under a delusion in this respect, as well as in respect to his lessening the expense of living for himself and family.

By not having the opportunity to examine the stuff he buys before he sees it, and in most cases not being qualified to judge of its value if he did have that opportunity, he is apt to lose far more than he gains. Footwear, for instance, must be fitted properly, and this can not be done successfully through a mail order house. The despised "middleman" would, in nearly every case, be in position not only to show the goods, to assist and suggest in making the selection, and, if shoes, to properly fit them, and to guarantee them as well.

The present craze for catalogue house patronage is in some respects similar to the old grange idea of thirty-five years ago, when the farmers were determined to wipe out all the retail merchants and make all

their purchases through co-operative stores. The lesson was an expensive one, but apparently it lasted less than one generation, for the same hue and cry is raised to-day; only, instead of trading through stores in which they themselves have a direct interest, they are contented to pour their cash into the coffers of a few men who have become multi-millionaires in a few years of clever effort at hoodwinking the people in the country and the country towns.

It will take patience and perseverance and intelligent effort to counteract this tendency to ignore the legitimate rights and mission of the dealer. It will take something more than this: It will take absolutely square dealing in every particular; it will take a recognition of the fact that the purchaser has a right to make a fool of himself if he wants to; and it will also take an awakening on the part of not a few dealers to the advantage of quick sales and small profits, for cash, it means that dealers must become in the best sense business men, able and not afraid to match their brains and nerve against the brainy business men who run the catalogue houses; and they are as smart a set as you'll find in a run across the entire country.

Experience without insight is as valuable as dough and yeast stored in different sides of the pan and expected to make bread. Unless insight be present, all the experience in the world will not make a wiser man of the individual who lacks the capacity to imbibe that experience, to profit by it, to make it a part of himself. People who brag about their experience frequently have had so much because the earlier lessons have taught them nothing.—Printers' Ink.

## FOR SALE



Store building and general stock located in thrifty town which is center of thickly settled farming country, industries of which are dairying, fruit, stock and general farming. Our village has cannery factory, pickle factory, creamery, churches, up-to-date schools, etc. and store is the best corner in town. A business that has continued for thirty years. Will rent store if desired. H. L. CORNWELL, LAWRENCE, MICH.

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.

## GRAND RAPIDS PAPER BOX CO.

MANUFACTURER

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

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

Estimates and Samples Cheerfully Furnished.

Prompt Service.

Reasonable Prices.

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

GRAND RAPIDS, MICH.

## THE FRAZER

Always Uniform  
Often Imitated  
Never Equaled  
Known Everywhere  
No Talk Required to Sell It  
Good Grease Makes Trade  
Cheap Grease Kills Trade



FRAZER Axle Grease  
FRAZER Axle Oil  
FRAZER Harness Soap  
FRAZER Harness Oil  
FRAZER Hoof Oil  
FRAZER Stock Food

## MODERN FINANCE.

## Outcome of the Boom in L. &amp; P. Stock.

"I don't know that I have any particular ambition to become wealthy," observed Paine, as he stretched his legs under the desk and lighted the cigar his companion had given him. "But this is rather monotonous. Wine taste and beer income, you know."

Black nodded and drummed on the desk with his fingers as he looked steadily but dreamily through his half-closed lids at the young man before him.

Paine grew restive under the steady gaze. "It would be all right, you see, if I wasn't constantly rubbing against men of means—I wouldn't feel it so keenly; but when I realize, as I do, that these men of wealth have no more brains or ability than I, and yet are rich, while I am poor—it makes me"—He brought his clenched fist upon the desk. "Well, I feel that they have more than they deserve. Now, what are you laughing at?"

"I beg your pardon—I was not aware I was laughing. But, to be frank, I am amused. Why, can't you see that wealth is right in your hand; that you can have it for the grasping, and that by the same means these other men have adopted—practically?"

Paine's eyes opened wide. Black rose and waved his hand toward a private office. "Can't we go in there? In about five minutes I can tell you something that may surprise you, and you will wonder why it never occurred to you before."

They were not gone much more than five minutes, certainly not to exceed ten, and when they returned Black's lips curved in an insinuating smile, while Paine's brows knit in an expression of doubt or resistance. "It would lose me my position," said the latter as he threw himself into his chair.

"You would have no need of a position."

"It would ruin my prospects."

"It would assure them. The prospects would be a certainty. Can't you see that at one stroke you would be beyond positions and prospects?"

"Oh, yes, I can see that all right. I'll drop in to-morrow morning and let you know."

For some time the young assistant to the President of one of the large railroad systems of the country, an officer who had earned the reputation of turning everything he touched to gold, or dividends (much the same thing), until the mere mention of his name in connection with a transportation enterprise was sufficient to send the speculators scrambling over each other, like bees swarming, to purchase its stock and send the quotations up like the imprisoned mercury under old Sol's influence, sat brooding over his desk; then glancing at the clock he sighed, pulled on his coat and left the office.

He was in so brown a study that seated at a restaurant table, the active waitress with the distressingly frizzled blonde hair had to repeat the

query as to whether he had ordered, before he wakened sufficiently from his reverie to make his wants known. The meal finished he changed his dreaming place to his room, and sat brooding before the fireplace with an unlighted pipe in his hand until the coals had grown red and white in turn and the ashes alone bore evidence of the thoughtfulness of his landlady. Then with another long sigh and a shiver, for the evening was chilly, he hastily disrobed and crawled into bed to tumble and still debate "to be or not to be" until morning.

At 10 o'clock in the morning Black sat in his stock and grain commission office, commonly termed the "bucket shop," observing a spry young man with a sandy head and quick, nervous hands chalking upon a large blackboard the quotations he had just taken from a ticker. Black observed him closely as he entered the L. & P. quotations and seemed relieved when the figures given showed that there had been no advance.

The spry young man was busy with quotations from the corn-pit when the door opened and Paine, glancing cautiously about the room first, entered. Black advanced to the railing and leaned over it in the confidential attitude he assumed with a large proportion of his patrons.

"Have you done anything yet?" asked Paine in a whisper.

"No. Was waiting for your decision."

"How is it now?"

"Just where it was." Black pointed toward the figures on the blackboard. "Well, here's a check for the margin. It's all I have, and if we lose on this my name's Dennis in everything."

Black smiled as he took the proffered piece of paper.

"There will be no occasion for a re-christening if you do as I suggested yesterday."

"I can manage that all right. But I don't want any one to see me in here. So long."

Scarcely had Paine left the office when another patron entered. He was quite the opposite of Paine in every respect and glanced at the board with a familiar critical glance that indicated acquaintance with its mysteries. "I say, Bob, can't you put me on to something good?" he said as he leaned over the rail. "I've just found a fifty rolling uphill and I want to put it on a sure winner."

Black glanced thoughtfully at the boards and drew his brows together. "I might give you a little pointer. Plunge. Of course, you know it isn't official, but its rumored that the L. & P. will take a little jump." He leaned forward and whispered something.

"No!" exclaimed the patron, drawing back. "President Make behind it?"

Black closed his eyes and slowly nodded his head. "But, s-s-sh. Keep it quiet. Not a word, not a word."

"Certainly not, certainly not. Just let me in on it." Plunge hastily counted out fifty dollars.

"Certainly, but it's on your own

# Good to the Very End

# S.C.W.

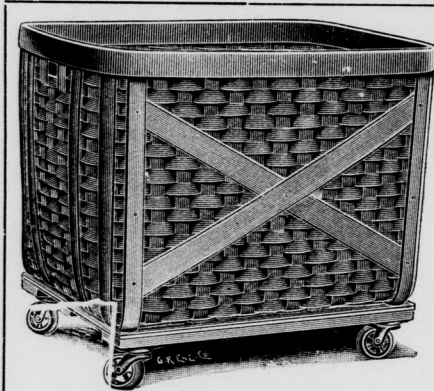
## 5c Cigar

### G. J. Johnson Cigar Co.

Makers

Grand Rapids, Mich.

# BALLOU BASKETS ARE BEST



X-strapped Truck Basket

## A Gold Brick

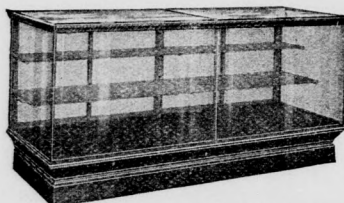
is not a very paying investment as a rule, nor is the buying of poor baskets. It pays to get the best.

Made from Pounded Ash, with strong cross braces on either side, this Truck will stand up under the hardest kind of usage. It is very convenient in stores, warehouses and factories. Let us quote you prices on this or any other basket for which you may be in market.

BALLOU MFG. CO., Belding, Mich.

## THE BEST IS IN THE END THE CHEAPEST

### Buy None Other



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

Our fixtures excel in style, construction and finish.

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

Send for our catalogues at once.

Grand Rapids Show Case Company  
Grand Rapids, Mich.

The Largest Show Case Plant in the World

## A GOOD INVESTMENT

### THE CITIZENS TELEPHONE COMPANY

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

### 25,000 TELEPHONES

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

### STOCK ON SALE

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

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



judgment, you know, and above all—not a word."

He smiled as Plunge left the office; for well he knew the first acquaintance his patron might meet would be told in strictest confidence that President Make had secured control of the L. & P., and that there would be a jump in the stock. He could not have chosen a surer advertising medium, and, seating himself on a comfortable easy chair, he lazily directed his half-closed eyes toward the L. & P. quotation on the board, and like a spider in his web patiently waited. Five minutes passed, ten minutes. It would take Plunge, provided he met no one of his nine hundred select and confidential friends on the way, five minutes to reach the nearest bar, take a drink and retail the news to the bartender. It would take possibly five minutes for the bartender to rinse the glasses, fill others and repeat the rumor to the next thirsty customer. Providing the customer was inclined to profit by the tip, it would take five minutes for him to reach the office and—"H'm, Mr. Black. How are you this morning?"

"Very well." Stretching and smiling, he recognized a regular patron. One of your careful, cautious customers who weighs every chance, calculates how much they can hazard and chance no more.

"I have by the merest chance just heard that there is a—ah—a rumor in circulation that may slightly affect L. & P., and I thought that you, on account of your business connection might be able to—ah—advise me if there is any foundation for it."

"Why, really, I never make it a practice to deal in rumors; my transactions are in stocks and securities, not in rumors."

"But you have heard it, have you not?"

"Not officially confirmed."

"But the L. & P. is a good buy, don't you think?"

"Why, personally, I think it is better now than it will be tonight or possibly by noon. I have placed two good orders on it this morning."

As quickly as money could be produced the sandy-haired youth was instructed to place a third order, and scarcely was it placed when another patron was enquiring regarding L. & P. The spry young man smiled as the orders were placed. He was accustomed to such work of old, and knew its cause, action and effect, as he did the ticking of the telegraph instrument.

While Black was busy explaining to a nervously anxious patron who appeared apprehensive that the stock would be put out of his reach before he could produce the money, that he believed the rumor had not been officially confirmed, young Pen, of the "Evening Trumpet," called him to one side. "What's this I hear about the L. & P.?" he asked in an undertone.

"What is it? I'm not a mind reader."

"I heard a rumor just now that President Make has become interested in the L. & P., and that there is a strong probability of its being ab-

sorbed by his system. What do you know about it?"

Black raised his eyebrows and shoulders. "I know no more than you. Why don't you go to headquarters and interview Mr. Make?"

"He's in New York."

"But he has an office here."

A word to the wise is sufficient, and, not insinuating that all newspaper men are particularly wise, less than a word is often sufficient to a reporter, and a very few minutes after Pen had left Black's office he was in the office of President Make, asking to interview that famous railroad magnate.

"I'm sorry, but he's in New York," answered Paine with a rather conscious blush, for he expected the question and had been preparing for it all the morning. "Was there anything particular?"

"I only wanted a denial or confirmation of a rumor that is in circulation to the effect that he has gained control of the L. & P. Do you know anything about it?"

Paine shook his head. He found it harder to play the part he had assumed than he thought he would. "I have heard nothing official—"

"Of course not, but, unofficially, what do you think of it? I wouldn't think of quoting you, but our readers have heard the rumor, in fact, it's common news, and will expect something."

"Oh, I have nothing for publication, really." As he spoke Paine smoothed with his hand a telegram on the flat surface of his desk. Pen could plainly see the message. It was a type-written cipher copy with occasional words translated in pencil and with President Make's name at the bottom. These pencil interlineations and marginal notes were what the enter-

prising news gatherer did not scruple to read. The initials L. & P. and the words "control," "stock," "property" and "close traffic agreement" attracted his attention, while the last two words were like a red flag flaunted before a bull; they were, "keep quiet." As Pen glanced up his eyes encountered those of the assistant and the two exchanged one of those quick glances of masked but perfect understanding. "No, really, I have nothing to say," repeated Paine, but he knew he had done his share of the planned work.

Soon after the reporter left his desk the telephone sounded its rattling summons. It was Black calling up to say that the wires were getting hot with enquiries and that L. & P. had gone up a couple of points.

"Hadh't better close out?" asked Paine, meekly.

"As you direct," replied Black. "But it's sure to go up five and I'd advise hanging on for that."

"All right—hang."

Meantime the rumors of the boom and its cause sped over the gossiping wires. Black had just put on his hat preparatory to going out to lunch when the spry young man handed him the first message. It was from headquarters and ran: "Notice your orders for L. & P. What is cause of the boom? He pushed his hat back on his head, sat at his desk and wrote a reply. As he handed the reply to the operator he received two more messages. "What has happened to L. & P. boom. What is up your sleeve?" Before he had replies written there were other enquiries that soon formed quite a little pile. He sent the same reply to all: "Evening Trumpet will publish report President Make has control and will absorb in his system."

**CHILD, HULSWIT & CO.**  
BANKERS  
**GAS SECURITIES**  
DEALERS IN THE  
**BONDS AND STOCKS**  
OF  
Mattoon Gas Light Co.  
Laporte Gas Light Co.  
Cadillac Gas Light Co.  
Cheboygan Gas Light Co.  
Fort Dodge Light Co.  
Information and Prices on  
Application.  
CITIZENS, 1999. BELL 424.  
MICHIGAN TRUST BLDG.

**BONDS**  
For Investment  
**Heald-Stevens Co.**  
HENRY T. HEALD CLAUDE HAMILTON  
President Vice-President  
FORRIS D. STEVENS  
Secy & Treas.  
Directors:  
CLAUDE HAMILTON HENRY T. HEALD  
CLAY H. HOLLISTER CHARLES F. ROOD  
FORRIS D. STEVENS DUDLEY E. WATERS  
GEORGE T. KENDAL JOHN T. BYRNE  
We Invite Correspondence  
OFFICES:  
101 MICHIGAN TRUST BLDG.  
GRAND RAPIDS, MICHIGAN

**IF A CUSTOMER**  
asks for  
**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.

The report reached even to the office in the metropolis where President Make made his headquarters while there, and the famous President brought his fist down on the table with a sounding whack. He was beyond the point where he felt flattered by the compliment implied, and with the whack declared that the source of the rumor must be located. The call bells in the outer offices tinkled and buzzed, secretaries gave orders, stenographers grabbed notebooks, office boys rushed back and forth and telegraph operators tore off their coats and pounded the speaking brass because the President wanted things to move, and half across the continent division and department offices were informed that President Make wanted to know, and wanted to know quick. Quick, quick, quick! ticked the sounders, and general officers, district officers, superintendents and traveling representatives quickly replied they didn't know. "I want to know, I want to know," ticked the sounders, and "I don't know, I don't know," came back from all directions.

Paine, seated at his desk with his head in his hands, for work until the affair on hand was disposed of was out of the question, received a message as follows: "Reported here we have secured control of L. & P. This is false, but stocks affected. Indications rumor originated your town. Can you advise source? Answer quick. Make."

The assistant read the message twice over and a flood of thoughts rushed wildly through his brain.

The telephone bell again sounded. It was Black. "Hello, old man. Gone up five points. It's up to you; what shall I do?"

"Wait just a minute," said Paine, nervously, then sent his stenographer into the next office. As the door closed behind the amanuensis he grasped the telephone instrument with a shaking hand. "Hello, Black. Better close out at once. I have a message from the President trying to locate the rumor. It's reached New York and it's raising old Ned. His message is plain English and says it's false. There's bound to be a leak in the telegraph department and there will be a crash. We'd better get from under before it's too late."

"Just what I was going to propose," replied Black. "I'll close you out at once. Plenty of takers. Allow me to congratulate you. You're a made man and positions can go to smash. Invite me to ride in your private car once in a while, won't you?" There was mirth in the broker's voice, but there was none in the assistant's as he replied, "Sure thing," and hung up the receiver, and there was none in the expression of his face as he turned from the desk.

The Evening Trumpet, coming out at 5 o'clock, had a column and a half headed in bold type, "BOOM IN L. & P. STOCK," and giving a complete account, purporting to come from a semi-official source, of President Make's mission to New York and its successful issue. The papers were sold as rapidly as hot cakes disappear on cold mornings, and were

read eagerly by those who had been fortunate enough to hear the rumor in time to invest in the coveted stock before the jump.

Almost before the ink was dry on the last sheets out, and long before the fortunate investors had finished congratulating themselves upon the judgment they had exercised in buying that particular stock just before it turned, another rumor was breathed from mouth to ear upon the street that the first rumor was false and that L. & P. would drop back as soon as the market opened. Pen heard it and immediately called up President Make's office by telephone. No one was there and he began to trace for the origin of the new rumor. After a great deal of enquiry he learned that Jones had it from Brown. Posthaste to Brown's house, where that worthy was entertaining a few friends at dinner. Yes, Brown had told Jones and he had it from Johnson. Johnson could not vouch for it, but White had told him that President Make sent a message from New York to the effect that the first rumor was groundless. White was interviewed. Was the report true? Why, really, he couldn't say, but that was the way he heard it on the Board of Trade. Who had he heard it from? Why, really couldn't say, positively—some of the boys on the Board."

By morning the small speculators were about equally divided. Some anxious to buy, as the stock having gone so high was bound to go a certain number of points higher; others equally anxious to sell, contending that the stock had reached its highest point. Consequently Black did a brisk business. Soon after his office opened Paine called and was handed a slip of paper, small in dimensions, but redeemable at the First National Bank for a larger amount than the assistant had ever hoped to possess; it was the proceeds of his manipulation and Black congratulated him as he received it. The lucky investor looked pale and careworn and even the broker's congratulations failed to bring a smile to his lips.

Within three hours after the stock market opened L. & P. had dropped to where it had been when Paine invested in it. Many were the long faces, empty pockets and muttered curses. An angry delegation called upon Black to demand what he meant by circulating such false rumors as the one that had induced them to invest. The broker elevated his eyebrows and shrugged his shoulders. They had asked him about the rumor. He had simply given it for what it was worth and he would let them into his confidence. There must have been some ground for it, as the first purchaser of L. & P. had been President Make's assistant, and who should be in a better position to know a thing or two about stocks than a man as near the manipulating power as he was? Who, indeed?

The delegation immediately proceeded to the President's office to demand an explanation. There they found a scene of mild confusion. The office force was disordered. The

President had asked by wire for his assistant's resignation. Some of the clerks had seen the telegram personally. The office boy had copied the reply message by which the assistant had resigned. The stenographer had been at the depot when the ex-assistant had boarded a northbound train, but as he traveled on an annual exchange pass none knew his proposed destination and there was no ticket sale to tell the secret.

Well, the early bird had flown with the fat worm and the boom in L. & P. was an event in history.

H. H. Peckham.

#### Thoughtfulness.

The late Joseph Jefferson was well known for his kindness of heart, a kindness which extended to the smallest of animals; but nothing annoyed him more than affectation in this regard.

Upon one occasion he was dining with an acquaintance, when a fly dropped into the other man's coffee. The man carefully fished it out and called to a waiter.

"Here," he said, "take this poor little fellow—be very careful or you will hurt him—and put him out of doors."

Mr. Jefferson laid a restraining hand upon his shoulder.

"Why, how can you think of such a thing, my dear friend? Don't you see that it is raining? Suppose the poor little fellow should catch cold!"

Only genuine coins can endure the test of constant handling.—Felix G. Proyme in Success.

**Saves Oil, Time, Labor, Money**  
By using a  
**Bowser Self Measuring Oil Outfit**  
Full particulars free.  
Ask for Catalogue "M."  
**S. F. Bowser & Co. Ft. Wayne, Ind.**

## The National Cream Separator

It extracts all the cream from the milk. It runs lighter and handles more milk in a given time than other separators. It will pay for itself in one year and will last a lifetime. Costs almost nothing for repairs. You will find it one of the best sellers you could carry in stock. Write to us about it to-day.

**Hastings Industrial Company**  
General Sales Agents  
**Chicago, Ill.**

## 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'll have to keep abreast of the times anyway if you don't keep ahead of them.

### A Kuttowait Butter Cutter and Refrigerator

will do more toward establish-

**Read this List of Satisfied Users of Our Money Making System:**

Baldwin, Knowlton & Lake, Memphis, Tenn.

Peter Didehls 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 (two 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.

ing 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.



## WOULD BE BOSS.

## It Was a Mistake To Be a Good Fellow.

Once upon a time, long, long ago, Makeby was a good fellow. Such a good fellow was he that everybody on the desk that he had charge of liked him. They don't like him now. They don't call him a good fellow. They call him a "crank." They say he is ugly enough to snap a man's head off, that he isn't content unless he's standing right over his men, ready to come down on them like a storm cloud the minute they let up a little, and that generally speaking the title of "mean man" fits him as if it were made to his order. This is the story of how Makeby changed.

Once, as has been said, it was different. Makeby was a good fellow; "one of the bunch," a genial, whole hearted companion of the men who worked under him. That was when he was new to the management of the desk and ignorant of the many ways in which one man may disappoint another. He was young then, exceedingly young for a man who had charge of a subdepartment, which, possibly may account for his being a good fellow. Makeby came up from the bottom. Every clerk on the desk remembered the time when he came in under the wing of the department head and took up the climb at the bottom rung of the ladder, where he copied invoices and mailed letters for \$8 a week and was looked down upon by the other clerks, who were above such childish labors.

Everybody remembered what a modest, almost shy little chap he was then, and how they all had taken a friendly interest in him and had patronized him shamefully. Makeby took their interest and their patronage in the most pleasant manner imaginable. He accepted the older clerks as his superiors, which indicated to these worthies that young Makeby was a man of unusual discrimination and sense and made them like him better than anybody who had come to the desk for a long time. He listened carefully to the generous quantities of advice dished out to him, paid attention to some of it, and showed that he held great respect for the experience and ability of his fellow workers. Not that he boot licked, for if he had he would have been set down hard and suddenly, boot licking being considered just one degree worse than anything else that a man may be guilty of in the big office. But he did give heed to what they told him.

At the same time Makeby was going along and performing the small duties assigned to him in an efficient and intelligent manner, and suddenly, to the surprise of the older men who had not credited Makeby with making any great impression on the boss, there came another man into the department to take charge of the copy press and the mail, and Makeby became a full fledged clerk, the equal of the others, and entitled to draw twelve big dollars every Saturday morning.

"Glad you're going to be one of us, Makeby," said the other clerks, "We'll

help you all we can and break you in in a hurry."

It was then that the clerks got the first inkling of the stuff that was in Makeby.

"O, you needn't break me in, fellows," he said. "I've been watching things pretty close and know the work well enough to start in without much teaching. That's how the head happened to shove me up."

The clerks would have been offended had it been anybody but Makeby who told them this. But Makeby was all right; there wasn't anything fresh about that boy; he was a good fellow. The clerks accepted him as one of them, helped him when he needed help, which was seldom, and it was not long before he was regarded as one of the fixtures of the desk, even as were the men who had been there before him.

Now, there are few things that will bind men closer together or split them farther apart than to be cooped up together at a long desk for six days out of the week, engaged upon the same work and depending upon one another for the proper prosecution of that work. If a cluster of men so gathered are congenial they soon will become fast friends, helping each other in all emergencies, hiding each others errors from the boss, and generally regarding their little group in the light of a freemasonry to which the rest of the office has no right or hope of entry.

If they be uncongenial they soon will learn to hate each other with a great cordiality. Nothing is quite so irritating as to sit next to a man whom one dislikes, to work upon his work, and to have him work upon yours. The group on Makeby's desk was a congenial one. They protected each other from the wrath of the powers above when the occasion demanded it and stood together as a rock against claims of error made against them by other departments. They all were good fellows, and Makeby was one of the best of them.

For instance, if it so happened, as it often did, that a Monday morning found Heaney, whose besetting weakness was rye whisky, so sleepy and dull of brain that he could do but little, the rest of the clerks divided his work up among them, did it up just as carefully as Heaney could have done it when in good condition, and the day went by with none the wiser. Then on the next day, perhaps, Dale fell down and made his work so full of errors that there was danger that the boss would see it, and then Heaney, the best man on the desk when at his best, took the work over and worked at it like a fiend until the tangles were straightened out and Dale was safe. This is the way it goes at most desks, the men are congenial, and the work turned out is excellent. Makeby, of course, took part in all affairs of the nature above mentioned.

Then came the day when it was found necessary to find a new head for the desk and the clerks were surprised when they saw the announcement that it was Makeby who had got the promotion. On second

thought they decided that they were not sorry. No, on the contrary, they were happy that it should be so. They had reason to be; it was to their advantage to have one of their own circle at the head of their little department. And, besides, Makeby was such a good fellow.

Makeby took the promotion quietly, and it made no difference in his attitude toward the men on the desk.

"Just go along and work as you have been working; that's all," he said.

"We've got Makeby for a boss now," said the other clerks. "Cinch! Makeby's one of the best fellows in the world. He wouldn't say anything to a man no matter what happened."

So they reposed complete confidence in him and began to shirk their work a little.

It went well for a long time, for the machinery of the department was well adjusted and hard to get out of order, and Makeby worked so much harder himself that the deficiency on the part of his men hardly was noticeable. Once or twice he noticed that Dale and Heaney were not as careful of their work as they had been under the old regime, that they took less time in making out their reports, and that they exhibited a tendency to carelessness which was new to them. But he didn't say anything. He was able to adjust it all himself, so he thought it just as well to let things go, especially because Dale and Heaney were his old friends. And then there came a day when the head jumped on him.

"Makeby, I've been watching the work of some of your men lately," he began. "Will you please tell me what's the matter with them? You've got some of the best clerks in the house under you, but for the last three months, in fact ever since you got to be over them, they've been working as if they were common, ordinary dubs. What's the matter; is it with them or with you?"

"How do you mean the work has fallen off?" demanded Makeby. The head showed him in a manner that left no room for argument. Makeby said: "Give me a week and I'll show you a change."

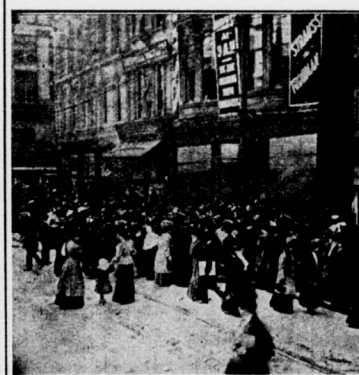
He went back to his subdepartment. The talk that he then and there proceeded to hand out to his men won him instantly the title of crank. He told them that he had tried to be a good fellow and be boss. He found that he couldn't do it—they wouldn't let him do it. Therefore from now on he would be boss, and forget that he ever had been a good fellow. He kept his word, too. He is an excellent boss now; but he is a miserable failure as a good fellow. The clerks call him a crank and tell each other that he's got ambition bugs running loose in his upper story; but Makeby is satisfied; they get the work out right. Allan Wilson.

Pride goeth before a fall, but the annals of "shoddocracy" proclaim that it frequently goes so far before that the fall never overtakes it.

## San Francisco, California, Crowd.

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

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



## Monopolize Your Business in Your City

Do you want something that will monopolize your business? Do you want to apply a system for increasing your cash retail receipts, concentrating the entire retail trade of your city, that are now buying their wares and supplies from the twenty-five different retail clothing, dry goods and department stores? Do you want all of these people to do their buying in your store? Do you want to get this business? Do you want something that will make you the merchant of your city? Get something to move your surplus stock; get something to move your undesirable and unsalable merchandise; turn your stock into money; dispose of stock that you may have overbought.

Write for free prospectus and complete systems, showing you how to advertise your business; how to increase your cash retail receipts; how to sell your undesirable merchandise; a system scientifically drafted and drawn up to meet conditions embracing a combination of unparalleled methods compiled by the highest authorities for retail merchandising and advertising, assuring your business a steady and healthy increase; a combination of systems that has been endorsed by the most conservative leading wholesalers, trade journals and retail merchants of the United States.

Write for plans and particulars, mailed you absolutely free of charge. You pay nothing for this information; a system planned and drafted to meet conditions in your locality and your stock, to increase your cash daily receipts, mailed you free of charge. Write for full information and particulars for our advanced scientific methods, a system of conducting Special Sales and advertising your business. All information absolutely free of charge. State how large your store is; how much stock you carry; size of your town, so plans can be drafted up in proportion to your stock and your location. Address carefully:

ADAM GOLDMAN, Pres. and Gen'l Mgr.

New York and St. Louis  
Consolidated Salvage Company

Home Office, General Contracting and Advertising Departments,  
Century Building, St. Louis, Mo.

Eastern Branch:  
ADAM GOLDMAN, Pres. and Gen'l Mgr.  
377-379 BROADWAY,  
NEW YORK CITY.



### The Woman Looks Before She Leaps.

Notwithstanding the fact that the proverb: "A man may choose, but a woman must wait to be chosen," is wellnigh as old and apparently as well established as the hills, it also is true that the woman has the casting vote in the matter. If she may not choose, in the sense of openly expressing a preference where none has been expressed for her, she is at full liberty to choose among her suitors the one she likes best, and is free equally to refuse any and all whom she does not like. Moreover, she may, in most cases, choose indirectly by directing the full battery of her charms against the particular bird which she wishes to bring down. The fact that that bird, when won, often turns out to be a poor catch is a strong cause for doubt whether the right to woo is such a desirable privilege after all.

Marriage is and must be more or less of a lottery. None of us with certainty can count upon ourselves, or predict what we may or may not do in an unforeseen emergency; still less is it possible for any man or woman utterly to be sure of any other. Fair seeming props go down, sometimes, under stress of heavy storm, and none can tell what any day may bring forth. Wherefore it is no wonder that women sometimes should choose their husbands unwisely; the marvel on the contrary is that so many should choose wisely and well. As the old saying goes: "There always are a Mr. Right and a Mr. Wrong;" but pray how is any girl to distinguish between them?

Just as many men are led into marriage by a pretty face, a pleasant manner, without investigating below the surface; there are many more girls who fancy themselves in love when their eyes are caught by a becoming tie, a well fitting suit of clothes and a pleasing and assured address, without so much as once stopping to ask themselves what sort of heart beats under the immaculate shirt front, or whether there is a brain beneath the latest fashion in motor caps. There is nothing more disquieting to the agitators who forever are asking: "Is marriage a failure?" than the happy go lucky fashion in which Angelina is apt to select her Edwin, or, to put it conventionally, to allow her Edwin to select her from the girls of his acquaintance. Indeed, to the casual observer it well might seem as if Angelina displays much more care and fastidiousness of taste in the selection of the new costume in which she is to appear at church upon Easter Sunday than she devotes to the selection of Edwin, who is to be her lord and master for the rest of her natural life.

Yet it is not altogether Angelina's

fault when she accepts as her future husband a youth who, as the saying goes, wholly is unfit "to tie to." In the majority of cases she has had no better opportunity to form a correct judgment of men and their ways than a clergyman has to study the points of a race horse; which, by the way, is about equal to that which the average youth has of estimating the character of a young woman.

It only is the girl who has been brought up in a household of boys who has the ability to form a correct and critical estimate of the men who seek her in marriage, and as like as not such a girl shows no disposition to wed, but elects to spend her life in single blessedness. The average girl has had no such experience of men and their ways, and so the young man with a pleasant smile and a winning tongue comes, sees and conquers; and forthwith they rush into matrimony blindfold, to find out each other at leisure. Small wonder that reformers advocate a law requiring an engagement of at least six months before marriage.

Neither would it be a bad thing, that of another law, requiring the applicants for marriage licenses to "show a clean bill of health." There is much wisdom in the old conundrum: "Is life worth living?" It depends on the liver. Ill health is a most fruitful source of ill temper and the Spartan rule which forbade the sick to marry had at its root the good of the whole race.

Since, however, such reforms as these are not near at hand, it behooves those who are wise to look out for themselves in the meantime. The old doctrine which taught young women that they must judge none by the outer man, since "beauty is but skin deep," was more or less a mistake. It is not necessary to a woman's happiness that she should marry a handsome man; indeed, on the contrary, homely men have been found usually to make the best husbands, the explanation being that men who are unusually handsome are spoiled generally by adulation, and a really vain man is so deeply in love with himself as to be incapable of loving any one else.

But although a man need not be handsome of feature, it is well that he shall be good looking in the sense of looking good. Physiognomists claim to be able to tell people's character from their faces, and it is certain that evil desires, evil thoughts and ill temper leave unmistakable traces thereon, while the eyes often literally are "windows of the soul." It is a fearful risk to marry any man in whose face the ten commandments are conspicuous by their absence. "When I see a man," said Addison, "with a sour, shriveled face I can not forbear pitying his wife; and when I meet one with an ingenuous, open countenance I think of the happiness of his friends and his relation."

It is a deplorable destiny for a woman to have to live with a thief, a liar, with a drunkard, for ten, for twenty years, for a lifetime; for this cause it is well to choose for one's

husband a man of good character, to know something of his antecedents before the knot is tied. There always is some means of finding out if one has wisdom enough to try.

There is a story told, which may or may not be true, of a girl, from Chicago, of course, who met a young man at a watering place hundreds of miles from home. He paid desperate court to her and in three or four days from their meeting with a formal introduction, proposed marriage at once. She asked until the next morning, from the afternoon, to consider, and then, saying "yes," became his wife forthwith. He proved all which was desirable in family connections and fortune and the hasty marriage proved a happy one. Some weeks after the wedding the husband asked his wife: "Were you not afraid to take such a risk as to marry an utter stranger? I knew all about you beforehand, and was at college with your brother, but you!"

"Not at all," was the placid answer. "As soon as I asked time to consider I wired brother John to ask Dun for your rating, and him for your character, and he told me what I wanted to know, in good time!" The story, as the French say, "deserves to be true" in that it shows that precaution is possible even in a hasty marriage.

Surely, surely it is suicidal folly for any woman to marry any man of whose character she wholly is ignorant. Even although "heart leaps to heart" it is well to make sure that

the juxtaposition is tenable and likely to endure; also to bear in mind that

Colors seen by candlelight  
Are not the same by day.

For in a lifetime there must be many days and nights.

Dorothy Dix.

A prominent lawyer in Ohio who was very eccentric always rubbed his hands and went through several other movements before speaking. One day while in court a younger lawyer, after seeing him do this several times, got up and did it, too, in a very slow and deliberate manner, and after saying what he was going to say down; whereupon the older man got up and said: "That young man acts like a good lawyer, but he talks like a fool."



Get our prices and try  
our work when you need

**Rubber and  
Steel Stamps  
Seals, Etc.**

Send for Catalogue and see what  
we offer.

**Detroit Rubber Stamp Co.**

99 Griswold St.

Detroit, Mich

## GOOD GOODS ARE HALF SOLD



WHOLESALE

RETAILER

CUSTOMER

is always the case with

## PARIS SUGAR CORN

How often a new customer is made when supplied with something really pleasing. Puts the grocer "right" at once—more and better trade follows. It always does when you recommend the products bearing the name of Burnham & Morrill Company.

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**



HIS DISSIPATION.

Preferred Mountain Camp To "Good Fellow" Jolly.

Written for the Tradesman.

"Wake up, boys! Here's for the Pacific coast! Who goes?"

It was the traveling salesman, just in from a trip through Southern Michigan. He looked like a four-time winner and was bubbling over with life and good spirits. The clerks looked up from their desks and asked what he had been smoking.

"The house sends no missionaries to the coast," one of them said.

"This little missionary sends himself," said the salesman. "It is me for a camp up on the coast range, where the air is cool and balmy and makes you hungry. Why don't some of you fellows cut loose and come along?"

"You're in the wrong stall, son," said one of the clerks. "We're not in the millionaire class. You must have been harvesting Standard oil."

"He'll wake up in the morning," said another.

"I'll do my dreaming among the clouds," said the salesman. "Vacation begins to-morrow—four weeks of it. What? Four days to Frisco, one day to the wild and cool, ten days on the road, twenty days in camp. Supper at the Pantlind to-night as a curtain-raiser. Who'll come and eat with me?"

The clerks would all eat with him, yes, indeed, and they couldn't get to the Swiss room quick enough after the day's work was over. It wasn't a club sandwich and a pot of coffee. It was a four-course dinner, with black cigars and coffee at the terminus. The salesman had done the thing right, much to the surprise of the clerks, who had passed him up as a frost at the beginning of the year.

"How did you make it?" finally asked one of the guests.

The salesman tapped his forehead significantly.

"Dug it out of me nut," he said. "Show us," said the guests in chorus.

"What's the use?" asked the host. "You'll listen to me advice and then go home and laugh at it."

"With the results before us—not much!"

"Then I'll tell you," said the salesman. "Cut it out!"

"Cut what out?"

"Posing for jollies."

"Come again."

"Look here," said the salesman. "I worked in the degree with you fellows for ten years or more. I thought it was a disgrace to save money, and felt ashamed if I didn't keep up my end. I wanted folks to speak of me as a spender. They did."

"I remember that time," said one of the old clerks.

"I don't doubt it," said the salesman, "for I used to come around the office making touches the day after the ghost walked. I wore one suit of clothes two seasons, and dodged down stairs quick when I heard the landlady coming."

"Indeed you did!" laughed the clerk.

"I drew the same salary then that I do now, and I never had a cent after pay day, unless I borrowed it. Do you know what I did with my money? I fed it to the birds. Yes, you may laugh if you want to, but that's what I did with it. It was a quarter for a drink and a cigar after breakfast. It was an extra dinner at the hotel whenever I had the price. It was a little poker Saturday night. It was a dollar a day for cigars. I thought it was all right. Didn't see how I could get along without a handful of coin in my pocket to pass out on the impulse of the moment. That is what kept me broke so far as any sum to the good was concerned."

"You never hit the booze hard," said the old clerk.

"Just hard enough to bump my pocketbook and not hard enough to bump my job," was the reply. "I didn't spend the money on a thirst. I just threw it at the birds, as I told you before."

"How did you manage to quit?" asked a guest.

"Oh, I took a tumble to myself one New Year's morning and held a social session with yours truly. I saw that I was peddling out all my money just to get the name of being a good fellow. There are a lot of people doing the same thing. I just made up my alleged mind that I was going to get into the ready money row and see what the boys would say. I decided it wiser to flash my money in a lump than to peddle it out to a lot of pikers whose thirst exceeded mine by several degrees of latitude."

"I've tried that," said one of the guests, "but couldn't stick."

"It took me about a year to pay my debts and get decently clothed," continued the salesman, "and during that year the boys began to pass me on the street without the customary glad hand. I knew what that meant. I understood that they were holding a square man's convention on me every time they got together to buy a new horse or an automobile for a saloon keeper. You don't know what a square man's convention is? It is a session in which the opinion is unanimous that all who do not do as the sitters do are chumps—and worse."

"I've been there," laughed the old clerk. "I used to be past grand master of the scorcher's degree, which is where the barkeep thinks the boys full enough to settle up liberally."

"That made me more determined than ever to win out," said the salesman, "and I nailed me coin down in a bank so no one could draw it until the end of the year. I did not scrimp myself. I bought good clothes and lived at a good hotel, and helped the boys out when they got into trouble. But I didn't go about the State with a stream of small change running from my clothes."

"You must have held things down pretty fine to accomplish enough mazuma for this trip," said a guest.

"Oh, I don't think so," was the reply. "If you want the details I'll give 'em to you. I shoved a five

dollar william in the bank for every week. That is not much, is it? I should say not. I could have made it a ten, but I preferred not to. That makes \$260 for the year. That is all there is to it."

"Can you make such a trip on that?" asked two at once.

"Can I? Well! Tourist travel is all right? Yes, I thought you would think so. Well, the fare there and back is about \$125. This includes a Pullman berth. That puts me \$100 to the good for the camp, and it won't cost that. I guess you will think it isn't such a trick, after all."

"And all this on chicken feed!" said the old clerk. "I reckon we're a lot of old dubs, boys. It's me for the National Park next year, and I don't care whether I'm a good fellow or not."

"Less than a dollar for each working day?" said another. "I guess we all need a beating. Here's for the Grand Canyon of the Colorado. I'm a good little boy with the pikers no more."

The salesman leaned back in his chair and laughed.

"You won't do it," he said.

"Why won't we?" in chorus.

"Because you can't turn off the stream of small change. The saving of the little eighty-three and one-third cents a day is what will get on your nerves. When you get about \$50 to the good you'll want to go down the line with a high-stepper and a girl with a new bonnet!"

The guests protested, and the sales-

man invited them all to take the next year's trip with him—providing they had the price! Alfred B. Tozer.

Curiosity has been the most potent factor in the world's development.

A "Square Deal" In Life Insurance

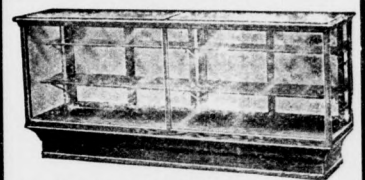
Protection at Actual Cost

The Bankers Life Association

Of Des Moines, Iowa

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

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



A CASE WITH A CONSCIENCE

is the way our cases are described by the thousands of merchants now using them.

Our policy is to tell the truth about our fixtures and then guarantee every statement we make.

This is what we understand as square dealing.

Just write "Show me" on a postal card.

GRAND RAPIDS FIXTURES CO.  
136 S. Ionia St. Grand Rapids, Mich.  
NEW YORK OFFICE, 724 Broadway  
BOSTON OFFICE, 125 Summer St.  
ST. LOUIS OFFICE, 703 Washington Ave.

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

## PARCELS POST.

## Retail Merchants Again Face a Fight.

If any retail merchant thinks the signal victory scored by the opponents of parcels post schemes at the last session will end the campaign, he should examine a few current issues of the leading mail order publications which are now going through the mails at second class rates. He will soon decide that the fight in the last session was only a skirmish, and that eternal vigilance is the price of liberty. The fact is, the catalogue houses and the theoretical postal reformers have reached the very wise conclusion that the campaign heretofore has been conducted in such a manner as to permit the cloven hoof to be too plainly seen; hereafter the real beneficiaries of the proposed legislation will hide behind the farmers of the country, and the "horny-handed son of toil" will be put forward as a stalking horse.

The new trend of the crusade is already developing, and it is the evident purpose of its promoters to spend the congressional recess in working up influence to be concentrated upon Congress in the short session, which begins next December. At first blush it would appear that it is a mistake to plan for legislation during the short session, when the annual appropriation bills and other routine measures usually occupy the attention of Congress to the practical exclusion of special bills, but the arch promoter of parcels post legislation—Secretary Cowles, of the Postal Progress League—on one occasion made the sapient observation that nearly all the "reform" legislation enacted by Congress in connection with the postal service has been put through in the hurly-burly of the closing hours of the session—and usually the final session of Congress. The legislative history bears out this statement, and readers of this correspondence will remember that the hardest fighting against parcels post and kindred measures has always occurred of late years in the expiring hours of the session.

In a recent issue of a publication known as "Agricultural Advertising," a writer sets forth certain considerations that he pretends to believe will enable the farmers to induce Congress to authorize the establishment of a parcels post next winter, or at any rate in the very near future. He starts off with the proposition that there is nothing like as much opposition in Congress to the parcels post as there was a few years ago, and suggests that a concentrated movement at this time is pretty sure to be successful. In this connection he says:

"Congress is looking with more favor on a parcels post. Persons who have watched the tendency of postal legislation for several years are now convinced that a parcels post law is not far off. The subject may be taken up in earnest at the next session, but it is more likely to receive consideration at the long session beginning in December, 1907. The

House of Representatives would have voted for a parcels post bill at this session if the opportunity had been afforded. The representatives, as a rule, believe in the proposed legislation because they know how advantageous it would be to the people, especially to the farmers."

It is of course a perfectly safe statement to make that "the House of Representatives would have voted for the parcels post at this session if the opportunity had been afforded," but inasmuch as no such opportunity was given it is impossible to prove that a parcels post bill would have been snowed under as of course it would have been. It might be well right here to call attention to the fact that not one of the five bills pending in the House, to which reference is made by this writer, received even a moment's consideration at the hands of the House Postoffice Committee.

Referring to the bill of Representative Henry, of Connecticut, requiring rural carriers to handle parcels up to eleven pounds at a maximum rate of 25 cents, the writer says:

"At one time last spring the Committee on Postoffices and Post Roads of the House thought seriously of reporting favorably this bill, but it hesitated because retail merchants in several states protested that the legislation would be of special benefit to the mail order houses. Possibly it would be of benefit to the mail order houses, and that is one of the reasons the farmers are demanding it. Eventually their demands will have to be heeded by Congress. Within the next two years the rural free delivery service will be practically complete in the United States, which will mean that a rural carrier with a horse and wagon will visit daily every rural community in the country that has passable roads."

Here is a frank confession that the farmers are demanding a parcels post because it would be of benefit to the mail order houses, while the Postoffice Committee of the House hesitates because retail merchants in several states are protesting against it. This makes the issue clear and sharp that he who runs may read.

But every retail merchant should read the following statement of the probable effect of a parcels post on the country storekeeper:

"The establishing of rural delivery has brought the farmers of the country nearer the world. It has increased their wants many fold. They are buying things they never thought of buying before. One of the chief arguments in favor of a parcels post is that the village merchant does not keep in stock goods the farmers frequently want. With a parcels post law in force, it is pointed out, the farmer on the rural route would be able to deal directly with the large mail order houses more advantageously than at present. The advocates in Congress of a parcels post insist that the local merchant would not be injured. Attention is called to the fact that the farmer will on all occasions prefer the local merchant, provided the articles he wishes to purchase can be had in the home store. Advancing, as they are, the farmer and the members of his family will send away for things they want if they are not to be had at home. The effect of the parcels post would be to induce the local merchants to carry articles in stock which they do not carry and would afford the rural dwellers a handy method of securing goods away from home if the local merchants did not choose to carry such goods in stock.

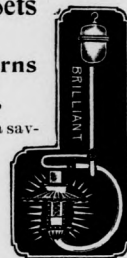
"In the estimation of many thoughtful public men the universal establishment of rural free delivery makes it imperative that the Government give the farmers a parcels post law. Letters received by members of Congress from practical farmers point out that during the summer season when the farmers are so busy that they cannot take the time to go to the village or town the parcels post would be of great advantage. 'Suppose I am threshing,' said an Ohio farmer in a letter recently, 'and we have a break down—a casting weighing five pounds breaks. Under the existing regulations the rural carrier can not be of any service to me, because he is forbidden to carry a package. The result is that we must suspend work while I go to the nearest city in which the broken casting can be duplicated. Possibly two or three days will be wasted. If we had a parcels post I could wire the dealer in the nearest city, the duplicate casting could be mailed, and the rural carrier would bring it to me on his next trip.'"

It is always well to have a tolerably accurate knowledge of your subject when you undertake to discuss it in the newspapers. Ignorance of the present regulations has led this writer into an error which "gives him away." In quoting "an Ohio farmer"—doubtless an imaginary one—he makes him say that the rural carrier is forbidden to carry a five-pound package. Now, a five-pound package is exactly what the rural carrier is permitted to carry. The regulations provide that he shall not carry free or for hire any package which can be mailed, and inasmuch as the limit of weight of merchandise by mail is four pounds, the Department holds that upon the order of a patron of his route a rural carrier can deliver any package weighing more than four

## The Sun Never Sets where the Brilliant Lamp Burns

And No Other Light  
HALF SO GOOD OR CHEAP

It's economy to use them—a saving of 50 to 75 per cent. over any other artificial light, which is demonstrated by the many thousands in use for the last nine years all over the world. Write for M. T. catalog, it tells all about them and our systems.



BRILLIANT GAS LAMP CO.

42 State Street

Chicago, Ill.



Get our prices and try our work when you need

## Rubber and Steel Stamps Seals, Etc.

Send for Catalogue and see what we offer.

Detroit Rubber Stamp Co.

99 Griswold St.

Detroit, Mich.

## Buggies

You will need a few more this fall. Our stock is very complete and we can ship on receipt of order. Every one is a "Seller."

Brown & Sehler Co.  
Grand Rapids, Mich.  
WHOLESALE ONLY

## Fire and Burqlar Proof

# Safes

Tradesman Company, Grand Rapids



pounds. Thus the "Ohio farmer" who wants a five-pound casting can order it by telegraph, have it sent to the nearest express office and have the carrier bring it out for a small fee, usually about 10 cents. If the casting does not weigh more than four pounds, the farmer can have it sent to him by mail at a cost not to exceed 6 cents, which is certainly not a high price to pay to prevent the wasting of three or four days of valuable time. It seems to be hard work to fake up illustrations designed to show the overshadowing interest of the farmers in what is really the campaign of the mail order houses.—Drygoodsman.

#### Exercise Caution in Cashing Checks.

It pays to be accommodating always, but there are times when it is well to first consider to which of two conflicting interests the courtesy of an accommodation is first due. The convenience of our customers and business associates should not be allowed to suffer seriously for the sake of complying with the promiscuous requests of strangers or even of acquaintances with whose commercial standing we may be familiar but who are not customers in any sense of the word.

Country stores, in particular, where banking facilities are meager or wanting, are apt to be bombarded with requests for the cashing of checks and the dealer comes in for his full share. Where the responsibility of all parties is well known there may be no objection in this so long as the dealer is careful not to let his stock of change run low enough to disturb his own transactions with his customers; such a course would not only inconvenience himself but would be robbing them of a courtesy to which they are entitled in preference to a stranger.

It is not enough that more funds are expected in soon, either from some debtor or even from the bank. Wait until they come. Something may delay it and one can not do business on expectations. If the holder of the check is willing to wait until the expected funds arrive, then it is all right to cash it for him; if not, let him go elsewhere. Your first obligation is to the people who come in to buy goods and it is your first place to guard their convenience.

Make it a rule and stick to it to cash no checks that will reduce your cash on hand below some fixed point that business experience has shown you to be a safe margin. Some dealers fix this at a certain sum; others at a certain percentage of the average daily business done the week before. One dealer in a small country village in a thriving community recently told the writer he never dared get below \$50 in change. This figure would be ridiculously low for some dealers; for others it might represent the sum total of several days' cash business. No fixed rule for all dealers would be possible, but each should fix one for himself from his personal knowledge of his own business and should then stand by that rule.

#### Take the First Job Which Is Offered.

He was seeking work, an untrained beginner, but scorned the suggestion of a more experienced worker that, since opportunities in the desired line were few and applicants many, he should take other work while waiting. "I'd rather go hungry than do work I don't like," he persisted, voicing a piece of folly common to many thoughtless work seekers. "I couldn't do my best at anything distasteful. And, besides, if I get into other work I may never get out."

Those who employ others or seek to help them toward employment frequently are confronted by this mistaken attitude, based on half truths improperly comprehended. Love for the work undertaken no doubt conduces to the enjoyment of its performance, as also to the power of doing it well and easily. But the undesired work may offer the highest opportunities for improvement of working ability and character, nor can any kind of work utterly prove distasteful to the honest, whole hearted worker. Nor, again, is it necessary to "stick" in the undesired place.

The desired work should be held in mind always, with the confident resolve to secure it as soon as possible. But it is easier to obtain a new job while blessed with an old one than when anxiously workless; and it is better to be well fed and clothed, out of debt, and easy in mind, even at cost of disagreeable daily effort, than to endure hunger, shabbiness and discouragement in search of the most alluring position.

Lincoln may not have made log fences, Garfield driven the canal horse, and Grant hauled wood with the presidency in view, but it may be assumed that each had far different work in mental perspective. Each, undoubtedly, made a better president for the practical knowledge of men and conditions acquired while engaged in the undesirable efforts. Marshall Field, John Wanamaker, George W. Childs, Sir Thomas Lipton, P. D. Armour, George M. Pullman, Thomas A. Edison, Rudyard Kipling, John D. Rockefeller, Andrew Carnegie, Jack London, these, with hosts of other world successes of varied order, toiled long in uncongenial fields before coming into their economic own. Who can doubt that the chosen work at last was the richer for the fruits of the patient, productive waiting? There are cases, however, in which the undesired work performed for necessity's sake leads to unsuspectedly promising opportunities, brings out latent abilities not otherwise to be shown.

A Chicago young man, an artist by instinct, a pharmacist for financial reasons, loathed the occupation of his business hours, yet discovered through it certain photographic possibilities that presently lifted him to fame and easeful prosperity.

Another unloving chemist passed from the uncongenial field to researches that by and by landed him in the happy haven of a university professor's chair. A struggling physician, eking out the income of an

infinitesimal practice, took to medical illustrating; from this branch he passed to the nonscientific drawing that proved his truest gift.

A woman, suddenly widowed, desired to take up designing, but, lacking the money for immediate study, turned her housekeeping experience and talents to good use. As a successful teacher of domestic science she long has been reconciled to her altered plans. One of the cleverest character artists of America, a woman widely famous for her adorable child sketch, slipped into this work quite by accident, needing money wherewith to further her sculptural endeavors. The writer of an immensely successful recent book on feminine economics unconsciously secured its basic material while following a variety of distasteful occupations in search for the right one.

A valuable and lucrative contrivance for softening and removing old wall paper was invented by a woman who watched her husband, just then out of employment, renovating his own sitting room hangings. The handy little restrainer of womanly "scolding locks" that some years ago profited its creator was suggested to an ingenious worker seeking far different employment. At least half the world's most satisfactory successes have come to men and women who rather might have expected success in almost any other way. John Coleman.

#### Make Me Prove It

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

E. B. Longwell  
53 River St. Chicago

#### 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 dull days into the busiest.

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

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

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

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



#### IT'S A MONEY MAKER

every time, but you will never know it if you never try it. Catalog tells all.

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

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

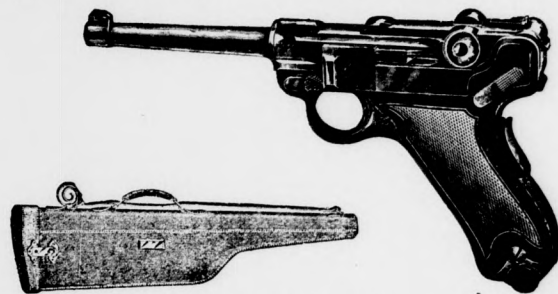
Sold only in bottles bearing our address

FOOTE & JENKS'  
**JAXON**  
Highest Grade Extracts.

FOOTE & Jenks  
JACKSON, MICH.

COLEMAN'S  
HIGH FOOTE & JENKS CLASS  
EXTRACTS

#### Guns and Ammunition



Complete line of

Shotguns, Rifles and Revolvers  
Loaded Shells

Camp Equipment

Big Game Rifles

**FOSTER STEVENS & CO.**

Grand Rapids, Michigan



### Long Before the Buds Begin To Shoot.

It was one of the dull days during the lull following Thanksgiving Day. It was cold and bleak outside of the store of the Northern retailer for the winter had closed in early.

The little clerk was doing his best to so arrange his position with reference to that of the proprietor that he would apparently seem to be dusting off a lot of belated hob nailed brogans and packing them away in a box, while really perusing a copy of No. 968 of the "Boys Own Library of Thrilling Things." He held the novel in one hand, open at the point where the walls of the assassin gang's prison cell are beginning to close in on the hero, while water is being let in to drown him in case the walls fail at the last minute to press him properly, while in the other hand the little clerk held a limber bristle duster.

Matters were so arranged that in case the proprietor, who was posting up the books, just out of sight around the corner of the big rubber case, should make any move the novel could be dropped deftly on the pile of old papers, laid handy by, and the brush could begin work in that tireless way which may be so much admired in the startled employee.

There was a movement behind the desk and like an automatic mechanism the brush began to work as the proprietor hurried nervously around behind the section of counter and glanced at the sales book, for it was an old fashioned store, and that was the way they did things. The entries read:

December 1:  
1 pair woman's rubbers, 60c.  
1 bottle waterproof, 15c.  
1 pair laces, 2c.  
That was all.

Dull day? It was worse than that. It was like what heaven will be if only those go there who think they are going, and the proprietor uttered but one word, with four letters in it, and one of those is duplicated. That is, unless you spell it with one "I" as the spelling reformers will probably arrange it.

The proprietor nervously turned back a page.

The total had been neatly brought down, \$9.62.

The day before, that, \$14.25.

The day before that, \$13.

The day before that, \$23.23.

And even the glance he gave the \$87.50 of the previous Saturday did not soothe his feelings much.

The wind outside swept around the bank corner and moaned D-u-l-l-l-l! D-u-l-l-l-l-l! D-u-l-l-l-l-l! And then it gave a twist upward and came down the chimneys with a whistle which screamed B-i-l-l-l-s! B-i-l-l-l-s!! Bills!!! And the proprietor was in a nice frame of mind. He walked up to the front part of the store with quick,

nervous steps and looked out upon the deserted street for a long time, through the window in the door, and then he walked back a few steps. Suddenly he turned around as though somebody had called him and went back to gaze with a strange fascination at the bleak roadway from which the dust was carried in great swirling clouds far above the tops of the buildings. For snow hadn't come yet. It had been a dry fall, and the rubber goods hadn't moved much. The felt goods hadn't moved much and trade was generally late.

Back the proprietor hurried, and with a sudden thought, to the sales book, and he looked back page after page as he mumbled to himself and then went back behind the desk without a glance at the little clerk whose brush arm dropped automatically as the novel arm brought the hero into action again, and the walls of the assassin's cell began again to close in.

And it was toward this pleasant hospitable place that George Stark, who had alighted from the afternoon train with three trunks and one hand tray, was making his way, tacking up the street against a head wind.

Wouldn't you have enjoyed being George Stark?

Did George Stark mind? Not a single mind. He came into that store of gloom like a hypnotist into an idiot asylum. He was just as sure of himself as though there was no pall hanging anywhere.

"Hello, the Store!" he shouted.

The little clerk looked up in wonder and the proprietor came out from behind the desk with the sour look of welcome with which he might have greeted his wife's aunt and four children under eight years, come to spend three weeks after the hired girl had left.

Did George Stark become panic stricken? Not a strick. He shoved his hat a little farther back on his head and came forward with such a glad outstretch of hand that his cuff crawled away out from the end of his coat sleeve.

He clasped the hand of the retailer as though it were a straw and he a drowning man and he shook it as a terrier shakes a straw hat.

"Well, well, well. I've been cutting out towns and making two places a day trying to get here when I said I would, but I guess I'm about two days late now, ain't I?"

The proprietor looked blank.

"You got my card all right, didn't you?"

"I guess so. I got about a million."

"I hope you haven't got my order all made out for me, because—"

"Well, I haven't."

"That's good. That's good. I was afraid you'd have a stock order made out based on last year's goods and I wanted to just show you the things we are getting ready for spring and summer. The very finest line the folks ever put out and I've been with 'em for eight years, now."

"Yes, I suppose so."

"Shall I have my trunks brought down here or will you come over to the sample room at the hotel?"

"I guess I am not quite ready to buy yet, George. It's so early, and I'm not sure just what I'll do about next year. I guess I'll have to let you go by this time and I'll send a little order into the house, when I get looked over a little. I carried over quite a lot of spring and summer goods this year."

"You did?"

"Well, that is—"

"Go on. You had the biggest spring and summer trade you ever had. You told Sam Le Fraugh that when he met you at Atlantic City."

"Well, just the same, George, I don't believe I'm quite ready to place an order yet. Why, think, it's six months. We may all be dead before then."

"Well, if we are we won't be duly and truly prepared unless our spring order has been sent in. Never mind buying. I want you to see the new things and you can take down the stock numbers of those that suit you and send in an order when you get ready. It's really a great help to us about buying stock and all that to know just where we're at early in the season, but our folks think a good deal of you and they'll do things for you they wouldn't do for every dealer, now, I tell you that."

"Well, I—"

"Why, that cartman is bringing those trunks right in, I told him to hold on until I told him where to take 'em. You see Buttin Bros. have been trying to get hold of our line for a long time, and they pestered me to come and see them this time, anyway, but I just am not going to do it whether you give me an order or not that's how much we think of your account."

"Just the same, I—did you say Buttin Brothers?"

"Yes. They—"

"Well, I like their nerve. Yes, set the trunks right along there by the ledge. Those little shelves pull out. Yes. You can lay your samples right out there. I—"

"Here's one I put right in the top of the top tray. A man's canvas oxford, blucher cut, big white eyes, white silk laces, welted sole and the best quality canvas that was ever cut. For \$2 a pair did I say? Not much, I didn't. I didn't say, but if I had I'd have said \$1.65. Have you ever seen 'em beat at \$2?"

"They are neat."

"Don't tell me how many you want. We'll lay it right down there. What do you think of a duplicate for women at \$1.15? There'll be something like twenty men from our section in here to see you. Don't say anything but let them try to duplicate it. That's all. Just let them try to duplicate it."

"We had quite a run on whites."

"Run? Wait 'til next year and see. This year's run will seem like the scared man who caught up with the jack rabbit."

"I guess I better have two dozen each of those."

"Two dozen! That isn't the question. It's whether you'll have one case of each or two cases of each

George H. Reeder & Co.  
GRAND RAPIDS, MICH.

Carry  
in Stock

AND  
LINE H

Men's  
Work Shoes



Wolverine Girl  
Shoe

All Styles

\$1.65

State Agents



George H. Reeder & Co.  
GRAND RAPIDS, MICH.



for a starter. For a starter, mind you. Two dozen! Why that wouldn't last you the first Saturday night, and you'd be mixing in jobbers' styles and going crazy."

"Well, make it a case of each."

"That's something like the candy. But that's only a sample of what we have. What do you think of that women's oxford in four widths, concealed sizes, turned or welt sole, and in just those four shapes you see sitting right there in a row on that piece of velvet. Just those four styles and shapes. Nothing to choose from, no multiplicity of confusing patterns, part of which will sell but just those four, all of which will sell, every pair of every case. You think that they are \$2 a pair, but they're not, they're just \$1.82½, two off ten or thirty days. Some people will sell those this season coming for \$3 the pair, but I am sure you wouldn't be unkind enough to ask more than \$2.50."

"That is a neat line."

"Neat? I guess it is, and we've saved you all the trouble of selecting. Why, there are ten experts connected with our factory, designers and all that, and they spent three weeks cutting the line down to those four. It cost thousands of dollars to have that selection made for you and look what it saves you in time, trouble, worry, etc."

"I think I'd better take a dozen each style and width."

"Now, I don't like to suggest, but wouldn't a straight case of each style, assorted widths, be better for a starter?"

"W-e-l-l, perhaps so. Y-e-s. Yes. Make it that way. Might as well have them."

"That's the talk of the successful retailer. That's the talk. Buy big in advance and light when they're selling. That's my theory. The man that orders a dozen pairs and then, when the customers begin to put him out of sizes, orders by the case for people who have gone elsewhere to buy, is the man who grows sheriff crepe on his door handle. Buy big when you're buying. Buy small when you're selling."

"That's a pretty good idea."

"It's the only correct one. Now, here—"

The little clerk back by the case of hob nailed shoes, with his Boy's Library hero saved for the seventh time, listened in wonder to these words of wisdom from George Stark, as sample after sample was held up, admired, and then complimented with a line on the order book. It looked far ahead to the next summer, many, many months. There would be Christmas and New Year's, and sleigh rides, and coasting, and Washington's birthday, there would be a lot of shows in the town hall and skating, maybe, up on the dam, there would be snow and sleet, the felt goods and the rubber goods, such a lot of them on hand would be sold out somehow, and the rest packed carefully upstairs and downstairs as was best for them, before there could be a thought of customers for these pretty shapes for next year's feet.

And the little new clerk, who was so very, very, very new that he had never seen the squirrel-like way that the prudent shoe dealer gathers his stores one season for the season long ahead, marveled and added one more to his business lessons.—Ike N. Fitem in Boot and Shoe Recorder.

#### Importance of Selling Honest Shoes.

The American public is good natured. While it is disposed to make the best of what it can get, it will not take goods of an inferior quality after having once been accustomed to having a better grade—the best. Dealers in footwear have not lost sight of this fact; still, there are some who are disposed to deceive the public.

Why do people patronize your place of business? Because they have faith in your business methods, and have every reason to believe that they will get honest goods—shoes of quality, which they take upon your representation. They trust you and your salesmen, and, as they represent the shoes, so do the public accept your guarantee. The people may not know inferior leather and poorly made shoes from the better quality, but they do know honesty from dishonesty, and when they buy inferior shoes of you under the impression of having bought the best obtainable for the price paid, with no statement from you to the contrary, they know where to place you and you can never change their views.

There is nothing dishonest in selling cheap footwear. Cheap shoes are all right for those that must have them. But they must be sold as cheap shoes without promise of service or unwritten guarantee.

Too often the misrepresentation or guarantees of the dealer, like the chickens, come home to roost. It is just as foolish to guarantee, or endeavor to represent for good quality without a sufficient and satisfactory knowledge of the stock and character of make of the shoes offered. Work shoes are to-day more than ever in question, inasmuch as the wearer still endeavors to get his work shoes at a price which he has for years been accustomed to pay. For fear of losing this class of trade many dealers have fallen into the error of trying to maintain price at the expense of quality.

The heavy advance in mostly all grades of leather, and the scarcity of the same, has added from one-quarter to one-third to the cost of producing shoes. Work shoes have been affected more than the better grades. Some shoe manufacturers have doubtless taken unfair advantage of their customers in leading them to believe that they were "still making goods at the old prices." Nowhere have the shoes sold to the dealer justified this statement. The dealer suffers most by this deceptive method. There is but one way out of the dilemma, and that is to meet the advance and keep up the quality, and hold your trade as well. Honest shoes are wanted—sell them.—Shoe Trade Journal.

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

## 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 Shoe Dealer

### Who Isn't Married

has several things to learn about women buyers. You'll learn that they compare the wear and price with their neighbors, and when a woman customer says, "I want a pair of shoes that will wear better than this pair and Mrs. So-and-So's boys always wear their shoes longer than the shoes I get here," it's your cue to sell her just what she wants:

### Hard-Pan Shoes for Boys

She has good reasons for buying carefully—perhaps a half dozen reasons why, all the way from two to ten years old—and it is up to you to keep a better line of boys' shoes than any of your competitors if you want to shoe that family.

The Hard-Pan line is yours for a postal if the other fellow has not got ahead.

Our Name on the Strap of Every Pair

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

### Some Recent Improvements in Machine Sewed Shoes.

Something like a generation ago alterations of a revolutionary character began to take place in all our industries—shoemaking along with the rest. These modifications grew inevitably out of the invention and introduction of time and labor-saving devices in the way of machinery. By means of such machinery two things were accomplished, namely, the cost of production was reduced and the producing power of the workman was increased. That these modifications in the process of manufacture have been attended with vast and far-reaching consequences, no one will deny; only we don't seem to agree in our interpretations of these changes. Some people believe that machinery, though not exactly a panacea, will help us to cure some of our social and economical evils; others regard the introduction of machinery as a positive evil both to industrialism and to the individual workman. Thus the issue is sharply drawn between the two parties to the controversy.

Since our interests are vested primarily in shoes, this discussion is limited to the shoe end of the line-up. The first question to be discussed concerns itself with the quality of the shoe: Was the hand-made shoe a better shoe than the machine-made shoe of today? Those who affirm tell us that the hand-made shoe was a better shoe for two reasons: first, because of the leather used; secondly, because of the workmanship put on the shoe. Let us waive the question of leather for the nonce. On the score of workmanship much has been said pro and con.

Advocates of the hand-made shoe tell us that this method enables the shoemaker to give more time and attention to the several features of the shoe, thus making his product more durable and graceful. Machine people do not deny that their method enables the shoemaker to minimize the time devoted to a given shoe, but they do deny that the product is cheapened thereby. They contend (and certainly not without reason) that the machine-made shoe is, in many particulars, a superior article to the hand-made shoe. They prove, for instance, that machine stitching is more dependable than that done by hand, and certainly much neater; that the outer sole of the machine-made shoe clings quite as tenaciously to the inner sole, while the general finish of the machine-made shoe of the medium and better grades far outclasses the work of the elder shoemakers.

The life of a shoe depends primarily upon two factors: the fit of the shoe, and the material put into it. If a shoe does not fit properly there is an abnormal strain upon some part of it; consequently the shoe breaks down at that point. If the shoe fits, the strain is more equally distributed, and the shoe wears out, not in spots, but throughout.

From my observation of worn-out shoes (and I have examined a good many of them with this point in

mind), I am persuaded that the modern machine-made shoe, because it is made on lasts that conform to the lines of the normal or average foot, suffers a general break down. To borrow a fine phrase from the literature of the blood tonic boosters; sole, heel, counter, seams and vamp, sole and upper leathers—all play out about the same time. Some people wear out two pairs of heels with one pair of shoes, and now and then the man who is on his feet a great deal will wear out the soles of his shoes long before the upper leathers begin to show much evidence of wear. Somebody else, whose foot is somewhat different at some point than the average foot—and the modern shoe is built to fit this "average foot"—will have trouble with a certain part of his shoe. Say the ball of his foot is enlarged; this throws a strain on the shoe at that point. In course of time the shoe gives way at this point. Suppose the instep is unusually high, the foot is forced into a shoe built to fit the average instep; this strain, intensified by the weight of the body, causes a seam to give way. Such a breakdown cannot justly be laid at the door of the process by which the shoe was made. The owner of such a foot is merely unfortunate in that his foot does not conform more nearly to the normal foot. He should have a shoe made to measure.

As to leather, I think it can easily be shown that leather produced by the modern tanner is at least equal, if not superior, to that produced by the tanners of the by-gone. The process of tanning is quicker, to be sure, but it remains to be shown that the life of the leather is thereby shortened. The increasing importations of American sole leather would seem to constitute a pretty solid argument for our present methods of rapid tanning. And for another thing we must not forget that the average man of today wears a much lighter shoe than used to be worn. I can remember when the men of our section of the country wore heavy, thick-soled cowhide-boots and shoes during week days, and calfskin boots for Sunday dress. Nowadays the young men of that same section of the country demand medium-weight shoes for outdoor wear, and for the most part something shiny for Sunday. Now the topography of that country is the same, the rocks are just as angular and the briars scratch just as deep and the clay is just as gummy; can you expect a kid or colt skin, with a glazed, enameled or calfskin surface, to compete with a five pound grease-laden boot? The fact is tanning has developed pari passu with development elsewhere to be observed in latter day industrialism.

The claim is made by the advocates of hand labor that the shoes thus made are richer in point of individuality, style and value than machine-made shoes. Spite of the fact that the onus of the proof rests with him who makes the assumption, they fail to back up their glittering generalities with tangible arguments. From the pictures of old-time shoes that have come to my notice, and from the de-

scription of them that I have heard and read, and from the surviving specimens I have seen, I am far from convinced that the glory of shoemaking has perished; on the contrary I am persuaded, that the modern shoe is away and beyond the most fetching footwear mortals have worn. In the "freak" line alone we are excelled. The average shoe of today is by all odds a far more graceful, harmonious and serviceable shoe than the shoe of the past.

As to individuality, every designer seeks that above all things else, save wear. He starts out from a given "form"—the outline of the average, well-developed foot. His modifications in outline, finish and combinations of leather are his own contributions to current style.

The strongest argument of the anti-machine folk is their contention that specialization and the subdivision of labor prevents full-orbed development on the part of the individual craftsman, and thus serves to eliminate skilled workmen, journeymen of the trade. To keep a man on one machine until his work becomes almost automatic and invariable as the machine itself is undoubtedly bad for the operator, no matter how efficient he becomes on that one machine; but right here is where our anti-machine people lose sight of an irrefragible law of economics: just because it is bad for the individual workman, it is bad for industrialism of which he is a part and parcel. Industrialism, like nature, heals her own hurts. The tendency to reduce the cost of shoes

to the lowest point consistent with quality prompts the manufacturer to subdivide and specialize his work; presently the manufacturer discovers that the evils of this system begin to manifest themselves first in the workmen, then in their work. To meet competitors he must maintain merit; he must modify his methods; he must maintain the integrity of his craftsmen. This is the reason manufacturers are just now so deeply concerned about plans and methods for increasing the number of skilled workmen, i. e., workmen who have an intelligent and comprehensive knowledge of shoemaking.—Shoe Retailer.

### Plants That Hide From the Enemy.

South Africa has some sagacious plants. They have two problems to face, the first, that of reducing the evaporation of water from their interior to a minimum; the second, that of guarding against being eaten by animals. The plants have effected the first of these objects by assuming a spheroidal form, thus presenting a minimum of surface. The second is effected in a different way by each of the two plants. The first of them grows among rolled water worn pebbles, which it so closely resembles in form, color, and mottling of the surface that it is difficult to distinguish. The second plant is found among angular rock fragments. These it has simulated to the extent of covering the surface of its fleshy double leaf with minute spots. The general effect is that of a lichen growing on weathered stones. Willy dissemblers!

## Your Working-man's Trade



is a paying portion of your business if you sell shoes of superior wearing quality.

We have been famous for years for making just such footwear.

Our Hard Pan—the real and genuine—our Oregon Calf and Hustler lines have never been excelled by any other manufacturer.

We are glad to call with samples any time you say.

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



### Some Facts About Leather Worth Knowing.

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

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

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

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

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

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

Ooze calf is made from calfskin but is sometimes produced from sheepskin. The name ooze is given for the popularity of finish. The nap of ooze leather is raised on the flesh side of the skin, and it is finished in a number of beautiful shades.

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

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

Calfskins in colors used for shoe leathers are finished both in the chrome liquors and in a good vegetable tannage, called combination, such as gambier and quebracho. This tannage is very desirable, as it does not draw, and is not heating or uncomfortable to the feet. None but perfect skins on the grain can be used for this purpose.

India goatskins are finished similar to glazed kid. New England has

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

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

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

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

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

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

### Where Some Shoe Dealers Stand.

At the meeting of the so-called Michigan Shoe Dealers' Association, held in Detroit week before last, the following resolutions were adopted:

Resolved—That it is the sense of this Association that the sale of specialty shoes is a deterioration to the profit making and value giving capacity of the retail shoe store, and in all instances when compatible with conditions the members of the Michigan Retail Shoe Dealers' Association will at least discontinue their sale.

Resolved—That the shoe and rubber manufacturers manufacturing for, and selling to, mail order houses be listed by the Secretary and a list of the same sent to every member of the Association from time to time as those additions are made.

Resolved—That the Association is in favor of any movement for the

elimination of the tariff on raw hides and for the regulation of trusts.

Resolved—That a request be made to shoe manufacturers that the size markings of oxfords be on the tongue, instead of on the vamp lining as heretofore.

Resolved—That a vote of thanks be tendered the retiring officers for their loyal and faithful work during the past year.

Resolved—That this Association endorse the National Shoe and Leather Fair as an educational advantage to the retail shoe trade and that we loan it any support in our power.

Resolved that the members of this Association will not place a blanket or detail order with any jobber on calendar prices on November 1 dating, but, that we demand a fixed price for the season with December 1 dating, except for sizing orders for immediate shipments.

### Colors in Shoes.

One of the unexpected developments of the midsummer among ultra-fashionables abroad was the use of dark tones for elaborate afternoon gowns.

Among these, by the way, a deep gray shade of about elephant color has been exceedingly popular. This may be a foreshadowing of dark colors for all costumes.

Even black, or a shade so deep as to look almost black, is at present seen in toilets such as those mentioned. This does not mean, however, that white has been out of the run. Quite the contrary is true. The great popularity of the lingerie gown, if nothing more, would have kept white a favorite.

Boots and shoes are being made of kid the exact shade of the gowns worn. For evening wear this is the

mode, although of late gold and silver tissue shoes have been, and still are, the smartest wear. Bronze shoes and bronze openwork stockings are trying their luck with Her Excellency, Madame la Mode, but they will not become popular, I fancy, as bronze shoes are not becoming to the foot. White boots and white shoes, mouse-gray and light fawn chausses, are the rage at present in all the smart seaside resorts, black stockings and shoes being completely abandoned for the time being.

### Humanity and Machinery.

Machinery is the cornerstone of modern society, the very foundation on which law, science, ethics, the arts, even the state itself, rests. It is so new that we do not yet know its poetry. We do not yet understand. Only two generations have lived beside the highway of steam; only one has seen the Bessemer converter transform the blacksmith into a master builder of ships and towers. The sewing machine, the far speaker, the typewriter are common things today, accepted as a matter of daily convenience, and yet are they teachers of the people. Machines that come close to our lives and homes insensibly teach truth, precision, the adjustment of universal laws to human needs, respect for that wise American idea that labor saved is labor released for higher and nobler toil. The machine is the head master of the high school of the race.—Reader Magazine.

I sometimes admit that there may be good men in other churches than my own, but it is strange how they can be so misguided.

The riches of the soul depend not on what we save, but on what we sow.

# SKREEMER

## The \$4.00 Shoe for Men

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.

## BE AN OPTIMIST.

## Great Men Never Falter in Their Faith.

In battling for place there must be optimism, either acquired, inherited, or the result of holding inflexibly to the point of view that you are right. This is evident from the lives of men who have gained great wealth against odds, and kept on accumulating it under criticism.

"Men come to me," says Frederick P. Olcott, the retired President of the Central Trust Company, and say: 'O, if I only had done this or that yesterday.' That is where I stop them by saying: 'What is the use of talking about that? We didn't do it, and it is too late to do it now. Let us rather think what we shall do to-day or to-morrow. If a man gets sick about the money he has lost he will never make any more. Don't worry about it. Let it go. Turn to something else, and use the mistakes of yesterday only as stepping stones to the successes of to-morrow!'"

Again it is James J. Hill: "Have confidence in your own future and in conditions generally. Men prefer the optimistic to the pessimistic. The bright side of things is a view that helps a chap forward. Even if the worst occurs, a person has more strength to meet it from having taken a complacent view of the situation. When a fellow has put forth his best efforts, done the best he could, and been thoroughly alert, he has no room for worry."

Harold Vreeland is one of the most conspicuous optimists, seeming to have inherited it as the divine gift of ancestors with self-reliance and strong health. He shows his tendency in his whole history from his beginning as an "ice h'ister" to his present position as the president of a great street railroad company. His characteristic during his early career was to get up smiling after the most complete backsets. On one occasion when discharged for a serious blunder he came right back to ask for re-employment in the same company, willingly taking a much lower position. "He smiled, toiled, and succeeded," says one of his biographers. He also is a man who believes in his fellow man and sees the good rather than evil in him, and aims to help him along beneficial lines. Not alone do the eminent men in his present walk of life call him friend, but his multitude of employes call him so, and justly, too."

He is an optimist by inheritance, having been born with sanguine temperament and genial, cherry nature. He looks the part, as he is a great, broad shouldered, muscular giant, with firm, massive, square cut jaw, big, clear, sharp, kindly eyes, and bright, frank, smiling face.

Wanamaker has been a persistent religious optimist, believing at all times that divine powers were with him, and often is heard to say that he never could have done what he has without their help. "Thinking, toiling, trusting," he says, "is all of my biography." He is an optimist by nature, inheriting also his deeply religious tinge.

While Mrs. Hetty Green hardly can be called an optimist, she has the same gift of believing that she is right, and confesses that she belongs to the "Don't Worry club." An interviewer once said to her:

"Mrs. Green, you have made more money by your individual brains than any woman since time began. You have made millions. Some people believe that one can not make a million dollars honestly."

"That is a ridiculous idea," answered the woman financier, with some irritation. "I have made a million dollars several times over, and I never have done a dishonest act in my whole life. I never intentionally have wronged one poor person, and I have helped thousands. No, I do my work in the fear of the Lord, and I believe that the good Lord has blessed me in the success I have had. Why, do you suppose I could have gone through all my troubles if the good Lord had not helped me? I can see his work all along the lines of my life. He is helping me now. I have learned to trust him and not to worry about small things."

The question why she kept on working when she already had enough for herself and her children was asked Mrs. Green.

"It is because I enjoy being in the thick of things. I like to have a part in the great movements of the world, and especially in this country. I like to deal with big things and with whom the world calls great men. I rather would do it than play bridge whist, which other women affect. Indeed, my work is my amusement, and I believe it also is my duty. You may remember the parable where the man gave to each of his servants a certain amount of money and then departed for a far country. He returned and asked from each an account of their stewardship. He commended the ones who increased their trust and denounced those who had buried their talent in the sand. The fortune which was left me I always have looked upon as such a trust—one which I was to care for and increase. I feel that I am doing my duty in taking care of and increasing the trust left me by my family, and that the Lord is blessing me in it."

It was said a few years ago by one writing of Rockefeller "that he not only holds that in a way he is a public benefactor but that he is inflexible in his theory that when his work on this earth is completed full justice will be done him and his value appreciated. It is in the great number of by-products which have developed from the business that he takes a peculiar interest. In the scores of articles which enter into common use and which are standard he likes to feel that he has done and is doing mankind a positive benefit. He always has had an almost fatalistic belief that he is on earth with a distinct and specific mission to benefit man and to do actual good on a world wide scale. Without money he could not do this, and hence it has been part of his mission to acquire the means to execute the will of Providence." G. R. Clarke.

## HOT SUMMER RESORTS.

## Man Says Home Is Good Enough for Him.

Written for the Tradesman.

The commission man sank limply down in his office chair and swung a large fan with wobbly irregularity. His partner leaned one arm on the high desk and looked him over leisurely and critically.

"You don't look it," the partner finally said.

"Don't look what?"

"Like a two weeks' vacation at the lake."

"Don't mention it," said the commission man. "I'm worn out and I'm mad enough to bite nails. I'm going home directly and get sleep."

"The cool, clear air of the lake," began the partner, but the ex-cottager connected threateningly with a basket of eggs, and he refrained.

"Just got back?" he asked.

"Came up on the first train. Wife and baby came in last night. I thought Nellie would be afraid alone in the shut-up house, but she said she wanted to get outside the radius of the Tower-of-Babel land we've been living in. I brought up the trunks this morning. It's your turn to go for a rest now."

"How would it answer for me to take the cottage you have vacated?"

"Fine!"

"Are you trying to get me up against something?"

"It is the only cure," replied the commission man. "You go down there, and home will look mighty good to you in about two days."

"But people go year after year and seem to like it."

"I can't understand it," replied the commission man. "When I got down there I went cavorting along the beach like a runaway school boy. I thought the whole outfit was made for me, with the others as mere incidentals. You could have bought any crowded city I owned for a song, and I would have joined in the chorus. The width and the length of the landscape and the unfettered freedom got me. Yes, I was foolishly happy."

The partner sat down to listen.

"When I got to our cottage I found it wedged in between two other cottages. I could stand in the middle of my sitting room and see the flies devouring the other folks' dinner, and hear armed insects drilling their way through the walls and screens. I could also bump my head on the ceiling, which the owner had thoughtfully driven full of nails. It was hot enough in there to fry eggs, and the flies made the walls look like black paint."

"Weren't there screens to keep out the flies?"

"There were screens. In theory they kept out the flies. While we unpacked the little darlings belonging in the cottages on either side stood at the windows and discussed our clothing and bedding. I took a big watermelon from the provision trunk and put it in the ice chest, which had been filled earlier in the day. We were counting on that watermelon for supper. We finished

unpacking and Nellie set the table, then I went for the watermelon.

"At the door I met the mother of the little boy who had made cutting remarks through the window about our bathing suits. The mother was red-headed and had a mustache which needed trimming. Her brawny arms were bare to the shoulder, and she wore her large red hands on her hips. She carried a fragment of a watermelon which looked as if some one had been resting his face in it.

"She said it was kind of me to bestow upon little Johnny such a fine melon, but she'd much rather feed her own children, who didn't look any hungrier or shabbier than some other folks' children. And if little Johnny had the tummy ache in the night it would be my fault, and I'd have to get up and go for the doctor, for Mr. MacInerney was over in Chicago and wouldn't be home for a week."

"Yes," said the partner, "I think I'll take that cottage."

"I was about to explain to the lady with the sunset hair that little Johnny had stolen the melon, and that I would take pleasure in executing sentence upon him, but Nellie called to me, and I left the woman with the mustache in possession of the field. Little Johnny did not have the tummy ache in the night. Little Johnny could eat rocks and never know what was lodged in his interior. He used to come and sit on our porch and chew tobacco and swear at the spiders that dropped down the back of his neck. Little Johnny is a product of South Halstead street, Chicago, and he opened a school of instruction for the benefit of little Arthur Alhambra, and Nellie is planning to keep him out in the back yard when the neighbors call until we can extract some of the profanity he was taught by little Johnny."

"We'll have to get you a cottage on a desert island," suggested the partner.

"Never mind. The little old house up on Paris avenue is good enough for me. In a day or two we got used to the curves of little Johnny. He wasn't such a bad boy for a mother with an armor-plate check. His little sister, Dorothy Arabella, was like Mark Twain, in that she never went to sleep as long as any one would sit up with her, and her high notes would have done credit to any stage, but we didn't love little Dorothy Arabella because she used to enclose her face in pie and come rubbering around our white curtains. If Dorothy Arabella could have been separated from pastry she might have been welcome in our fly resort, but we tried to do it and couldn't. We did soak some of the jam out of her hair, but the hair seemed to grow jam."

"Dorothy Arabella and little Johnny good for the season?"

"Oh, yes, I think so. I reckon the old man hasn't any other home for them in the summer. In the cottage on the other side was a sweet-voiced young thing who ran a typewriter and sang softly at her work. She was copying soul-poems for a lady with pleading eyes and two lean strands of pale hair down the back



of her neck. Sometimes the lady with the pale hair sat up nights to compose. She composed in the hammock and talked it off to Marietta Shelly MacGoohley, who told it to the typewriter. We could hear her compose without leaving our beds.

"She usually began with the sad sea waves, and ended with a lover moaning on the beach. I reckon this lover that moaned on the beach was little Johnny, for no male person ever came to moan there except little Johnny, and that was after a concert of vocal selections given under the direction of the woman with the ingrowing philanthropy. I could hear that machine recording the heart-breakings of the old maid with the pleading eyes, and often kept awake wondering how I could get both women sent to the State prison for life.

"Finally we got to know all the soulful verses by heart, and the rattling of the typewriter began to seem a feature of the outing, then the neighbors began calling. It is fine for a woman with a little baby to secrete herself in a summer resort cottage in order to acquire a little rest. The way you get the rest is to hang the baby in the hammock on the porch. If it does not awake when the callers come they will wake it telling each other what a dear little thing it is. Yes, they will. Then you leave the baby in the hammock and go about getting dinner for a lot of hungry kids from the city, who have been told by their mothers what a fine dinner they were to have. There isn't much to cook or much to cook it with, but the woman struggles to do herself proud, fearful of the talk of stinginess and incompetency which will go about the neighborhood after she gets home. Nellie wore herself out cooking for great fat louts of women who go about visiting because they are too lazy and too stingy to get their meals at home.

"We got along very well until the bald-headed man in the tent just back of us got to drowning his sorrows in the madding bowl. He would lie awake nights pounding the wall of the tent with a potato-masher and singing songs which would bring the blush of shame to the cheek of a hayrick. The police picked him one night when he got too ripe, and we had to go before an imbecile old justice and testify against him. He's going to burn our houses down when he gets out and perform other cheerful acts in memory of the golden summer nights on the beach. Yes, partner, you go out and take that cottage. Only wait until I get back. I'm going to sleep a month, and I've got to send a box of poisoned candy to little Johnny and hire some tramp to kill the woman with pale hair and her typewritist. Yes, go to the beach! Nit!"

And the commission man limped away in the direction of home.

Alfred B. Tozer.

Honesty is the best policy, but the man who views it as policy will bear a reasonable amount of watching.

## Hardware Price Current

AMMUNITION.			
Caps.			
G. D., full count, per m.	40		
Hicks' Waterproof, per m.	50		
Musket, per m.	75		
Ely's Waterproof, per m.	60		
Cartridges.			
No. 22 short, per m.	2 50		
No. 22 long, per m.	3 00		
No. 32 short, per m.	5 00		
No. 32 long, per m.	5 75		
Primers.			
No. 2 U. M. C., boxes 250, per m.	1 60		
No. 2 Winchester, boxes 250, per m.	1 60		
Gun Wads.			
Black Edge, Nos. 11 & 12 U. M. C.	60		
Black Edge, Nos. 9 & 10, per m.	70		
Black Edge, No. 7, per m.	80		
Loaded Shells.			
New Rival—For Shotguns.			
Drs. of	oz. of	Shot	Size
No.			Gauge
120	4	1 1/2	10
129	4	1 1/2	10
128	4	1 1/2	10
126	4	1 1/2	10
135	4 1/4	1 1/2	10
154	4 1/2	1 1/2	10
200	3	1	10
208	3	1	12
236	3 1/4	1 1/4	8
265	3 1/2	1 1/2	5
264	3 1/2	1 1/4	4
Discount, one-third and five per cent.			
Paper Shells—Not Loaded.			
No. 10, pasteboard boxes 100, per 100.	72		
No. 12, pasteboard boxes 100, per 100.	64		
Gunpowder			
Kegs, 25 lbs., per keg	4 90		
1/2 Kegs, 12 1/2 lbs., per 1/2 keg	2 90		
1/4 Kegs, 6 1/4 lbs., per 1/4 keg	1 60		
Shot			
In sacks containing 25 lbs.			
Drop, all sizes smaller than B.	1 85		
AUGURS AND BITS			
Snell's	60		
Jennings' genuine	25		
Jennings' imitation	50		
AXES			
First Quality, S. B. Bronze	6 50		
First Quality, D. B. Bronze	9 00		
First Quality, S. B. S. Steel	7 00		
First Quality, D. B. Steel	10 50		
BARROWS.			
Railroad	15 00		
Garden	33 00		
BOLTS			
Stove	70		
Carriage, new list	70		
Flow	50		
BUCKETS.			
Well, plain	4 50		
BUTTS, CAST.			
Cast Loose, Pin, figured	70		
Wrought, narrow	60		
CHAIN.			
Common, 7/8 in. 5-16 in. 1/2 in. 3/4 in.	7 00		
BB, 7/8 in. 7/8 in. 7/8 in. 7/8 in.	7 00		
BBB, 7/8 in. 7/8 in. 7/8 in. 7/8 in.	7 00		
CROWBARS.			
Cast Steel, per lb.	5		
CHISELS			
Socket Firmer	65		
Socket Framing	65		
Socket Corner	65		
Socket Slicks	65		
ELBOWS.			
Com. 4 piece, 6 in., per doz.	75		
Corrugated, per doz.	1 25		
Adjustable	40 & 10		
EXPENSIVE BITS			
Clark's small, \$18; large, \$26	40		
Ives' 1, \$18; 2, \$24; 3, \$30	25		
FILES—NEW LIST			
New American	70 & 10		
Nicholson's	70		
Heller's Horse Rasps	70		
GALVANIZED IRON.			
Nos. 16 to 20; 22 and 24; 25 and 26; 27, 28	12		
List	12		
Discount, 70.	14		
GAUGES.			
Stanley Rule and Level Co.'s	60 & 10		
GLASS			
Single Strength, by box	dis. 90		
Double Strength, by box	dis. 90		
By the light	dis. 90		
HAMMERS			
Maydole & Co.'s new list	dis. 33 1/2		
Yerkes & Plumb's	dis. 40 & 10		
Mason's Solid Cast Steel	30c list 70		
HINGES.			
Gate, Clark's 1, 2, 3.	dis. 60 & 10		
HOLLOW WARE.			
Pots	50 & 10		
Kettles	50 & 10		
Spiders	50 & 10		
HORSE NAILS.			
Au Sable	dis. 40 & 10		
HOUSE FURNISHING GOODS.			
Stamped Tinware, new list	70		
Japanese Tinware	50 & 10		

## IRON

Bar Iron	2 25 rate
Light Band	3 00 rate
KNOBS—NEW LIST.	
Door, mineral, Jap. trimmings	75
Door, Porcelain, Jap. trimmings	85
LEVELS	
Stanley Rule and Level Co.'s	dis.
METALS—ZINC	
600 pound casks	8
Per pound	8 1/2
MISCELLANEOUS	
Bird Cages	40
Pumps, Cistern	75 & 10
Screws, New List	85
Casters, Bed and Plate	50 & 10 & 10
Dampers, American	50
MOLASSES GATES	
Stebbins' Pattern	60 & 10
Enterprise, self-measuring	30
PANS	
Fry, Acme	60 & 10 & 10
Common, polished	70 & 10
PATENT PLANISHED IRON	
"A" Wood's pat. plan'd. No. 24-27..10	80
"B" Wood's pat. plan'd. No. 25-27.. 9	80
Broken packages 1/2 c per lb. extra.	
PLANES	
Ohio Tool Co.'s fancy	40
Sciota Bench	50
Sandusky Tool Co.'s fancy	40
Bench, first quality	45
NAILS.	
Advance over base, on both Steel & Wire	2 25
Steel nails, base	2 15
Wire nails, base	15
20 to 60 advance	Base
10 to 16 advance	5
8 advance	20
4 advance	30
3 advance	45
2 advance	70
Fine 3 advance	50
Casing 10 advance	25
Casing 8 advance	25
Casing 6 advance	25
Finish 10 advance	25
Finish 8 advance	35
Finish 6 advance	45
Barrel 1/2 advance	85
RIVETS.	
Iron and tinned	50
Copper Rivets and Burs	45
ROOFING PLATES.	
14x20 IC, Charcoal, Dean	7 50
14x20 IX, Charcoal, Dean	9 00
20x28 IC, Charcoal, Dean	15 00
14x20, IC, Charcoal, Allaway Grade	7 50
14x20 IX, Charcoal, Allaway Grade	9 00
20x28 IC, Charcoal, Allaway Grade	15 00
20x28 IX, Charcoal, Allaway Grade	18 00
ROPES	
Sisal, 1/2 inch and larger	9 1/2
SAND PAPER	
List acct. 19, '86	dis. 50
SASH WEIGHTS	
Solid Eyes, per ton	28 00
SHEET IRON	
Nos. 10 to 14	3 60
Nos. 15 to 17	3 75
Nos. 18 to 21	3 90
Nos. 22 to 24	4 10
Nos. 25 to 26	4 20
No. 27	4 40
All sheets No. 18 and lighter, over 30 inches wide, not less than 2-10 extra.	
SHOVELS AND SPADES	
First Grade, Doz	5 50
Second Grade, Doz	5 00
SOLDER	
1/2 @ 1/2	21
The prices of the many other qualities of solder in the market indicated by private brands vary according to composition.	
SQUARES	
Steel and Iron	60-10-5
TIN—MELYN GRADE	
10x14 IC, Charcoal	10 50
14x20 IC, Charcoal	10 50
10x14 IX, Charcoal	12 00
Each additional X on this grade, \$1 25	
TIN—ALLAWAY GRADE	
10x14 IC, Charcoal	9 00
14x20 IC, Charcoal	9 00
10x14 IX, Charcoal	10 50
14x20 IX, Charcoal	10 50
Each additional X on this grade, \$1 50	
BOILER SIZE TIN PLATE	
14x56 IX., for Nos. 8 & 9 boilers, per lb	13
TRAPS	
Steel, Game	75
Oneida Community, Newhouse's	40 & 10
Oneida Com'y, Hawley & Norton's	65
Mouse, choker, per doz. holes	1 25
Mouse, delusion, per doz	1 25
WIRE	
Bright Market	60
Annealed Market	60
Coppered Market	50 & 10
Tinned Market	50 & 10
Coppered Spring Steel	40
Barbed Fence, Galvanized	2 75
Barbed Fence, Painted	2 45
WIRE GOODS	
Bright	80-10
Screw Eyes	80-10
Hooks	80-10
Gate Hooks and Eyes	80-10
WRENCHES	
Baxter's Adjustable, Nicked	30
Coe's Genuine	40
Coe's Patent Agricultural, Wrought	70-10

## Crockery and Glassware

STONEWARE

Butters

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

Churns

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

Milkpans

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

Fine Glazed Milkpans

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

Stewpans

1/2 gal. fireproof, ball, per doz.	85
1 gal. fireproof, ball per doz.	1 16

Jugs

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

SEALING WAX

5 lbs. in package, per lb.	2
----------------------------	---

LAMP BURNERS

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

MASON FRUIT JARS

With Porcelain Lined Caps

Pints	Per gross
Quarts	5 25
1/2 gallon	5 50
Caps	8 25
Fruit Jars packed 1 dozen in box.	2 25

LAMP CHIMNEYS—Seconds.

Per box of 6 doz.

Anchor Carton Chimneys

Each chimney in corrugated tube

No. 0, Crimp top	1 70
No. 1, Crimp top	1 75
No. 2, Crimp top	2 75

Fine Flint Glass in Cartons

No. 0, Crimp top	2 00
No. 1, Crimp top	2 25
No. 2, Crimp top	4 10

Lead Flint Glass in Cartons

No. 0, Crimp top	3 30
No. 1, Crimp top	4 00
No. 2, Crimp top	5 00

Pearl Top in Cartons

No. 1, wrapped and labeled	4 50
No. 2, wrapped and labeled	5 20

Rochester in Cartons

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

Electric in Cartons

No. 2, Lime (75c doz.)	4 20
No. 2, Fine Flint, (85c doz.)	4 60
No. 2, Lead Flint, (95c doz.)	5 50

LaBastie

No. 1, Sun Plain Top, (\$1 doz.)	5 75
No. 2, Sun Plain Top, (\$1.25 doz.)	6 90

OIL CANS

1 gal. tin cans with spout, per doz.	1 20
1 gal. galv. iron with spout, per doz.	1 40
2 gal. galv. iron with spout, per doz.	2 25
3 gal. galv. iron with spout, per doz.	3 25
5 gal. galv. iron with spout, per doz.	4 10
3 gal. galv. iron with faucet, per doz.	3 85
5 gal. galv. iron with faucet, per doz.	4 50
5 gal. Tilting cans	7 00
5 gal. galv. iron Nacfas	9 00

LANTERNS

No. 0 Tubular, side lift	4 50
No. 2 B Tubular	6 75
No. 15 Tubular, dash	6 75
No. 2 Cold Blast Lantern	7 75
No. 12 Tubular, side lamp	12 00
No. 3 Street lamp, each	3 50

LANTERN GLOBES

No. 0 Tub., cases 1 doz. each, bx. 10c	50
No. 0 Tub., cases 2 doz. each, bx. 15c	50
No. 0 Tub., bbls. 5 doz. each, per bbl.	1 90
No. 0 Tub., Bull's eye, cases 1 dz. e.	1 25

BEST WHITE COTTON WICKS

Roll contains 32 yards in one piece.

No. 0 3/4 in. wide, per gross or roll.	28
No. 1 1/2 in. wide, per gross or roll.	33
No. 2 1 in. wide, per gross or roll.	60
No. 3 1 1/2 in. wide, per gross or roll.	90

COUPON BOOKS

50 books, any denomination	1 50
100 books, any denomination	2 50
500 books, any denomination	11 50
1000 books, any denomination	20 00

Above quotations are for either Tradesman, Superior, Economic or Universal grades. Where 1,000 books are ordered at a time customers receive specially printed cover without extra charge.

COUPON PASS BOOKS

Can be made to represent any denomination from \$10 down.

50 books	1 50
100 books	2 50
500 books	11 50
1000 books	20 00

CREDIT CHECKS

500, any one denomination	2 00
1000, any one denomination	3 00
2000, any one denomination	5 00
10 Steel punch	7 00





### Special Features of the Grocery and Produce Trade.

Special Correspondence.

New York, Sept. 15.—The week has seen a moderate jobbing demand for coffee and quotations seem to be somewhat "wobbly." Upon the whole the situation is a little stronger at this writing than during the first two days of the week, but there seems to be a lack of stability. At the close Rio No. 7 is worth 8½¢, against 8½¢ at the same time last year. In store and afloat there are 3,427,965 bags, against 4,043,421 bags at the same time last year. In mild grades nothing new can be reported. Sales generally are of rather small lots and buyers seem to take little interest in the situation. If any change at all is observable, it is toward a slight reduction in rates for Cuchutas and Mexicans.

Refiners, as a rule, are oversold on sugar and seem anxious to have old contracts settled before contracting for new trade at the higher rates which have prevailed for a day or so.

Tea dealers report a steady feeling and there are indications of growing strength every day. It seems to be pretty well established that quotations will be no lower and buyers are giving more attention to prevailing conditions than heretofore, some of them taking quite liberal supplies.

Rice jobbers report a fair trade, but there is room for improvement, as buyers take only enough to repair broken assortments. New stock has been coming slowly, but its receipt has not affected values to any appreciable extent. Good to prime domestic, 4½¢@5¼¢.

Not a bit of interest seems to be shown in the spice market. There is simply an average jobbing trade, and neither buyer nor seller seems to be especially interested at the moment, although the latter professes to considerable confidence as to the future of prices.

The demand for molasses is quiet, as the very warm weather until today has been "agin" any activity in the article. Of course, with the advancing season there is bound to be a revival of interest, and even now rates are very firmly adhered to. It is the opinion of at least one prominent jobber that when the new food law goes into effect the consumer will pay a very material advance for molasses; in fact, many think that about 75 per cent. increase will be tacked on to the grade now known as "New Orleans." Syrups are steady and the market is pretty closely cleaned up.

In canned goods we have an easier feeling for corn and a steady growth in the strength of tomatoes, which are now hard to find below 80¢, while 82½¢ is not an infrequent figure. A rumor has been started that a pool had been reorganized to corner the market; but this is probably a fake report, as the experience of the summer has been anything but condu-

cive to the growth of corners. Maine corn packers will have little, if any, surplus. Quotation of 85¢ f. o. b. Portland seems to be pretty generally correct. New York State, 60¢. Other goods are practically without change.

The demand for the better grades of butter has been sufficiently active to keep the market pretty well cleaned up, and quotations are firmly sustained, with extra creamery, 25¢@25½¢; firsts, 23¢@24½¢; imitation creamery, 20¢@21½¢; factory, 17¢@19¢; renovated is doing well within the range of 17¢@22¢, the latter for extras, of course.

Not an item of news can be picked up in the cheese trade. There is simply an average trade and quotations show no change whatever. Full cream, large fancy, 12½¢.

Eggs are very firm for top grades and nearby stock is quotable at 28¢@30¢. Selected Western, 22½¢@23¢; firsts, 21½¢@22¢.

### Excellent Report from Owosso.

Owosso, Sept. 16.—All the factories in this city, except the sugar factory, are running, and that will start up soon.

Business is in a better state with the Owosso Carriage and Sleigh Co. than in several years; in fact, there is too much business just now. The company is greatly hindered by the lack of cars for shipments. Unless relief comes soon the company will be in a serious predicament. The timekeeper shows a list of seventy-eight men in the factory at the present time, an increase of forty men since the new company took the business. The force will be increased to 150 hands before the company's first year expires. The company is a reorganization of the Jackson Sleigh Co., of Jackson.

A normal force of between 350 and 400 employes is kept busy at the casket factory and Woodard's furniture factory. The two concerns have many orders ahead and the full force will be kept all winter.

### Will Consider Change of Location.

Port Huron, Sept. 16.—The Port Huron Engine & Thresher Co. is closing one of its most successful seasons, having been compelled for a time to work its employes four hours a day overtime, and in some instances run a double shift. The past week it shipped a big order to South America, where Port Huron machinery has been received with much favor.

This city is likely to profit in an industrial way from the misfortune to Lexington in the burning of the John L. Fead & Sons woolen mill several weeks ago. Some time since the Fead Company established a knitting works in this city, owing to a better supply of girl labor here, and it now seems almost certain that the entire plant will be located at this point. It is the purpose of the managers of the concern to centralize its departments.

Saginaw and several other cities were competitors of this place for securing this important industry.

### Business Expansion at Bay City.

Bay City, Sept. 16.—The Smalley Motor Co., which in three years' time has expanded from a twenty-hand institution into a concern employing 200 men day and night, is building an extension to its main building 144x60 feet. The original building was constructed on the unit plan so that homogeneity of appearance is preserved. The company is still adding men to both day and night crews.

The Smalley Co. is now building motors for denaturized alcohol and is finding a heavy market in Cuba, South America and other foreign countries where gasoline prices are prohibitive. This week it received an order for seventeen engines from Australia, the first of the season. The season in the Antipodes is just beginning and the order is considered a big one under the circumstances.

The Industrial Works, employing 900 men, has leased additional buildings considerably removed from its main plant in order to accommodate heavy iron work and forging. Its product is almost exclusively railroad wrecking cranes and dredges and orders have increased steadily for the past two years.

Local building is progressing at a rate that is astonishing old-timers, who saw in this city nothing but a town left lifeless by the departure of the lumber industry. On Center avenue, the main business thoroughfare, the fronts in half a dozen blocks are being rebuilt, while during the past summer about twenty blocks have been either remodeled or enlarged. A feature following the heavy residence building of last year is the sharp rise in real estate this summer.

### Finds Customers All Over the World.

Monroe, Sept. 16.—The Weis Manufacturing Co., which is one of the late arrivals in the manufacturing line here, is doing an enormous business. The concern, which was formerly located in Toledo, has long passed the stage where it was a question whether or not it would be a paying industry, since it was obliged to seek larger quarters and grounds. The company manufactures all kinds of office supplies and fixtures. The goods are shipped to all parts of the world and the best customers are perhaps the leading railroads. From seventy-five to 100 hands are employed the year round.

## 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.

## Sherwood Hall Co., Ltd.

Jobbers of

## Carriage and Wagon Material

Blacksmith and Horseshoers' Tools and Supplies. Largest and most complete stock in Western Michigan. Our prices are reasonable.

24 North 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.

## 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.



CITY COOL AIR FUND.

Traveling Salesman's Idea of a Summer Vacation.

Written for the Tradesman.

The salesman left the accommodation train at a yellow pine station town in a flat country. There was no 'bus in sight, so the salesman shouldered his smallest sample case and started on foot for the main street of the town where he hoped to sell hardware and collect an old account. The business street was half a mile from the yellow pine station house and the salesman murmured at the task before him.

It was August, and hot and still, except for the crickets in the burned-out grass, and the dust of the highway was half a foot deep. The wide ditches on either side of the dike-like road were innocent of moisture and overflowing with weeds, and the breath of noisome growths was in the sticky air. Even the weeds were not fresh and green, as the things of the open country are pictured in the farm magazines, but were caked with dust and eaten into lace-like designs by grasshoppers. The corn standing in meager rows was yellow and wilted. The only thrifty objects in sight seemed to be the grasshoppers and the bugs, which were devouring the potato vines.

The salesman found the hardware merchant sitting on a north porch with pipe and fan. All the doors and windows were wide open, for it is not in the nature of things that flies and such like should eat up a stock of iron and steel goods. The merchant pushed a chair forward as the salesman climbed the steps.

"Rather warm, eh?"

The salesman removed a wilted collar, threw his coat and vest over the back of a chair, and slipped his braces over his shoulders.

"Yes," he said. "What's the matter with the 'bus today?"

"Perhaps he thought it wasn't worth while goin' to the depot on a day like this. Nifty little walk, eh?"

"A nightmare," said the salesman. "How's trade?"

"We don't have any trade this kind o' weather," was the reply. "We don't sell, an' so of course, we don't buy."

"No orders here," thought the salesman.

"Nice an' cool in Grand Rapids, I suppose," said the merchant, with a wink, as the salesman inveighed against the heat and the 'bus man and the condition of trade in the country.

"I was just thinking of that as I came along," replied the salesman. "It is a little uncomfortable there at times."

"I should think so," said the dealer, "the way the fresh air fund is sendin' the children out into the country. 'We've got three or four hereabouts."

The salesman nearly fell off his chair.

"You have?" he said. "Are they likely to live?"

"Look pretty peeked," said the merchant.

"I should think so," said the salesman, looking over the fields without verdure and the creeks without water, sizing up the dust in the road and gasping for a breath of air that wasn't stunk up with the pollen of evil weeds. "I should think they would look a little peeked. Isn't there any one to pay their way back home? How long are they sentenced to remain here?"

"Why, they were sent out here for their health, and—"

The salesman cut in with a laugh which seemed to disturb the lean cow in a field a block away.

"I was just thinking as I came along," he said, passing a cigar to the merchant, "what a lot of good some one might do by getting up a fund to send these poor country children into Grand Rapids for a summer vacation. They must have a hard time of it in July and August. I know just how it is. I was reared in the country, just such a country as this. The sun rises in the morning like a brass kettle heated in the infernal regions, and moves over the flat country like an evil eye, scorching and drying up. The crops and the trees and the grass and even the weeds wither and die because the brass sun sucks the life out of them, and the stink of their decay breeds disease. Then there are the marshes, with miasma-breathing pools, and insects which inoculate with violence and noise. Yes, I was brought up in just such a country as this, and I think I'll get a fund going. Don't you think these poor country children are entitled to one short vacation in the healthful city?"

The merchant winked and blinked in amazement.

"When they get a little older," continued the salesman, "the chance will be gone, so they ought to be sent off now. Think of the farm houses here that stand in ten acre lots without a tree or a bush about them. Why, there are garret sleeping rooms in these houses, where children sleep, which are like ovens at night, and the insects come in at the screenless windows and drink their blood. The land is parched with the heat; there are no cool places where little ones may play or hide from the stare of the flaming sky. Yes, I think I'll get that fund going just as soon as I get back to Grand Rapids."

"I guess the heat is too much for you," grinned the merchant.

"You bet it is," replied the salesman. "It is too much for any one. Think of the sufferings of the country children I've been telling you about. I'll get a dozen of 'em down to Grand Rapids within a week. See if I don't. I'll help give 'em a chance for their lives. There they can romp in the long, shady streets, where the dust is kept down and the heat is made endurable by the sprinkling wagons. They can get into swings in the groves at John Ball Park or sleep the afternoon away. They can sit in the shade at the Zoo and see the animals and imagine they are at

a circus. They can ride on the water at North Park and eat basket lunches in the dells up the river."

"Say," said the merchant, "perhaps you'd better take something for it. A man died of sunstroke here last week. Walked up from the depot, just as you did. Was raving crazy inside an hour."

"And there's the danger of heat prostration here," continued the salesman. "There is nothing of the sort in Grand Rapids. The children can sit on the breezy verandas at North Park and watch the boats on the river, which is like a lake there, and when they get tired of that they can ride to Reed's Lake, about ten miles, for a nickel. And at Reed's Lake there are steamers and sail boats and canoes and groves on the shores where the sun is forbidden to peek."

"You'll keep out of the sun after this, I reckon," said the merchant.

"And there is a good show there and cooling drinks and music and happy faces and laughter and everything that children love, and which drive away the blues and build fairy castles for the future. Say, how much will you contribute toward this fund?"

The hardware merchant backed away.

"Oh, you think this is some sort of a josh, do you?" asked the salesman. "What's wrong with the idea, anyway? Isn't this a little of a summer resort? How would you like to leave the lakes and the rivers and the cool streets and the music and the amusements of Grand Rapids for a blister like this? Why, there're fruit and fresh vegetables at Grand Rapids and watermelons on ice and butter in the refrigerator and ice cream. Oh, this is the country all right, but you don't have these things. I tell you I feel sorry for the poor country boys in hot weather! Huh! If you've got a sickly farmer boy handy I'll take him home with me right now. Sending children out here for their health! The fund ought to be prosecuted."

"You Grand Rapids people think you've got the only town in the world," said the merchant.

"Indeed we do," replied the salesman, "and we have! We surely have! Come down and look us over as a summer resort!"

The salesman hadn't done any business, but he had relieved his mind and boosted his town, and that made him happy, even when he had to walk back to the yellow pine depot because the 'bus horses were off to a funeral. Alfred B. Tozer.

A Brass Cleaner.

There are many acids that clean brass, such as oxalic, nitric, muriatic, etc., but the method used at all arsenals is perhaps the best for the purpose. Make a mixture of one part nitric and one part of sulphuric acid in a stone jar or crock, having also ready a bucket of fresh water and a box of sawdust. Dip the article into the acid, or, if too large to go into the crock, wash the brass with a swab or brush, then dip into the water, after which dry with the sawdust. This will make the brass brilliant. If the brass is dirty, then clean it off with strong salsoda water. If the sign is in position and can not be taken down, and is only dark with verdigris, then clean with putz powder. The peculiarity of this powder is that the brass afterwards holds its brightness a longer time than where ordinary cleansers are used. At least this has been our experience.

Sharp men do not cut much ice.

DURANGO, MEXICO

Never Too Hot  
Never Too Cold

CLIMATE UNSURPASSED

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

H. J. Benson, Durango, Mex.

ASSETS OVER \$6,000,000

A Dollar in Bank

Is worth more to you than a dollar in your pocket, because—

You know it is safer.

You are not so liable to spend it needlessly.

You can make it earn you compound interest every six months if you leave it here.

Are not these excellent reasons why you should begin a deposit account with us? Our efficient and obliging banking force is at your disposal.

OLD NATIONAL BANK

FIFTY YEARS AT 1 CANAL STREET.



Michigan Knights of the Grip.  
President, H. C. Klockseim, Lansing;  
Secretary, Frank L. Day, Jackson; Treas-  
urer, John B. Kelley, Detroit.

United Commercial Travelers of Michigan  
Grand Counselor, W. D. Watkins, Kal-  
amazoo; Grand Secretary, W. F. Tracy,  
Flint.

Grand Rapids Council No. 131, U. C. T.  
Senior Counselor, Thomas E. Dryden;  
Secretary and Treasurer, O. F. Jackson.

#### Getting the Attention of the Buyer.

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

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

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

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

It seemed to me he was not a very good salesman, and it was easy to

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

If he had had his product ready for inspection when he entered the door and had shown it to me with his first remark on the subject, I could not very well have helped seeing the book. The interest that I had in the subject of atlases would have crystallized into an interest in that particular atlas, and the chances are that canvasser would have made a sale then and there.

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

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

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

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

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

been the proper individual to handle it?

Another point, which as a general thing amounts to naught, but sometimes has its effect and a bad effect at that, is for a salesman to offer to shake hands with his prospective customer on entering his place of business. This I consider a mistake. It may take with a small tradesman, or in the lower classes of trade where a salesman must be a "good fellow," but a salesman on entering a first-class, or high-grade mercantile institution, on presenting himself to the president or manager, runs a risk when he assumes acquaintanceship by forcing his prospect to shake hands with him. With a great many business men this assumption of friendship is resented, placing the customer at once on the defensive. The act of shaking hands would not be considered a mistake of course, on leaving or on a second call. Let a salesman respectfully enter the customer's office, quietly announce who he is, immediately showing the line he represents, talking his line promptly, truthfully and as if he meant what he said, if he wishes to make a favorable impression, and greatly increase his sales.—J. H. Wilson in Salesmanship.

#### Some Pointers on How to Sell Stoves.

I believe in order to sell stoves or any other article the most essential thing is to know about the article one is going to sell and to know it thoroughly. The next most essential thing is to have implicit confidence in the article. In order to have confidence and believe thoroughly in the article I believe you should sell good goods, high grade goods with a reputation, something that will stand up and make good for all of the good things you say for it.

One of the mistakes I think a great many retailers make in buying goods is that they don't listen to the story that is being told them by the man who is selling the article. I believe to-day that the greatest educator with which the retailer comes in contact is the commercial traveler. I do not say this to you because I happen to be one of that unfortunate army, but if you are to know the qualities of the goods you are buying, and you are buying goods to sell, you must listen to the story of the man who sells them to you. I know the average retailer is a busy man. And he often says, "If I spent the time the average traveler thinks I should spend with him I would not accomplish anything."

There are two kinds of travelers, one is a gentleman and the other is the boor who never knows when to quit. When the gentleman traveler comes to call treat him with every courtesy; in fact, treat him the same as you would a customer. The boor I would show to the door. By listening to the story of the salesman you will understand the merits of the article you wish to sell, and this you should do. It is as necessary for the clerk to know about your goods as it is for you. How many of you take your clerks into your confidence or give them all the information you

know about what you are dealing in? I believe the best thing the retailer can do is to educate the clerk on every article that he wishes him to sell. And I believe it is just as essential for the clerk to try and learn and pick up all the knowledge he can as it is for his employer to inform him. There is not a single walk in life to-day that has as many good openings in it as that of the salesman. Every concern, manufacturer or jobber is always on the lookout for a good salesman, and I believe that salesmanship should be classed with the arts.

Another very necessary thing in the sale of stoves is that of display. If you are going to be successful in the sale of any line of stoves you must display them on your floors. I have gone into stores where I have seen stoves covered up with blankets or harness or dishpans, and nothing could be seen of the stove but perhaps the legs. And this man will tell me that he has not been as successful in selling stoves as Jones over there; that he can not sell them, and one of the great reasons why he does not sell them is that he does not display them. I believe when a lady walks into a store to buy a range or any other article it is half sold when it appeals to and strikes her fancy, but it ought to be clean and polished and made attractive.

Another thing the retailer falls down on is letting his competitor run his business. A great many times you meet a man in the hardware business who says, "I have to have goods of a certain price because my competitor has them." I don't think that is necessary. I think if every retailer will handle a good line and present it properly to his customers the other fellow won't run his business. The successful fellow is the one who runs his own business and pays no attention to his competitor.

W. T. Leckie.

### 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



# Quarterly Meeting of the Board of Directors.

Jackson, Sept. 18.—The regular meeting of the Board of Directors, M. K. of G., held at the parlors of the Vincent Hotel, Saginaw, was called to order by President Klockslem. All members of the Board were present except C. W. Stone, of Kalamazoo.

The Secretary, F. L. Day, submitted his report, showing receipts as follows:

Death fund .....\$1,240 00  
General fund ..... 12 00  
Promotion fund ..... 5 00  
Relief fund ..... 171 85

As all of this money had been turned over to the Treasurer, the report was accepted.

The report of the Treasurer showed disbursements of \$2,000 in the death fund, \$303.61 in the general fund and \$423.25 in the relief fund. Total amount on hand in all funds, \$706.79. The report was accepted.

The question of promoting the interests and increasing the membership came before this meeting and was very ably discussed by all members present. It was decided by the Board of Directors to offer a premium to the members, as per the following schedule, to close April 1, 1907, that is, members, excepting the Secretary, securing new members:

For securing ten new members to have four assessments paid.

For securing seven new members to have three assessments paid.

For securing five new members to have two assessments paid.

For securing three new members to have one assessment paid.

For securing two new members to have annual dues for one year or Port Huron souvenir book.

For securing ten honorary members to have annual dues for one year or Port Huron souvenir book.

It was moved and supported that a committee of Brothers Goppelt and Weeks be appointed to take up the matter of advertising and report at our next Board meeting. Carried.

It was moved and supported that, in the event of three deaths prior to November 20, we hold a meeting of the Board of Directors the first Saturday in December, at the office of the Secretary in Jackson. Carried.

It was moved and supported that we levy an assessment December 1, including annual dues for 1907, closing Dec. 31. Carried.

The report of the Treasurer of Post H of the expense of the annual convention held in Port Huron, July 27 and 28, was read, as follows:

Entertainment and banquet ..\$648 45

## Receipts.

Check M. K. of G. for stamps.\$ 50 00  
Check M. K. of G. from entertainment fund ..... 220 00  
Banquet tickets sold ..... 47 00  
Funds raised by Post H ..... 331 49

\$648 49

Moved and supported that the report of Post H be received and placed on file. Carried.

Moved and supported that the bill for stenographer for the annual convention, \$10.25, be allowed and a warrant drawn for same. Carried.

Moved and supported that the bill of F. L. Day, Secretary, for office supplies, \$1.10, be allowed and warrant drawn to pay same. Carried.

The death claim of Vivian Van Vleet, on account of the death of C. E. Van Vleet, was ordered paid.

Moved and supported that \$100 be allowed the Secretary for stamps. Carried.

Moved and supported that the bill for Secretary's salary, \$71.44, be allowed. Carried.

Moved and supported that the bill for the Treasurer's salary, \$28.57, be allowed. Carried.

Moved and supported that a warrant be drawn on the Treasurer for \$5 per week for fifteen weeks for W. A. Van Alstine. Carried.

Moved and supported that a warrant be drawn on the Treasurer for \$2 for W. A. Van Alstine's No. 4 assessment. Carried.

Moved and supported that the expense of collecting and disbursing the W. A. Van Alstine relief fund of \$48.25 be credited to the general fund. Carried.

Moved and supported that the expense of the Board meeting, \$47.76, be allowed. Carried.

Moved and supported that the President extend to the management of the Vincent Hotel a vote of thanks for the many courtesies extended to the Board while in session. Carried.

Moved and supported that we adjourn to meet at the Secretary's office at the call of the President. Carried.

F. L. Day, Sec'y.

## Coming of the Twenty Dollar Book.

Chicago, Sept. 14.—At the regular meeting of the Central Passenger Association yesterday the Erie Railroad gave formal notice of its intention to put in effect Nov. 1 a new passenger tariff making the maximum one way local fares 2½ cents a mile instead of 3 cents, and at the same time to issue an unrestricted 1,000 mile book for \$20. While rumors of such a reduction had been current for several days, the notification created quite a stir in the Association. The Baltimore and Ohio, which was reported to have had similar plans under consideration, filed no notice with the Association.

The adoption of the flat \$20 book by the Michigan railroads is a foregone conclusion, providing the traveling men and jobbing trade get together and work in harmony. If they pull apart or the traveling men are divided, as they were a year ago when the present Michigan book was promulgated, they will probably get the hot end of the poker, the same as they did last year.

A Detroit correspondent writes: F. E. Foster is back at his old rooms in the Kanter block "castle" for a few days. His stock of samples for the Stephen Putney Shoe Co., Richmond, Va., was smashed up in a wreck in the Blue mountains of Tennessee, and he is waiting for a new lot.

W. D. Dudley is exhibiting the holiday line of the Hazeltine & Perkins Drug Co. in the New Blodgett building. The line will remain there until the latter part of October.

## Commissioner Bird Gets Busy on Overrun.

Lansing, Sept. 15.—I am enclosing to you under separate cover a copy of the poster furnished by this Department to every creamery and cheese factory in the State, giving a synopsis of the Michigan laws prohibiting the watering or other adulteration of milk. I also enclose therein a copy of a poster being sent out this day to the creameries in the State with reference to the question of overrun. I enclose herewith a copy of the letter accompanying the latter poster; also a blank form which this Department has been using for the past six months in notifying all creameries whose overrun, as shown by the educational scoring contest, approaches the limit fixed by the ruling of the United States Internal Revenue Department. In considering the two different percentages referred to in the form last mentioned you will, of course, make the proper distinction between overrun and moisture.

A. C. Bird,

State Dairy and Food Com'r.

The circular letters above referred to are as follows:

There has been considerable discussion from time to time with reference to the manner of computing fat and overrun in butter. In order that there may be no misunderstanding in connection with this matter the State Dairy and Food Department has prepared a table which comprehensively sets forth every phase of such computation. This table is in the form of a chart, a copy of which is this day being mailed you under separate cover, and which is printed on cardboard paper of sufficient weight for posting purposes in the various creameries of the State.

I trust this chart will be of value to you and that this letter will find you in the midst of a most prosperous season from a business point of view.

Analysis of your butter sampled at the Educational Scoring Test for the month of ..... shows that it carries with it an overrun of ..... per cent.

This Department considers it to be its duty to notify the management of a creamery making an overrun of 20 per cent. or above that it is encroaching closely upon the law limit of moisture in butter. It is well to know that the United States Internal Revenue law considers butter to be adulterated which carries 16 per cent. or over of moisture.

The Department has on hand the overrun test tubes which make it easy for the buttermaker to test each churning of butter before packing for shipment, and hence he should be able at all times to know that his product does not contain an abnormal amount of moisture.

## Lessons To Be Learned from the Furniture Exposition.

Written for the Tradesman.

Some lessons in business ways are to be learned during the semi-annual furniture sales held in this city—lessons that will apply in other lines of trade. First, there is the old, well-recognized principle of promptness,

punctuality, being on time, and it is hard to explain why there should be so much tardiness by exhibitors every season when it is so well known by everybody that it pays to be ready. The opening dates of expositions are fixed and well known to everybody, yet last season many of the lines were not in shape for inspection until after ten days to two weeks had elapsed and some of the early buyers from the big Eastern houses had come and gone. The well-known Eastern buyer, Clark A. Brockway, of John Wanamaker's New York and Philadelphia houses, and others express disgust with this chronic state of unpreparedness every time they visit the Western markets. There remains nothing for them to do but to inspect the lines which are ready and go home without seeing the others. Three kinds of manufacturers show in this market, namely, those who are always ready on time, those who are sometimes ready, and then the class who are never ready. Buyers soon learn whom they may depend on, and the results from a business standpoint may be clearly foreseen.

Paying attention to business is another cardinal virtue in the successful exhibitor. I know of a salesman who did not show up at his space until 10 o'clock mornings during last season, and he hadn't gumption enough to rise from his easy chair during the day unless a buyer came along and expressed a desire to see the line. Some salesmen do not spend one-half their time during working hours on the floor where they belong. When a lull in business comes they rush off to the cigar stand, the saloon, or loaf in other places, often leaving their lines in the hands of a boy or of nobody at all. The customers drop in, and do they sit down and wait for the salesmen to return? No, this never happens. Time is money, especially with people who are a thousand miles away from home. They go on to other floors and, as a rule, do not come back. The successful salesman is at his space early and sticks reasonably close to business.

Successful manufacturers and their representatives give a good deal of thought to the arranging of their lines in an attractive place and way. Attention is given to the wall decorations, the lighting fixtures, screens, etc., and the pieces of furniture are given such artistic settings on the floors that retail dealers come from the Pacific coast and other distant points every season without expecting to place an order, simply to get hints on styles and methods of showing stuff.

Almond Griffen.

E. B. Mowers, late President of the Michigan Shoe Dealers' Association, is the latest addition to the ranks of traveling men. He has made an engagement with the Green-Wheeler Shoe Co., Fort Dodge, Ia., and will have Michigan as his territory. W. H. Graves, a former Detroit man, will retain about a dozen cities and towns where he is best acquainted, but the opening of much new territory will be left to Mr. Mowers.



**Michigan Board of Pharmacy.**  
 President—Henry H. Helm, Saginaw.  
 Secretary—Sid. A. Erwin, Battle Creek.  
 Treasurer—W. E. Collins, Owosso; J. D. Muir, Grand Rapids; Arthur H. Webber, Cadillac.  
 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.  
 Treasurer—H. G. Spring, Unionville.  
 Executive Committee—J. O. Schlatterbeck, Ann Arbor; F. N. Maus, Kalamazoo; John S. Bennett, Lansing; Minor E. Keyes, Detroit; J. E. Way, Jackson.

**Woman's Relation To the Drug Business.**

Women have, in the days of the pioneers, given valiant help in the matter of blazing the way through the wilderness. Even here, in our own good State, the women of those rare old times have left their impress upon the world's book of courage and their names upon the eternal records of fame.

Through all the wars of all the ages woman has done her part. She has not carried a gun or fired a cannon, to be sure, but she has been the "man behind the gun," and she has buckled the sword of honor on her menfolks long before our time and sent him, with heart of trust and word of courage, to the field that stood equal chance of being his glory or his tomb. Hers has been the hand to minister to the wounded, hers the voice to soothe the dying, hers the whisper that has sent many a homesick soldier to his grave with a hope of God and hope eternal. In the wards of suffering she is and ever has been a welcome and a helpful presence.

Among the poor the print of her footsteps may ever be traced. Where poverty, pain and want have left their trail, there she, too, has left a footprint; where disease has played hot, deadly havoc and distress has burdened the air with her cries, there has woman ever found a way and, please God, a welcome.

Only in the commercial sphere has she not been able to open the door. Of late a tiny crack has been made, to be sure, but small as yet and hard to squeeze through.

In the great world of commerce the lords of creation have declined to acknowledge her ability to cope with the sterner sex.

It seems to me all right and proper that women should have a part in the drug business, and if I may say so, more than in the social part. From the foundation of the world there have been women doctors. She is a born pill-maker, and long before corner drug stores began to handle capsules and quinine and all the modern methods of warfare against disease, woman successfully held fever and chills at bay with the "yarbs" of the forest, and routed many a trouble

with boneset and orris and lobelia and hellebore and snake-root and wahoo and golden seal and swamp-root and mullein and red pepper and "pennyroyal."

In fact, if we sift the matter down to the exact truth, it will develop that men have simply monopolized a business that, by rights, belongs to woman, and I am not sure but that the doctors have done the same thing. Who measures the medicine as nicely as the mother in the heart of the night, I'd like to ask? And, if you please, who finds a way more persuasive of inducing the young hopeful, in the person of a small boy, to take it? Mrs. Robert Thompson.

**The Drug Market.**

Opium—Is very firm and has advanced.

Morphine—Is unchanged.

Quinine—Is steady.

Citric Acid—Continues firm and stocks are small.

Cocaine—Is firm at the late decline.

Oil Sweet Almonds—Has advanced.

Oil Cassia—Is higher.

Oil Cloves—Is very firm on account of higher price for spice.

Oil Cubebs—Is very firm at the advance noted last week on account of higher price for berries.

Oil Peppermint—Buyers and sellers are still far apart.

Oil Pennyroyal—Is very scarce and has advanced.

American Saffron—Has advanced and is tending higher.

Buchu Leaves—Are very firm and are advancing.

Ipecac Root—Is scarce and higher.

Cloves—Have advanced and are tending higher.

Nitrate Silver—Has advanced on account of higher price for bullion.

**Moving Pictures To Show the Bright Side of Pharmacy.**

The Navy has placed on exhibition in various parts of the country a series of moving pictures, showing the life of those who enlist in the service. This is done with a view of assisting the recruiting office in its work. Perhaps the time will come when the pharmacists of this country, through the direction of the N. A. R. D. or the A. Ph. A. or the A. C. P. F. will give exhibits at the high school, showing the bright side of pharmacy in order to induce more high school graduates to follow that calling and thus meet the demands for drug clerks which will occur when only high school graduates can register as pharmacists.

**Not Pleased With the Pure Food Law.**

The manufacturer of a patent medicine writes as follows: "The hostile legislation being enacted on every side of us, the unnecessary war of the magazines and the popular clamor make us tired, and if we can possibly sell out our business we will do so right away. We use a small amount of alcohol in our syrup, but it would not hurt a cat and yet the pure food and drug law requires us to go to the expense and trouble of relabeling our preparation."

**The Bootblack's Turn Next.**

And when the grocer has his little school, where he may learn all the secrets of his calling, the bootblacks and the bartenders should be taken care of. The street-cleaner has already been elevated. He must be able to pass a civil service examination, in addition to having a political pull, in order to hold his situation. But it does not matter how adept a bootblack is in ringing up a nickel, when he should have accounted for a dime, he may be entirely ignorant of the sound, scientific principle which underlies the preparation of blacking, and this would show that, while his material education was all that could be desired, he was lacking in idealistic appreciation of the real groundwork of his profession. When he is able to tell the amount of ethyl alcohol, camphor, carbon bisulphide, oil of lavender and sulphuric acid used in blacking, his education would entitle him to a degree. A knowledge of the proper amount of foam to serve with a glass of beer might be made the basis of the bartender's education.

Education gives prestige the world over. The man of learning is honored and respected, and he moves in the highest circles. Hence the aspirations of the worthy grocer. Instead of seeking a place in the aldermanic chamber, the prosperous grocer will then look forward to the time when he will occupy a chair in a noted seat of learning. He will bring before the public a constant stream of educational literature, prepared with great care and presented with inimitable logic and precision. And when this millennium arrives, there will no longer be need for pure food commissioners, inspectors of food and drugs, and the National Bureau of Chemistry can be abolished.

**No More Preserved Cider.**

The present cider season witnesses an exceedingly interesting and important reform in the cider business, i. e., the sale of cider, for the first time in the history of the business, without preservatives.

Practically all the cider people, up to this year, have preserved their product with benzoate of soda, claiming that it could not be marketed without it. Bottled cider could be sterilized and needed no preservative, but cider in bulk would inevitably go bad without an anti-ferment. Benzoate of soda was usually used because less harmful than any other.

This year, by reason of the uncertain bearing of the food laws on the use of benzoate of soda, the cider men have decided to take no risks, and accordingly the largest of them are marketing new-crop cider and guaranteeing it to contain no preservative whatever. In the place of benzoate of soda a combination of cold storage and sterilization will be employed.

**Learn When You Are Young.**

The Saturday Evening Post says that the mind's most active period is between birth and thirty or thirty-five years. In this period ideas are

acquired, the mind is deepened and broadened. Every hour counts. Many successes, most of them in fact, have been made by men over forty years of age, but they were accomplished by the power stored up previous to the fortieth year.

But we are inclined to think there is hope even for the man over forty. There is never much hope for him at any age if he lacks resolution and character. If he has these qualities he can learn as much at forty as he can at twenty and probably do better work. Lord Erskine, the greatest lawyer in England of his time, was a sailor in his young manhood, and before he was forty dabbled ineffectively in a dozen different things. He never opened a law book until after he was forty years old.

**Unique Pharmaceutical Arithmetic.**

Wm. Bodemann has earned a reputation as an expert in pharmaceutical arithmetic. We doubt, however, his having a more unique experience than the Illinois pharmacist who caught his clerk selling twenty-five ounces (one pound, one-half pound and one ounce) of insect powder for 25 cents when the price marked on the container was 5 cents per ounce. The most amusing part of it was that the clerk endeavored to convince the proprietor that he was right. He certainly found figures which would lie.

**To Extinguish a Gasoline Fire.**

A gasoline fire may be extinguished with flour, sand or earth; water should not be used. Some users of gasoline find it well to hang a bottle containing about a gallon of ammonia from the top of the tank or room containing the gasoline, by a string, so that if the gasoline takes fire the bottle will be broken with the fall, releasing the ammonia and promptly putting out the burning gasoline.



The distinctive

**Dorothy Vernon  
Perfume**

has become immensely popular owing to its intense flowery freshness and lasting

quality. There is no other perfume just like it.

**Dorothy Vernon**

Stands Alone  
Par Excellence



**The Jennings  
Perfumery Company**  
Grand Rapids, Mich.



## WHOLESALE DRUG PRICE CURRENT

Advanced—  
Advanced—Citric Acid, Oil Peppermint, Camphor.

<b>Aceticum</b> ..... 60 8	<b>Copaiba</b> ..... 15 1 25	<b>Scilla Co</b> ..... 50
<b>Benzolcum, Ger.</b> ..... 70 17	<b>Cubebae</b> ..... 1 35 1 40	<b>Tolutan</b> ..... 50
<b>Boracic</b> ..... 26 27	<b>Evechthitos</b> ..... 1 00 1 10	<b>Prunus virg</b> ..... 50
<b>Carbolicum</b> ..... 26 27	<b>Erigeron</b> ..... 1 00 1 10	
<b>Citricum</b> ..... 52 55	<b>Gaultheria</b> ..... 2 25 2 35	<b>Tinctures</b>
<b>Hydrochlor</b> ..... 3 5	<b>Geranium</b> ..... 2 40 2 50	<b>Anconitum Nap's R</b> ..... 60
<b>Nitrosum</b> ..... 8 10	<b>Gossippi Sem gal</b> ..... 50 60	<b>Anconitum Nap's F</b> ..... 50
<b>Oxalicum</b> ..... 10 12	<b>Hedeoma</b> ..... 2 40 2 50	<b>Aloes</b> ..... 50
<b>Phosphorium, dil.</b> ..... 12 15	<b>Junipera</b> ..... 40 1 20	<b>Arnica</b> ..... 50
<b>Salicylicum</b> ..... 42 45	<b>Lavendula</b> ..... 90 2 75	<b>Aloes &amp; Myrrh</b> ..... 50
<b>Sulphuricum</b> ..... 15 17	<b>Limons</b> ..... 1 35 1 40	<b>Asafoetida</b> ..... 50
<b>Tannicum</b> ..... 75 85	<b>Mentha Piper</b> ..... 3 50 3 60	<b>Atropine Belladonna</b> ..... 50
<b>Tartaricum</b> ..... 38 40	<b>Mentha Verid</b> ..... 5 00 5 50	<b>Aurant Cortex</b> ..... 50
	<b>Morruhu gal</b> ..... 1 25 1 50	<b>Benzoin</b> ..... 50
<b>Ammonia</b>	<b>Myrica</b> ..... 3 00 3 50	<b>Benzoin Co</b> ..... 50
<b>Aqua, 18 deg.</b> ..... 4 6	<b>Olive</b> ..... 75 3 00	<b>Barosma</b> ..... 50
<b>Aqua, 20 deg.</b> ..... 6 8	<b>Picis Liquida</b> ..... 10 12	<b>Cantharides</b> ..... 50
<b>Carbonas</b> ..... 13 15	<b>Picis Liquida gal</b> ..... 35	<b>Cardamon</b> ..... 50
<b>Chloridum</b> ..... 12 14	<b>Ricina</b> ..... 1 02 1 05	<b>Cardamon Co</b> ..... 50
	<b>Rosmarini</b> ..... 1 00	<b>Castor</b> ..... 1 00
<b>Black</b> ..... 2 00 2 25	<b>Rosae oz</b> ..... 5 00 5 50	<b>Catechu</b> ..... 50
<b>Brown</b> ..... 80 1 00	<b>Succini</b> ..... 40 45	<b>Cinchona</b> ..... 50
<b>Red</b> ..... 45 50	<b>Sabina</b> ..... 90 1 00	<b>Cinchona Co</b> ..... 50
<b>Yellow</b> ..... 2 50 3 00	<b>Santal</b> ..... 2 25 2 40	<b>Columbia</b> ..... 50
	<b>Sassafras</b> ..... 75 80	<b>Cubebae</b> ..... 50
<b>Baccae</b>	<b>Sinapis, ess. oz.</b> ..... 1 00 1 20	<b>Cassia Acutifol</b> ..... 50
<b>Cubebae</b> ..... 1 22 1 25	<b>Tigil</b> ..... 40 50	<b>Cassia Acutifol Co</b> ..... 50
<b>Juniperus</b> ..... 7 8	<b>Thyme, opt</b> ..... 1 00	<b>Digitalis</b> ..... 50
<b>Xanthoxylum</b> ..... 30 35	<b>Theobromas</b> ..... 15 20	<b>Ergot</b> ..... 50
		<b>Ferri Chloridum</b> ..... 35
<b>Balsamum</b>	<b>Potassium</b>	<b>Gentian Co</b> ..... 50
<b>Copaiba</b> ..... 45 50	<b>Bi-Carb</b> ..... 15 18	<b>Gentian Co</b> ..... 50
<b>Peru</b> ..... 1 50	<b>Bichromate</b> ..... 15 18	<b>Gulaca</b> ..... 50
<b>Terabin, Canada</b> ..... 60 65	<b>Bromide</b> ..... 25 30	<b>Gulaca ammon</b> ..... 50
<b>Tolutan</b> ..... 35 40	<b>Carb</b> ..... 12 15	<b>Hyoscyamus</b> ..... 50
	<b>Chlorate</b> ..... 12 14	<b>Iodine</b> ..... 75
<b>Cortex</b>	<b>Cyanide</b> ..... 34 38	<b>Iodine, colorless</b> ..... 75
<b>Abies, Canadian.</b> ..... 18	<b>Iodide</b> ..... 2 50 2 60	<b>Kino</b> ..... 50
<b>Cassiae</b> ..... 20	<b>Potassa, Bitart pr</b> ..... 30 32	<b>Lobelia</b> ..... 50
<b>Cinchona Flava</b> ..... 18	<b>Potass Nitras opt</b> ..... 7 10	<b>Myrrh</b> ..... 50
<b>Buonymus atro.</b> ..... 45	<b>Potass Nitras</b> ..... 6 8	<b>Nux Vomica</b> ..... 50
<b>Myrica Cerifera</b> ..... 20	<b>Prussiate</b> ..... 23 26	<b>Opil</b> ..... 75
<b>Prunus Virginl.</b> ..... 15	<b>Sulphate po</b> ..... 15 18	<b>Opil, camphorated</b> ..... 50
<b>Quillaja, gr'd</b> ..... 12		<b>Opil, deodorized</b> ..... 1 50
<b>Sassafras</b> ..... 25		<b>Quassia</b> ..... 50
<b>Ulmus</b> ..... 25		<b>Rhatany</b> ..... 50
	<b>Radix</b>	<b>Rhei</b> ..... 50
<b>Extractum</b>	<b>Aconitum</b> ..... 20 25	<b>Sanguinaria</b> ..... 50
<b>Glycyrrhiza Gla.</b> ..... 24 30	<b>Althae</b> ..... 30 35	<b>Serpentaria</b> ..... 50
<b>Glycyrrhiza, po.</b> ..... 28 30	<b>Anchusa</b> ..... 10 12	<b>Solomonium</b> ..... 50
<b>Haematox</b> ..... 11 12	<b>Arum po</b> ..... 25	<b>Tolutan</b> ..... 50
<b>Haematox, 1s</b> ..... 13 14	<b>Calamus</b> ..... 20 24	<b>Valerian</b> ..... 50
<b>Haematox, 1/2s</b> ..... 14 15	<b>Gentiana po 15</b> ..... 12 15	<b>Veratrum Verde</b> ..... 50
<b>Haematox, 1/4s</b> ..... 16 17	<b>Glycyrrhiza pv 15</b> ..... 16 18	<b>Zingiber</b> ..... 20
	<b>Hydrastis, Canada</b> ..... 1 90	
<b>Carbonate Precip.</b>	<b>Hydrastis, Can. po</b> ..... 2 00	<b>Miscellaneous</b>
<b>Citrate and Quina</b> ..... 2 00	<b>Hellebore, Alba</b> ..... 12 15	<b>Aether, Spts Nit 3f 30</b> ..... 35
<b>Citrate Soluble</b> ..... 55	<b>Inula, po</b> ..... 18 22	<b>Aether, Spts Nit 4f 34</b> ..... 38
<b>Ferrocyanidum S</b> ..... 40	<b>Ipecac, po</b> ..... 35 40	<b>Alumen, grd po 7</b> ..... 4
<b>Solut. Chloride</b> ..... 15	<b>Iris, plox</b> ..... 35 40	<b>Ammon, po</b> ..... 4 5
<b>Sulphate, com'l</b> ..... 2	<b>Jalapa, pr</b> ..... 25 30	<b>Antimoni, po</b> ..... 4 5
<b>Sulphate, com'l. by</b>	<b>Maranta, 1/2s</b> ..... 25 30	<b>Antimoni et po T</b> ..... 40 50
<b>bbl. per cwt.</b> ..... 70	<b>Podophyllum po.</b> ..... 15 18	<b>Antipyrin</b> ..... 20
<b>Sulphate, pure</b> ..... 7	<b>Rhei</b> ..... 75 1 00	<b>Antifebrin</b> ..... 25
	<b>Rhei, cut</b> ..... 1 00 1 25	<b>Argenti Nitras oz</b> ..... 55
<b>Flora</b>	<b>Rhei, pv</b> ..... 75 1 00	<b>Arsenicum</b> ..... 10 12
<b>Arnica</b> ..... 15 18	<b>Sigella</b> ..... 45 1 50	<b>Balm Gilead buds</b> ..... 60 65
<b>Anthemis</b> ..... 30 35	<b>Sanuginari, po 18</b> ..... 15	<b>Bismuth S N</b> ..... 1 85 1 90
<b>Matricaria</b> ..... 30 35	<b>Serpentaria</b> ..... 50 55	<b>Calcium Chlor, 1s</b> ..... 9
	<b>Senega</b> ..... 85 90	<b>Calcium Chlor, 1/2s</b> ..... 10
<b>Folia</b>	<b>Smilax, off's H.</b> ..... 48	<b>Calcium Chlor, 1/4s</b> ..... 12
<b>Barosma</b> ..... 30 38	<b>Smilax, M</b> ..... 25	<b>Cantharides, Rus</b> ..... 20 1 75
<b>Cassia Acutifol.</b> ..... 15 20	<b>Scilla po 45</b> ..... 20 25	<b>Capsici Fruct's af</b> ..... 20
<b>Tinnevely</b> ..... 25 30	<b>Symplocarpus</b> ..... 25	<b>Capsici Fruct's po</b> ..... 22
<b>Cassia, Acutifol.</b> ..... 25 30	<b>Valeriana Eng</b> ..... 15 20	<b>Capt Fruct's B po</b> ..... 15
<b>Salvia officinalis.</b>	<b>Valeriana, Ger.</b> ..... 12 14	<b>Carphylus</b> ..... 22 25
<b>1/2s and 1/4s</b> ..... 18 20	<b>Zingiber a</b> ..... 22 25	<b>Carmine, No. 40</b> ..... 4 25
<b>Uva Ursi</b> ..... 8 10	<b>Zingiber j</b> ..... 22 25	<b>Cera Alba</b> ..... 50 55
		<b>Cera Flava</b> ..... 40 42
<b>Gummi</b>	<b>Semen</b>	<b>Crocus</b> ..... 1 40 1 50
<b>Acacia, 1st pkd.</b> ..... 65	<b>Anisum po 20</b> ..... 16	<b>Cassia Fructus</b> ..... 35
<b>Acacia, 2nd pkd.</b> ..... 45	<b>Apium (gravel's)</b> ..... 13 15	<b>Centraria</b> ..... 10
<b>Acacia, 3rd pkd.</b> ..... 28	<b>Bird, 1s</b> ..... 4 6	<b>Cataceum</b> ..... 35
<b>Acacia, sifted sts.</b> ..... 25	<b>Carul po 15</b> ..... 12 14	<b>Chloroform</b> ..... 32 35
<b>Acacia, po.</b> ..... 45 65	<b>Cardamon</b> ..... 70 90	<b>Chloro'm Squibbs</b> ..... 90
<b>Aloe Barb</b> ..... 22 25	<b>Coriandrum</b> ..... 12 14	<b>Chloral Hyd Crasl</b> ..... 35 60
<b>Aloe, Cape</b> ..... 25	<b>Cannabis Sativa</b> ..... 7 8	<b>Chondrus</b> ..... 20 25
<b>Aloe, Socotri</b> ..... 45	<b>Cydonium</b> ..... 75 1 00	<b>Cinchonidine P-W</b> ..... 38 48
<b>Ammoniac</b> ..... 55 60	<b>Chenopodium</b> ..... 25 30	<b>Cinchonide Germ</b> ..... 38 48
<b>Asafoetida</b> ..... 35 40	<b>Dipterix Odorate.</b> ..... 80 1 00	<b>Cocaine</b> ..... 3 05 3 30
<b>Benzoinum</b> ..... 50 55	<b>Foeniculum</b> ..... 18	<b>Corks list D P Ct.</b> ..... 75
<b>Catechu, 1s</b> ..... 13	<b>Foenugreek, po.</b> ..... 7 9	<b>Cresotum</b> ..... 45
<b>Catechu, 1/2s</b> ..... 14	<b>Lini</b> ..... 4 6	<b>Creta</b> ..... 75
<b>Catechu, 1/4s</b> ..... 16	<b>Lini, gr'd. bbl. 2%</b> ..... 3 6	<b>Creta, prep</b> ..... 9 11
<b>Comphorae</b> ..... 1 12 1 21	<b>Lobelia</b> ..... 75 80	<b>Creta, Rubra</b> ..... 8
<b>Euphorbium</b> ..... 40	<b>Pharlaris Cana'n</b> ..... 9 10	<b>Crocus</b> ..... 1 50 1 60
<b>Galbanum</b> ..... 1 00	<b>Rapa</b> ..... 9 10	<b>Cudbear</b> ..... 24
<b>Gamboge</b> ..... 1 35 1 45	<b>Sinapis Alba</b> ..... 7 9	<b>Cupri Sulph</b> ..... 6 8
<b>Guaiacum</b> ..... 35	<b>Sinapis Nigra</b> ..... 9 10	<b>Dextrine</b> ..... 10
<b>Kino</b> ..... 40 45		<b>Emery, all Nos.</b> ..... 8
<b>Mastic</b> ..... 40	<b>Spiritus</b>	<b>Emery, po</b> ..... 6
<b>Myrrh</b> ..... 50	<b>Frumenti W D.</b> ..... 2 00 2 50	<b>Ergota</b> ..... 65 60 55
<b>Oil</b> ..... 3 30 3 35	<b>Juniperis Co O T</b> ..... 1 50 1 50	<b>Ether Sulph</b> ..... 70 80
<b>Shellac</b> ..... 60 70	<b>Juniperis Co</b> ..... 1 75 2 50	<b>Flake White</b> ..... 12 15
<b>Shellac, bleached</b> ..... 60 65	<b>Saccharum N E</b> ..... 1 90 2 10	<b>Gambier</b> ..... 8 9
<b>Tragacanth</b> ..... 70 1 00	<b>Spt Vini Galli</b> ..... 1 75 2 00	<b>Gelatin, Cooper</b> ..... 60
	<b>Vini Oporto</b> ..... 1 25 2 00	<b>Gelatin, French</b> ..... 35 60
<b>Herba</b>	<b>Vina Alba</b> ..... 1 25 2 00	<b>Glassware, fit box</b> ..... 75
<b>Absinthium</b> ..... 4 50 4 60		<b>Less than box</b> ..... 70
<b>Eupatorium oz pk</b> ..... 25	<b>Sponges</b>	<b>Glue, brown</b> ..... 11 13
<b>Lobelia</b> ..... 25	<b>Florida Sheep's wool</b> ..... 3 00 3 50	<b>Glue white</b> ..... 15 25
<b>Majorum</b> ..... 25	<b>Nassau sheep's wool</b> ..... 3 50 3 75	<b>Glycerina</b> ..... 12 14 16
<b>Mentha Pip. oz pk</b> ..... 23	<b>carriage</b> ..... 3 50 3 75	<b>Grana Paradisi</b> ..... 25
<b>Mentha Ver. oz pk</b> ..... 25	<b>Velvet extra sheep's</b> ..... 2 00	<b>Humulus</b> ..... 35 60
<b>Rue</b> ..... 39	<b>wool, carriage.</b> ..... 2 00	<b>Hydrarg Ch. Mt</b> ..... 90
<b>Tanacetum .V.</b> ..... 32	<b>Extra yellow sheep's</b> ..... 2 15	<b>Hydrarg Ch Cor</b> ..... 85
<b>Thymus V. oz pk</b> ..... 25	<b>wool carriage.</b> ..... 2 15	<b>Hydrarg Ox Ru'm</b> ..... 61 1 00
	<b>Grass sheep's wool</b> ..... 2 15	<b>Hydrarg Ammo'l</b> ..... 61 1 00
<b>Magnesia</b>	<b>carriage</b> ..... 2 15	<b>Hydrarg Ungue'm</b> ..... 50 60
<b>Calcined, Pat</b> ..... 55 60	<b>Hard, slate use.</b> ..... 2 1 00	<b>Hydrargyrum</b> ..... 75
<b>Carbonate, Pat.</b> ..... 18 20	<b>Yellow Reef, for</b> ..... 2 1 40	<b>Ichthyobolla, Am.</b> ..... 90 1 00
<b>Carbonate, K-M.</b> ..... 18 20		<b>Indigo</b> ..... 75 1 00
<b>Carbonate</b> ..... 18 20	<b>Syrups</b>	<b>Iodine, Resubi</b> ..... 3 85 3 90
	<b>Acacia</b> ..... 50	<b>Iodoform</b> ..... 3 90 4 00
<b>Oleum</b>	<b>Aurant Cortex</b> ..... 50	<b>Lupulin</b> ..... 40
<b>Absinthium</b> ..... 4 90 5 00	<b>Zingiber</b> ..... 50	<b>Lycopodium</b> ..... 85 90
<b>Amygdalae, Dulc.</b> ..... 50 60	<b>Ipecac</b> ..... 50	
<b>Amygdalae, Ama</b> ..... 8 60 8 25	<b>Ferri Iod</b> ..... 50	
<b>Anisi</b> ..... 1 75 1 80	<b>Rhei Arom</b> ..... 50 60	
<b>Aurant Cortex</b> ..... 2 75 2 85	<b>Smilax Off's</b> ..... 50 60	
<b>Bergamit</b> ..... 85 90	<b>Benega</b> ..... 50	
<b>Cajiputi</b> ..... 85 90		
<b>Carvophilli</b> ..... 1 40 1 50		
<b>Cedar</b> ..... 50 60		
<b>Chenopadii</b> ..... 3 75 4 00		
<b>Cinnamoni</b> ..... 1 25 1 35		
<b>Citronella</b> ..... 60 65		
<b>Citronum Moe</b> ..... 60 65		

<b>Liquor Arsen et</b> ..... 25	<b>Rubia Tinctorum</b> ..... 12 14	<b>Vanilla</b> ..... 9 00 9
<b>Hydrarg Iod</b> ..... 25	<b>Saccharum La's.</b> ..... 22 25	<b>Zinci Sulph</b> ..... 7 8
<b>Liq Potass Arsenit</b> ..... 10 12	<b>Salacin</b> ..... 4 50 4 75	
<b>Magnesia, Sulph.</b> ..... 2 3	<b>Sanguis Drac's.</b> ..... 40 50	<b>Oils</b>
<b>Magnesia, Sulph bbl</b> ..... 1 1/2	<b>Sapo, W</b> ..... 12 14	<b>Whale, winter</b> ..... 70 70
<b>Manna S F</b> ..... 45 50	<b>Sapo, M</b> ..... 10 12	<b>Lard, extra</b> ..... 70 80
<b>Menthol</b> ..... 3 40 3 50	<b>Sapo, G</b> ..... 10 15	<b>Lard, No. 1</b> ..... 60 65
<b>Morphia, S P &amp; W2</b> ..... 35 2 60	<b>Seidlitz Mixture</b> ..... 20 22	<b>Linseed, pure raw</b> ..... 37 40
<b>Morphia, S N Y Q2</b> ..... 35 2 60	<b>Sinapis</b> ..... 18	<b>Linseed, boiled</b> ..... 38 41
<b>Morphia, Mal.</b> ..... 2 35 2 60	<b>Sinapis, opt</b> ..... 30	<b>Neat-foot, w str</b> ..... 65 70
<b>Moschus Canton.</b> ..... 40	<b>Snuff, Maccaboy.</b> ..... 51	<b>Spts. Turpentine</b> ..... Market
<b>Myristica, No. 1</b> ..... 28 30	<b>DeVoes</b> ..... 51	<b>Paints</b>
<b>Nux Vomica po 15</b> ..... 25 28	<b>Snuff, S'h DeVoe's</b> ..... 51	<b>Red Venetian</b> ..... 13 2 43
<b>Os Sepia</b> ..... 25 28	<b>Soda, Boras</b> ..... 9 11	<b>Ochre, yel Mars</b> ..... 2 4
<b>Pepsin Saac, H &amp;</b> ..... 10	<b>Soda, Boras, po.</b> ..... 9 11	<b>Ochre, yel Ber</b> ..... 13 2 43
<b>P D Co</b> ..... 1 00	<b>Soda et Pot's Tart</b> ..... 25 28	<b>Putty, commer'l</b> ..... 21 23 43
<b>Picis Liq N N 1/2</b> ..... 2 00	<b>Soda, Carb</b> ..... 11 12 2	<b>Putty, strictly pr</b> ..... 23 43
<b>Picis Liq qts</b> ..... 2 00	<b>Soda, Bi-Carb</b> ..... 3 5	<b>Vermillion, Prime</b> ..... 13 15
<b>Pil Hydrarg po 80</b> ..... 50	<b>Soda, Ash</b> ..... 3 1/2 4	<b>Vermillion, Eng.</b> ..... 75 80
<b>Pil Hydrarg po 22</b> ..... 18	<b>Soda, Sulphas</b> ..... 2	<b>Green, Paris</b> ..... 24 30
<b>Piper Alba po 35</b> ..... 30	<b>Spts, Cologne</b> ..... 2 50	<b>Green, Peninsular</b> ..... 13 16
<b>Pix Burgum</b> ..... 2	<b>Spts, Ether Co.</b> ..... 50 55	<b>Lead, red</b> ..... 7 1/2 7 1/2
<b>Plumbi Acet</b> ..... 12 15	<b>Spts, Myrcia Dom</b> ..... 40 2 00	<b>Lead, white</b> ..... 7 1/2 7 1/2
<b>Pulvis Ip'e et Opil</b> ..... 1 30 1 50	<b>Spts, Vini Rect bbl</b> ..... 4	<b>Whiting, white S'n</b> ..... 90
<b>Pyrethrum, bxs H</b> ..... 1 00	<b>Spts, Vti Rect 1/2b</b> ..... 4	<b>Whiting, Gilders</b> ..... 95
<b>&amp; P D Co. doz</b> ..... 75	<b>Spts, Vti Rt 10 gl</b> ..... 4	<b>White, Paris Am'r</b> ..... 1 25
<b>Pyrethrum, pv</b> ..... 20 25	<b>Spts, Vti Rt 5 gal</b> ..... 4	<b>Whit'g Paris Eng</b> ..... 1 40
<b>Quassia</b> ..... 8 10	<b>Strychnia, Crystl</b> ..... 1 05 1 25	<b>Universal Prep'd</b> ..... 1 10 1 20
<b>Quina, S P &amp; W.</b> ..... 18 28	<b>Sulphur Subl</b> ..... 2 1/2 3 1/2	<b>Varnishes</b>
<b>Quina, S Ger.</b> ..... 18 28	<b>Sulphur, Roll</b> ..... 2 1/2 3 1/2	<b>No. 1 Turp Coach</b> ..... 10 1 20
<b>Quina, N. Y.</b> ..... 18 28	<b>Tamarinds</b> ..... 8 10	<b>Extra Turp</b> ..... 1 60 1 70
	<b>Terbenth Venice</b> ..... 28 30	
	<b>Theobromae</b> ..... 45 50	

We wish at this time to inform our friends and customers that we shall exhibit by far the largest and most complete line of new and up-to-date Holiday Goods and Books that we have ever shown. Our samples will be on display early in the season at various points in the State to suit the convenience of our customers, and we will notify you later, from time to time, where and when they will be displayed.

**Hazeltine & Perkins**  
**Drug Co.**

**Grand Rapids, Mich.**

## GROCERY PRICE CURRENT

These quotations are carefully corrected weekly, within six hours of mailing, and are intended to be correct at time of going to press. Prices, however, are liable to change at any time, and country merchants will have their orders filled at market prices at date of purchase.

## ADVANCED

## DECLINED

## Index to Markets

## By Columns

		Col	12 oz. ovals 2 doz. box.....	.75
			<b>AXLE GREASE</b>	
	<b>A</b>		Frazier's	
Ammonia	1	1lb. wood boxes, 4 dz.	3	00
Axle Grease	1	1lb. tin boxes, 3 doz.	2	35
		3½lb. tin boxes, 2 dz.	4	25
	<b>B</b>	10lb. pails, per doz.	6	00
Baked Beans	1	25lb. pails, per doz.	7	20
Blueing	2	25lb. pails, per doz.	12	00
Bath Brick	1			
Brooms	1	<b>BAKED BEANS</b>		
Brushes	1	Columbia Brand		
Butter Color	1	1lb. can, per doz.	90	
	1	2lb. can, per doz.	1	40
	1	3lb. can, per doz.	1	80
		<b>BATH BRICK</b>		
	<b>C</b>	American	75	
Confections	11	English	85	
Candles	1			
Canned Goods	1	<b>BLUING</b>		
Carbon Oils	2	Arctic		
Catsup	2	6 oz. ovals 3 doz. box \$		
Cereals	2	16 oz. round 2 doz. box	75	
Cheese	3	Sawyer's Pepper Box		
Chewing Gum	3	No. 3 doz. wood		
Chicory	3	boxes	4.00	
Chocolate	3	No. 5, 3 doz. wood		
Clothes Lines	2	boxes	7.00	
Cocoa	3	<b>BROOMS</b>		
Cocoanut	3	No. 1 Carpet	2	75
Cocoa Shells	3	No. 2 Carpet	2	35
Coffee	3	No. 3 Carpet	2	15
Cream Tartar	4	No. 4 Carpet	1	75
Crackers	3	Parlor Gem	2	40
		Common Whisk	85	
		Fancy Whisk	1	20
		Warehouse	3	00
	<b>D</b>	<b>BRUSHES</b>		
Dried Fruits	4	Scrub		
		Solid Back 8 in.	75	
		Solid Back 11 in.	95	
		Pointed Ends	85	
		Stove		
		No. 3	75	
		No. 2	1	10
		No. 1	1	75
		Shoe		
		No. 8	1	00
		No. 7	1	30
		No. 4	1	70
		No. 3	1	90
		<b>BU TTER COLOR</b>		
		W., R & Co.'s, 15c size.1	25	
		W., R & Co.'s, 25c size.2	00	
		<b>CANDLES</b>		
		Electric Light, 8s.	9½	
		Electric Light, 16s.	10	
		Paraffine, 6s	9	
		Paraffine, 12s	9½	
		Wickling	20	
		<b>CANNED GOODS</b>		
		Apples		
		2lb. Standards	1	00
		Gallon		
		Blackberries		
		2lb.	90@1	75
		Standards gallons		
		Beans		
		Baked	80@1	30
		Red Kidney	85@	95
		String	70@1	15
		Wax	75@1	25
		Blueberries		
		Standard	@1	40
		Gallon		
		Brook Trout		
		2lb cans, spiced	1	90
		Clams		
		Little Neck, 1lb.	1 00@1	25
		Little Neck, 2lb.	@1	50
		Clam Bouillon		
		Burnham's ¼ pt.	1	90
		Burnham's pts.	3	60
		Burnham's qts.	7	20
		Cherries		
		Red Standards	1 30@1	50
		White	1	50
		Corn		
		Fair	60@75	
		Good	85@90	
		Fancy	1	25
		French Peas		
		Sur Extra Fine	22	
		Extra Fine	15	
		Fine	15	
		Moyen	11	
		Gooseberries		
		Standard	90	
		Hominy		
		Standard	85	
		Lobster		
		Star, ½lb.	2	15
		Star, 1lb.	3	90
		Picnic Tails	2	60
		Mackerel		
		Mustard, 1lb.	1	80
		Mustard, 2lb.	2	80
		Soused, 1½ lb	1	80
		Soused, 2lb.	2	80
		Tomato, 1lb.	1	3
		Tomato, 2lb.	2	80
		Mushrooms		
		Hotels	15@	20
		Buttons	23@	20
	<b>Y</b>			
Yeast Cake	10			

## 1

## ARCTIC AMMONIA

12 oz. ovals 2 doz. box...75

## AXLE GREASE

1 lb. wood boxes, 4 dz. 3 00

1 lb. tin boxes, 3 doz. 2 35

3 1/2 lb. tin boxes, 2 dz. 4 25

10 lb. pails, per doz. 6 00

25 lb. pails, per doz. 7 20

25 lb. pails, per doz. 12 00

## BAKED BEANS

1 lb. can, per doz. 90

2 lb. can, per doz. 1 40

3 lb. can, per doz. 1 80

## BATH BRICK

American 75

English 85

## BLUING

6 oz. ovals 3 doz. box \$ 40

16 oz. round 2 doz. box 75

Sawyer's Pepper Box

No. 3, 3 doz. wood 4 00

No. 5, 3 doz. wood 7 00

## BROOMS

No. 1 Carpet 2 75

No. 2 Carpet 2 35

No. 3 Carpet 2 15

No. 4 Carpet 1 75

Parlor Gem 2 40

Common Whisk 85

Fancy Whisk 1 20

Warehouse 3 00

## BRUSHES

Solid Back 8 in. 75

Solid Back, 11 in. 95

Pointed Ends 85

## BU-TER COLOR

No. 3 75

No. 2 1 10

No. 1 1 75

## CANDLES

Electric Light, 8s. 9 1/2

Electric Light, 16s. 10

Paraffine, 6s. 9 1/2

Paraffine, 12s. 9 1/2

Wicking 20

## CANNED GOODS

3 lb. Standards 1 00

Gallon 1 00

## Blackberries

2 lb. 90@1 75

Standards gallons 1 00

## Beans

Baked 80@1 30

Red Kidney 85@95

String 70@1 15

Wax 75@1 25

## Blueberries

Standard @1 40

Gallon 1 40

## Brook Trout

2 lb. cans, spiced 1 90

## Clams

Little Neck, 1 lb. 1 00@1 25

Little Neck, 2 lb. @1 50

## Clam Bouillon

Burnham's 1/2 pt. 1 90

Burnham's pts. 3 60

Burnham's qts. 7 20

## Cherries

Red Standards 1 30@1 50

White 1 50

## Corn

Fair 60@75

Good 85@90

Fancy 1 25

## 2

## OYSTERS

Cove, 1 lb. @ 90

Cove, 2 lb. @1 65

Cove, 1 lb. Oval @1 00

## Plums

Plums 85

## Peas

Marrowfat @1 00

Early June 1 00@1 60

Early June Sifted 1 25@1 65

## Peaches

Pie 1 00@1 15

Yellow 1 50@2 25

## Pineapple

Grated 1 25@2 75

Sliced 1 35@2 55

## Pumpkin

Fair 70

Good 80

Fancy 1 00

Gallon 2 00

## Raspberries

Standard @ 90

## Russian Caviar

1/2 lb. cans 3 75

1 lb. cans 7 00

1 lb. cans 12 00

## Salmon

Col'a River, falls 1 80@1 85

Col'a River, flats 1 90@1 95

Red Alaska 1 20@1 30

Pink Alaska @1 00

## Sardines

Domestic 3/4 @ 3 1/2

Domestic, Must'd 6 @ 3 1/2

California, 1/2s. 11 @14

California, 1/2s. 17 @24

French, 1/2s. 7 @14

French, 1/2s. 18 @28

## Shrimps

Standard 1 20@1 40

## Succotash

Fair 85

Good 1 00

Fancy 1 25@1 40

## Strawberries

Standard 1 10

Fancy 1 40@2 00

## Tomatoes

Fair @ 95

Good @1 00

Fancy @1 20

Gallons @3 00

## CARBON OILS

Perfection Barrels @10

Water White @ 9 1/2

D. S. Gasoline @16

76 Gasoline @19

87 Gasoline @19

Deodor'd Nap'a @12 1/2

Cylinder 29 @34 1/2

Engine 16 @22

Black, winter 9 @10 1/2

## CEREALS

Breakfast Foods

Bordeau Flakes, 36 lb. 2 50

Cream of Wheat, 36 lb. 4 50

Egg-O-See, 36 pkgs. 2 85

Excella Flakes, 36 lb. 2 60

Excella, large pkgs. 4 50

Force, 36 2 lb. 2 70

Grape Nuts, 2 doz. 2 70

Malta Ceres, 24 lb. 2 40

Malta Vita, 36 lb. 2 85

Mapl-Flake, 36 lb. 4 05

Pillsbury's Vitos, 3 dz. 4 25

Ralston, 36 2 lb. 4 50

Sunlight Flakes, 36 lb. 2 85

Sunlight Flakes, 20 lbs 4 00

Vigor 36 pkgs. 2 75

Zest, 20 2 lb. 4 10

Zest, 36 small pkgs. 2 75

One case 25 50

Five cases 2 40

Special deal until Oct. 1

One case free with ten cases

One-half case free with 5 1/2 cases

One-fourth case free with 2 1/2 cases

Freight allowed

Rolled C's

Rolled Avanna, bbl. 5 19

Steel Cut, 100 lb. sacks 2 85

Monarch, bbl. 4 65

Monarch, 90 lb. sacks 2 40

Quaker, cases 3 10

Cracked Wheat

Bulk 3 1/2

24 2 lb. packages 2 50

CATSUP

Columbia, 25 1/2 pts. 4 50

Columbia, 25 1/2 pts. 2 50

Snider's quarts 2 25

Snider's pints 2 25

Snider's 1/2 pints 1 30

CHEESE

Acme @13

Carson City @13

Emblem @13 1/2

Gem @1

## 3

Ideal	@14
Jersey	@1 1/2
Peerless	@
Riverside	@13
Springdale	@12 1/2
Warner's	@13 1/2
Brick	@14
Leiden	@15
Limburger	@14
Pineapple	@40
Sap Sago	@19
Swiss, domestic	@15
Swiss, imported	@20

CHEWING GUM	
American Flag Spruce	50
Beeman's Pepsin	55
Edam	90
Best Pepsin	45
Best Pepsin, 5 boxes	2 00
Black Jack	50
Largest Gum Made	55
Sen Sen	50
Sen Sen Breath Perf.	95
Sugar Loaf	50
Yucatan	50

CHICORY	
Bulk	
Red	
Eagle	
Frank's	
Schener's	

CHOCOLATE	
Walter Baker & Co.'s	
German Sweet	22
Premium	28
Vanilla	41
Caracas	35
Eagle	28

COCOA	
Baker's	35
Cleveland	41
Colonial, 1/2s	35
Colonial, 1/4s	33
Epps	42
Huyler	45
Van Houten, 1/2s	12
Van Houten, 1/4s	20
Van Houten, 1s	40
Webb	72
Wilbur, 1/2s	28
Wilbur, 1/4s	41
Wilbur, Assorted	42
Richwood	8
Rube	8
Scotch Cookies	10
Snow Creams	16
Snowdrop	16
Spiced Gingers	9
Spiced Gingers, Iced	10
Spiced Sugar Tops	5
Sultana Fruit	5
Sugar Cakes	8
Sugar Squares, large or small	8
Superba	8
Sponge Lady Fingers	25
Urchins	11
Vanilla Wafers	16
Vienna Crimp	8
Waverly	16
Water Crackers (Bent & Co.)	16
Zanzibar	9
In-er Seal Goods.	

COCOA SHELLS	
20 lb. bags	2 1/2
Less quantity	3
Pound packages	4

COFFEE	
Common	13 1/2
Fair	14 1/2
Choice	16 1/2
Fancy	20

Santos	
Common	13 1/2
Fair	14 1/2
Choice	16 1/2
Fancy	19
Peaberry	19

Maracaibo	
Choice	16
Mexical	19
Fancy	19



6	7	8	9	10	11
<b>Meal</b> Bolted ..... 2 80 Golden Granulated ..... 2 90 St. Car Feed screened 21 00 No. 1 Corn and Oats 21 00 Corn, cracked ..... 2 00 Corn Meal, coarse ..... 21 00 Oil Meal, old proc. .... 31 00 Winter Wheat Bran ..... 18 00 Winter Wheat Mid'ng 20 00 Cow Feed ..... 19 50 <b>Oats</b> No. 2 White Old ..... 43 No. 2 White New ..... 38 No. 3 Michigan Old ..... 41 No. 3 Michigan New ..... 37 <b>Corn</b> Corn ..... 57 1/2 <b>Hay</b> No. 1 timothy car lots 12 00 No. 1 timothy ton lots 13 00 <b>HERBS</b> Sage ..... 15 Hops ..... 15 Laurel Leaves ..... 15 Senna Leaves ..... 25 <b>JELLY</b> 5 lb. pails, per ..... 1 85 15 lb. pails, per ..... 4 50 30 lb. pails, per ..... 7 00 <b>LICORICE</b> Pure ..... 30 Calabria ..... 23 Sicily ..... 14 Root ..... 11 <b>MEAT EXTRACTS</b> Armour's, 2 oz. .... 45 Armour's, 4 oz. .... 80 Liebig's Chicago, 2 oz. 2 75 Liebig's Chicago, 4 oz. 5 50 Liebig's Imported, 2 oz. 4 55 Liebig's Imported, 4 oz. 8 50 <b>MOLASSES</b> New Orleans Fancy Open Kettle ..... 40 Choice ..... 35 Fair ..... 26 Good ..... 22 Half barrels 2c extra. <b>MINCE MEAT</b> Columbia, per case ..... 2 75 <b>MUSTARD</b> Horse Radish, 1 dz. .... 1 75 Horse Radish, 2 dz. .... 3 50 <b>OLIVES</b> Bulk, 1 gal. kegs ..... 1 65 Bulk, 2 gal. kegs ..... 1 60 Bulk, 5 gal. kegs ..... 1 55 Manzanilla, 8 oz. .... 90 Queen, pints ..... 2 50 Queen, 19 oz. .... 4 50 Queen, 28 oz. .... 7 00 Stuffed, 5 oz. .... 90 Stuffed, 8 oz. .... 1 45 Stuffed, 10 oz. .... 2 40 <b>PIPES</b> Clay, No. 216 ..... 1 70 Clay, T. D., full count 65 Cob, No. 3 ..... 85 <b>PICKLES</b> Medium Barrels, 1,200 count ..... 4 75 Half bbls., 600 count. 2 88 Small Barrels, 2,400 count ..... 7 00 Half bbls., 1,200 count 4 00 <b>PLAYING CARDS</b> No. 90 Steamboat ..... 85 No. 15, Rival, assorted 1 20 No. 20, Rover enameled 1 60 No. 572, Special ..... 1 75 No. 98 Golf, satin finish 2 00 No. 808 Bicycle ..... 2 00 No. 632 Tourist whist. 2 25 <b>POTASH</b> 48 cans in case Babbitt's ..... 4 00 Penna Salt Co.'s ..... 3 00 <b>PROVISIONS</b> Barreled Pork Mess Fat Black ..... 17 00 Short Cut ..... 16 50 Short Cut Clear ..... 16 75 Bean ..... 14 50 Pig ..... 20 00 Brisket, clear ..... 19 00 Clear Family ..... 15 00 <b>Dry Salt Meats</b> S P Bellies ..... 11 1/2 Bellies ..... 11 1/2 Extra Shorts ..... 9 <b>Smoked Meats</b> Hams, 12 lb. average. 13 1/2 Hams, 14 lb. average. 13 1/2 Hams, 16 lb. average. 13 1/2 Hams, 18 lb. average. 13 1/2 Skinned Hams ..... 14 Ham, dried beef sets. 13 1/2 Bacon, clear ..... 13 California Hams ..... 8 1/2 Picnic Boiled Ham ..... 15 Boiled Ham ..... 22 Berlin Ham, pressed ..... 8 Mince Ham ..... 9 <b>Lard</b> Compound ..... 7 1/2 Pure ..... 10 80 lb. tubs, advance ..... 10 60 lb. tubs, advance ..... 10 50 lb. tubs, advance ..... 10 20 lb. pails, advance ..... 10 10 lb. pails, advance ..... 10 3 lb. pails, advance ..... 10 <b>Sausages</b> Bologna ..... 6 Liver ..... 6 1/2 Frankfort ..... 7 Pork ..... 7 Veal ..... 7 Tongue ..... 7 Headcheese ..... 7 <b>Beef</b> Extra Mess ..... 10 00 Boneless ..... 9 50 Rump, new ..... 10 50 <b>Pig's Feet</b> 1/4 bbls. .... 1 10 1/4 bbls., 40 lbs. .... 1 85 1/2 bbls. .... 3 75 1 bbl. .... 7 75 <b>Tripe</b> Kits, 15 lbs. .... 70 1/4 bbls., 40 lbs. .... 1 50 1/2 bbls., 80 lbs. .... 3 00 <b>Casings</b> Hogs, per lb. .... 28 Beef, rounds, set ..... 16 Beef middles, set ..... 45 Sheep, per bundle ..... 70 <b>Uncolored Butterine</b> Solid dairy ..... @10 Rolls, dairy ..... 10 1/2 @11 1/2 <b>Canned Meats</b> Corned beef, 2 ..... 2 50 Corned beef, 14 ..... 17 50 Roast beef, 2 20 @ 30 Potted ham, 1/4 ..... 45 Potted ham, 1/2 ..... 45 Deviled ham, 1/4 ..... 45 Deviled ham, 1/2 ..... 45 Potted tongue, 1/4 ..... 45 Potted tongue, 1/2 ..... 45 <b>RICE</b> Screenings ..... @4 Fair Japan ..... @5 Choice Japan ..... @5 1/2 Imported Japan ..... @6 Fair La. hd. .... @6 1/2 Choice La. hd. .... @6 1/2 Fancy La. hd. .... 6 1/2 @7 Carolina, ex. fancy 6 1/2 @7 1/2 <b>SALAD DRESSING</b> Columbia, 1/2 pint ..... 2 25 Columbia, 1 pint ..... 4 00 Durkee's, large, 1 doz. 4 50 Durkee's, small, 2 doz. 5 25 Snider's, large, 1 doz. 2 35 Snider's, small, 2 doz. 1 35 <b>SALERATUS</b> Packed 60 lbs. in box. Arm and Hammer ..... 3 15 Deland's ..... 3 00 Dwight's Cow ..... 3 15 Emblem ..... 2 10 L. P. ..... 3 00 Wyandotte, 100 lbs. 3 00 <b>SAL SODA</b> Granulated, bbls. .... 85 Granulated, 100 lb. cs. 1 00 Lump, bbls. .... 80 Lump, 145 lb. kegs ..... 95 <b>SALT</b> Common Grades 100 3 lb. sacks ..... 2 10 60 5 lb. sacks ..... 2 00 28 10 1/2 lb. sacks ..... 1 90 56 lb. sacks ..... 30 28 lb. sacks ..... 15 <b>Warsaw</b> 56 lb. dairy in drill bags 40 28 lb. dairy in drill bags 20 <b>Solar Rock</b> 56 lb. sacks ..... 20 <b>Common</b> Granulated, fine ..... 80 Medium, fine ..... 85 <b>SALT FISH</b> <b>Cod</b> Large whole ..... @ 6 1/2 Small whole ..... @ 6 Strips or bricks ..... 7 1/2 @10 Pellock ..... @ 3 1/2 <b>Halibut</b> Strips ..... 13 Chunks ..... 13 1/2 <b>Herring</b> White Hoop, bbls. 11 50 White Hoop, 1/2 bbls. 6 00 White Hoop, keg. .... 75 White Hoop, mchs. .... 80 <b>Norwegian</b> Round, 100 lbs. .... 3 75 Round, 40 lbs. .... 1 75 Scaled ..... 13 <b>Trout</b> No. 1, 100 lbs. .... 7 50 No. 1, 40 lbs. .... 3 25 No. 1, 10 lbs. .... 90 No. 1, 8 lbs. .... 75 <b>Mackerel</b> Mess, 100 lbs. .... 13 50 Mess, 40 lbs. .... 5 90 Mess, 10 lbs. .... 1 65 Mess, 8 lbs. .... 1 40 No. 1, 100 lbs. .... 12 50 No. 1, 4 lbs. .... 5 50 No. 1, 10 lbs. .... 1 55 No. 1, 8 lbs. .... 1 28 <b>Whitefish</b> No. 1, No. 2 Fam 100 lb. .... 9 75 4 50 50 lb. .... 5 25 2 40 10 lb. .... 1 12 60 8 lb. .... 92 50 <b>SEEDS</b> Anise ..... 10 Canary, Smyrna ..... 5 1/2 Caraway ..... 9 Cardamom, Malabar 1 00 Celery ..... 15 Hemp, Russian ..... 4 1/2 Mixed Bird ..... 4 Mustard, white ..... 8 Poppy ..... 9 Rape ..... 4 1/2 Cattle Bone ..... 25 <b>SHOE BLACKING</b> Handy Box, large, 3 dz. 50 Handy Box, small, 1 25 Bixby's Royal Polish. 85 Miller's Crown Polish. 85 <b>SNUFF</b> Scotch, in bladders ..... 37 Maccaboy, in jars ..... 35 French Rappie in jars. 43 <b>SOAP</b> J. S. Kirk & Co. American Family ..... 4 00 Dusky Diamond, 50 8 oz. 2 80 Dusky D'nd, 100 6 oz. 3 80 Jap Rose, 50 bars ..... 3 75 Savon Imperial ..... 3 10 White Russian ..... 3 00 Dome, oval bars ..... 3 00 Satinet, oval ..... 2 15 Snowberry, 100 cakes. 4 00 Proctor & Gamble Co. Lenox ..... 3 00 Ivory, 6 oz. .... 4 00 Ivory, 10 oz. .... 6 75 Star ..... 3 25 <b>LAUTZ BROS. &amp; CO.</b> Acme, 70 bars ..... 3 60 Acme, 30 bars ..... 3 85 Acme, 25 bars ..... 3 85 Acme, 100 cakes ..... 3 15 Big Master, 100 bars ..... 4 00 Marcelles, 100 cakes ..... 5 80 Marcelles, 100 cakes 5c 4 00 Marcelles, 100 ck toilet 4 00 A. B. Wrisley Good Cheer ..... 4 00 Old Country ..... 3 40 <b>Soap Powders</b> Lautz Bros. & Co. Snow Boy ..... 4 00 Gold Dust, 24 large ..... 4 50 Gold Dust, 100-5c ..... 4 00 Kirkoline, 24 4lb. .... 3 80 Pearline ..... 3 75 Soapine ..... 4 10 Babbitt's 1776 ..... 3 75 Roseine ..... 3 50 Armour's ..... 3 70 Wisdom ..... 3 80 <b>Soap Compounds</b> Johnson's Fine ..... 5 10 Johnson's XXX ..... 4 25 Nine O'clock ..... 3 30 Rub-No-More ..... 3 75 <b>Scouring</b> Enoch Morgan's Sons. Sapolio, gross lots ..... 9 00 Sapolio, half gross lots 4 50 Sapolio, single boxes ..... 2 25 Sapolio, hand ..... 2 25 Scourine Manufacturing Co. Scourine, 50 cakes ..... 1 80 Scourine, 100 cakes ..... 3 50 <b>SODA</b> Boxes, English ..... 5 1/2 Kegs, English ..... 4 1/2 <b>SOUPS</b> Columbia ..... 3 00 Red Letter ..... 90 <b>SPICES</b> <b>Whole Spices</b> Allspice ..... 12 Cassia, China in mats. 12 Cassia, Canton ..... 16 Cassia, Batavia, bund. 28 Cassia, Saigon, broken. 40 Cassia, Saigon, in rolls. 55 Cloves, Amboyana ..... 25 Cloves, Zanzibar ..... 18 Mace ..... 55 Nutmegs, 75-80 ..... 45 Nutmegs, 105-10 ..... 35 Nutmegs, 115-20 ..... 30 Pepper, Singapore, blk. 15 Pepper, Singp. white. 25 Pepper, shot ..... 17 <b>Pure Ground in Bulk</b> Allspice ..... 16 Cassia, Batavia ..... 28 Cassia, Saigon ..... 48 Cloves, Zanzibar ..... 18 Ginger, African ..... 15 Ginger, Cochiti ..... 18 Ginger, Jamaica ..... 25 Mace ..... 65 Mustard ..... 18 Pepper, Singapore, blk. 17 Pepper, Singp. white. 28 Pepper, Cayenne ..... 20 Sage ..... 20 <b>STARCH</b> Common Gloss 1 lb. packages ..... 4 @5 3 lb. packages ..... 4 @12 6 lb. packages ..... 3 @3 1/2 40 and 50 lb. boxes 3 @3 1/2 <b>Common Corn</b> 20 lb. packages ..... 5 40 lb. packages ..... 4 1/2 @7 <b>SYRUPS</b> Corn Barrels ..... 25 Half Barrels ..... 27 20 lb. cans 1/2 dz. in case 1 80 10 lb. cans 1/2 dz. in case 1 75 5 lb. cans 2 dz. in case 1 85 2 1/2 lb. cans 2 dz. in case 1 90 <b>Pure Cane</b> Fair ..... 16 Good ..... 20 Choice ..... 25 <b>TEA</b> Japan Sundried, medium ..... 24 Sundried, choice ..... 32 Sundried, fancy ..... 36 Regular, medium ..... 24 Regular, choice ..... 32 Regular, fancy ..... 36 Basket-fired, medium 31 Basket-fired, choice 33 Basket-fired, fancy 43 Nibs ..... 22 @24 Siftings ..... 9 @11 Fannings ..... 12 @14 <b>Gunpowder</b> Moyune, medium ..... 30 Moyune, choice ..... 32 Moyune, fancy ..... 40 Pingsuey, medium ..... 30 Pingsuey, choice ..... 30 Pingsuey, fancy ..... 40 <b>Young Hyson</b> Choice ..... 30 Fancy ..... 36 <b>Oolong</b> Formosa, fancy ..... 42 Amoy, medium ..... 25 Amoy, choice ..... 32 <b>English Breakfast</b> Medium ..... 20 Choice ..... 30 Fancy ..... 40 <b>India</b> Ceylon, choice ..... 32 Fancy ..... 42 <b>TOBACCO</b> Fine Cut Cadillac ..... 54 Sweet Loma ..... 34 Hiawatha, 5 lb. pails. 55 Telegram ..... 30 Pay Car ..... 33 Prairie Rose ..... 49 Protection ..... 40 Sweet Burley ..... 44 Tiger ..... 40 <b>Plug</b> Red Cross ..... 31 Palo ..... 35 Hiawatha ..... 35 Kyo ..... 35 Battle Ax ..... 37 American Eagle ..... 33 Standard Navy ..... 37 Spear Head, 7 oz. .... 47 Spear Head, 14 1/2 oz. 44 Nobby Twist ..... 55 Jolly Tar ..... 39 Old Honesty ..... 43 Toddy ..... 34 J. T. ..... 38 Piper Heidsiek ..... 66 Roney Jack ..... 80 Honey Dip Twist ..... 40 Black Standard ..... 40 Cadillac ..... 40 Forge ..... 34 Nickel Twist ..... 52 Mill ..... 32 Great Navy ..... 36 <b>Smoking</b> Sweet Core ..... 34 Flat Car ..... 32 Warpath ..... 35 Bamboo, 16 oz. .... 25 I X L, 5 lb. .... 27 I X L, 16 oz. pails ..... 31 Honey Dew ..... 40 Gold Block ..... 40 Flagman ..... 40 Chips ..... 33 Kiln Dried ..... 21 Duke's Mixture ..... 40 Duke's Cameo ..... 43 Myrtle Navy ..... 44 Yum Yum, 1 1/2 oz. .... 39 Yum Yum, 1 lb. pails ..... 40 Cream ..... 38 Corn Cake, 2 1/2 oz. .... 25 Corn Cake, 1 lb. .... 22 Plover Boy, 1 1/2 oz. .... 39 Plover Boy, 3 1/2 oz. .... 39 Peerless, 3 1/2 oz. .... 35 Peerless, 1 1/2 oz. .... 38 Air Brake ..... 35 Country Club ..... 32-34 Forex-XXXX ..... 30 Good Indian ..... 25 Self Binder, 16oz. 8oz. 20-22 Silver Foam ..... 24 Sweet Marie ..... 32 Royal Smoke ..... 42 <b>TWINE</b> Cotton, 3 ply ..... 22 Cotton, 4 ply ..... 22 Jute, 2 ply ..... 14 Hemp, 6 ply ..... 13 Flax, medium ..... 20 Wool, 1 lb balls ..... 6 <b>VINEGAR</b> Malt White, Wine, 40 gr 10 Malt White, Wine, 40 gr 10 Pure Cider, B & B ..... 14 Pure Cider, Red Star ..... 12 Pure Cider, Robinson ..... 13 1/2 Pure Cider, Silver ..... 13 1/2 <b>WICKING</b> No. 0 per gross ..... 30 No. 1 per gross ..... 40 No. 2 per gross ..... 50 No. 3 per gross ..... 75 <b>WOODENWARE</b> <b>Baskets</b> Bushels ..... 1 10 Bushels, wide band ..... 1 60 Market ..... 40 Splint, large ..... 3 50 Splint, medium ..... 3 25 Splint, small ..... 3 00 Willow, Clothes, large 7 00 Willow, Clothes, me'm 6 00 Willow, Clothes, small 5 50 <b>Bradley Butter Boxes</b> 2 lb. size, 24 in case ..... 72 3 lb. size, 16 in case ..... 68 5 lb. size, 12 in case ..... 63 10 lb. size, 6 in case ..... 60 <b>Butter Plates</b> No. 1 Oval, 250 in crate 40 No. 2 Oval, 250 in crate 45 No. 3 Oval, 250 in crate 50 No. 5 Oval, 250 in crate 60 <b>Churns</b> Barrel, 5 gal., each ..... 2 40 Barrel, 10 gal., each ..... 2 55 Barrel, 15 gal., each ..... 3 70 <b>Clothes Pins</b> Round head, 5 gross bx 55 Round head, cartons. 75 <b>Egg Crates</b> Humpty Dumpty ..... 2 40 No. 1, complete ..... 32 No. 2, complete ..... 18 <b>Faucets</b> Cork lined, 8 in. .... 65 Cork lined, 9 in. .... 75 Cork lined, 10 in. .... 85 Cedar, 8 in. .... 55 <b>Mop Sticks</b> Trojan spring ..... 90 Eclipse patent spring. 85 No. 1 common ..... 75 No. 2 pat. brush holder 85 12 lb. cotton mop heads 1 40 Ideal No. 7 ..... 90 <b>Pails</b> 2-hoop Standard ..... 1 60 3-hoop Standard ..... 1 75 2-wire, Cable ..... 1 70 3-wire, Cable ..... 1 90 Cedar, all red, brass 1 25 Paper, Eureka ..... 25 Fibre ..... 20 <b>Toothpicks</b> Hardwood ..... 2 50 Softwood ..... 2 75 Banquet ..... 1 50 Ideal ..... 1 50 <b>Traps</b> Mouse, wood, 2 holes. 22 Mouse, wood, 4 holes. 45 Mouse, wood, 6 holes. 70 Mouse, tin, 5 holes. 65 Rat, wood ..... 80 Rat, spring ..... 75 <b>Tubs</b> 20-in. Standard, No. 1 7 00 18-in. Standard, No. 2 6 00 16-in. Standard, No. 3 5 00 18-in. Cable, No. 1 ..... 7 50 16-in. Cable, No. 2 ..... 5 50 16-in. Cable, No. 3 ..... 5 50 No. 1 Fibre ..... 10 80 No. 2 Fibre ..... 9 45 No. 3 Fibre ..... 8 55 <b>Wash Boards</b> Bronze Globe ..... 2 50 Dewey ..... 1 75 Double Acme ..... 2 75 Single Acme ..... 2 25 Double Peerless ..... 3 50 Single Peerless ..... 2 75 Northern Queen ..... 2 75 Double Duplex ..... 3 00 Good Luck ..... 2 75 Universal ..... 2 65 <b>Window Cleaners</b> 12 in. .... 1 65 14 in. .... 1 85 16 in. .... 2 30 <b>Wood Bowls</b> 11 in. Butter ..... 75 13 in. Butter ..... 1 15 15 in. Butter ..... 1 15 17 in. Butter ..... 3 25 19 in. Butter ..... 4 75 Assorted, 13-15-17 ..... 2 25 Assorted, 15-17-19 ..... 3 25 <b>WRAPPING PAPER</b> Common Straw ..... 1 1/2 Fibre Manila, white ..... 2 3/4 Fibre Manila, colored. 4 No. 1 Manila ..... 4 Cream Manila ..... 3 Butcher's Manila ..... 2 3/4 Wax Butter, short c't. 13 Wax Butter, full count 20 Wax Butter, rolls ..... 15 <b>YEAST CAKE</b> Magic, 3 doz. .... 1 15 Sunlight, 3 doz. .... 1 00 Sunlight, 1 1/2 doz. .... 50 Yeast Foam, 3 doz. .... 1 15 Yeast Cream, 3 doz. .... 1 00 Yeast Foam, 1 1/2 doz. 58 <b>FRESH FISH</b> Per lb. Jumbo Whitefish ..... @15 No. 1 Whitefish ..... @14 Trout ..... @14 Halibut ..... @10 Clisces or Herring ..... @8 Bluefish ..... @10 1/2 @11 Boiled Lobster ..... @25 Cod ..... @12 Haddock ..... @10 Pickerel ..... @10 Pike ..... @8 Perch, dressed ..... @12 1/2 Smoked, White ..... @15 Red Snapper ..... @ Col. River Salmon ..... 1 1/2 @16 Mackerel ..... 1 1/2 @16 <b>HIDES AND PELTS</b> <b>Hides</b> Green No. 1 ..... 12 1/2 Green No. 2 ..... 11 1/2 Cured No. 1 ..... 13 1/2 Cured No. 2 ..... 12 1/2 Calfskins, green, No. 1 14 Calfskins, green No. 2 12 1/2 Calfskins, cured No. 1 15 Calfskins, cured No. 2 13 1/2 Steer Hides, 60 lb. over 13 1/2 <b>Pelts</b> Old Wool ..... 30 Lams ..... 60 @85 Shearings ..... 40 @70 <b>Tallow</b> No. 1 ..... @ 4 1/2 No. 2 ..... @ 3 1/2 <b>Wool</b> Unwashed, med. .... 26 @28 Unwashed, fine ..... 21 @33 <b>CONFECTIONS</b> <b>Stick Candy</b> Standard ..... 7 1/2 Standard H H ..... 7 1/2 Standard Twist ..... 8 <b>Cases</b> Jumbo, 32 lb. .... 7 1/2 Extra H. H. .... 9 1/2 Boston Cream ..... 10 Olde Time Sugar stick 50 lb. case ..... 13 <b>Mixed Candy</b> Grocers ..... 6 Competition ..... 7 Special ..... 7 1/2 Conserve ..... 7 1/2 Royal ..... 8 1/2 Ribbon ..... 10 Broken ..... 8 Cut Leaf ..... 9 Leader ..... 8 1/2 Kindergarten ..... 9 Bon Ton Cream ..... 8 1/2 French Cream ..... 9 Star ..... 11 Hand Made Cream ..... 15 Premio Cream mixed 13 O F Horehound Drop 10 <b>Fancy-in Pails</b> Gypsy Hearts ..... 14 Coco Bon Bons ..... 12 Fudge Squares ..... 13 Peanut Squares ..... 9 Sugared Peanuts ..... 11 Salted Peanuts ..... 11 Starlight Kisses ..... 11 San Blas Goodies ..... 12 Lozenges, plain ..... 9 Lozenges, printed ..... 10 Champion Chocolate ..... 11 Eclipse Chocolates ..... 13 Eureka Chocolates ..... 13 Quintette Chocolates ..... 12 Champion Gum Drops 8 1/2 Moss Drops ..... 9 Lemon Sours ..... 10 Imperial ..... 11 Ital. Cream Opera ..... 11 Ital. Cream Bon Bons 12 Molasses Chews ..... 12 Molasses Kisses ..... 12 Golden Waffles ..... 12 Old Fashioned Molass- es Kisses, 10 lb. box 1 20 Orange Jellies ..... 50 Fancy-in 5 lb. Boxes Lemon Sours ..... 55 Peppermint Drops ..... 60 Chocolate Drops ..... 60 H. M. Choc. Drops ..... 85 H. M. Choc. Lt. and Dark No. 12 ..... 1 00 Bitter Sweets, ass'd ..... 1 20 Brilliant Gums, Crys. 60 A. A. Licorice Drops. 90 Lozenges, plain ..... 55 Lozenges, printed ..... 55 Imperial ..... 60 Mottos ..... 60 Cream Bar ..... 55 G. M. Peanut Bar ..... 55 Hand Made Cr'ms. 80 @90 Cream Buttons ..... 65 String Rock ..... 60 Wintergreen Berries ..... 60 Old Time Assorted ..... 2 75 Buster Brown Goodies 3 50 Up-to-date Assmt. .... 3 75 Ten Strike No. 1 ..... 6 54 Ten Strike No. 2 ..... 6 04 Ten Strike, Summer as- sortment. .... 6 75 Scientific Ass't. .... 18 00 <b>Pop Corn</b> Dandy Smack, 24s ..... 65 Dandy Smack, 100s. 2 75 Pop Corn Fritters, 100s 50 Pop Corn Toast, 100s 50 Cracker Jack ..... 3 25 Checkers, 5c pkg. case 3 50 Pop Corn Balls, 200s 1 20 Cicero Corn Cakes ..... 5 per box ..... 60 Azulikit 100s ..... 3 00 <b>Cough Drops</b> Putnam Menthol ..... 1 00 Smith Bros. .... 1 25 <b>NUTS—Whole</b> Almonds, Tarragona ..... 15 Almonds, Avica ..... 15 Almonds, California sft. shell ..... 15 @16 Brazil ..... 14 @15 Filberts ..... @12 Cal. No. 1 ..... @17 Walnuts, soft shelled @16 Walnuts, marbot ..... @ Table nuts, fancy ..... @13 Pecans, Med. .... @12 Pecans, ex. large. .... @13 Pecans, Jumbos ..... @14 Hickory Nuts per bu. Ohio new ..... @5 Cocoanuts ..... @5 Chestnuts, New York State, per bu. .... <b>Shelled</b> Spanish Peanuts ..... 7 1/2 @8 1/2 Pecan Halves ..... @55 Walnut Halves ..... @35 Filbert Meats ..... @25 Alcanta Almonds. .... @33 Jordan Almonds ..... @47 <b>Peanuts</b> Fancy, H. P. Suns ..... 5 1/2 Fancy, H. P. Suns, Roasted ..... 6 1/2 @7 Choice, H. P. Jumbo ..... 6 1/2 Choice, H. P. Jumbo Roasted ..... 7 1/2					

## Special Price Current

### AXLE GREASE



Mica, tin boxes...75 9 00  
Paragon .....55 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 500 .....33  
500 or more .....32  
1,000 or more .....31

Worden Grocer Co. brand  
Ben Hur

Perfection .....35  
Perfection Extras .....35  
Londres .....35  
Londres Grand .....35  
Standard .....35  
Puritans .....35  
Panatellas, Finas .....35  
Panatellas, Bock .....35  
Jockey Club .....35

### 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

Carcass .....6 @ 8  
Hindquarters .....7 1/2 @ 10  
Loins .....8 @ 14  
Ribs .....8 @ 12  
Rounds .....7 @ 8  
Chucks .....5 @ 5 1/2  
Plates .....4 @ 4  
Livers .....3 @ 3

#### Pork

Loins .....@ 13  
Dressed .....@ 8  
Boston Butts .....@ 10 1/2  
Shoulders .....@ 10  
Leaf Lard .....@ 9 1/4

### Mutton

Carcass .....@ 9  
Lambs .....@ 13  
Spring Lambs .....13 @ 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..1 50

### Jute

60ft. ....75  
72ft. ....90  
90ft. ....1 05  
120ft. ....1 50

### Cotton Victor

50ft. ....1 10  
60ft. ....1 35  
70ft. ....1 60

### Cotton Windsor

50ft. ....1 30  
60ft. ....1 44  
70ft. ....1 80  
80ft. ....2 00

### Cotton Braided

40ft. ....95  
50ft. ....1 35  
60ft. ....1 65

### Galvanized Wire

No. 20, each 100ft. long 1 90  
No. 19, each 100ft. long 2 10

### COFFEE

Roasted  
Dwinell-Wright Co.'s B'ds.



White House, 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 feet .....5  
No. 2, 15 feet .....7  
No. 3, 15 feet .....9  
No. 4, 15 feet .....10  
No. 5, 15 feet .....11  
No. 6, 15 feet .....12  
No. 7, 15 feet .....15  
No. 8, 15 feet .....18  
No. 9, 15 feet .....20

### Linen Lines

Small .....20  
Medium .....26  
Large .....34

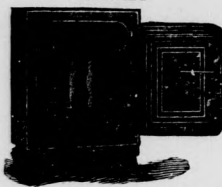
### Poles

Bamboo, 14 ft., per doz. 55  
Bamboo, 16 ft., per doz. 60  
Bamboo, 18 ft., per doz. 80

### GELATINE

Cox's 1 qt. size .....1 10  
Cox's 2 qt. size .....1 61  
Knox's Sparkling, doz. 1 20  
Knox's Sparkling, gro. 14 00  
Knox's Acidu'd. doz. 1 20  
Knox's Acidu'd. gro. 14 00  
Nelson's .....1 50  
Oxford .....75  
Plymouth Rock .....1 35

### SAFES



Full line of fire and burg-  
lar proof safes kept in  
stock by the Tradesman  
Company. Twenty differ-  
ent sizes on hand at all  
times—twice as many safes  
as are carried by any other  
house in the State. If you  
are unable to visit Grand  
Rapids and inspect the  
line personally, write for  
quotations.

### SOAP

Beaver Soap Co.'s Brands



100 cakes, large size..6 50  
50 cakes, large size..3 25  
100 cakes, small size..3 85  
50 cakes, small size..1 95

Tradesman's Co.'s Brand



Black Hawk, one box 2 50  
Black Hawk, five bxs 2 40  
Black Hawk, ten bxs 2 25

### TABLE SAUCES

Halford, large .....3 75  
Halford, small .....2 25

We sell more 5 and 10  
Cent Goods Than Any  
Other Twenty Whole-  
sale Houses in the  
Country.

## WHY?

Because our houses are the recog-  
nized headquarters for these  
goods.

Because our prices are the lowest.  
Because our service is the best.

Because our goods are always  
exactly as we tell you they are.

Because we carry the largest  
assortment in this line in the  
world.

Because our assortment is always  
kept up-to-date and free from  
stickers.

Because we aim to make this one  
of our chief lines and give to  
it our best thought and atten-  
tion.

Our current catalogue lists the most com-  
plete offerings in this line in the world.  
We shall be glad to send it to any merchant  
who will ask for it Send for Catalogue J.

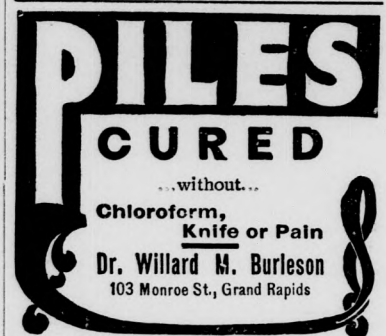
## BUTLER BROTHERS

Wholesalers of Everything—By Catalogue Only  
New York Chicago St. Louis

## School Supplies Holiday Goods

Wait for the big line.

FRED BRUNDAGE Wholesale Druggist  
Muskegon Mich.



Booklet free on application

## 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

# Coupon Books

are used to place your business on a  
cash basis and do away with the de-  
tails of bookkeeping. We can refer  
you to thousands of merchants who  
use coupon books and would never  
do business without them again.  
We manufacture four kinds of  
coupon books, selling them all at  
the same price. We will cheerfully  
send you samples and full informa-  
tion.



## Tradesman Company

Grand Rapids, Mich.

Use

Tradesman

Coupon

Books

Made by

Tradesman Company

Grand Rapids, Mich.



# BUSINESS-WANTS DEPARTMENT

Advertisements inserted under this head for two cents a word the first insertion and one cent a word for each subsequent continuous insertion. No charge less than 25 cents. Cash must accompany all orders.

## BUSINESS CHANCES.

Stores—I sell stores for others; why not yours? Write for booklet. Edwin G. Orr, Dayton, Ohio. 129

For Sale—Candy kitchen. Have soda fountain, ice cream parlors. Handle magazines and stationery. In good town of five thousand inhabitants. Also a summer resort. Address Geo. F. Noble, South Haven, Mich. 128

For Sale—Six show cases cheap, or exchange for anything I can use. Dr. Bوليو, Coral, Mich. 127

For Sale—The oldest established grocery stock in the city of Lansing, Mich. Good location, low rent. Reason for selling, other business. Vetter Bros., Lansing, Mich. 126

We teach furniture designing, rod making and stock billing, by mail. We find positions for competent students. Grand Rapids School of Furniture Designing, Houseman Bldg., Grand Rapids, Mich. 125

Chance for a Fortune—For Sale—The right to manufacture and sell in the United States, the celebrated Chipwa Indian remedy, which is recognized as the greatest root compound blood purifier on earth. Will be sold on account of owner's desire to retire after 25 years of successful manufacture. Free trial of Chipwa to patients. Describe your disease. Agents wanted. Mrs. J. L. Royer & Co., Manchester, N. H. 124

Stock of shoes wanted for trade, 240 acres good land, all tillable, 14 miles from Oklahoma City, for stock of shoes. Address Box 394, Oklahoma City, O. T. 123

Book-keeping for severally, partnerships and corporations, best commercial systems taught by mail, \$5. Write for trial offer, free. Commercial Correspondence College, Box 90, Salem, Mass. 122

Notice—I have a fine undertaking business and all kinds of merchandise, stocks, farms, hotels, for sale in all parts of the United States. If you want to buy, sell or exchange or close out, write me. G. B. Johns, Grand Ledge, Mich. 121

For Sale—Blacksmith and wagon shop in Alma, Mich., doing good business; the best thing of its kind for sale. Ill health, must sell. Morden Real Estate Co., Alma, Mich. 120

For Sale—80 acres land two miles from Norfolk, Va., on two railways, 5c fare. V. D. Poindexter, P. O. Box 890, Norfolk, Va. 119

Good location for drug store can be secured in best town of 5,000 population, in Michigan. No stock for sale. Address No. 118, care Tradesman. 118

For Sale—One of the best poultry plants in the United States for half what it cost; might take some exchange or will give plenty of time on part. It's a money-maker. Best of reasons for wanting to sell. D. D. Waggott, Oxford, Mich. 116

For Sale—First-class wall paper and paint store at a bargain. David Park, Kalamazoo, Mich. 115

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

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

Clerk Wanted—Dry goods, cloak and carpet man. Give time with each employer, age and wages wanted. Box 107, Charlotte, Mich. 109

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

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

Partner Wanted—Man with capital to buy interest in Burg Cigar Factory, New Urm, doing business since 1871; account of retirement of senior partner; junior partner wishes to retain interest in business. Address Max Burg, New Urm, Urm. 80

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

Wanted—To buy stock shoes, clothing or general stock, quick. Address Lock Box 435, Galesburg, Ill. 99

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

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

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

For Sale—New stock general merchandise, dry goods, shoes, groceries, fixtures, etc. Good town, good trade. Address Box 85, Peru, Ind. 114

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 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

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 drugs in good location. Good brick store, good trade. Old age and poor health, reason for selling. G. C. Beebe, Bay City, Mich. 988

Do you want to sell your property, farm or business? No matter where located, send me description and price. I sell for cash. Advice free. Terms reasonable. Established 1881. Frank P. Cleveland, Real Estate Expert, 1261 Adams Express Building, Chicago, Ill. 577

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. 755

For Sale—Stock of groceries, boots, shoes, rubber goods, notions and garden seeds. Located in the best fruit belt in Michigan. Invoicing \$3,600. If taken before April 1st, will sell at rare bargain. Must sell on account of other business. Geo. Tucker, Fennville, Mich. 538

For Sale—Cheap, bakery and salesroom. Doing good business. Will trade for farm land in Ohio. B. F. Nottingham, Mendon, Ohio. 113

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—Livery and feed business. Good location. A money-maker. Address Dr. J. E. Hunter, Ashley, Mich. 981

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—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

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—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

## HELP WANTED.

Wanted—A good clerk in dry goods and grocery store. Must be sober and industrious. Married man preferred. Steady job. Address J. W. Jackson & Co., Chesaning, Mich. 117

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.

## Your Advertisement

If placed on this page, would be seen and read by seven thousand of the most progressive merchants in Michigan, Ohio and Indiana. We have testimonial letters from thousands of people who have bought, sold or exchanged properties as the direct result of advertising in this paper.

**NEED OF CURRENCY REFORM.**

At this season every year there is a great demand for money to move the crops, and this demand takes the shape in a very great measure of currency of small denominations. With the growth of our population and the enormous increase in business activity this demand for small bills and subsidiary coin is constantly growing larger, and there is, unfortunately, no ready method of supplying the demand, as the absence of all elasticity in our currency laws permits no method of expanding the number of small bills in circulation which the Government itself is free to adopt.

Not long ago the Secretary of the Treasury found it necessary to authorize the monthly purchase of a sufficient quantity of silver bullion to keep the mints employed coining subsidiary coins, such as dimes, quarters and halves, the supply of which has become entirely inadequate to meet the wants of the people. It is not merely the small coins that are scarce, however. There is also a scarcity of one and two-dollar bills and a special scarcity of five-dollar bills, which have become a form of currency in great popular demand of late.

To meet this demand for five-dollar bills the Government has no recourse except to persuade the National banks to circulate a large proportion of these bills. The law authorizes the National banks to issue only one-third of their authorized circulation in the shape of five-dollar notes, a legislative restriction which appears to serve no useful purpose. The banks, however, do not use nearly a third of their authorized circulation in the shape of five-dollar bills because it is less expensive to circulate the bills of larger denomination. An effort has been made to induce the banks to circulate more five-dollar notes, and they have responded to some extent.

The expansion of the supply of one and two-dollar bills by the Government is not such an easy matter as might be supposed. The great bulk of small bills is supplied in the shape of silver certificates issued against the silver dollars deposited in the Treasury. As practically the entire supply of silver dollars not actually in circulation in the shape of the coin itself is represented by silver certificates outstanding, the Treasury is not able to make new issues of silver certificates of small denominations, hence the only relief is for holders of the larger silver certificates to exchange them for small bills. Of course, this is not a process that works automatically, as it does not always happen that the people who hold the large silver certificates are the ones that desire the small bills.

The American people have gotten so in the habit of using bills instead of the actual coin which the bills represent that they can not be induced to employ coin. There is, of course, some excuse for not desiring to carry about a large amount of silver owing to its weight, but the smaller gold coins, such as the eagle and half eagle, are by no means inconvenient forms, yet nobody wants

to carry them, mainly because, in the event of their becoming light of weight through abrasion, they can be disposed of only at a discount, which is, of course, not just. In other countries gold coins are freely accepted at their face value, and there is no good reason why they should not circulate on the same basis in the United States. Although our currency is practically on a gold basis, gold itself is the only form of currency that will not be accepted ordinarily in trade without question.

The many accumulating indications that our currency system needs revision should induce Congress to do something in the way of reform at the earliest possible moment. Our people have, unfortunately, gotten in the habit of looking to the Government alone for all forms of currency, and it is this anomalous condition of things that is responsible for the inelasticity of our circulating medium and the many inconveniences and dangers that result from such a state of affairs.

**NO MONEY FOR SPECULATION.**

Some days ago the Secretary of the Treasury determined to come to the assistance of the money markets, now sorely pressed by the great demands of the crop season and of the unusually vast business development that is taking place in the country. Sums that were not needed by the Government in meeting current demands on the Treasury were deposited with banks throughout the country, and it was also agreed that the Government would facilitate the importation of gold, as it did last year.

While Secretary Shaw agreed to come to the assistance of the market, he very soon made it plain that he would not permit this assistance furnished by the Government to be utilized for speculative purposes. Accordingly a notice was issued to the banks receiving Government deposits that they must not use them for Wall Street loans or for mere speculation, as the Government's assistance was to facilitate general business and not speculation. This was something of a bombshell in many quarters, as there could be no denying the fact that while the monetary pressure and the higher money rates were felt in all quarters the main hardship was in the speculative market of Wall Street. Owing to the high money rates which the speculators were willing to give, many country banks—and in that category are classed the bulk of the banks outside of New York—send their balances to that center for use in the money market, where a high rate of interest can be secured. Secretary Shaw desired it to be understood that, where banks that controlled Government deposits could not use them in their general trade, such deposits should be surrendered, as the Government did not desire its money used to further speculation while legitimate business was suffering from tight money.

There can be no doubt that Secretary Shaw's position is the proper one under the circumstances, although there is ground for regret that our monetary system is so inelastic that

the Government is compelled to take a share in the banking business. If our currency were more elastic the banks would have the means at hand to expand the supply of currency when the trade demands require it and to contract it when an extraordinary demand ceased to exist. Such periods of stringency as we are now experiencing recur with such frequency that it is astonishing that the demand for currency reform is not more urgent than it is. If money was scarce because people were hoarding it through the fear of unsafe conditions, it might be said that this is not the time to talk of currency reform, but the present stringency comes in the midst of the greatest general prosperity and with business expanding at a rate never before known. Such conditions make it impossible not to recognize that the prevailing money scarcity is due entirely to our existing inelastic currency system, which provides no automatic means of meeting a more than ordinary demand for money.

There is probably no problem which knocks so loudly on the door of Congress for solution as that of currency reform, yet we find no statesman, nor set of statesmen, disposed to take up the subject, nor does the business world seem disposed to force the matter upon the attention of the National Legislature as persistently as might naturally be expected with such an object lesson before it as that now in evidence.

**Business Changes in Hoosierdom.**

Angola—John Penix and Jay Fuller, local stock dealers, have purchased the grocery and meat market at Orland, for several years past conducted by the firm of J. G. Stafford & Son and have already assumed possession. The senior retiring partner, J. G. Stafford, is now at Mt. Clemens, Mich., taking treatment for an aggravated attack of rheumatism. The junior retiring partner, Ed. Stafford, will devote himself exclusively to his real estate and insurance business at Orland.

Terre Haute—S. J. Goldstein has opened an exclusive delicatessen store at 111 South Sixth street, the only store of its kind in Terre Haute.

Cadmusco—Dr. John F. Criswell has purchased the Craig & Boggs drug stock here from Alex Craig and Lawrence Boggs. The invoice will be taken this week and Dr. Criswell will take immediate charge. Mr. Craig will remain in the store to assist the new proprietor until the close of the year.

New Paris—Fred W. Neil has sold his drug stock to Robert Reynolds, of Milford. Mr. Neil embarked in business at New Paris less than two years ago, and through courteous treatment had built up an excellent business. His successor is an experienced druggist, having graduated with high honors from Purdue University.

Goshen—Henry Berry will shortly open a bakery.

Decatur—H. A. Fristoe, who formerly was in the wholesale and retail cigar and tobacco business here, will operate a store at Geneva.

**Ohio Business Changes.**

Findlay—R. C. Teitsworth, of Sidney, has purchased the Findlay mattress factory.

Lorain—The Cleveland China Store, which has for some months been operated by D. D. Breckenridge at 214 Broadway, has been purchased by Fulton & Quay of Dayton, who have assumed charge of the business. The members of the new firm have both had experience in some of the largest stores in the Central states.

Findlay—F. S. Hurd and G. D. Crites have disposed of their interests in the Brunswick cigar store to S. J. Morris, of Toledo, who will conduct the place in the future.

**Butter, Eggs, Poultry and Beans at Buffalo.**

Buffalo, Sept. 19—Creamery, fresh, 21@25½c; dairy, fresh, 16@22c; poor, 15@17c.

Eggs—Fancy candled, 23c; choice, 22c.

Live Poultry—Broilers, 12@13c; fowls, 12½@13c; ducks, 12@13c; old cox, 8@9c.

Dressed Poultry—Fowls, iced, 13@13½c; old cox, 9@10c.

Beans—Pea, hand-picked, \$1.55; marrow, \$2.75@3; mediums, \$1.80; red kidney, \$2.60@2.75.

Rogers City—The H. M. Loud's Sons Co. has closed a deal for the purchase of a four-fifths interest in the mills, docks, vessels and timber holdings of Paul H. Hoeft in Presque Isle county. It is stipulated that the act of incorporation of the new concern shall not become effective until September 2, 1907. Mr. Hoeft is to continue in possession until that date and operate his present business, but not to cut any timber included in the partnership deal. During the intervening period the Louds will arrange for constructing a logging railroad and other necessary facilities for operating on an extensive scale. A large quantity of mixed timber is included in this transaction.

Hancock—The Superior Iron & Metal Co., has purchased the machinery of the Hall & Munson lumber mill plant at Bay Mills, near the Soo. This marks the final passing of one of the biggest lumbering enterprises in Michigan. The Hall & Munson Co. operated for years on Waikiki Bay, on Lake Superior, twelve miles from the Soo, a lumber and planing mill and sash, door and box factory and maintained there a community of 1,200 people. Two years ago a large portion of the plant burned down and the company went into the hands of a receiver.

No will is strong until it is able to submit.

Faith thinks more of folks than of forms.

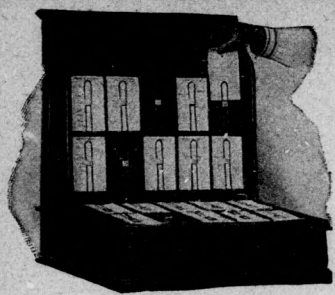
**BUSINESS CHANCES**

Wanted—A registered pharmacist. Holland preferred, to have charge of branch store. Nye & Katz, Wealthy Ave. and East St., Grand Rapids, Mich. 132

For Sale—Shoe stock located in Central Michigan. Inventories \$5,800, at old prices. Price 82½¢ on a dollar. A snap. Address Box 383, Jackson, Mich. 130

For Sale—Bazaar store, china, notions, etc. Stock, fixtures and lease for sale. Excellent location on a main street. City Bazaar, Kalamazoo, Mich. 131





## Mr. Merchant We Invite You To Investigate

You want a SYSTEM that STANDS the BUSINESS man's rigid INVESTIGATION. W-H-Y??

Because YOU WANT a SYSTEM that takes care of ALL the DETAILS that come up DAILY in your BUSINESS.

The McCASKEY ACCOUNT REGISTER system takes care of EVERY kind of a CREDIT sale with ONE WRITING. By IT you can ABSOLUTELY TELL the AMOUNT of MONEY your BUSINESS is MAKING YOU.

It will cost you NOTHING to INVESTIGATE and it may SAVE YOU the price you would pay for some CHEAP, CRUDE so-called system and several HUNDRED dollars besides.

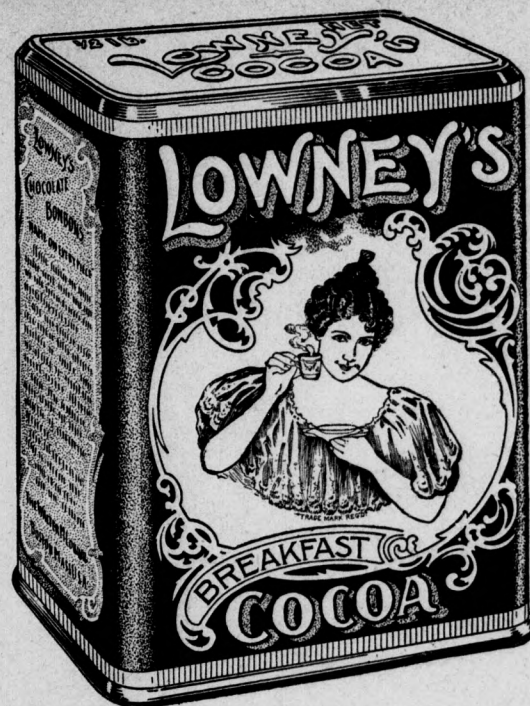
Our CATALOG explains—it's FREE.

**The McCaskey 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

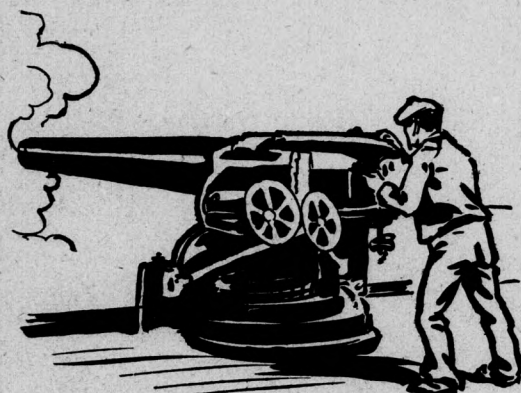
AGENCIES IN ALL PRINCIPAL CITIES



**LOWNEY'S COCOA** is purely  
the choicest, highest cost, cocoa  
beans, ground to flour fineness,  
and **NOTHING ELSE.**

The WALTER M. LOWNEY COMPANY, 447 Commercial St., Boston, Mass.

# 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.

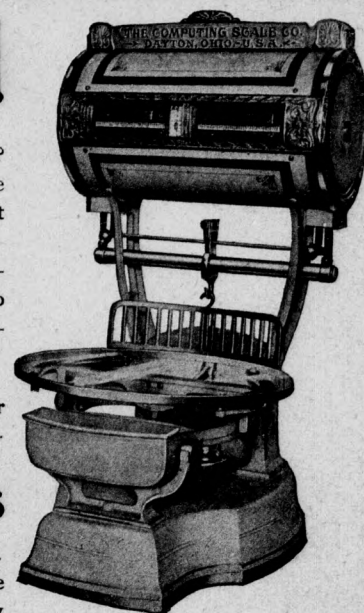
Every Grocery or Meat Market of average size not using MONEYWEIGHT Scales is sustaining a yearly waste in **overweight** alone sufficient to pay for at least two.

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.



The Best of All Fall Lines

## Genuine China Cups and Saucers

Don't be afraid to order freely, you can't buy too many.



**80 Cents  
per dozen**

Is our price  
for this

### Our 10 Cent Leaders

**T18** Flower assortment. Real translucent china cups and saucers, richly embossed and with three different styles of floral decorations and gold stippled edges. Per dozen **80c**

## Albums A Beautiful Assortment

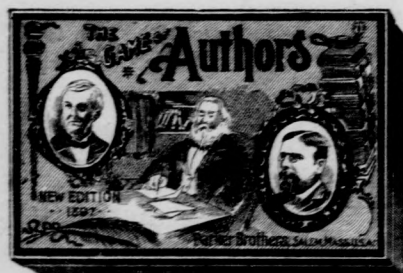
**\$3.60** per dozen for albums retailing everywhere at **50c**



The above price is simply a sample of the unparalleled value we are offering in our magnificent line of imported and domestic albums. Our

**T18** has spaces for 18 cabinet and 4 card size photos. Embossed and decorated, tinted covers with medallion picture front, extension clasp. Per dozen **\$3.60**

## Games, Puzzles, Maps and Kindergarten Toys



Parker Bros.' well known game of authors. **38c**  
Per dozen

Others at 75c and \$2. Over 100 different games, etc., displayed on our counters. All the best of the latest editions are represented.

Our Line of Celluloid

## Toilet Cases and Fittings

is incomparable both in variety and beauty. Our prices are very low.



**\$7.00  
Per Dozen**

**T18** Toilet Case with beveled mirror, brush and comb, size 8 3/4 x 3 3/4 inches, floral leatherette covered, picture top, satin lined, worth \$1.25 at retail. Our price per dozen **\$7.00**

From what is undoubtedly the "Dandiest" Line of Fall Goods ever presented to our retail merchants we select at random a few of the articles of which there will be thousands sold the next few weeks. That our prices are

## Rock Bottom Is Sure

That our line is larger, better and filled with the latest novelties

## Is Positive

If possible come in and see our display. It will pay you every way.

**Buy Now When Stock Is  
Complete**

**Pay January 1st**

**SPECIAL**—On every holiday bill sold in our store we will make special arrangements regarding your railroad fare and your entertainment while in this city. **COME IN.**

## One of a Line of Over a Dozen Different Styles Rocking Horses and Shoo Flies



**B2153** Shoo Fly Rocker. Sells every day in the year. Has hair tail, is nicely varnished in the natural, stenciled and decorated. 26 inch hardwood bent rockers. Height 18 inches. In crate lots of 1/2 dozen. Per dozen **\$4.25**

We Show Over 30 Different Styles and  
Sizes of

## Children's Toy Dishes

ranging in price from



**75c  
Per Dozen  
up to  
\$21.00**

Our 10 Cent Leader in This Line is Our

**T18** Containing six cups and saucers, one teapot, one cream pitcher, one sugar, all in neat spaced box. Per dozen **75c**

We are Headquarters for

## Dolls OF EVERY DESCRIPTION



**\$2.00 per Dozen**

For These Special 25c Dressed Dolls

**T18** The largest and best 25c dressed doll ever offered at our price. Length 14 inches. Bisque head, glass eyes, open mouth with teeth, long wavy hair, assorted fancy dresses, shoes and stockings. 1/2 dozen in box. Per dozen **\$2.00**

Everybody Knows This Toy

It's still the best of our splendid line of

## Mechanical Toys



**B4571** The "Balky Mule." Mechanical Toy. One of the most popular and rapidly selling items in the line of mechanical toys. Winds with key and will go forward about 6 feet, then mule will balk and go backward the same distance, repeating the performance several times. Per dozen **\$3.10**

Successors to  
**H. LEONARD & SONS**  
Wholesale

**Leonard Crockery Co.**

Grand Rapids, Mich.

Half your railroad fare refunded under the perpetual excursion plan of the Grand Rapids Board of Trade. Ask for "Purchaser's Certificate" showing amount of your purchase.

Crockery, Glassware  
and  
House-Furnishings