

MICHIGAN TRADESMAN

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Twenty-Fourth Year

GRAND RAPIDS, WEDNESDAY, OCTOBER 3, 1906

Number 1202

McGinnis and the Union Label

Mr. Joseph A. McGinnis was for unions all the way,
He favored larger wages and a somewhat shorter day.
A walk-out always pleased him, tho' he didn't have a cent,
But when the delegate said strike! McGinnis always went.
He did the shopping for his wife because he liked to know
That naught save union articles were purchased with his dough.

Has it got the union label? McGinnis used to say.
Has it got the union label, show it to me if you're able.
If it hasn't got the label take the bloomin' thing away.

McGinnis had no children, tho' he hoped to have some day,
And his wife, who "seen her duty", was opinioned the same way.
So when the stork arrived one day and brought a bouncing boy
McGinnis was elated—he was overcome with joy.
He looked the baby over—his face wreathed in a grin—
When all at once a thought occurred which filled him with chagrin:

Has it got the union label? McGinnis used to say.
Has it got the union label, show it to me if you're able.
If it hasn't got the label take the bloomin' thing away.

Now, Joseph A. McGinnis was a man of good repute,
He went to church on Sunday in his union tailored suit.
Like many other union men he led a blameless life,
And when he died the neighbors said "the blow will kill his wife."
He reached the pearly gates on time, as upright spirits do,
"Welcome" was Peter's greeting, and "I have a harp for you."

Has it got the union label? McGinnis used to say.
Has it got the union label, show it to me if you're able.
If it hasn't got the label take the bloomin' thing away.

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

Every Cake



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

The Fleischmann Co.,

of Michigan

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

SUGAR for the Canning Season

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

Our prices are right

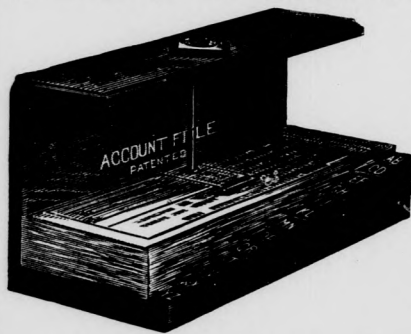
Our goods fresh

The very best is always the cheapest

JUDSON GROCER CO.

GRAND RAPIDS, MICH.

Simple Account File



A quick and easy method
of keeping your accounts
Especially handy for keeping
account of goods let out
on approval, and for petty
accounts with which one
does not like to encumber
the regular ledger. By using
this file or ledger for charging
accounts, it will save
one-half the time and cost
of keeping a set of books.

Charge goods, when purchased, directly on file, then your customer's
bill is always
ready for him,
and can be
found quickly,
on account of
the special index.
This saves
you looking
over several
leaves of a day
book if not
posted, when a customer comes in to pay an account and you are busy
waiting on a prospective buyer. Write for quotations.



TRADESMAN COMPANY, Grand Rapids

Makes Clothes Whiter-Work Easier-Kitchen Cleaner.

**SNOW BOY WASHING
POWDER.**

GOOD GOODS — GOOD PROFITS.

MICHIGAN TRADESMAN

Twenty-Fourth Year

GRAND RAPIDS, WEDNESDAY, OCTOBER 3, 1906

Number 1202

GRAND RAPIDS FIRE INSURANCE AGENCY

W. FRED McBAIN, President

Grand Rapids, Mich. The Leading Agency

ELLIOT O. GROSVENOR

Late State Food Commissioner

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

2321 Majestic Building, Detroit, Mich.

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

We Buy and Sell
Total Issues

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

Correspondence Solicited

H. W. NOBLE & COMPANY
BANKERS

Penobscot Building, Detroit, Mich.

The Kent County Savings Bank

OF GRAND RAPIDS, MICH

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

3 1/2 Per Cent.

Paid on Certificates of Deposit

Banking By Mail

Resources Exceed 3 Million Dollars

Commercial Credit Co., Ltd.

OF MICHIGAN

Credit Advances, and Collections

OFFICES

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

ELECTROTYPES
DUPLICATES OF
ENGRAVINGS & TYPE FORMS
TRADE-NAME CO.

SPECIAL FEATURES.

2. Window Trimming.
4. Around the State.
5. Grand Rapids Gossip.
6. The Corner Club.
7. Country Roads.
8. Editorial.
9. The Station Agent.
10. The Meat in the Coconut.
12. Home Building.
14. Clothing.
16. Love Your Work.
18. Butter and Eggs.
20. Woman's World.
24. Card-Playing Clerks.
26. Bane of Brain Worker.
28. Telephone Talk.
29. Borrowing on Security.
30. Never Fail.
32. Shoes.
36. Doubtful Virtues.
38. Meat Market.
40. Commercial Travelers.
42. Drugs.
43. Drug Price Current.
44. Grocery Price Current.
46. Special Price Current.

DEAD-LETTER GOVERNMENT.

The fact that there is a well-understood American habit of indifference as to the enforcement of certain laws on our statute books has, as its foil, the other fact that those persons who have not acquired the habit will not submit to being deprived of their right to protest when legally created officials fail to perform the duties they are sworn to execute. And so the Tradesman again takes up the West Michigan State Fair blunder. Mr. Michael Hayes, who runs a gin mill at Mill Creek, evidently "has a pull" somewhere. He is guilty of two deliberate offenses and, again, if the officers of the Fair are not aware of the facts, they have fallen short of their duty as such officials. They should have known.

Mike Hayes established a rum shop and conducted it for four days during September a considerable distance inside the prohibitory limit set by the State around the Soldiers' Home. He did this "open and above board," as though serene in his confidence that the authorities would not touch him.

In addition to this Mike Hayes never even applied for a license to conduct such an enterprise and again he was undisturbed. There is a popular feeling quite widespread that Mr. Hayes' "pull" might be located if the Fair officials should see fit to take a step in that direction, but there is also the conviction that were it revealed there would be "nothing doing" by the properly constituted authorities.

And all this stirs up the whole nauseous situation labeled, "Dead Letter Government." There isn't a single proprietor of a small saloon in this city who does not know, beyond peradventure, that he is discriminated against in favor of the proprietors of hotel bar rooms and the sale of liquors at all hours, nights and Sundays. Moreover, there isn't a single person identified in any way with the police department who does not know this to be the fact.

The offense of mere unfairness to the small dealer is bad enough, goodness knows; but it is not to be compared with the affront administered when legally created officials, assuming an indignant attitude, deny that such conditions exist and appear to be deeply hurt when their claims are contradicted.

"Oh, well, Grand Rapids is no different from other large cities," is the usual retort of those who are being criticised, and they continue with the hackneyed; "You can't stop such things and you only make matters worse by attempting to control them."

If these officers really believe such a claim to be true, they are intensifying their offense by undertaking an office the duties of which compel them to observe the law, when they believe it is impossible to perform those duties.

There are three widows in this city, among the wealthiest widows in Grand Rapids, who are regularly receiving, through tenants in buildings which they own, the wages of sin. The occupancy of such buildings for purposes of immorality is illegal. The practices of these tenants are well known to all officials connected with the police department, and the apartments they occupy are well known. Apartments owned by persons not known as wealthy are pulled up short and the owners and occupants are fined. If immoral purposes figure in all cases, why discriminate?

By way of contrast in this matter of unfair discrimination come the cases of many reputable, law-abiding citizens who have been placed at the mercy of lying, vindictive and unscrupulous policemen; sneaking pretenders and falsifiers who have been proven, repeatedly, to be rascals venting their personal animosities at the expense of those citizens. The Police Commissioners wink at the charges against the men under their control; they fail to heed the charges against the wealthy widows. The county officials are blind to the doings of Mike Hayes, just as the Police Commissioners decline to note the "blind pigs" in the leading hotels; and yet, let a man become interested in motor cars and he is not only given unfair and undue publicity with loss of time and money through the slanderous claims of men who are utterly unworthy the confidence placed in them, but he is forced to contemplate the spectacle of honorable men and close friends submitting to the chicanery of sneaks who are daily abusing the confidence they enjoy under their administration.

People will always receive good advice as a demonstration when they would reject it as a proposition.

STEEL RAILWAY CARS.

The Pennsylvania Railroad, which has a well-earned reputation for up-to-date equipment, has announced its intention of procuring as rapidly as possible a thousand steel passenger cars and 500 Pullman cars. This decision by so prominent a railroad as the Pennsylvania undoubtedly means that other leading railroads will promptly follow the example set and within a reasonable time we may expect to see all the railroads of the country equipped with steel cars and the present wooden coach relegated to the scrap heap after doing service on suburban and other short lines where high speeds are not attempted.

The motive of the Pennsylvania Railroad in adopting steel passenger cars for the future was to provide against possible accidents in the tunnels now being constructed under the Hudson and East Rivers and under New York City. The few accidents which have occurred through the burning of railway coaches of the existing type in tunnels have served as a warning to the Pennsylvania Railroad, but while providing for greater safety in its tunnels, the steel coaches will also greatly reduce the risks and dangers of ordinary railroad travel.

The present railroad coach, strongly as it is constructed, is promptly crushed when in collision or it collapses when thrown from the track and will burn from its own lights when caught in a wreck. The stronger construction of the Pullman cars has saved many passengers from disaster, but even the Pullmans will burn. The proposed steel cars will contain nothing inflammable in their construction, hence they will not burn when in an accident. They may become bent and twisted when thrown from the track, but they will not mash up nor be crushed into kindling, hence they will prove infinitely less dangerous to passengers than the existing type of wooden cars.

Naturally the Pennsylvania Railroad will not at once discard all its old cars and some years must elapse before the steel cars will displace all the wooden coaches; but that the wooden car must go and be replaced as rapidly as may be by a car which will be less of a death trap is certain. The high speeds which railways now maintain have greatly increased the liability to accident as well as the actual number of accidents, and the constantly increasing losses which they suffer from such accidents have forced home to them the necessity of adopting every possible safety appliance, and the steel passenger coach appears to stand in the front rank of such improvements.



Heedlessness To Details Lowers the Quality of Trims.

If you do window trimming at all, in the vernacular, do it up "brown." Don't half do the work and then trust that an indiscriminating public either will overlook your sloppy little attempt at right results or else kindly excuse the miserable make-shift of a trim.

In many a Grand Rapids window I have noticed a lamentable absence in care of details, and that, too, in stores which claim to be—and are considered—model establishments. They seem to think that window dressing is a subject of such minor importance that matters may be slighted therein. But, let me tell you, Mr. Heedless Windowman, you are lowering the tone of your store, commercially, when you neglect the nice points that show perfection in your art.

In the very first place, attention is not given to the condition of the glass. This, one would think, would engage a window dresser's thought before anything else entered his mind, for if the front be not shining with cleanliness how can a proper inspection of goods be made?

Item number 2 to be considered, in the trying summer months, is the presence of flies. Like the poor, they are always with us—in dog-days—and some means must be employed to rid us of their existence in the trim. The best way to get around the difficulty is to enclose the window space; to shut 'em out of this store paradise—poor things! This may be accomplished in two ways: either with a wooden or glass partition, preferably the latter being means employed, as it allows more light to show goods, tends to a less gloomy appearance to the interior and gives the public a chance to look beyond the trim, thus creating a greater interest for the place in their minds.

Then, too, the clerks on the ground floor do not have that stuffy, shut-in feeling that goes with a partition that cuts off all view of the street. Most proprietors would give small reflection to this idea, rather regarding it as an advantage to deprive the help of this privilege as assisting in keeping their mind on their work. But the good clerk will not abuse this leniency; the bad one had better be gotten rid of and a conscientious one put in his place. Land knows the average clerk has trials and tribulations enough on his shoulders without adding a gloomy environment to the interminable list.

* * *

Among the strictly new things in millinery in the windows are to be seen the "plumage hats." These are in different shapes: toque, turban and Scottish bonnet, the harsh lines of the latter being mitigated with breasts and wings. These styles are especially appropriate for street

wear, either morning or afternoon. The "plumage" covers these hats completely and is made from the short scale-like feathers seen on the breast and throat of fine barnyard fowls, pheasants or other game birds. They show mostly the natural coloring, although they are sometimes dyed. A lady may match up a gown nicely. The stunningest of these chapeaux have a trimming at the left side of the tail feathers of the bird, placed as would be a Paradise plume.

Fur hats are prophesied for cold weather, to match the muff and neck-piece. They will have scant trimming—a single flower and leaves, an ostrich tip or two, or a graceful aigrette emerging from the confines of an elegant crescent of mock-jewels.

The dress hats on display are marked by severity of outline, the effect aimed at lying in the extreme neatness of manufacture and the simplicity of the well-tailored style. The crowns are very low and the brims show no tortuous curves and angles. More likely than not but a single dent will be in evidence. One beautiful hat I saw the other day had a flat brim about three inches wide and a low oval crown. The frame was covered very smoothly with white moire silk. Around the crown was an orange-colored breast, shaded to pale sulphur. Two jet buttons about as large as a 25-cent piece caught it down at the right, opposite the black shining head of the long-billed bird. The facing was of black taffeta with flat black silk braid at the other edge. Slightly bunched black maline lay against the hat all around next to the hair. The brim was like an inverted saucer in shape, with one soft dent at the left. It reposed on the head of a pretty little blonde.

The most stylish of the milliners are showing dressy theater hats made entirely of curled ostrich trimming and finished with falling tips or Paradise plumes. Some of these charming feather hats are all of one tint (pale blue or pink or buff) or white. The tips may be white at the base and deepen into the color of the hat at the end.

Feathers—feathers—feathers of all description are in vogue. Wings and breasts are in the best of form and are big enough to hide the hat to which they are attached. Velvet flowers and velvet leaves are very popular with regal velvet.

Here is the description of a hat from across the water:

"A most attractive hat recently imported is in the shape Eugenie always favored. It has a broad, shallow crown, and the brim follows the graceful lines familiar to those who can recall the Second Empire styles. It is covered with black ostrich trimming of high grade. Nestling in the waves of the brim lie sprays of currants, wonderfully lifelike, and shading from white to the vivid red of the natural fruit. Long streamers of black velvet hang down behind, to be brought forward and loosely tied at the will of the wearer."

The hat is everything to a lady's

toilette. It makes or mars it and it behooves her to give it the most particular attention.

Vehicle Business Affected by Shortage.

Flint, Oct. 2—The vehicle factories in this city are now well advanced in the work of getting out goods for the ensuing year. Orders have been coming in freely and all the indications point to the realization of the earlier anticipations of one of the busiest seasons in the history of the vehicle industry in this city.

Already many jobbers have been here, and others are still coming to file their specifications and make their contracts for their individual lines of carriages and wagons for next year. While a great many jobs are being sent out daily to meet the current demands upon the local plants, the heavy shipments will not commence before the first of December.

The threatened car famine is giving the local manufacturers not a little concern, and as far as possible they are making preparations to protect themselves against such a contingency. An immense quantity of vehicle jobs, exceeding the output of any other city in the United States, with the possible exception of Cincinnati, goes out of this city during the winter months, and any curtailment of shipping facilities would be severely felt here. Some embarrassment in this direction has been experienced during the past week, indicating that the prospective short-

age of cars is close enough at hand to be made a matter for immediate and serious consideration.

The work of rebuilding and refitting the office building of the Durant-Dort Carriage Co., which was partially destroyed by fire on April 12, has been completed, and the large office force is again located in its former quarters the finest and most completely appointed structure of its kind in the country.

Will Give Site for New Factory.

Munising, Oct. 2—At a special meeting of the Common Council of this place it was decided to purchase from the Munising Railway Co. a site for \$2,000, which will be deeded to the Great Lake Veneer Co. when the latter completes and places in operation its proposed new plant in that city.

This company has been organized with a capital stock of \$100,000, \$51,000 being paid in. Burdis Anderson, Secretary, Treasurer and General Manager, who will have charge of the plant and business, says that fifty men will be employed.

Construction work on the new plant is to be started at once. All of the machinery at the Grand Marais plant will be moved to this place and from \$10,000 to \$15,000 worth of new equipment purchased. The product of the new plant will be furniture and piano veneers. The company has secured from the Cleveland-Cliffs Iron Co. a ten years' supply of timber and may later erect a panel mill.

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.

Inside History of Sears, Roebuck & Co.

"Do you know how Sears, Roebuck & Co. started in business?" asked Mr. Zandition of the News editor recently. "I worked for them nine years ago. I knew Sears when he was a station agent in Wisconsin and Roebuck when he was a watch peddler. One time Roebuck wanted to go to Milwaukee and didn't have the money; so he left a watch as security with Sears for his fare, telling him that if he should be able to sell the watch for more than \$6 he might keep half he made. Sears sold the watch for \$12. Then Sears wrote to Roebuck in Milwaukee and got him to send by express a dozen watches to Bill Jones, Sam Smith and a lot of fictitious names. These watches were billed out at \$25 and \$10 paid on them apparently. Sears unloaded them on his friends easily at \$15 each, which cost him and Roebuck \$3.50. But the railroad company got on to the game and fired Sears, and the two of them opened an office in Milwaukee. They bought a thousand watches and shipped them to every express office in Kansas, Missouri and Illinois. These watches cost \$3, but they sold as \$25 watches and marked \$10 paid and to fictitious names. When the agent reported such matters back as undelivered, then this pair would write back that some mistake must surely be made, but as payment of \$10 had been made on this watch they would allow the agent a commission of \$2 to secure the other \$15. Well, the

watch scheme worked fine and the pair cleaned up an even \$10,000. Then they bought a lot of parlor sets for children and advertised them, giving the impression that you would receive a full set of furniture for \$5; and the people bit all over the country. Uncle Sam has stopped Sears, Roebuck & Company's mail fourteen times for fake deals like this, but has never been able to catch them. Sears is probably worth nine or ten million. Roebuck is working in Des Moines, Iowa, for \$18 per week, being forced out of business several years ago. As an illustration of how this firm makes money, about a year ago they bought three thousand bicycles all alike, and they placed three prices on the same wheel, which cost them \$6.50, and they sold it for \$12.75, \$16.25 and \$12.50. The same wheel, mind you, possibly a different color of paint; but the only difference was that some people wanted a \$12.50 wheel and others a \$12.75, and they all got what they wanted. They worked the same graft on clothing. In catalogues they advertise clay worsteds at \$12.50, \$15 and \$18. No matter what you pay you get the suit. The name Sears, Roebuck & Co. is their trademark, but, as Roebuck has been bankrupt for several years, he is not connected with the firm. Yet these people have been so successful in stealing from the public such large sums that it is a wonder Uncle Sam allows them to exist. Their advertisements are deceptive. They do not fill orders as the customers think

they are filled, yet they are smooth enough to keep within the bounds of law some way. Even your country merchant who pays a larger wholesale price for his goods than they do could get rich selling a better grade of goods to the people that patronize these two big places. I worked for Sears, Roebuck & Co. for two years and I know what I say is true."—Norton County (Kansas) News.

Advance in Price of Ball Bats.

Owosso, Oct. 2—That business has been on the boom during the past summer is proven by the fact that all the railroads report a big increase in freight during the last few months over the same time a year ago. One road reports the increase is 15 per cent. net.

The sugar beet slicing campaign is now in full swing here, and forces of men are being worked night and day. Friday the officers of the company, who are identical with the officers of the Pittsburg Plate Glass Co., visited their factories in this city and Lansing and were well pleased with the outlook. They declare they do not intend to merge with the Michigan Sugar Co., a part of the trust.

J. N. Zimmerman's ball bat factory is branching out and will manufacture all kinds of handles. The force of workmen will be increased 50 per cent. during the coming season. Mr. Zimmerman says that because the price of timber has advanced in this State he has to ask more for his goods, but his bats are in great demand and he sells all his output.

Power Company Increasing Its Capacity.

Lansing, Oct. 3—The Michigan Power Co., which is developing power from Grand River in this city and has water rights at Dimondale, Grand Ledge and other points on the river, is making extensive improvements in its plants under the direction of its new superintendent, Thomas M. Keeley. The company is installing an immense boiler in order to increase the capacity of its central heating plant, where heat for the capitol and other large buildings is generated.

The local plant of the Owosso Sugar Co. will commence slicing sugar beets to-morrow. One of the largest and best crops of beets ever raised in the State is being harvested and a prosperous season is anticipated.

During the week contracts were let for the erection of a plant for the manufacture of artificial ice. The contractor has already commenced work and the plant will be completed rapidly.

Efforts are being made, with indications of success, to organize another company for the manufacture of gasoline motors in this city. Lansing already leads all others in the manufacture of gasoline engines, having twenty factories in which explosion engines are manufactured.

The musician who blows his own horn is rarely called on to respond to an encore.

Sin and sorrow often have the same root.

A Good Repeater

A prominent grocer, when recently asked what kind of goods he liked to sell best, replied:—

"Give me a good repeater like Royal Baking Powder; an established article of undisputed merit which housekeepers repeatedly buy and are always satisfied with."

NEW baking powders and new foods, like new fads, come and go but Royal goes on forever. Grocers are always sure of a steady sale of Royal Baking Powder, which never fails to please their customers, and in the end yields to them a larger profit than cheaper and inferior brands.

ROYAL BAKING POWDER CO., NEW YORK.

AROUND THE STATE

Movements of Merchants.

Port Huron—A new bakery will soon be opened here by L. T. Whitney.

Port Huron—Joseph Tracey will soon open a grocery and butcher shop.

Port Huron—Amos L. Reichow has purchased the McCall grocery stock.

Traverse City—G. E. Wolfe has purchased the meat market of G. A. Herkner.

Reed City—G. V. McConnell has sold his interest in the furniture business of McConnell & Wood to B. T. Curtis.

Owosso—Arthur Dowling has purchased the stock of the Johnson Grocery Co. and will take possession about Oct. 15.

Girard—Myron Bidwell has sold his stock of general merchandise to Will Carey, who will take possession in about four weeks.

Hamilton—John Barkel has purchased the meat market of Krone-myer Bros. and will conduct the business in the future.

Boyer City—Ingersoll & Rowan will open a new meat market here as soon as the building which they are to occupy is completed.

Tower—B. V. Walton, of Onaway, has sold his branch hardware store at this place to W. H. Rutan, of Vanderbilt, who will continue the business.

Ypsilanti—The Weinmann-Matthews Co. have purchased the stock of Chas. Samson and will carry a line of books, stationery, fancy groceries and drugs.

Cheboygan—The bazaar stock of Groveston & St. Germain has been sold to Phil Fineberg, who will close same out with the stock of the Bay City Supply Co.

Petoskey—G. Dale Gardner will open a branch house furnishing store in Pellston similar to his store here. Mr. Gardner also operates a branch store at Boyne City.

Port Huron—Wallace A. Murray, traveling shoe salesman, and his son Edward will soon engage in the jewelry business here under the style of E. A. Murray & Co.

Alden—L. H. Campbell, who has conducted the grocery business at Central Lake for the past two years, will remove to this place and re-engage in the same business.

Albion—H. H. Klemm and Fred Young have purchased the meat market of Greenman & Brodax. Mr. Klemm was formerly of the firm of Talmage & Klemm, meat dealers.

Hancock—M. A. Bab has purchased the retail cigar stock of N. B. Ongie & Co. and will consolidate the same with his own stock. N. B. Ongie & Co. will continue their wholesale business.

Alma—John F. Schwartz has purchased the grocery stock of Harvey Davis. Mr. Schwartz will retain the services of H. N. Stoddard, who has

had several years' experience in the grocery business.

Clinton—C. M. Drake, of Philadelphia, has purchased the interests of L. W. and A. Newcomer, of Monroe, in the Clinton Clothing Co. The business will be conducted under the same management as before.

Eaton Rapids—The Eaton County Co-operative Association, which recently passed into the hands of a receiver, will net the subscribers a balance after paying all the debts and the expenses of the receiver.

Harbor Springs—The sympathy of the community is extended to John E. Wells, of the grocery firm of Gates & Wells, on the death of his estimable wife, who was unable to survive an attack of acute jaundice. The interment was in the former home of the deceased in Oakland county.

South Lyon—The South Lyon Telephone Co. has been purchased by the Livingstone Home Telephone Co. The former company had been organized three years. It has 100 miles of lines, with 300 'phones. The stock was all in the hands of local men, and they realized a comfortable profit by the sale.

Detroit—The business of the Miller-Sheldon Electric Co. has been merged into a stock company under the same style. The company will manufacture machinery as heretofore. The authorized capital stock of the corporation is \$25,000, all of which has been subscribed, \$2,000 being paid in in cash and \$23,000 in property.

Glen Arbor—H. L. Nessen, the local merchant and lumberman, and Miss Louise M. Stecher, of Chicago, were united in marriage September 19 at the home of the bride's parents in Chicago. The bride is prominent in musical circles in Chicago, and is the daughter of Mr. and Mrs. M. D. Stecher. She is also well known in Traverse City, having spent last summer as the guest of Mr. and Mrs. John F. Ott, friends of many years' standing. The groom is a well known business man of this region, and is a brother of J. O. Nessen, of Manistee.

Big Rapids—All of the property of the National Wagon Co. has now been disposed of and the matter of paying the creditors will be attended to as soon as the law permits.

Muskegon—The Continental Motor Manufacturing Co. has been incorporated to manufacture motors, with an authorized capital stock of \$125,000, of which amount \$62,500 has been subscribed and \$45,000 paid in in cash.

Escanaba—A corporation has been formed under the style of the Iron Port Lumber Co. to manufacture lumber. The company has an authorized capital stock of \$50,000, all of which has been subscribed and paid in in cash.

Jackson—Emmet L. Smith has retired from the Reliance Corset Co., having sold his interest in that business after having been identified with the same for the past eighteen years. He has accepted a position with the Jackson Automobile Co.

Romeo—A corporation has been formed under the style of the Romeo Elgin Creamery to manufacture milk products. The company has an authorized capital stock of \$5,000, of which amount \$4,450 has been subscribed and paid in in cash.

Muskegon—The West Michigan Electric Co. has been incorporated for the purpose of manufacturing electrical appliances. The corporation has an authorized capital \$5,000, of which amount \$3,000 has been subscribed and paid in in cash.

Manistique—C. G. Ekstrom recently purchased 1,000,000 feet of standing timber from A. McEachern, of Gould City. The tract is adjoining his big farm. About 50 per cent. of the timber is maple. It will be logged during the coming winter.

Battle Creek—The Twentieth Century Clock Co. has been incorporated to conduct a manufacturing business. The corporation has an authorized capital stock of \$50,000, of which amount \$31,000 has been subscribed and paid in in property.

Detroit—A corporation has been formed under the style of the American Lightning Rod Co., which will manufacture lightning rods, with an authorized capital stock of \$10,000, of which amount \$5,000 has been subscribed and \$1,000 paid in in cash.

Detroit—A corporation has been formed under the style of the Symphony Manufacturing Co. to manufacture automobile accessories. The authorized capital stock of the new company is \$6,000, all of which has been subscribed, \$1,000 being paid in in cash and \$5,000 in property.

Sault Ste. Marie—W. J. Hesson & Co., of the Canadian Soo, who lost their sawmill on the river front by fire a short time ago, will rebuild. The new structure will be one story high and the machinery will be placed on concrete foundations. Work is to start at once. The plan will have the same capacity as the one burned.

Vanderbilt—Lewis Lefever started his lath mill Monday. He has purchased a bunch of forties well timbered with hemlock, spruce and balsam, from which lath are manufactured, and he will operate a crew of twenty hands during the winter. The trade in lath has been particularly active during the season and prices have ruled from \$4.50 to \$5.50.

Sault Ste. Marie—A. D. McNabb, of the Canadian Soo, is making arrangements for the erection of shingle, tie and lath mills on the water front at that place. Associated with him in the enterprise are a couple of capitalists and it is expected that a company will be incorporated to handle the business. Mr. McNabb owns 227 feet of water frontage at the site where it is planned to build the mills.

Barryton—The Barryton Creamery Co. has been incorporated with an authorized capital stock of \$2,000, of which amount \$1,000 has been subscribed and \$480 paid in in cash. The company will deal in milk products.

Detroit—A corporation has been formed under the style of the Detroit Wrench Co., which will manufacture steel castings. The authorized capital stock of the new com-

pany will be \$75,000, all of which has been subscribed and \$74,980 paid in in property.

Bay City—The sawmill of W. D. Young & Co. is shut down for a general overhauling and a new band resaw will be installed, which will increase the capacity of the plant one-third. The firm is operating its flooring mill. Mr. Young says the general hardwood trade is good, although it lacks the vigor both as to price and volume of business that characterizes the hemlock and pine market. The flooring trade is also rather easy just now. This firm operates its plant the year through and Mr. Young says on the whole they have no fault to find.

Menominee—Cedar of all sorts, especially poles between thirty and forty feet long, were never so plentiful in the local markets as at present. Local dealers are stocking up heavily. Large drives are brought down the Menominee River every spring, but this winter's cut promises to be the largest on record. In addition to the drives tugs are bringing down huge rafts and schooners are also bringing cargoes from points north. The reason for the unusual activity in cedar circles is the extensive opening up of new country with the demand for fence posts and the demand of the telephone and telegraph companies for poles and the railroads for ties for their extensions.

Saginaw—The Merston & Morley Co., manufacturer of portable houses of various sizes, which are made ready to set up and hook together, has built up a large business the last three years, the demand coming from all over the world. The houses are made for summer resorts, camping and hunting expeditions, and are particularly adapted for warm climates, where they are said to answer every purpose. Immediately following the earthquake at San Francisco, April 18, the company received one order of thirty houses and others followed. A rush order through a New York house came a few days ago from Valparaiso for fifty houses, which have been made ready to ship and the order is practically filled. This is the first order from that section of the world and the company is confident it will not be the last. The plant has been very busy during the entire summer. Many houses have been shipped to Africa and Australia, and they are well adapted to all kinds of use in warm countries. From a small beginning a large industry has been built up in this line.

Our automobilists often complain that the regulations imposed upon them are unnecessarily severe and even unjust. Over in France, however, some municipalities forbid "the emission of smoke by automobiles on the public highway." In this day of smoke ordiances our auto owners may thank their stars for their immunity in this regard, anyway.

The sharpness of the serpent's tooth is nothing to compare to the ravages of the tooth of Time.



The Grocery Market.

Sugar—The sugar market from now on will be governed by the Cuban situation to a very considerable degree. The Warner Sugar Refinery has closed down for about six months, and the company will be out of the market for nearly that period. Their refinery, which was built by Adolph Segal, the frenzied financier, who was largely instrumental in putting the Real Estate Trust Co. in its present condition, proves to be an utter botch and must be practically rebuilt. The capacity of the plant will be increased to about 2,000 barrels a day, which will make the Warner concern a much more important factor in the market than it has ever been before. Refined sugar is dull and unchanged. No immediate advance seems likely unless the Cuban situation grows more strained.

Tea—No changes have occurred in prices during the week and the situation remains in every way unchanged from the week before. The markets on the other side remain unchanged and steady to firm.

Coffee—Rio and Santos grades are stronger by reason of the official announcement that a syndicate of bankers was at last ready to float the valorization scheme. This lifted the market at once from the slump into which it had fallen in the last few weeks and caused an advance of several points. The same statement was made several times before and proved premature, but this time there seems to be no doubt about it. The transactions of the week have not been particularly large. Mild coffees continue firm and Java and Mocha steady.

Canned Goods—The prolonged rainy weather in July and August—the time when the bulk of the crop matures—has caused a complete reversal of the tomato situation, and it is now too late to recover from the effects thereof. Whether or not the market prices of the canned article will continue to advance remains to be seen, but all the present indications are certainly in the direction of a higher range of values during the next two weeks. Concerning the peach market, the same cause produced a like result, only more decided, possibly, than in the case of tomatoes. Following a short pack in 1905, the shortage this season is such that it is getting to be more a question of securing the peaches than of getting prices on them. In a couple of weeks the last of the peaches available will have been canned, and it is known now that the surplus stock left unsold in packers' hands, after the orders already booked are filled, will be exceedingly small, and some sizes and grades are already closed out. In the line of vegetables lima beans and string beans occupy a strong position, which may cause higher prices shortly. The steady

demand for peas has reduced the stock to unusually small proportions, and our canners will have little left on hand to supply the demand next spring. Corn is fairly active, and all the other items in this line are moving out in good shape. Less business in small fruits was done during the past week, peaches, pears and apples being the only articles in the line of fruits that showed any activity at all. Every item in this line is held very firm, however, because of very light stocks and small offerings. The outlook for the fall and winter trade is considered to be very good.

Dried Fruits—Apricots are very high and the entire season's output is said to be not over eighty to ninety cars, as against 600 cars usually. Currants are strong and show an advance of another $\frac{1}{4}$ c for the week. This makes them about 1c above the lowest point. The advance in the primary markets seems to be responsible. As to raisins, some coast packers have advanced $\frac{1}{4}$ c further, but this advance is not general. Prunes are stronger and some packers now refuse to sell under a $2\frac{1}{4}$ c basis. These decline to sell 30's and 40's at all. Other packers are still quoting ordinary sizes at $2\frac{1}{4}$ c, 50's at $2\frac{1}{2}$ c and 40's at $2\frac{3}{4}$ c. Size 30's seems not to be available at all. Buyers are beginning to take an interest in prunes and the outlook is strong, as the market is almost bare of old goods. Peaches remain firm and high, and prices show no further change. There is no great demand.

Rice—The demand for rice continues satisfactory for the season and receipts of new crop have not yet had any perceptible effect upon the stocks. Retailers are said to be buying in a liberal manner and some are anticipating their needs somewhat.

Fish—Cod, hake and haddock are growing firm and the cool weather has improved the demand. Salmon is unchanged and has had a good sale. The mackerel situation remains unimproved. The catch of shore mackerel continues very sparse and prices are high. The demand is fair. Sardines are firm and unchanged. The selling season is about over and the demand is light.

Provisions—There is no change to speak of in any department. Packers claim to be sold up to cure and there appears to be no likelihood of any decline until the cold weather sets in. No pork product has changed in price during the week. Both pure and compound lard are firm and unchanged. Barrel pork is firm and unchanged. Smoked meats are unchanged and steady. Dried beef is unchanged and dull. Canned meats are dull and weak.

A corporation has been formed under the style of the East End Feed & Fuel Co. which will conduct its business at 2 Robinson avenue. The authorized capital stock of the company is \$10,000, of which amount \$5,100 has been subscribed and \$3,050 paid in in cash. The stockholders are C. W. Hoyle, S. W. Sherman, Arthur N. Albee and C. M. Bradford.

The Produce Market.

Apples—Good stock is plentiful and the market is steady on the basis of \$2.25 for Kings, Golden Sweets, Greenings and Baldwins and \$2.50 for Spys.

Bananas—\$1 for small bunches, \$1.25 for large and \$2 for Jumbos. The situation remains practically unchanged and there is no change in prices. Demand is of moderate proportions and the movement is steady.

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 22c for No. 1 and 16c for packing stock. The market is firm and unchanged. There is a continued good demand for all grades. The make of butter is about normal, and the market is altogether in good condition. Prices will probably remain about on the present level for some little time.

Cabbage—35c per doz.

Carrots—50c per bu.

Celery—Home grown commands 16c per bunch.

Cocoanuts—\$3.50 per bag of about 90.

Crabapples—75c per bu.

Cranberries—Early Blacks from Cape Cod command \$2.25 per bu. and \$6.50 per bbl.

Eggs—Local dealers pay 21c per doz., case count, holding fresh candled at 23c and cold storage candled at 22c. The market is very firm. Receipts of new-laid eggs are light and eggs are still being withdrawn from storage in order that stock sufficiently good for wants may be obtained. The outlook is promising for fancy eggs and the general outlook is firm.

Grapes—Concords command 14c per 8 lb. basket. Niagaras fetch 14c per 8 lb. basket. Delawares command 18c per 4 lb. basket. The crop this year is a bumper one.

Green Corn—8c per doz.

Green Onions—15c for silver skins.

Honey—15@16c per lb. for white clover.

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

Lettuce—60c per bu. box.

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

Parsley—30c per doz. bunches.

Peaches—Smocks continue to come in and find ready sale on the basis of \$1.50@2.

Pears—Duchess fetch \$1.25 per bu. Sugar \$1 per bu.

Peppers—75c per bu. for green and \$1.25 per bu. for red.

Potatoes—40c per bu.

Radishes—10c per doz.

Squash—Hubbard, $1\frac{1}{2}$ c per lb.

Sweet Potatoes—\$2 per bbl. for Virginias and \$3 per bbl. for Jerseys.

Tomatoes—50@60c per bu.

Pickling Stock—Cucumbers, 30c per 100; white onions, \$2.25 per bu.

The Grain Market.

There has been very little of interest in the grain market situation the past week. Prices have all just about held steady, wheat closing last night in Chicago within of $\frac{1}{8}$ c per bushel of one week ago. There seems to be a general leaning towards the bear side of the market.

The weather in the Northwest is fine and receipts from first hands are liberal. Foreign crop advices are more favorable. The world's available supply, as reported by Bradstreets, showed an increase of 9,949,000 bushels, while one year ago during the same period there was an increase of but 3,652,000 bushels.

Compared with the previous week there have been changes in the visible supply as follows: Increases of 1,234,000 bushels of wheat, 437,000 bushels of corn, 755,000 bushels of oats, 32,000 bushels of rye, and 531,000 bushels of barley. This makes the present total visible supply at 33,352,000 bushels of wheat, and the same source of information gave the amount in store at the same period last year as 17,896,000 bushels.

Corn prices are firm at $51\frac{1}{2}$ @52c for choice yellow to arrive. The movement of old corn has been light comparatively, but sufficient to care for the needs of the trade. New corn is fast maturing, but it will be many moons before the same is in milling condition.

Oats have lost about $\frac{1}{4}$ c per bushel on options and $\frac{1}{2}$ c on cash. The movement has been a little faster, with more inclination on the part of farmers to sell. Western oats will have a tendency to crowd the State market and hold it down to a shipping basis at least.

L. Fred Peabody.

The Drug Market.

Opium—Is firm but unchanged.

Morphine—Is steady.

Quinine—Has declined 1c per ounce.

Santonine—Has been advanced by the manufacturers 35c per pound.

Oil Bergamot—Has advanced.

Oil Cassia—Has again advanced and is tending higher.

Oil Anise—Is also very firm.

Gum Camphor—Is getting scarce and prices are very firm. Another advance is looked for.

Goldenseal Root—Continues high and advances are looked for later on.

W. H. McDonough, agent for the American Hotel Supply Co., Chicago, was in town a few days ago and "held up" the jobbers and commission merchants of the city for cards in a hotel guide or directory. The victims of the imposition naturally feel ugly over the manner in which they were caught, especially when they come to compare notes and find that the agent had about as many prices for space as he had customers. When this fact leaked out some of the victims cancelled their orders, and assert that they will not consent to be parties to a fraud of this character except at the end of a lawsuit.

Arthur H. Webber, of Cadillac, and John D. Muir, of Grand Rapids, are in Atlanta for the purpose of attending the eighth annual convention of the N. A. R. D. They are both accompanied by their wives.

You can not give life to men without giving life for them.

It's a poor kind of faith that you have to have faith in.

THE CORNER CLUB.

It Takes a Whack at Municipal Ownership.

Written for the Tradesman.

The members of the Corner Club met in the back room of the corner grocery last Saturday evening, the grocer in the chair and the delivery boy asleep on a bag of beans next to the alley door.

The hardware merchant from across the street, who has recently been admitted to membership because he has a second cousin who once addressed a jury in a larceny trial and was acquitted, presented the following preamble and resolution:

"Whereas—When you ship by freight, it is a good plan to kiss it good-bye for many years, if not forever; and,

"Whereas—A large per cent. of the goods handled by freight-bearing railroads are never heard of again; therefore be it

"Resolved—That it is the sense of this meeting that there be appointed a State official, whose duty it shall be to see that the railroad companies of Michigan do not carelessly mislay their rights of way or any of their new brick station houses."

"The member needs a cold compress," said the teacher, who was smoking a cob pipe turned top side down over the coffee chest. "Railroads are not in business to lose rights of way. They propagate rights of way instead. I have known a railroad company to set out a quarter-acre right of way by the freight house, and in a few years harvest a right of way ten times as big. Railroads keep strings tied to their rights of way, not only so they can keep track of them, but so they can pull them under the trackage when the assessor comes along."

"If the teacher will close that fog-horn," said the hardware merchant, "I will speak to my resolution. I claim that the railroad right of way should be protected by the State. How do we know that it is not in danger of being shoveled into the wrong car by some strong man with a personally conducted two-wheeled truck?"

The mechanic arose from his seat on a soap box.

"I speak for the resolution," he said, "and I think it is time something was done by the State. To-day I called at a freight house to enquire after a box of tools three months out from New York. While there I heard a contractor asking about an iron bridge which had been shipped to him about six months before. Now, I claim that if an iron bridge can disappear up a railroad company's sleeve, a right of way or a new brick station house may also become lost."

"Considered as kickers," said the chairman, "the mile Maud made on her way to the Mountain House is not fit to be in the same row with you. I presume you think the railroads ought to put a brass band on the top of each car to keep it from getting lost. The only people who know how to conduct the business of a railroad never get money enough ahead to buy a wheelbarrow.

The resolution will be placed in the envelope with the unpaid bill of the teacher. Who's next?"

Mr. Easy arose from a barrel of apples and addressed the chair reverently, for it chanced that his bill at the grocery was larger than the bill of the teacher.

"I have here," he said, "a declaration for municipal ownership which seems to me to be in line with the previous resolution."

The teacher's dog chased the store cat up on a shelf of canned goods and a quart tin of pineapple broke on its way to a connection with the head of the delivery boy, who threw an ax handle at the dog and hit the speaker in the tummy. After peace had been arranged by the eviction of the dog, the grocer ordered the pineapple charged to the account of Mr. Easy and recognized himself for a speech.

"The declaration," he said, "will be tucked away with the resolution. What you fellows don't know about freight traffic and municipal ownership would go twice around the open Polar Sea."

"I move that the chair be not allowed to speak to the question," said the hardware merchant. "He gets rebates."

"It is no crime to take rebates from a railroad company," said the chairman, "but one must be gifted to get them. The motion disfranchising the chair will not be put. The trouble with you fellows is that you know too many things which are not so. I bought a loaf of bread to-day that I afterwards discovered was under weight, also that carried an inferior brand of cockroaches. Now, according to you municipal ownership sharks, the Government ought to buy out that bakery and run it in the interest of a pure bread supply. The real truth of the case is that the baker ought to be sent to jail for violation of the food laws."

"And the next baker would make light weight loaves and cook flies in the bottom of his pies, just the same," said Mr. Easy. "The Government ought to take full charge of the food supply of the country."

"The Government," said the chair, "ought to learn how to make a cent postage stamp that will stick before it takes over all the industries of the nation. If a street car conductor gets up in the morning with a grouse and hands out a lot of stale lip to his passengers, you want the city to buy up the road. The correct remedy is to bump the fresh conductor on the brow with a brick and then lock him up."

"I move," said the mechanic, "that we hire a hall for the chair. In that way we may be able to get a little satisfaction out of our meetings. He makes me think of a neighborhood gossip boiling soap in an alley."

The delivery boy awoke with a start and rolled off his bag of beans. The grocer tossed a ripe tomato at him because he swore at a nail in the floor which had caught him by the slack of the trousers, and he retaliated by making faces at the teacher.

"It now takes this great and lovely Government about all the time to

keep the few employes it has from walking off with its assets," said the chair, "and there is no knowing what would happen if all the public utilities were turned over to the bosses of any party which happened to be in power. We'd have a beautiful time with the pluguglies who run the caucuses running the railroads! When you get Government control of the meat industry you'll be finding campaign documents in cans of pig's feet. This Club is not for the purpose of discussing political questions, and those in favor of the resolution and the declaration will be fired unless they pay before the next meeting the bills they owe the store."

"I move that the chair be asked to resign!" said the teacher.

"Out of order!" said the chair.

"If he'll go off alone and count himself," said the mechanic, "he'll find that he's only one. I wish I was as wise as he looks with that four-for-five cigar stuck in his face and that postage stamp cap down on his nose."

"Get to going!" roared the chair. "Any municipal ownership convention which doesn't break up in a row is not under the rule! If the delivery boy will open the alley door and let the dog in that will help some."

The boy let in the dog and turned out the lights. On the way out the teacher fell into a basket of eggs which the boy had moved in the right of way, and the lad decided to get out with his first load in the morning before the grocer reached the store, but the grocer heard the crash and saw the plight of the teacher.

"I suppose," he said, locking the door, "that if the city was running this store I could bottle those eggs and sell 'em for wild rose perfume."

The Club members hastened away, stopping at least three blocks from the basket of broken eggs. Then they sent the teacher on ahead and quarreled over the subject to be discussed at the next meeting.

Alfred B. Tozer.

Power Company Will Double Population.

Ann Arbor, Oct. 2.—It is stated that the Washtenaw Power & Light Co., which is backed by the North American Power & Development Co., will put in its first dam on the new scheme on the Huron River next

spring, and that it will be near this city.

Said one of the stockholders: "The company has had a man out looking over similar systems throughout the country and reports that invariably towns affected have doubled in population in ten years. You would be surprised at the stacks of letters the company is receiving from manufacturers wanting sites and power. One steel tube firm, employing 600 men, wants to come here. It is safe to say that this city will have 30,000 people in ten years and will not rely alone on the University for its growth."

Moving Sawmill from Allegan To Soo.

Sault Ste. Marie, Oct. 2.—The Oliver Roe Lumber Co. has leased a piece of land on Neebish Island near the Soo for sawmill purposes. The company expects to have its plant in operation in three weeks. It will have a capacity of 20,000 feet daily. All the machinery will be moved from Allegan, where the company has been operating for some time. The company has purchased several tracts of timber near its new location and has sufficient stumpage to last it for some years.

A. D. McNabb, of the Canadian Soo, is making arrangements for the erection of shingle, tie and lath mills on the water front at that place. He owns 227 feet of water front at the site where it is planned to build the mills.

Furniture Company Is Rushed.

Monroe, Oct. 2.—The Deinzer Furniture Co. is doing a tremendous business these days. It will be its banner year. The company has added some new machinery with which to make spring beds and has also increased its working capacity.

The Monroe Gas Light & Fuel Co. has decided to erect a large coke storage shed, 150x30x20, back of its present plant.

Considerable fruit is being brought in to the Monroe Canning & Packing Co. It is likely this season's output will far outdistance that of last year. The company has shipped a carload of tomato pulp to Detroit every week since the plant has been running.

Religion is more than a prayer in the slot machine.



High Grade Coffee At a Popular Price

Why handle coffee at one cent a pound profit when you are offered a superior grade at a better margin?

Mo-Ka Coffee is put up in 1 lb. air-tight packages only, thus preserving its strength, flavor and aroma and insuring cleanliness.

The blend of coffee is not in the class of the cheap coffees which flood the market. It is the best coffee to handle, because it sells steadily and offers a better profit on every sale. Write us for prices.

Valley City
Coffee & Spice Mills

Coffee Roasters Saginaw, Mich.

COUNTRY ROADS.

Necessity of More Permanent Form of Construction.

The New York and Chicago Road Association, of which Col. Albert A. Pope is President and John Farson, of Chicago, is Vice-President, has for its object the construction and maintenance of an improved thoroughfare connecting the two cities. About two-thirds of the distance across New York State has been macadamized at an average expense of \$8,000 a mile. A less proportion across the State of Ohio has been improved, and almost nothing has been accomplished in Indiana and Illinois, the lack of progress in the latter States being due to a scarcity of good road material rather than to lack of interest on the part of the road users. The principal cities along the proposed route have taken great interest in the project, and several have held good roads conventions in furthering the work of the Association.

As a director I have completed a general survey of the route and find that, while bad roads are deplored and a good roadway is considered a necessity, there is a growing prejudice against the ordinary macadam road. In New York State particularly experience is demonstrating that the automobiles are pulling the macadam surfaces to pieces almost as rapidly as they are constructed, which greatly increases the cost of maintenance.

Heretofore little attention has been given to the cost of maintaining country highways, for, in most instances, they have been left to take care of themselves. It is clear to the careful observer that such a course no longer can be continued. For example, when the State roads of New York call for an average of \$310 a mile for maintenance, and one county shows \$175 spent for repairs in 1905, with nearly \$700 a mile required for the current year, it is evident that an increase of \$1,000 or \$1,500 a mile in the first cost of a road is a small matter if the question of maintenance can be forgotten for a few years when appropriations are being considered.

Most of the State highway officials in this country and also in Canada, not to mention the park commissioners in every large city, are casting about them for some material which will enable them to so construct the wearing surfaces of their roads and boulevards as to prevent the ravages of the speeding automobile.

As it is conceded generally that the automobile industry is in its infancy, notwithstanding its rapid development during the last five years, the problem becomes all the more serious. Some of the state officials and park commissioners have been impressed favorably with what has been called an asphaltic macadam, which is constructed with a high grade natural asphalt, the only form sufficiently rich in bitumen to warrant its use. The ordinary Trinidad pitch lake or land asphalt, or any of the artificial brands, according to Prof. A. W. Dow, United States Government expert, do not possess

enough of the natural bitumen to prevent the evil effects of water. For the same reason coal tar in all its forms has been condemned.

To show that an asphaltic macadam is among the possibilities, take Monroe county of New York State as an example. The eighty-eight miles of improved roadways in that county cost \$8,114 a mile. Last year they called for \$175 a mile for repairs. Disregarding the county engineer's call for nearly \$700 a mile for the current year, and taking \$175 a mile as the average for five years, would make a mile of roadway cost \$8,289 for construction and maintenance for five years. The report of the Commissioners of Accounts for the City of New York for 1904 shows that in ten cities where asphalt pavement was contracted for, with no restrictions as to the kind or brand of asphalt to be used, the average cost was \$1.69 a square yard. At this price a fifteen foot roadway could be constructed at a cost of \$8,923 a mile, or a saving of \$66 a mile on the first cost of macadam and five years' maintenance. These pavements were laid on a concrete base with a minimum and maximum guarantee clause of five and ten years respectively.

"It is only too well known to New Yorkers," said the New York Tribune, in referring to the possible use of asphalt in the building of country roads, "who have suffered from the tricks of the trade that there is a vast amount of quackery and empiricism in the business of manufacturing and laying asphalt in pavements; but there also is a widespread and, in many cases, dense ignorance regarding the advantages of a smooth, practically dustless and impervious wearing surface for a country road. This ignorance in no small measure is due to the prominence given to the many cases of faulty and tricky work on the city pavements, and the fact that New York pretty freely was 'milked' for a number of years by the asphalt trust has led to a refusal on the part of county commissioners to take any chances. New York's rescue came when the members of the trust fell to fighting, with the result that in some cases less than \$1 a square yard was bid for (resurfacing) pavements in Brooklyn; but it is not to be expected that any such figures could be obtained in competition for country highway construction. Indeed, it would not be well if they were, for the slightest knowledge of the cost of material and labor would show that work done under such financial conditions could not be of the first class."

But the automobile is not the only enemy of macadam roads. The frosts of winter and the rains of summer do a far greater amount of damage, not to mention the narrow tire of the farmer's wagon. When all these factors are given due consideration there can be no other conclusion than that high grade natural asphalt or some other equally good binding material must be used to put on the top or wearing surface of the country road. Hence it will be the part

of wisdom if good roads enthusiasts, automobilists and good roads organizations everywhere insist upon the more permanent form of construction for country roads.

W. S. Crandall.

An Advertisement and One Reply Thereto.

Wanted—A young man for office. Must be an experienced stenographer and typewriter, able to correspond in English and German. Salary to start \$3 per week. Address H. O. G., care Ledger.

Bird Centre, Oct. 1—I beg to offer myself as an applicant for the position advertised this morning. I am a young man, 37 years of age, have had twenty-three years' business experience, being connected with the U. S. Embassy at Madagascar, and feel confident if you will give me a trial I can prove my worth to you. I am not only an expert book-keeper, proficient stenographer and typewriter, excellent telegrapher and erudite college graduate, but have several other accomplishments which may make me desirable. I am an experienced snow shoveler, a first class peanut roaster, have some knowledge of removing superfluous hair and clipping puppy dogs' ears, and have a medal for reciting "Curfew Shall Not Ring To-night;" am a skillful chiropodist and a practical fakir, can cook, take care of horses, crease trousers, open oysters, repair umbrellas and am also the champion plug tobacco chewer of Pennsylvania, my spitting record being thirty-eight feet.

Being possessed of great physical beauty, I would not only be useful,

but would be ornamental as well, lending to the sacred precincts of your office that delightful charm that a Satsuma vase or a stuffed billy goat would. My whiskers being quite extensive and luxuriant my face could be used for a pen-wiper and feather duster.

I can furnish high recommendations from Chauncey Depew, Jacob J. Coxey, Kaiser Wilhelm der Grosse, Captain Clark, the Prime Minister of Dahomey, and the Ahkoon of Swat.

As to salary, I would feel that I was robbing the widowed and swiping sponge cake from the orphaned if I were to take advantage of your munificence by accepting the fabulous sum of \$3 per week, and would be entirely willing to give my services for less, and, by accepting the sum of \$1.30 per week, would give you an opportunity of not only increasing your donation to your church, paying your butcher and keeping your life insured, but also to found a home for indigent fly-paper salesmen and endow a free bed in the Cats' home. Really, old man, your unheard-of bounty borders on the supernatural and to the unsophisticated must appear like reckless extravagance.

Can call any night after 10 o'clock, or can be seen Sunday morning in the loft of the church, Broad and Dock streets, where I am employed as first assistant organ blower and understudy to the janitor.

It takes more than pulpit thunder to strike sin down.

Franklin Cars for 1907

All models have new, larger and more luxurious bodies, larger wheels and longer wheel-bases, without increased weight; automatic gear-change, and absolutely quiet engine.

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E. A. STOWE, Editor.

Wednesday, October 3, 1906

JIM INGLIS' DREAM.

President James Inglis, of the Detroit Board of Commerce, suggests the formation of a State Association of organizations in Michigan such as is the one he represents, and he takes the broad stand of co-operation for the advancement of the general welfare of our entire commonwealth as the foundation of his purpose. The position is a creditable one, but, unfortunately, Mr. Inglis is but one man among the 400,000 people in Detroit, and the Board of Commerce of that city, while it may represent a major share of the great wealth of our metropolis, falls far short of serving as an illustration of the spirit that has seemed to dominate affairs in that city during the past half century.

More than any other large city in this part of the country, Detroit has been permeated—almost sodden—with the old French habitants' contentment, lack of ambition and opposition to change, which has so surely developed habits of thrift almost painful, extreme caution and its companion essentials of suspicion, doubt, fear and avarice. Under these conditions it is not strange that such a factor as public spirit has made a toilsome, discouraging journey in Detroit thus far; it is not singular, with such a history to overcome, that there has unfolded an almost permanent condition of jealousy and covetousness, not only between individuals who live there, but as to other cities. The steady and superior growths shown by Buffalo, Cleveland and Chicago have long been painful to Detroit, the growth of Toledo during the past thirty years has stood a big black beast in the path of its business men, while the half century race between Milwaukee and Detroit as to population has been a perfectly heart-rending affair so far as the people of the latter city are concerned.

And so it will be seen Mr. Inglis has his work cut out all right.

As an illustration of the intense manner in which Detroit indulges in resentment a story is told of a party of travelers who were discussing, good naturedly, the relative merits of their respective cities—Buffalo, Cleveland and Toledo. Incidentally, a Detroit man "buted in" with: "Do

you gentlemen know that a greater marine tonnage passes Detroit each year than passes any other port in the world?"

"Yes, we know that," replied the Cleveland man, and the man from Buffalo added: "And that's all it does do. It passes."

The Detroit gentleman was so incensed that (the episode took place on a Lake Shore train) it became necessary for the conductor, the porter and a brakeman to interfere and put the Detroitier under restraint to prevent a serious altercation.

There is a genuine public spirit and it has various counterfeits. The building of a million dollar hotel, such as will be the Hotel Pontchartrain, is an example of the real thing; the projected building of the Bicentennial Memorial at Belle Isle five or six years ago was an imitation. In the latter case a magnificently esthetic idea was conceived. Had it been carried out Detroit would have become famous and its gateway to the Northwest would have been one of the chief and forever permanent show places of the world. The project was killed by a bogus public spirit. A few men were genuinely appreciative and in earnest in the matter, but the great majority of Detroit's wealthy men and those who were merely independent and prosperous went into the matter to exhibit their public spirit(?) and, incidentally, to excite suspicion as to the motives and practices of those who were genuine. It was these latter public spirited(?) men who originated the absurd appeal to all cities in Michigan for funds to help along the proposition. That kind of public spirit has its monument in the ridiculous and contemptible climax yclept "Cadillac's Chair" on Cadillac Square.

No, Mr. Inglis, you are to be commended and commiserated simultaneously. The Tradesman will rejoice when your plan carries, but at present the thing seems impossible. Why, just look at what you are up against right at home. When your Detroit Fair began operations last month the Grand Rapids daily papers sent in a request to the Associated Press for a daily report of five hundred words or so as to the Fair—your Fair. We wished to help you and did help. When the Grand Rapids Fair opened the following week, did the Associated Press receive a similar request from Detroit papers as to the Grand Rapids Fair? Not much. Of course our Fair prospered and we are not sorry that we gave you a hand; but we do regret that your daily papers are so narrow and so unneighborly.

Of course, Mr. Inglis is hopeful—nay, confident—of success in his new idea and the Tradesman, in its desire to help him see just where he is at, offers a few additional citations of fact. The late Mayor H. S. Pingree (the Tradesman was not an admirer of Mr. Pingree) suggested a splendid and perfectly feasible plan for rearranging and beautifying the business center of Detroit, which, had it been undertaken, would have antedated Cleveland's magnificent rearrange-

ment (now under way), by about ten years. The plan was killed by counterfeit public spirit. Moreover, Mr. Pingree's plan could have been carried out at the time, and now it is forever impossible, much to the satisfaction of the larger cities on the Lakes.

A few years ago a number of really public spirited men of Detroit presented an opportunity for the establishment of an adequate manual training school, one which to-day might have taken rank with the best in the country. The opportunity was lost through too much pretended altruism. Quite recently a citizen of Detroit presented an art collection, unique in extent, variety, quality and value, to the United States Government and it was accepted by the Government. Had it not been for jealousy and suspicion, short sightedness and an utter failure on the part of the influential citizens of Detroit to appreciate that which was within reach, that collection might have been retained permanently, to the lasting pride and benefit of its citizens in Detroit. There is to-day in Detroit a very large, comprehensive and rare historical library which, one day, will go to the University of Michigan because of the spuriousness of the public spirit in Detroit, just as there is to-day in the New York State Library at Albany a comparatively small but unique and very valuable Edgar Allan Poe Library—original manuscripts, rare volumes, correspondence, portraits, and so on, which, collected and prized by a Detroit gentleman, found its way to Albany because of lack of appreciation in the City of the Strait.

In the face of such a record, Mr. Inglis, will you kindly permit the Tradesman to suggest that, in carrying your plan forward to the success you deserve, you make a beginning by providing the public benefit organizations throughout the State with a few evidences that Detroit business men do not stand in mortal fear of competition at the hands of Jackson, Kalamazoo, Lansing, Saginaw, Bay City, Flint, Port Huron, Pontiac, Owosso, Battle Creek, Adrian, Coldwater, Niles, Ann Arbor, Ypsilanti, St. Joseph, Benton Harbor, Holland, Grand Haven, Muskegon, Ludington, Traverse City, Cadillac, Big Rapids and Grand Rapids, which, as the late Mr. Blaine once observed, "Is the biggest city of its size in the country."

FALSE PRETENSE.

There is "something too much of this" perpetual iteration and reiteration by the railway people of the tremendous debt of gratitude which is their due at the hands of business communities located along their respective lines. There is a happy medium which they might occasionally strike without detriment to their cause. No story can be a good one without it has two phases.

Railroads are built to places where traffic is available, as a rule. Once in awhile they go where the development of traffic is possible. In either instance the railways are not the sole benefactors, as they would have us believe.

From the beginning of a railway project the idea kept most in the foreground is the philanthropy of those who are promoting the enterprise. The man who has "cleared a forty" in the woods is convinced that the passing of a railway diagonally across his farm is nothing less than the gift outright of the price of the property. The neighborly, industrious little four corners is made to believe that it constitutes the nucleus of a great industrial center worth a thousand times the value of the thousand or two thousand dollars it raises as a bonus; the village which grants a right of way and "takes some stock" is satisfied because the railway men, out of the goodness of their hearts, accepted its meager offer rather than go three miles north or east or any other direction to accept an offer twice or three times as good.

And so it goes up to the time and place where thousands of passengers await trains daily, where thousands of originators of freight work day and night to feed the great trains to all parts of the country. It is inevitably the railways who are conferring the favor.

The fact of the matter is that shippers and travelers are entitled to a great deal more than they receive because, as an entity, they are outclassed by the railways as a single factor. Theoretically, merchants, manufacturers and the thousands of individuals who are not officials and members of Boards of Directors and the like are the creators of the laws which they execute. Practically, this is not at all the case. The railways are in control, and even now, with the new inter-state commerce law in force, are demonstrating the fact. The uniform bill of lading with its odious limited liability clause is being fought for tooth and nail; the flat rate \$20 mileage book—in use by the Vanderbilt, Pennsylvania and the Erie systems—is liable to come, but with such changes as to various values that the shippers and travelers will hardly know it; already the perpetual teasing, aggravation and irritation over switching charges and inability to get cars are renewed with redoubled force and in every way conceivable the railways are striving to meet the demands made upon them by the gluttonous practices of Wall Street.

On the other hand, with stealthy tread, adroit concealment of real purposes, supreme contempt for the rights of individuals or of the public welfare, they are besieging every township board, every common council, every legislature and all courts, State and National, for privileges which they do not deserve and rights which, logically and in fairness, belong to others. And whenever opposed in these efforts their chief resort is: "Look at what we have done for you in the past." It would be a happy circumstance if the people could look, and look comprehensively, at what they have done, not for them but to them. Such a view would yield actual benefits long denied or stolen.

THE STATION AGENT.

Some Woes Which Are Forced Upon Him.

The railroad ticket agent at the small station in the average small town has troubles that are all his own. He is a much misunderstood individual for the most part, and to this extent he finds the whole outside world hard to understand.

In the line of his salaried work he is telegraph operator, express agent, freight agent, ticket agent, baggage man, janitor and flagman, and, while he is doing all these things, he is the official reporter on the time of all trains to dozens of villagers who come down to "see the train come in," and who, by reason of this mission, are "sore" if it chances to be ten or fifteen minutes late.

There are exceptions from the station agent "type," naturally. Just to the extent that a station is on only one line of road which makes a specialty of monopoly ugliness, of course, a station agent has a chance to play even in the course of a year or so. But where there are competing lines in the neighborhood, reached by cross country trolley lines in two or three directions, the station ticket agent has troubles beyond the possibilities of a single catalogue smaller than an encyclopedia.

In the last twenty years railroads have undergone a change of business heart accordingly as other railroad lines have intersected the map. Today it is said there is not a farm in Iowa that is farther than twelve miles from a railway station, which is suggestive of some of the ticket agent concessions made to a traveling and train-seeing public. Where once the best type of agent was of the bruiser cast of countenance, surly of speech and disobliging to the last degree, his antithesis to-day is in sharp demand. "Pleasant as a station ticket agent" is an expression sooner or later coming into colloquial use.

There are two station ticket agents for each town. This means twelve hour days for seven day weeks. A day off is an event; a vacation may be as impossible as the meeting and passing of two trains on the same track. At the same time the day agent never finds it lonely if his station town has three competing hotels and another line of road through the place.

He may get \$60 a month, or only \$40, accordingly as the illiberality of the road has become a matter of fixed gossip. But he gets a commission on certain tickets which he sells for other roads when some one in the town two or three times a year decides to "take a trip." But he earns most of this, with a little overtime coming, in the long, long talks which he has with the traveler at odd times during the three or four months in which the traveler is getting ready to decide upon the route.

Ordinarily the railroad ticket window in the small town is supposed to open twenty minutes before train time. Ordinarily, too, the patron of the road from the small town appears at the waiting room forty minutes before train time. The average distance traveled by the average vil-

lage patron of the road is about sixteen miles. Here is a situation out of which, at a glance, any one may see where the ticket agent earns his money thirty days before the pay car comes through.

For the village patron of the road to blow in forty minutes ahead of train time and find the shutter of the ticket window down and bolted at once is to suggest to that nervous person the horror of being left. He may wait seven minutes before he begins to hammer on the shutter, but in fourteen minutes he will be half frantic. At the moment the agent may be in the freight room of the station billing out three coops of chickens, two cases of eggs, and a barrel of soapgrease butter, and utterly unconscious of the racket. Or he may be inside the ticket-telegraph office making up the books of the office, in anticipation of a traveling auditor's blowing in without notice.

In any event, however, the patron who intends going three stations down the line is in an anarchistic mood ten minutes before the ticket window opens, and when the same customer then learns for the first time that the train is thirty minutes late he bursts all bounds of anger against the whole line and attempts to take it out of the agent. In this situation the rules of the road do not compel the agent to smile pleasantly, but at the most he may look calm only, and he must not strike the ticket stamp with more than four pounds extra force, which always makes the customer madder than ever.

Under the rules of the companies the ticket agent must keep the spring lock on the door of his office closed and fast. But the agent can't do it all the time, and whenever he doesn't some one walks in with two grips, an overcoat and an umbrella, asking the privilege of leaving them there, as the train is late. If this be a traveling man, who afterwards walks four blocks up the street for "another one," and makes it four instead, there are more hollers when the agent is handing the conductor his orders on the platform and the traveler is beating on the station door, breathless from a run, and seeing his finish in the inability to get his baggage.

Long before this the three hotel "runners" have been nagging him as to the exact time the train ought to be due; whether "she" has made up any time; whether that wasn't "her" whistle at the crossing four miles up; whether No. 6 isn't likely to be laid up in the afternoon, and whether a certain piece or two or three of baggage misplaced last week have been located for a customer of "the house."

In the meantime a freight conductor who has had to take a siding unexpectedly because of the disarrangement of the passenger schedule will have been in the office, using freight train language, pianissimo. He will have spit tobacco juice on the office floor and stove, questioned the orders which tied him up there, and in general will have condemned all things to a warm place of last resort. And on all such occasions the ticket agent meets an unusually large

number of village acquaintances who are cheerful and talkative; notoriously there are thousands of dwellers in the small towns who never come down to see a train in unless "she" is behind time.

On these occasions when a passenger train is late the ticket agent has a serious proposition up to him. As a rule the ticket agent would be fired for telling the truth about the lateness of a train. If the train is to be in within ten minutes of the schedule he is supposed to say nothing about lateness; on the other hand, if he has knowledge of a full sixty minutes off the schedule, he is expected to shade the time in the proportion that patrons have a chance to try another line.

Twenty minutes late is about all a ticket agent under the circumstances is allowed to admit at one time. Twenty minutes after the first announcement he may admit another twenty minutes of delay, and at the expiration of that time he finds it better to give the last twenty minutes of the hour in two installments of ten minutes each. Holding a crowd together in a waiting room, with a train running an hour late is something more than an art. It is a confidence game in which the successful agent demonstrates that he might have become a millionaire if only he had gone into the gold brick business.

Seriously, one of the hardest positions to fill acceptably in a small town is the position of station agent, where the myriad duties of a railroad fall upon the all around man working eighty-four hours a week for far less money than he earns. Nothing in the field of tactful, intelligent energy and common sense could be too good and profitable for the capabilities of the first class ticket agent in a country town. Harold Foster.

Strokes That Break Bells.

Comparatively few people know that ringing a bell ruins it. That is, a bell has a definite length of life and after so many blows will break. A 960-pound bell, struck blows of 178 foot pounds of force, broke after 11,000 blows. A 4,000-pound bell broke after 18,000 blows of 350 foot pounds force.

Sins that make you lose your head have the same effect on the heart.

Business Progress and Trade Journalism.

Trade journals show a process of expansion and betterment as decided as any of the many lines of business that they represent. It was little more than yesterday when even the broadest merchant saw little usefulness for them. To-day every conceivable department of commercial life is covered by five or six. Nor are they any longer content to merely follow in the wake of the news. They lead. They set up new standards for the manufacturer, the wholesaler and the retailer, bring them into closer and more beneficial relations, give them the advantage of each other's best efforts. A writer in *Printers' Ink* clearly points out that "the specialized journal began with the 'scheme journal,' which was a parasite on business, printing puffs instead of information, and securing advertising on sufferance." But as was to be expected, they were defeated by their own purposes and "gradually in the more important lines of business there developed journals that gave vital information, and were necessary to every one in that business." Puffs are growing obsolete. Few seek them, for their value has sunk to zero in this day of scientific merchandising, when every fact is searched to its innermost. Instead the advertiser spends his best thought on his advertisement and the journal searches every activity of trade for that which spells "progress." And the buyer is impressed by the one and persuaded by the other. It is an open question whether present day business is striving after real ideals because of trade journalism or vice versa.

Preparing His Trousseau.

Sam Bernard, the well-known comedian, said at a wedding breakfast in New York:

"I am glad to see here a luxury to which all brides and bridegrooms are not accustomed.

"I, for instance, called one day in June upon the dear old lady who did my washing and ironing.

"Where is your son this morning, Mrs. Smith?" I said. "I don't see him around. I hope he isn't ill?"

"Oh, no," said the old lady. "He's to be married to-morrow, and he's upstairs in bed while I wash out his trousseau."

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H. M. R. Granite Coated Roofing Wears Longer

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The Beautiful Brown Granite Is Attractive

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Grand Rapids, Mich.



THE MEAT IN THE COCOANUT.

Is Present Day Unionism So Necessary That the Courts and Law Must Be Suppressed?

Behind a banner inscribed "The American Workingman" and bearing the ancient mottoes, "Liberty," "Truth" and "Justice," Samuel Gompers and his cohorts of the American Federation of Labor are marching into politics. How many of the army will ever reach the polls or obey the dictates of their leader, in the matter of using their voter's franchise, is another question. The situation, however, is important enough as marking a new development to bear analysis. The machinery of politics was originally framed for the purpose of securing equal rights for all and special privileges for none. In theory, those chosen to act were intended to represent the people as a whole and not as classes. So firmly fixed is this ideal or theory of government and politics in the minds of the American public that no political leader would be rash enough openly to proclaim that his party represented anything but the dear people. It is to be expected, therefore, that Mr. Gompers, in entering politics in behalf of any labor organization, would claim to be the champion of the American workingman and of labor as a whole, notwithstanding the fact that the actual membership of all the organizations affiliated with the American Federation of Labor amounts to scarcely 7 per cent. of the whole body of American workingmen. It was further to be expected that he would disclaim any selfish motive, but would stand upon a broad platform and in the name of high principles.

So far, so good. But politics from its very nature, determining as it does the character of the government under which all of us must live, is of peculiar and vital interest to the general citizen. Many statutes, state and federal, mark the concern of our lawmakers in the interest of the laboringman. These statutes, in large measure, have been recommended by their own merit, and it has been the province of organized labor merely to make their necessity apparent. Child labor laws, factory inspection laws, employers' liabilities acts, compulsory school laws, labor lien laws, laws making stockholders liable for labor claims—these and many others are common to the statute books of nearly every state in the Union. Mr. Gompers did not have to talk at the polls to secure them. No labor party was required, no separation of class against class appeared. The laws, in large measure, were just and, being just and this being an age of progress and uplift, they were put upon the statute books by men elected to represent all the people. Then why does organized labor find it necessary or desirable to go into politics and to control, so far as may be, the franchises of its members? What has organized labor to gain that fails of accomplishment through the methods of fair argument, persuasion and the righteousness of its own cause? Is its motive unselfish? Does it represent the American workingman? The average citizen who must live under the laws made by the next Congress is asking these questions and many more and is seeking whatever light he can get upon the correct answers.

Let us follow backward the course of recent events. The first effort of organized labor in politics is to defeat Mr. Littlefield, of Maine, for re-nomination to Congress. Mr. Littlefield during the last Congress was a member of the House Judiciary Committee and was responsible, more than any other member of that Committee, for the failure of the Committee to report favorably upon any of the several anti-injunction bills proposed by Mr. Gompers. Mr. Gompers appeared before the House Judiciary Committee on behalf of the anti-injunction bill and, in concluding his remarks, used the following language:

"The American workingmen have grown impatient and they are not less sensible to their own rights and power than are the workingmen of other countries. On the strength of their American citizenship and their devotion to the institutions of our country, they demand recognition. They demand from Congress the heeding of their too long vain requests. If we shall be disappointed in this Congress—well, there will be other Congresses, and perhaps then we may have others who are more fairly inclined to the earnest requests of the workingmen of our country."

The House Judiciary Committee did not waver at this threat or heed the demands of Mr. Gompers, and now that gentleman is resorting to the polls, primarily to punish a Committee who preferred to represent the people instead of organized labor and ultimately to secure the legislation demanded.

We have reached, therefore, a basis from which to investigate the real situation. What is the anti-injunction bill? Should it, as a matter of right, have been passed? Were Mr. Littlefield and a majority of the Committee wrong in not reporting favorably upon it and should they be punished at the polls? Does the American Federation of Labor espouse truth and justice and the cause of the American workingmen in its political activity? Is it justified in arraying, by an organized, concerted campaign, class against class?

A little study of the purposes and methods of present day unionism makes clear the answer to all these questions. The main purpose of unionism is to secure a monopoly to itself of the labor market and, having secured a monopoly, to exact such conditions as may be desired. The 7 per cent. of the workingmen represented by organized labor have absolutely no interest or regard for the other 93 per cent. in this purpose. In fact, the moment a union gets strong enough, it begins the policy of restricting

membership, restricting apprentices, restricting output, and in every other way limiting and controlling the particular industry for the advantage of its own members and to the disadvantage of all outsiders, whether they be employers or workingmen or boys desiring to learn a trade. In numberless counties and cities and other public bodies throughout the country, organized labor has secured ordinances or resolutions or contracts providing that none but union labor should be employed on public work, thus excluding all non-union men. The closed shop, that great economic crime of our latter day industrial system, is for the purpose of building up and maintaining a monopoly for the union, as against non-union men. The great dominant motive of unionism, then, is monopoly in the interest of 7 per cent., as against the interest of the remaining 93 per cent. of the workingmen and the general public. While Mr. Gompers on the coast of the Atlantic is talking about truth and justice and claiming to represent the masses as against the few, the unions in stricken San Francisco upon the coast of the Pacific are using the temporary monopoly brought about by calamity for purposes of extortion to the extent of crippling, if not absolutely checking, the upbuilding of that city. Let there be no mistake about the motive of unionism, whether in industry securing closed shop contracts or in politics securing a monopoly of public work or the passage of class legislation. But let there be no cant or hypocritical reproach of organized labor for such a motive. Monopoly is the ideal of present day industrial activity and labor is but following in the footsteps of capital in striving to obtain it. The average citizen, however, can think it over and see where it affects him, especially since the matter has reached the polls.

So much for the purpose. Did organized labor go to Congress to secure a monopoly? Not directly. It went to Congress, however, to secure the removal of an obstacle in its progress toward a monopoly. That obstacle is nothing more nor less than our judicial system and the principles of law and equity which it applies and enforces. It is at once apparent that there can be no practical monopoly by 7 per cent. of the supply in any given commodity or field of industry if there be anything approaching a free distribution or circulation of the supply. Concretely speaking, it would be possible to supply the places of men who quit work in a body in almost any industry if sufficient wages or other inducements were offered to new men. A union, therefore, that strikes in order to secure some demand which the employer will not grant faces the prospect of having the places of its members taken by other men willing to work on the terms proposed by the employer. The situation amounts to this—the union desires a monopoly price for the services of its members, but, in fact, there is a potential supply outside of its membership. The union solves this simple problem by preventing, so far as possible, the potential supply from becoming an actual supply; that is, by preventing non-union men from going to work in the places of its members. We come, then, to the second inevitable feature concerning trades unions of to-day—coercion. To secure even a partial control of an industry, individuals are coerced to join the union and unions are coerced to join associations and councils, and when actual strife results from a refusal to grant a demand for monopoly conditions, non-union men are coerced by social ostracism, threats, intimidation, violence and even murder, from taking the places of members of the union. Coercion as a method follows naturally and inevitably from monopoly as a purpose, and so far had coercion as a method become second nature to the head of the American Federation of Labor that we find him demanding legislation in the very halls of Congress with a threat.

The road to monopoly is beset by the same rocks for organized labor as for organized capital. It has long been fundamental law that a combination, a group of men, acting in concert, becomes a conspiracy when either its purposes or its methods are unlawful. It has long been established that the purpose of creating a monopoly is an unlawful purpose on the part of such a combination and makes it a conspiracy. It is further well settled that it is unlawful for a combination to use force or violence or threats of intimidation or the pressure of superior numbers, or any other coercion, upon others in order to carry out its purposes. So fundamental are these principles that they can be said to be the bed-rock upon which rests our present industrial system. They have been established and enforced by the Courts mainly against organizations of capital.

These time-honored principles enforced by Courts who could see no difference between a combination of labor and a combination of capital actuated by similar motives and using similar methods found no place in Mr. Gompers' program and, in fact, seriously checked its execution. The courts held that coercion, applied to innocent third parties in a labor disturbance by means of the boycott, was unlawful, and restrained it. They held that the prevention of men from working by a combination through threats, intimidation and violence was unlawful, and restrained it. They held that the ruining of a man's business by combined and concerted action because he saw fit to refuse to concede to the demands of the combination and from motives of malice was unlawful, and restrained it. These are the principal things that Mr. Gompers complained of, for how could he secure a monopoly for the members of his combination if he was denied the use of these typical union methods? Therefore, it was that the anti-injunction bills were introduced into Congress and were championed by the American Federation of Labor, and the purpose of these bills is nothing more nor less than to do away with the application of the above principles

of law to combinations of labor in any trouble arising between employer and employee.

The anti-injunction bill, so-called, championed by Mr. Gompers, is really a misnomer. The bill in substance provides that no combination of men in cases growing out of labor troubles shall be deemed a conspiracy because of any purpose or conduct which would not be unlawful if done by a single individual. Now, there can be no boycott or pressure of superior numbers or combined threats and intimidation made use of by a single individual acting alone, and not in concert with others. The combination of many to do these things is not only necessary to make them possible but constitutes their real viciousness and danger. A boycott by a single individual, if possible, would be a matter for ridicule. It follows, therefore, that the purpose of the bill and its plain result would be the annulment of the law of conspiracy, so far as it relates to the activity of labor unions, and that its passage would open the door to almost any system of coercion or compulsion that such a combination saw fit to devise.

Of course, the unions want eight-hour laws and child-labor laws and sanitary laws, but none of these things have seemed important enough to induce a concerted labor movement in politics; but the very foundation of present day unionism is threatened by these old simple principles of common law and their fearless application by our courts, and those labor leaders who stand for present day unionism, and who have built it up, must perforce remove out of its way the courts and the law. Does the average citizen want the courts and the law removed from all application to labor troubles? Does he want a combination of workmen to be able, untrammelled by legal restrictions, to work whatever injury they see fit upon others, short of actual crime? Is present day unionism with its closed shops, its limitation of apprentices, its monopoly of public work, its restriction of output, its opposition to labor-saving machinery, its alignment of class against class, so necessary to be preserved that the courts and the law should be suppressed at its behest?

The average citizen owes it to himself and to his country to be informed upon the trend of political affairs. He it is who ultimately pays all bills and bears all the burdens, and when an issue is presented squarely in a matter where he can exert his influence, it is for him to act intelligently and with a view to things broad and permanent.

Walter Drew.

Special Features of the Grocery and Produce Trade.

Special Correspondence.

New York, Sept. 29—Coffee has been about the most interesting of grocery staples this week, and has, in a speculative way at least, shown a marked upward tendency. In a jobbing way a fairly satisfactory business has been done. No. 7 Rio closes at $8\frac{3}{4}$ @ $8\frac{1}{2}$ c. Receipts at Rio and Santos from July 1 to Sept. 26 were 5,137,000 bags, against 3,804,000 bags at the same time last year. Mild coffees are quiet, but a steady trade has been transacted all the week. Quotations are without change.

As the season advances the tea market shows steady improvement, although there is no "boom." Jobbers report orders from all sections and there is almost a scarcity in some grades, with corresponding strength in quotations. Especially satisfactory is the trade in India and Ceylons.

Sugar is quiet. New business is almost nil, and not much has been recorded in the way of withdrawals under previous orders. The general undertone seems to be rather weaker all around.

The demand for rice is perhaps all that could be expected, and that is not saying a great deal. Prices are firmly adhered to but seem to show little, if any, inclination to advance.

Spices have been rather more active. Stocks are not overabundant, but prices are firm and, if anything, the tendency is toward a higher level.

The demand for molasses shows a steady improvement as autumn approaches. Stocks are light and holders invariably ask full rates, while buyers do not make any protest.

Syrups are in good demand and are firm.

Tomatoes, as usual, are the most interesting things in canned goods. They have now reached the \$1 mark in so many instances that that figure almost seems the right one, although 95c probably cover most transactions. Some New Jerseys have sold at \$1.10, and some old pack at \$1.05. There are still some "Syndicate" tomatoes, but they are not to be offered until the results of the pack this year are known. Fruits are steady and firm. Corn is quiet for almost all grades. There is plenty at 65c. Peas are quiet and at the moment about the dullest thing on the market.

Butter is in very light supply so far as the better grades are concerned, and the rate of $25\frac{1}{2}$ c is easily obtainable for extra creamery. Seconds to firsts, 22 @ $24\frac{1}{2}$ c; factory, $17\frac{1}{2}$ @ 19 c; renovated, $17\frac{1}{2}$ @ 22 c, the latter, of course, for choice stock.

Receipts of cheese are lighter and prices, while showing no advance, are well sustained at 13c for full cream.

Best Western eggs are worth $24\frac{1}{2}$ 25c; firsts, $23\frac{1}{2}$ @ 24 c. Receipts run light and the tendency is steadily upwards.

Gently Put.

The Chinese tell a story of how a very mean man took a paltry sum of money to an artist—payment is always exacted in advance—and asked him to paint his portrait. The artist at once complied with the request, but when the portrait was finished nothing was visible on the canvas save the back of the sitter's head.

"What does this mean?" cried the latter, indignantly.

"Well," was the artist's reply, "I thought a man who paid so little as you did wouldn't care to show his face."

The Big-Profit Package

In one month Quaker Best Corn Meal has "made good." No other cereal has ever met with such tremendous success at the start.

Its sale is increasing at a rapid rate because it is the best Corn Meal made—the kind consumers have always wanted.

The Quaker name and trade-mark and the Quaker process of milling guarantee its purity and superfine quality.



Made of the very choicest

White Corn or Yellow Corn

To suit the requirements of your trade

Many Dealers Are Selling Both Kinds

Quaker Best Corn Meal is sold only in sealed packages

It almost sells itself and is a sure repeater.

The profit for you is extra good. Figure it out for yourself.

There is a big saving for you, too—a saving of time, trouble, loss and waste which you always have to stand for when selling meal out of a barrel. Figure this out, also.

If you haven't bought Quaker Best Corn Meal order a supply from your jobber today.

The Quaker Oats Company

Successors to

The American Cereal Company

Chicago, Ill.

ASSETS OVER \$6,000,000

Put the Brakes On

your inclinations to spend money, cut down your expenses for things that are not essential to your necessities. Deposit your surplus here and you will at the end of a few years experience a satisfaction undreamed before.

OLD NATIONAL BANK

FIFTY YEARS AT 1 CANAL STREET.

HOME BUILDING.

It Is the Highest Human Duty of a Woman.

As a rule, the worth or the worthlessness of the home is the work of woman. "A man may build a castle or a palace," says Frances Power Cobbe; "but, poor creature, be he wise as Solomon, or rich as Croesus, he can not turn it into a home. No masculine mortal can do that. It is a woman, and only a woman—a woman all by herself, if she must, or prefers, without any man to help her—who can turn a house into a home." It requires a high order of woman to be a good wife, mother, housekeeper and homemaker. She who makes a success in these departments possesses such a combination of admirable qualities, both mental and moral, that, with proper training, she might make a success in any business in life. "Government is political economy, or national housekeeping," said Theodore Parker half a century ago. "Does any respectable woman keep house as badly as the United States, with so much bribery, corruption, quarreling and squandering?"

For the mighty reason that the majority of women always will be wives, mothers and homemakers, while the world stands, they should receive the largest, completest and most thorough training for their business. These positions are the most important that women can occupy. The highest function of a woman is to make a home, and to rear and train a family. It is the highest function of a man, also. It is not possible to state this too strongly. Education, religion, human affection and civil law—all should aid to accomplish the best of which they are capable. Instead, we trust almost entirely to natural instinct and aptitude, which, in girls, are incomparably strong in the direction of wifehood, motherhood and the home. We almost entirely ignore the domestic virtues in the training of our sons, and seem to take it for granted that they will make affectionate and faithful husbands and fathers to their future wives and children.

Domestic mismanagement and unhappiness, of which we hear so much nowadays, are due quite as much to the shortcomings of the husband as to those of the wife—in an overwhelming majority of cases he seems, indeed, to be the more blameworthy. The man's blame most often is one of aggressive provocation, of unprincipled and heartless behavior, of cruel disappointing and thwarting, of a giant's strength used in a giant's way. The woman's is a blame of imprudence, of disappointment unwisely met, and impatiently or otherwise illy borne. It is a blame that is negative rather than positive, passive rather than active. If it were the rule to train sons as well as daughters for the important duties of marriage, parenthood and homemaking that await them, does anyone believe that the press of to-day would overflow, as now, with the foul accounts of conjugal wretchedness and applications for divorce?

The duties of the mother begin long before her children come into life—aye, and the duties of the father also. He needs to know that the physical sins which he may thoughtlessly commit in his early manhood may be punished fearfully in the person of his child, by the action of the remorseless law of heredity; that "Whatever a man soweth, that shall he also reap"—"wild oats," or whatever else may be sown; that it is the husband and the wife together who make the home; and that, if he is intemperate, extravagant, ill tempered, indelicate, arrogant, ignorant and obstinate his wife can not make the home what it ought to be, no matter how wise, loving and prudent she may be. Enlightened motherhood needs to be supplemented by enlightened fatherhood, if the home is to become what it should be, the great civilizing and uplifting agency of the world.

A mother should know all that science can teach of the prenatal laws of being and of heredity. Her acquaintance with physiology should not be the superficial knowledge given in the ordinary school or college even. It should be a thorough exposition of the mysteries of her own physical being, with a clear understanding of the hygienic laws she must obey, if she would grow into healthy, enduring womanhood. She should be taught the laws of ventilation and of nutrition; what constitutes healthful food and its scientific preparation, the care of infancy, the nursing of the sick, and in what that vigilant and scrupulous cleanliness consists which almost prohibits certain forms of disease, called by the doctors "dirt diseases," from crossing one's threshold. The details of this necessary knowledge can be learned only in practice and slowly. But the foundations must be laid in early study. The mother must dignify these matters in the mind of her daughter by her own observance of them; and there are pouring upon us such clouds of light as to all matters of physical life and well being that the mothers of the future, in these respects, ought to be a great improvement on the mothers of the past and present.

Mary A. Livermore.

Cutting Both Ways.

There is a story about a company-promoter who advertised for an office boy. He received a hundred replies. Out of the hundred he selected ten, and with the writers of these ten replies he had a personal interview. His final choice fell upon a bright youth, to whom he said: "My boy, I like your appearance and your manner very much. I think you may do for the place. Did you bring a character?" "No, sir," replied the boy; "I can go home and get it." "Very well; come back to-morrow morning with it, and if it is satisfactory I dare say I shall engage you." Late that same afternoon the financier was surprised by the return of the candidate. "Well," he said cheerily, "have you got your character?" "No," answered the boy; "but I've got yours—an' I ain't coming!"

Private Property the Foundation of Society.

The issues of politics in this country are being steadily narrowed down to questions turning on the ownership and control of property.

Ever since there has been any record of human society we find a general recognition of both personal and property rights. It was for the protection of these rights that social order was organized. When might made right and the strong hand took what and when it would from the weaker, the necessity for some protection was made so plain that the people of even the wildest and rudest tribes recognized it and they banded together to save their women and children and such property as they possessed from being carried away by robbers.

The recognition of the right of a man to his wife, his minor children and his property is the basis of all civil and criminal law, and upon that right all social order in every race and nation, from the most savage to the most enlightened, is founded. There is no race of people upon the globe in which the right of property is not recognized and defended.

But we have come to an age of social development when a great feeling of enmity is growing up against private property. This notion has not reached its fullest stage of evolution. The peculiar phase which it has taken on is that there is general, if not universal, hostility to all very large aggregations of wealth.

This hostility to the owners of wealth is remarkably mixed up. For instance, there is a widespread opposition to great corporations and combinations of capital for the production and transportation of articles of use. This feeling has been carried to the extent of securing National legislation for the control of railroads and trusts, and there is even a loud demand that the National Government shall not only control, but secure ownership of such means of transportation and production.

Here is demonstrated the fact that hostility to private property has reached such a point that the people who were able to force Congress to take control of the railroads and trusts may go one step farther and force Government ownership. It is only a matter of votes.

But so far the hostility to the owners of wealth extends only to the possessors of great fortunes. Say that this hate is limited to the multimillionaires, and not to those whose wealth includes a few hundred thousands up to a single million.

"So far, so good," say the people, but when the property of the great trusts and capitalists shall be transferred to the Government, will the movement stop there? Will the millions of wage workers be content to toil for daily bread when there will still be a wealthy class to excite jealousy and dissatisfaction? Thus it may turn out that another assault will be made on private property. Where will that stop? But no matter what limit may be set to a man's private possessions, all the property above that amount having been transferred to the Government, somebody

will discover that there is still a large class that has not been benefited by the change. The shiftless classes, the spendthrifts, the idlers and loafers will find that they have received nothing, and that in fact the conversion of private into public property has not added a single dollar to anybody's possessions.

Then there will be a wild howl of dissatisfaction at the situation, and a frantic demand for a general distribution. Who wants to pile up all the wealth in the country in the possession of the Government while the people are still toiling for wages? The very idea is preposterous. The wild rage against the great capitalists does not entirely arise from any sense of justice and a deep-seated belief that the big fortunes have been accumulated by oppressing the people and other sorts of wickedness. There are, of course, some righteous people who hold such a belief, but the main body of the howlers would willingly change places with the big capitalists if they could.

But coming back to the point where the discussion starts, namely, that our entire social order is built on private property rights, it is easy to see that our lawmakers are entering upon a new and untried field of public economics, and if carried out to its logical result it will overturn our entire social system. The first step has been taken in Government control of private property and business, and the next step, which means Government ownership, is already threatened. Who can say where it will end? Revolutions never go backward.

Frank Stowell.

Worked Both Ways.

Smith's wife had gone to the mountains, so he prepared a stack of postals, gave them to his stenographer with instructions to mail one every day, and went to Saratoga with a few friends.

Mrs. Smith got postal No. 1. "Working away at business this hot weather. Miserable without you." "Poor man," she murmured, "he must be lonely."

Next day postal No. 2. "Home seems a desert. Miss you terribly." "Poor John," said Mrs. Smith. "It's a shame for me to be here enjoying myself, while he slaves away in loneliness."

Postal No. 3 came the next morning. "Can hardly live without you. Life a blank."

Mrs. Smith packed her trunks and went home. There was trouble.

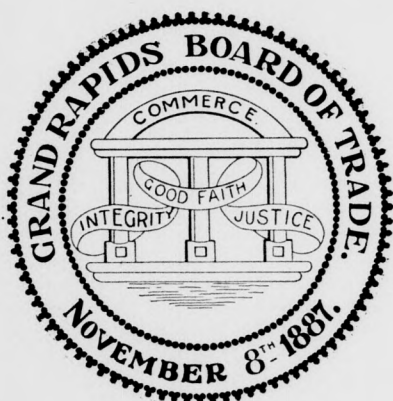
This year Smith thought he'd be wise. The first postal he left for mailing to his absent wife was: "Getting along splendidly. Having great time."

"Humph!" said Mrs. Smith.

Next postal: "Best time of my life. Stay as long as you like and don't bother about me. I'm all right."

This time Mrs. Smith started home the second day. When she arrived there was trouble again.—New York Tribune.

Heaven regards the heart that comes to the altar more than the gift it leaves there.



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

you are through buying in each place.

as purchases made of any other firms will not count toward the amount of purchases required. Ask for "Purchaser's Certificate" as soon as

ACCOUNTING

A. H. Merrill & Co.—Kirkwood Short Credit System.

ART GLASS

Doring Art Glass Studio.

BAKERS

Hill Bakery
National Biscuit Co.

BELTING AND MILL SUPPLIES

Studley & Barclay

BICYCLES AND SPORTING GOODS

W. B. Jarvis Co., Ltd.

BILLIARD AND POOL TABLES AND BAR FIXTURES

Brunswick-Balke-Collander Co.

BLANK BOOKS, LOOSE LEAF SPECIALTIES, OFFICE ACCOUNTING AND FILING SYSTEMS

Edwards-Hine Co.

BOOKS, STATIONERY AND PAPER

Grand Rapids Stationery Co.
Grand Rapids Paper Co.
Mills Paper Co.

BREWERS

Grand Rapids Brewing Co.

CARPET SWEEPERS

Bissel Carpet Sweeper Co.

CARRIAGES

Brown & Sehler Co.

CARRIAGE AND WAGON HARDWARE

Sherwood Hall Co. Ltd.

CONFECTIONERS

A. E. Brooks & Co.
Putnam Factory, Nat'l Candy Co.

CLOTHING AND KNIT GOODS

Clapp Clothing Co.

COMMISSION—FRUITS, BUTTER, EGGS, ETC.

C. D. Crittenden
E. E. Hewitt
Yuille-Zemurray Co.

CEMENT, LIME AND COAL

A. Himes
A. B. Knowlson
S. A. Morman & Co.
Wykes-Schroeder Co.

CIGAR MANUFACTURERS

G. J. Johnson Cigar Co.
Geo. H. Seymour & Co.

CROCKERY, HOUSE FURNISHINGS

Leonard Crockery Co.

DRUGS AND DRUG SUPPLIES

Hazeltine & Perkins Drug Co.

DRY GOODS

Grand Rapids Dry Goods Co.
P. Steketee & Sons

ELECTRIC SUPPLIES

M. B. Wheeler Co.

FLAVORING EXTRACTS AND PERFUMES

Jennings Manufacturing Co.

GRAIN, FLOUR AND FEED

Valley City Milling Co.
Voigt Milling Co.
Wykes-Schroeder Co.

GROCERS

Judson Grocer Co.
Lemon & Wheeler Co.
Musselman Grocer Co.
Worden Grocer Co.
The Dettenthaler Market.

HARDWARE

Foster, Stevens & Co.
Clark-Rutka-Weaver Co.

HARNESS AND COLLARS

Brown & Sehler Co.

HOT WATER—STEAM AND BATH HEATERS.

Rapid Heater Co.

LIQUORS, WINES AND MINERAL WATERS.

The Dettenthaler Market.

MATTRESSES AND SPRINGS

H. B. Feather Co.

MEATS AND PROVISIONS.

The Dettenthaler Market.

MUSIC AND MUSICAL INSTRUMENTS

Julius A. J. Friedrich

OILS

Standard Oil Co.

PAINTS, OILS AND GLASS

Goble Bros.
V. C. Glass & Paint Co.
Walter French Glass Co.
Harvey & Seymour Co.
Hoystek & Canfield Co.
Pittsburg Plate Glass Co.

PIPE, PUMPS, HEATING AND MILL SUPPLIES

Grand Rapids Supply Co.

SADDLERY HARDWARE

Brown & Sehler Co.
Sherwood Hall Co., Ltd.

PLUMBING AND HEATING SUPPLIES

Ferguson Supply Co. Ltd.

READY ROOFING AND ROOFING MATERIAL

H. M. Reynolds Roofing Co.

SAFES

Tradesman Company

SEEDS AND POULTRY SUPPLIES

A. J. Brown Seed Co.

SHOES, RUBBERS AND FINDINGS

Herold-Bertsch Shoe Co.
Hirth, Krause & Co.
Geo. H. Reeder & Co.
Rindge, Kalmbach, Logie & Co. Ltd.

SHOW CASES AND STORE FIXTURES

Grand Rapids Fixture Co.

STOVES AND RANGES

Wormnest Stove & Range Co.

TINNERS' AND ROOFERS' SUPPLIES

Wm. Brummeler & Sons
W. C. Hopson & Co.

WHOLESALE TOBACCO AND CIGARS

The Woodhouse Co.

UNDERTAKERS' SUPPLIES

Durfee Embalming Fluid Co.
Powers & Walker Casket Co.

WAGON MAKERS

Harrison Wagon Co.

WALL FINISH

Alabastine Co.
Anti-Kalsomine Co.

WALL PAPER

Harvey & Seymour Co.
Hoystek & Canfield Co.

WHOLESALE FRUITS

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.



Autumn Sales of Little Men's Wear Start Early.

Retailing autumn clothing got some impetus from the stimulating effect of cool weather during the first week of September, demand, too, being helped by the opening of the fall school term. Additional movement was imparted to new stocks in the large cities by sales to tourists and vacationists stopping over on their way home after the summer's sojourn at mountain, beach and foreign parts, so that on the whole the season has had a fair beginning, notwithstanding that trade has since been interrupted at times by the mildness of Indian summer days.

While dealers have received enough of their orders to enable them to satisfy supplementary requests, they will not have received full shipments of their orders in some cases before the end of the month. Manufacturing was first retarded by a series of sporadic strikes and later by the interruptions caused by the Jewish holidays, which have caused considerable delay in getting orders completed and to their destinations.

In the large cities, and especially in the department stores, there have already been sufficient sales made for the buyers to determine the pulse of trade. On the business done there is a sanguine feeling that the season will develop into a record one. It is a matter of general comment among those who have made a study of the situation up to this time that there is significance in the fact that early purchasers more than before are partial to the best grades of clothing. It is told with considerable enthusiasm that only fine qualities are selling, and although it is usual for the early people to buy the best, this is so much more pronounced a tendency than usual that it is accepted as a forerunner of a remarkable season for good clothing.

There is a great big opportunity for the retailer in this condition, considering that none have been more loud in their complaints of the poor appearance of low and popular grades that they have come in for inspection as received, for it is a condition that makes it very easy for the dealer to trade up and do a greater volume of business on the best grades of clothing. Good clothing will assuredly give satisfaction, and its service will be remembered when the price paid will be forgotten. It is doubtful what kind of results will come from the cheaper stuff.

"Bloomers" are so universally popular that it is said only the exceptional country purchaser calls for the straight knee pants, and there are many more stores than before which have had no call this or last season for the old style pants.

The favorite suit for fall and winter in school sizes is the double-breasted jacket, with detachable belt and knickerbockers, although with

some trade the Norfolk is still strong. Box, inverted and knife pleat effects are all in vogue, and run to the top of the shoulder in the latest models; the yoke style is less recent and therefore not in line for the lead. The new features, such as pleated side seams with button ornamentation, cuff effects and semi-fitting backs, have fairly captivated the young folks because they are as full of style as anything worn by older brothers.

Although attention was called to browns as the highest keynote in autumn fashions several months ago in this magazine, manufacturers and buyers only recently awakened to the enlivening effect browns would have in the almost dreary field of black, blue and gray goods. Now they are adding browns. The season's new series certainly express more style than in black and white and gray, and give tone to the otherwise monotonous assortment. Buyers, however, are not confident of browns obtaining a vogue.

The early sales of fancy reefers in bright red, tan, covert and fancy grays were so good that buyers had to place duplicate orders immediately, and already it is apparent that reds will not be easy to procure in the event of a sustained retail demand.

Russian and sailor blouse suits in fine qualities of gray worsted, including staples, shepherds, overplaids and fancy weaves, have taken remarkably well with early purchasers, the most successful departments being forced to duplicate on the best selling styles before the middle of the month.

We learn of a growing department that is building an increase of business by selling hats and caps of cloth matching the suit material, not simply matching the suiting effect, but being of the same material as the suit.

Another department gave early impetus to its business by offering a lot of strictly all-wool knickerbockers in school sizes at a dollar. Exceptional value was represented in every pair of trousers sold, the material costing 85 cents a yard, and the trousers being so liberal in cut as to require nine yards of cloth to the dozen pairs.

The growth of a new juvenile and boys' clothing department in a dry goods store in New York, that has not previously sold clothing, will be watched with considerable interest. Located in the new uptown retail district and near the best class of trade only medium and high-priced qualities will be carried in the stock, prices beginning at \$7.50. Some time ago this magazine pointed out that very few, if any, of the department stores apparently had the courage to go after the high-class trade and cater to it with the best merchandise at commensurate prices. The majority seem to think that owing to considerable competition cheap lines are necessary to get and hold trade, hence the greater number who feature garments at \$5 and below, and the absence of one department not selling below \$7.50. There are two specialty houses that begin at

this price, and their success has perhaps influenced the chief of the new department to venture into the field of the exclusive.—Apparel Gazette.

His Best Vacation.

The following dialogue, translated from a German paper, shows that in Europe the holiday season brings its woes and worries:

"Well, have you spent a pleasant holiday?"

"Yes, thanks. Don't I look as if I had?"

"Indeed you do. I have never seen you look more fit. Not everybody profits by the holiday tour as you have done."

"No. But, then, I was particularly fortunate in my choice. I liked the place so much that I mean to spend my next holidays there again."

"Good cooking?"

"Excellent. You could get anything you wished for."

"Pleasant company?"

"Delightful people. And, best of all, no formalities. We could do exactly as we liked."

"Quiet?"

"I never was in a more quiet place."

"Beds all right?"

"First rate. Private bathroom, too."

"But very expensive, no doubt?"

"On the contrary, it was the cheapest holiday I ever had."

"But, man, tell me the name of the place."

"I stayed at home."

Salvation may be sensational, but sensation is not salvation.



The "Ideal" Girl in Uniform Overalls

All the Improvements
Write for Samples

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

We Are Now

distributors for the well advertised **Buster Brown** brand of hosiery. We have them as follows:

Buster Brown, Jr.—A stocking for boys and girls, sizes 6 x 9½, at **\$1.25** per dozen.

Buster Brown—A stocking for boys, sizes 6 x 10, at **\$2.15** per dozen.

Buster Brown Sisters—A stocking for girls, sizes 6 x 9½, at **\$2.15** per dozen.

Buster Brown Special for Holiday Trade—The "Funne Box," containing four pairs stockings, a rag doll and the box that makes up into a jack lantern, at **\$2.25** per dozen.

WE ALSO CARRY

the celebrated **Bear Skin** brand of hosiery for boys and girls, sizes 6 x 9½, at **\$1.25** per dozen, as well as other strong lines—fact is we make a specialty of hosiery of every kind and can offer some exceptionally good numbers to sell at popular prices for men's, women's and children's wear.

Try Our
Hosiery Department

**Grand Rapids
Dry Goods Co.**

Exclusively
Wholesale

Grand Rapids, Mich.



Procrastinating Buyers Awaiting Cancellation Opportunities.

The closing weeks of August found the shipping departments of factories extremely active getting merchandise to dealers. Manufacturers are doing their utmost to get orders away promptly, although handicapped somewhat here and there by the sporadic mid-summer strikes of the tailors with the contractors, and such delays as will be felt by retailers are caused by these strikes coming in the busy shipping season. The last of these labor troubles in the Eastern manufacturing centers was the strike of the jacket tailors for advances in wages and shorter hours.

While the past month saw a fair number of visiting buyers in market, complaints were quite general among selling departments of an unusually dull market season, although it is apparent from the reports of satisfactory house trade made by some wholesalers that a certain few got the lion's share of the business done, for there were very many more that expressed disappointment at not having seen more of the visitors.

Although the season, now virtually declared over by manufacturers so far as initial order taking goes, has, in general, been reported a tremendous one, with everybody making gains, all eyes are now anxiously turned toward the retail branch, watching for results of the opening of the retail autumn season and eager to know what will develop in the overcoat situation.

Even although big business is reported everywhere, if the say-so of some big local buyers is any criterion of the amount of business not done, then in the event of cool weather early and good selling conditions prevailing the latter half of this month and first half of next, there should be a lively scramble on duplicates. The procrastinating buyer is still to be reckoned with, as is the buyer always gifted with a superabundance of faith in cancellations that will give him opportunity to pick up merchandise somebody else doesn't want at pretty near his own bidding. There are some such left, one of them having said to the writer within the fortnight, "I don't understand why manufacturers say they have done such big business. I haven't bought half of my usual fall bill. I have enough to begin the season with, and by the time I get to the end of that I think there will be plenty of stuff I can pick up at a price. Everybody is talking and kicking about stuff being so exorbitantly high, and with so much kicking against high prices and poor merchandise there will be cancellations galore, and then it will be time enough for me to jump in and get what I want."

Cancellations thus far are insignificant, although there has been the usual amount of revisions. Yet if the sample numbers remaining upon wholesale racks tell any story at all, it is that there is little prime picking in good selling suitings, and manufacturers are not sanguine of their ability to get desirable substitutes.

Advance selling at retail of autumn weights shows that both the Norfolk and plain belted styles with knicker-

bocker breeches are well favored. Sailor blouse suits have a little the better of the Russians in some localities, while in other places the Russian in sailor collar style is the favorite.

In the overcoat lines top-coats, three-quarter lengths, and reefers are all well thought of, although the rather light showings made by retailers would indicate that they are all waiting on the pulse of trade.

As early as the closing week in August some dealers were advertising school suits, in their anxiety to interest the school trade early. Others held off until three days before the opening of the autumn school term in the belief that this was soon enough to announce the opening of the new lines, although they were selling autumn weights for school wear in mid-August.—Apparel Gazette.

Copper County Not a Barren Waste.

Hancock, Oct. 2.—Houghton county, with its numerous big mines, is the greatest producer of native copper on the globe, and naturally the mining industry, directly and indirectly, supports the great bulk of the population of some 70,000 people.

But agriculture is making rapid strides in the land of the red metal. This is borne out by the display of farm products on exhibition at the second annual Copper County fair. The showing in this department of the exposition has proved an agreeable surprise.

In the vegetable line were ripe tomatoes, cucumbers twenty inches long, a 105-pound Hubbard squash, a thirty-seven pound rutabaga, a twenty-seven pound cabbage, 175 different kinds of potatoes; everything that one would expect to see in Lower Michigan.

In the fruit department were 300 entries, among them apples of various varieties, grapes, peaches, raisins, muskmelons, citron and watermelons. A queer exhibit was a sunflower standing sixteen feet high. The growing of sunflowers might not appear to the uninitiated to be a very important matter, but it furnishes a valuable crop, its seeds being excellent feed for poultry and also being used to produce an oil, while the stalks make a good fuel.

The corn shown is excellent, and this is emphatically not a corn-growing country, but among the ears was one of flint corn that was a foot in length and possessed sixteen rows of kernels.

To show that the copper country farmer is an experimenter, there were on display an entry of peanuts rivaling the Virginia article; the largest English flat teeks ever grown so far north, measuring four feet high; white Belgian carrots, cardoone, Italian cabbage and Italian kale, sugar beets, English vegetable marrow, celery that would challenge the Kalamazoo product, and Jerusalem artichokes.

Of cereals, there was an abundance and the fact that Houghton county's first grist mill has recently gone into commission with sufficient grain in sight to insure it a four or five months' continuous run gives evidence that something more than

hay is being grown in the district. It wasn't so long ago that hay and potatoes were about all the copper country farmer raised in the way of crops, but these days are past.

There are hundreds of farms in the red metal region now, where ten and even five years ago there were less than a score, and each season sees thousands of acres put under cultivation. The time is coming when the copper country will not only raise all the farm products it requires for its own consumption, but will have a surplus to ship to outside markets.

When a man boasts of his humility you can depend on his hypocrisy.

Some winter is always sent to those who have a great work to do.

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.

Get Ready for the HOLIDAY TRADE

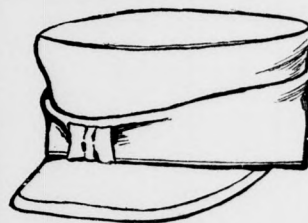


We wish to announce that our large Holiday jobbing department is now open for business. We have enlarged this department this year and the assortments are broader than formerly.

Foreign and Domestic Toys, Dolls, Games, Rocking Horses, Express Wagons, Go-Carts, Fancy China, Books, Pictures, etc., make up a wonderful aggregation for Holiday buyers.

Note: The assortments are so large this season that our traveling salesmen are unable to carry a representative line of samples. But we invite you to visit us in Saginaw where you can make better selections. We would advise early buying when you can choose from a complete stock. Prompt deliveries and liberal dating.

The Wm. Barie Dry Goods Co.
Wholesale Dry Goods Saginaw, Michigan



We are Headquarters

for Men's and Boys' Winter Caps and carry a complete line in all the latest styles.

Boys' Caps from \$2.25 to \$4.50

the dozen.

Men's Caps from \$2.25 to \$15.00 the dozen.

Made of the following materials: Corduroy, Plush and Cloth. See our line before placing your order.

P. Steketee & Sons

Wholesale Dry Goods

Grand Rapids, Mich.

LOVE YOUR WORK.

You Will Surely Fail If You Do Not.

Are you dissatisfied with your present position? Don't you like your work? If your answer to the foregoing questions is in the affirmative there are two courses of action open for you. Change your job, or learn to like it if you are anxious to win success.

If you don't care about being successful it does not make any difference. Stay where you are not satisfied, where you don't like your work. You will reach the level of your ambitions then; for it is not recorded that any man has won signal success in any line without liking his work. Success is severe in her demands upon those who would woo her. She demands congeniality. Many and many a man she has turned the haughty stare of refusal upon because of "incompatibility"—with his work. She bestows no favors upon those who come with only a half heart in their courting. It must be all or nothing. Only those may win who can give the best that is in them; and only those who like their work, who are satisfied with what they are doing, can do this. And success is too wise to be fooled by any pretense.

Everybody has heard or read of the man who, having slaved for a lifetime at soap making, harness selling, or stock manipulating, and having won a satisfactory fortune, leans back in his easy chair and tells how he has hated his business for all the long years that he has been in it. Circumstances, he wails, forced him into it, circumstances brought him prosperity, circumstances rendered it impossible for him to get out of it, although not for an instant did he cease to dislike it and wish that he were in some other line. If he had been in some other line, says he, he might not have made so much money, but he would have been more satisfied through being in a congenial vocation.

Either such a man is not a success or else he is insincere. If it is true that through the long years of money winning he has been eating his heart out because his occupation was uncongenial to him, then there is only one word to use in describing his condition. And that word is failure. A man makes his own success or failure with himself, not with the world. It is his own heart that tells him, "You have done well," or "You have made a miserable botch of your life." The world may pat him effusively on the back and tell him that he is a great man, but unless the man is a miserable fool he knows that the world does not know.

"The verdict men write in their inner hearts, it is never one of these"—may not be good poetry, but it is truth. So if a man at the end of a long business life feels that he has not been in his right place, that he is not satisfied with his work, then his word may be taken as evidence that he has not been successful; and the advice of "changing jobs" would be applicable to him at the begin-

ning of his career just as much as it would be to the man who was destined to be a failure through failing to accumulate money or acquire position. For had he changed to the line that he felt was most congenial to him, the line that he always had a secret yearning to enter, he at all events could not sit down in the autumn of his career and say: "I wish I had done otherwise."

The half hearted do not woo well, and it is only those that woo well who win success for their own.

One of these chaps, who is worth a million and pretends to hate his office, retired the other day. Everybody knows his name—advertising did it—but it isn't fair to use it here. He went to Oconomowoc, or some place of the kind, and settled down—for a month. Then he came back, ousted the young man who had acquired his old private office, and buried himself in the stuff that he hated, just as he had done for the last twenty years.

Those who thus "knock" their own business do it in the same spirit as the old horseman says, "Here, you old fool," to the favorite horse in his stables.

But the man who truly is dissatisfied with his place—we are speaking of the young man who has yet to win his spurs—is a fool if he stays in it, unless he does so with the intention of cultivating a liking for the same. Therefore, there is one thing for the average man to do if he wants to make a success of things: "Learn to like your work." Then you will be able to do your best with it, and this is necessary, no matter what the work may be. Martin Arends.

Yawns and the Man.

Travelers' tales which often add charm to the conversation of an agreeable person frequently render a bore more tiresome than ever, a fact that was amusingly illustrated by an occurrence in a Baltimore club house not long ago.

"There I stood, gentlemen," the long-winded narrator was saying, after droning on for an hour with reference to his trip to Switzerland—"there I stood, with the abyss yawning in front of me."

"Pardon me," hastily interjected one of the unfortunate men who had been obliged to listen to the story, "but was that abyss yawning before you got there?"

Mail Order Competition.

You must get out of the rut. You must try new methods in order to conquer this great mail-order house evil. Cut away the dead timber that handicaps you just as the sailors in distress cut away the main mast to keep it from crushing them and their troubled bark. Cut away every incubus. Organize an association and work hand in hand with your brother in a common cause. You can't do it single-handed. One soldier, no matter how brave or daring, can not win a battle. It requires an organized army, headed by competent generals, to swoop down upon the foe. Prepare yourselves to fight back.

Claims the Dusting Habit Is a Disease.

Sweeping, dusting, and scrubbing are three forms of housework that become diseases. Of course a certain amount of such cleaning is necessary, but there is more energy wasted daily in the households and offices of the United States than would run all the locomotives in the country for that day.

Every office ought to be swept at least once a week, and at a time when the worker is not around. Every room should be swept and dusted once every two weeks. When waste paper reaches the tops of the lower desk drawers in an office the occupant should withdraw after summoning the janitor.

These rules if adhered to would make life on this earth much more pleasant, and I figure that in the offices alone \$11,114,534 worth of valuable papers that are swept out by janitors would be saved each year. It is a distressing fact that a janitor always comes in to sweep out just after a man has filed away an extremely important paper on top of the nearest pile of waste paper right where he can reach it most handily, and of course the careless janitor carries it away with the rubbish.

It is not without cause that I write these things, and am striving to make rules which shall aid careful, methodical men like myself in preserving their valuable papers and their tempers. For many years I have suffered violent attacks of the mania for cleaning and sweeping around me.

I remember when I was yet a little fellow I used to visit an aunt and the moment she saw me she began brushing flies out of the house, and she came to greet me with a broom in her hand. Her welcome always was warm and cordial, but it dampened the effect of the welcome to have her follow me around, sweeping the floor in my wake and assuring me how glad she was to see me. The day after my arrival I always noted new footmats both inside and outside the doors, and they and the ever present broom gave me a feeling of uneasiness. She always had to lean the broom against her arm while she kissed me good-by and my last remembrance of her was of seeing her in a halo of dust vigorously wielding a broom.

She had the cleaning disease bad, but she never suffered from it as we men do who know what it is to be welcomed home with a kiss and an injunction not to track snow into the house.

It seems to me that the cleaning mania is growing, and I firmly believe that if I went into the middle of the Sahara desert and sat down for five minutes some one would come along and want to sweep it.

Brooms, mops, and brushes have pursued me all over the country—at least to every part of it I have reached. If I sit down in a hotel lobby for a minute to wait for some one the first thing is, "Will you please move your feet a minute, sir? I want to brush under that chair." If I drop into a library and delve into some

book a brush is jammed against my legs.

It is the same everywhere. There is in town a certain elevated railway station and the rules are that it must be swept out twice a day. I have caught every train on the schedule, but the porter sweeps just as soon as he sees me coming. In the restaurant where I eat the scrubwomen postpone all operations until I have ordered, and then they start on the other side of the room and scrub an air line for my table.

Years ago I fell in love with a young and beautiful girl whom it was impossible for me to support in the style to which she had been used, and therefore, of course, she agreed to marry me. On the night when we reached the momentous agreement she told me she was willing to live in a cottage (they always are at that stage) and do all the work.

"Only," she confessed, tremblingly, "I don't know a thing about it. I never had a broom in my hands in my life."

If I hadn't loved her before, I would have loved her then. I felt doubly happy, and as I held her in my arms I told her: "Darling, you have made me the happiest man on earth. We won't have any broom in our house."

But, almost before the honeymoon was over, she began to get the disease.

I noticed the insidious symptoms when she began "straightening up things"—which means disturbing all the important papers that I had filed away on the floor of my workroom. Then one day I discovered a broom and the honeymoon was over.

For a girl who never had had a broom in her hands she was the most apt student of sweeping that ever happened. Now I am forced to put my papers in drawers, pigeon holes, and other inaccessible places to preserve them. She encourages, aids, abets, and comforts the maid in her efforts to throw away all my work. I am quite sure she would throw this away if she knew about it.

Besides that, she has the habit of sweeping around the spot where I sit to read the morning paper. It gives a fellow a feeling of intrusion, and, worst of all, she never says a word, so there is no chance to deny that I threw ashes on the rug.

Indeed, I'm extremely careful about my cigar and pipe ashes. I always empty my pipe into a rose bowl and knock cigar ashes onto part of the paper.

John W. Mace.

Why He Didn't Look.

Senator Hale, apropos of an awkward remark, said:

"It reminds me of the conversation of two ladies at a reception.

"These ladies were strangers to each other. After a moment's desultory talk the first said rather querulously:

"I don't know what's the matter with that tall, blond gentleman over there. He was so attentive a while ago, but he won't look at me now."

"Perhaps," said the other, 'he saw me come in. He's my husband, you know.'"

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.



Advantages of Keeping Butter Packages Clean.

I had been shown a lot or two of exceedingly fine butter at a Warren street store the other afternoon, when the receiver picked up his trier and remarked that he wanted to show me another lot that was strongly in contrast with what we had then been looking at.

"In the first, place see how dirty those tubs are," said the receiver, as he began to take off one of the covers. "I presume they must have gotten that way while they were being taken from the creamery to the depot. That is genuine country mud, and I should think that the butter-maker would have covered the tubs in order to keep them clean." I was surprised to find them so very dirty. Beside being spattered on the sides, the whole top of the tubs was besmeared with brown mud and the bottoms looked as if they had been set in mud up to the chimes. It is possible that some accident befell this shipment, as not many lots come in that way. My object in referring to it is to impress upon creamerymen and buttermakers the great importance of guarding against just such things as this. A butter-maker may understand his work well and turn out a first class article, but unless all the details of packing and shipping are watched carefully, something may happen that will in a measure neutralize his good work in making the butter.

Another thing that the receiver complained of, and justly so: The name and address of the creamery were put on the top of each tub with a large stencil, and this had become a perfect daub. "Of course I have to scrape that off, but it disfigures the package and makes it look like a second hand tub," remarked the receiver. The day of these big, unsightly brands has gone by. They retard rather than help the sale of the butter, and are invariably scraped off before the goods are shown. A small stencil with the name of the consignee and a number which will indicate to the receiver the concern that ships the goods are all that is required. If the butter is sold here under a brand it is one used by the distributing house and stands for a certain grade. Neither the jobber nor wholesaler is willing to use a creamery brand, and this ought to be very fully understood. Every once in a while there is talk of having a State brand to indicate that the goods are from Illinois, Iowa, Minnesota, Wisconsin, or some other state, but every large market in the country objects to this plan, and under the present method of doing business it is not at all feasible.

With dirty tubs, the tops daubed over with an unsightly stencil, the average buyer would have been prejudiced against this lot of butter before ever a trier was put into it. In

this case, however, the quality was a long way off from being fancy, but it was the bad appearance that the receiver tried to impress upon me and, in turn, I want the buttermakers to realize the difference between a clean, handsome appearance of the package and a dirty, unsightly lot of tubs. Opinions are formed quickly and often are hard to change, so it is essential that the first impressions shall be just as favorable as possible.

One of the good effects of the work now being done by the Government butter experts—Smarzo in New York and Credicott at Chicago—is to bring to light the creameries that are drifting along in the same old fashioned way that they have been for years past, with poor equipment and other conditions that make it impossible for a buttermaker to turn out a satisfactory grade of butter, regardless of his ability. As these conditions become known it often results in a very decided change for the better, and I am frequently shown letters that speak of plans to put in new machinery, etc., in the determination to improve the product.

The following characteristic letter telling of the hard conditions under which a South Dakota buttermaker is laboring came to Mr. Smarzo lately, and it shows an appreciation of the expert's work in criticising the butter:

"I have a little time now and will endeavor to answer your letter. In reply would say that I am making butter under very hard circumstances and when you hear what I have to say I think you will agree with me. In the first place we are right here in the part of the country where the competition is so great that we have to take nearly everything that comes to us, although I do turn some of the worst of the cream away. There are two receiving stations here for two large centralizing plants, and they pay from 2@4c more than we do. We started the creamery this spring and are doing our best to make a success of it, which I think we will do. I have no pasteurizer nor starter in the factory at the present time, but think we will put both in this winter. We are short on ice also, which helps to make the creamery business very hard. The cooler is no good, so poor that we do not try to keep the butter cold at all. It is the intention to do considerable repairing this winter and be in first class shape to do a good line of work next summer. I appreciate your effort in helping me to overcome the faults of the butter, and will do all that I can to improve it. As the weather becomes cooler I think that I will be able to do better."—N. Y. Produce Review.

Johnny on His Travels.

His mother tucked 4-year-old Johnny away in the top berth of the sleeping car. Hearing him stirring in the middle of the night, she called softly:

"Johnny, do you know where you are?"

"Tourse I do," he returned sturdily. "I'm in the top drawer."

Will Pay 20½c Per Dozen
for Fresh Eggs delivered Grand Rapids, Mich., for five days.

C. D. CRITTENDEN CO., Grand Rapids, Mich.
Both Phones 1300 3 N. Ionia St.

ESTABLISHED 1876

We Buy

White Beans,
Red Kidney Beans,
Peas, Potatoes, Onions,
Apples, Clover Seed.

Send us your orders. If wishing to sell or buy, communicate with us.

We Sell All Kinds

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Apples,
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NEW CHEESE

"Warner's Cheese"

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Manufactured and sold by

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Butter, Eggs, Potatoes and Beans

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

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.

Clover and Timothy

All orders filled promptly at market value.

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

Michigan Educational Scoring Contest.

At the request of the State Agricultural Society, the August educational test was held on the State Fair grounds in connection with the State Fair. This made a fine display of butter and cheese, the largest ever made at a State Fair in this State. The scoring was done on Wednesday, September 5. The highest score for creamery butter was only 96, which is lower than usual, in fact, the whole average was rather low. There are, however, reasons for this. In the first place, we had extremely hot weather in Michigan during August and this always tells on the quality of butter. Then again, the call was made about the middle of the month and this butter was held at about 50 deg. for nearly two weeks before it was scored. This, it must be admitted, was a severe test and butter that would score extra then must have been made under good conditions and have been well made butter. Of course, these conditions did not affect the cheese as much as the butter and the cheese on exhibition were of unusually high quality, great pains probably having been taken in their selection. The official scorer says that they were as fine a lot of cheese as he ever scored. The following is a list of factories receiving a score of 90 or above:

Whole Milk Creameries.	
Grand River Creamery, Eastmanville	95.5
Buchanan Creamery, Buchanan	95.5
Litchfield Creamery, Litchfield	95.5
C. E. King, Concord	95
C. A. Grove, Clarks Lake	95
H. H. Rensbarger, Glendora	95
J. F. Phillips, Henderson	95
R. Pierce, Dorr	95
Salem Butter and Cheese Co., Burnips Corners	95
A. E. Clifford, Unionville	94.5
George B. Myers, Reeman	94.5
D. B. Myers, New Era	94.5
Daggett Creamery, Daggett	94.5
C. A. Finch, Salem	94.5
C. Stevenson, Holten	94.5
Borculo Creamery, Borculo	94.5
Overisel Creamery, Overisel	94.5
George T. Yetter, Eau Claire	94
Parma Butter Co., Parma	94
Fremont Creamery, Fremont	94
J. P. Miedemas, Bauer	94
L. J. Bush, Dixboro	94
G. W. Lyle, Gobleville	94
Bishop Creamery, Newaygo	94
Filmore Creamery, Filmore Center	94
Bronson Creamery, Bronson	93.5
A. J. Lyon, Scotts	93
F. E. Stafford, Vicksburg	93
W. Best, Centerville	93
W. H. Bechtel, Caro	93

E. Demuth, Homer	93
Hickory Creamery, Hickory Corners	93
Zeeland Cheese Co., Zeeland	93
George J. Wintersteen, Macon	93
Bauer Creamery, Holland	93
Whole Milk and Gathered Cream Creameries.	
George P. Sunday, Constantine	96
John Batten, Morrice	95
Coopersville Creamery, Coopersville	94.5
C. J. Reichle, Richville	94
B. C. Martin, Wooster	94
T. M. Birdsall, Tecumseh	94
Clarksville Creamery, Clarksville	93
Gathered Cream Creameries.	
Sterling Creamery, Sterling	94.5
E. Ferris, Ruth	94
Alcona Creamery, Harrisville	94
C. Lieburn, Orleans	93.5
R. G. Brumm, Applegate	93
Dairy Butter.	
Mrs. De Conic, Orchard Lake	98
B. Rose, Remus	96
W. R. King, Waterford	95
M. G. Northings, Waterford	94
Mrs. J. Harris, Traverse City	94
W. G. Soper, Jackson	94
E. E. Beardsley, Clarkston	93
P. Escock, Pontiac	93
Prints.	
L. H. Peck, Dryden	93.5
Mrs. De Conic, Orchard Lake	93
Cheese—Cheddar.	
Doyle Cheese Co., Elsie	99
Blackmar Cheese Co.	98.5
Superior Cheese Co., Brimley	98.25
W. Pomeroy, Dowington	97
E. J. Rice, New Hudson	94.5
M. W. Reede, Columbiaville	94
D. Robertson, Mikado	94
F. M. Warner	94
F. M. Warner	94
D. Robertson, Mikado	93.5
A. Powell, West Bay City	93.5
F. M. Warner	93
D. Robertson, Mikado	93
Soft Michigan.	
Doyle Cheese Co., Elsie	97
Doyle Cheese Co., Elsie	96
Thetford Cheese Co., Clio	95.5
F. M. Warner	95
F. M. Warner	94
F. M. Warner	94
F. M. Warner	93.5
F. M. Warner	93.5
F. M. Warner	93.5
H. R. Fitzpatrick, Carson City	93.5
D. Robertson, Mikado	93.5
C. L. Davis, Somerset	93.5
D. Robertson, Mikado	93
Doyle Cheese Co., Elsie	93
F. M. Warner	93.5
Michigan Cheese.	
M. B. Armstrong, North Farmington	98
F. M. Warner	97
F. M. Warner	96.5
F. M. Warner	96
F. M. Warner	96
F. M. Warner	96

A. L. Rice, Silverwood	95.5
A. B. Smith, Farmington	95
W. N. Allen, Walled Lake	95
F. M. Warner	95
F. M. Warner	95
F. M. Warner	95
F. M. Warner	95
G. R. Snyder, West Bay City	94.5
F. M. Warner	94.5
F. M. Warner	94.5
F. M. Warner	94.5
F. M. Warner	94.5
Doyle Cheese Co., Elsie	94.5
A. B. Smith, Farmington	94.5
G. V. Delong, Taymouth Cheese Co.	94
C. Wolohan, Birch Run	94
Doyle Creamery Co., Elsie	94
F. M. Warner	94
F. M. Warner	94
F. M. Warner	94
F. M. Warner	94
F. M. Warner	93.5
F. M. Warner	93.5
F. M. Warner	93.5
F. M. Warner	93.5
A. B. Smith, Farmington	93.5
Superior Cheese Co., Brimley	93
F. M. Warner	93
F. M. Warner	93
Philadelphia Cream Cheese.	
Zeeland Cheese Co.	97
Young America Cheese.	
No name	97
D. Robertson, Mikado	95
D. Robertson, Mikado	95
A. B. Smith, Farmington	94.5
Doyle Cheese Co., Elsie	93
Colon C. Lillie.	
Deputy Dairy and Food Commissioner.	



Hocking Dry Measures
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Established 1883
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Some Inside Facts in the Life of Dorothy Dix.

Women, don't purr! If you do Dorothy Dix will be after you. Men, don't wear smoking jackets at the breakfast table! Dorothy Dix doesn't like it, and you will surely hear from her. You well-meaning matron over in the corner, stop making a specialty of yourself. Don't talk any more of what a belle you were when you were a girl. Dorothy objects. By and by she will route you out of your cushions and send you down town for a Marcel wave and a straight front.

And about curl papers for young wives in the morning. They are worse than tobacco, steeped velveteen jackets. It may be all very well for you to say that what Dorothy doesn't know won't do her any harm, but she always finds out, and before long—perhaps not to-day, but within a week—she will locate your pet weakness, or your favorite indulgence and haul it out into the light where everybody else may see it and read of it. Dorothy—some call her cousin and others refer to her as aunt—is counsel to many homes. Her advice is sought every day in the columns of the newspapers of the Hearst system and its affiliated journals.

Sometimes her clients tear the "home page" to bits and after a while they go out and get another copy when they reach the conclusion that Dorothy was right about golf being more improving than getting fat in a cozy corner.

Dorothy Dix, who makes trouble and gives advice and puts pins in soft cushions and punctures self-inflation and boxes the metaphorical ear, is not made of paper and ink. She is a real personality, a vivid, radiant entity. What she says she really believes. Dorothy Dix is what was called in the old days, when first women millinery writers came into vogue, a *nom de plume*. *Nom de guerre* would be better, for she is a trouble-maker; an enemy to the self-complacency which descends upon the feminine soul and to "The Truce of the Bear" when husbands grow old and grumpy.

Everybody calls her Dorothy Dix, even her own relatives, but when she sends out cards to teas and such things she is Mrs. Elizabeth Meriwether Gilmer, of New York and New Orleans. She spends her time about equally between the two places. In New Orleans she meditates on the destinies of the domestic state, on the ten commandments of love, on frowns, on frumps and not to be them; when she comes to New York her thoughts are of battle, murder and sudden death.

Dorothy Dix is a vivid, vitalized personality, a wide-awake newspaper woman who covers real stories of the day, writes dramatic reviews, describes the events of the everyday world, studies the human race at first hand. She is not a member of that clinging sisterhood which advises the

feminine portion of the community to read nothing but the woman's page and to content themselves with Jane Austin and the Dorcas Society. Dorothy Dix is a keen judge of human nature, a destroyer of self-illusion and a foe to foolishness. Yet there is nothing aggressive about her. Self-assertion is impossible to a woman like her, whose favorite relaxation is washing dishes just for the fun of it. One does not talk to Miss Dorothy Dix for long, however, before being under the spell of a forceful individuality. She thinks quickly and directly, and what she thinks she says in a way which is all her own.

It requires no power of divination to tell that she comes from the South, for her speech proclaims it. Her voice is soft and low, her eyes are dark brown and might have been intended to be dreamy, but as she

ness projects on hand. They make it a rule never to talk shop to each other, and the arrangement is an eminently satisfactory one. Miss Dorothy Dix is the adviser of all woman-kind. Mrs. Elizabeth Meriwether Gilmer is a good housekeeper and wrestles valiantly with all domestic problems at first hand. She is a good cook, and this information is gained from reliable sources; she knows how to dress well and she believes in all women looking their best. This is by way of saying that she does not belong to a cult of advisers to femininity who never took any of their own counsel.

Dorothy Dix is the type of the up-to-date woman journalist. It was not long ago that writers for the sweet fair, or the unquiet sex, or the dear unkind sex, or whatever it was they chose to label their sisters, in



Dorothy Dix

never got into the habit of musing, they fail to mask the flashes which come from the active brain. Nature intended her for a life of ease in the land of the oleander. Were it not for the firm mouth one might almost imagine that she had lived as many other women have in that Dixie land, where the languorous fair take to hammocks and long, peaceful days, and speak with that soft half-drawl, half lisp, which holds for all mankind so ineffable a charm. Dorothy Dix is Southern in her manner, with the added vivacity which comes from her French descent. Her face is all animation and her speech is accelerated in a vain endeavor to keep pace with the rapid play of her ideas.

Down in New Orleans she presides over a home and she has a devoted husband who does not read anything she writes, for he has too many busi-

ness projects on hand. They make it a rule never to talk shop to each other, and the arrangement is an eminently satisfactory one. Miss Dorothy Dix is the adviser of all woman-kind. Mrs. Elizabeth Meriwether Gilmer is a good housekeeper and wrestles valiantly with all domestic problems at first hand. She is a good cook, and this information is gained from reliable sources; she knows how to dress well and she believes in all women looking their best. This is by way of saying that she does not belong to a cult of advisers to femininity who never took any of their own counsel.

"I was brought up by Jennie June and the editorials of Colonel Henry Watterson," said Miss Dix. "Do you know what a charm there is in the very fact of being a writer? and in those days Colonel Watterson and

Mrs. Croly were to me inspirations. They belonged to a world all to themselves, a world of which I had never dared to hope that I would one day be a small part.

"Years afterward when I came to New York I met Mrs. Croly only a short while before she died, and I told her of how I had looked up to her as my newspaper foster mother.

"I belong to the nineteenth century," she answered; "you to the twentieth. I give you my mantle." It was a lovely thing for her to say, and it has for years been a stimulus in my work."

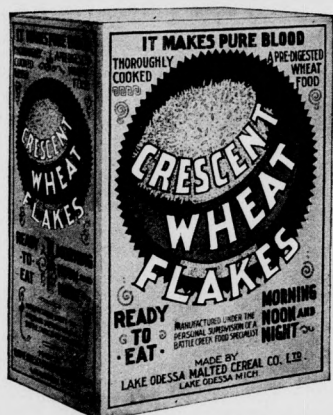
"Why did you adopt the name of Dorothy Dix?" I asked.

"Well," was the reply, "I rather liked the sound of Dorothy. There was something so sensible about it, and yet it is rather a pretty name, too, don't you think? So I took it. The name 'Dix' I got from hearing my old negro mammy call her husband, whose name was Dick, Dix. The name caught my fancy and I annexed it. It was not until years afterward (for we in the South don't hear so much about the great women of the North) that I learned of Dorothea Dix, pioneer of prison reform and the woman philanthropist. The first I knew of her, in fact, was when somebody wrote congratulating me on the dedication of my monument."

Miss Elizabeth Meriwether was not born in Old Kentucky, owing to the fact that when she came into the world her parents had moved across the Tennessee line, which crossed their plantation, in the house of the overseer while the homestead was being repaired. She migrated to the Blue Grass region, however, as soon as she could walk, and for many years her residence was at Clarksville, Tenn. She first got the indelible satin of printers' ink on her fingers when she was attending a school for young ladies twelve miles from her home, which, in accordance with the custom of the last century, when it was founded, was called a female seminary. There she edited a little school paper of which she was also publisher and one of the principal subscribers. She wrote stories for this publication. Her debut in the world of letters consisted of a prize Christmas story written for a Nashville journal.

"I regret to say," remarked Miss Dix, speaking of her beginnings, "that I was rather sparsely educated. I took all that there was, I reckon, but it was not much. I acquired one of those omelet souffle educations. It was principally flubdub. I am quite sure that the curriculum included a taste of everything there was to be had, but, oh, such a little of it. I was 16 when I got through and I thought that I knew something. Who knows but what I might have remained there and taught? I shudder to think of it."

Destiny evidently masked its intentions for a time concerning Dorothy Dix. She returned to her father's plantation, and within two years after she, as a girl of 16, had been graduated from the seminary, she was married to Mr. Gilmer. She and her husband were spending the sum-



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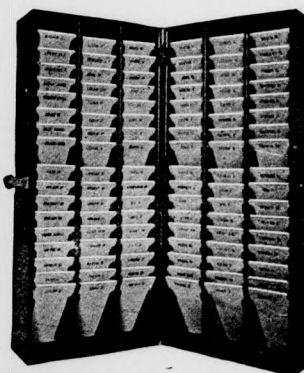
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mer in a resort near New Orleans where they had a cottage adjoining that of Mrs. E. J. Nicholson, the proprietress of the Picayune. Mrs. Nicholson and she became close friends and Mrs. Gilmer confided to the elder woman her yearning to write. Mrs. Nicholson asked to see some of the things which she had penned and then expressed the opinion that Mrs. Gilmer certainly had the ability to clothe vigorous thought in appropriate garb.

Financial reverses overtook Mr. Gilmer and a readjustment of affairs was necessary. So it was that eleven years ago Dorothy Dix made her first appearance in the columns of the New Orleans Picayune.

"It was then the question," said she in speaking of it, "how should I write? Mrs. Nicholson, known to Journalism as Pearl Rivers, was a brilliant newspaper woman. She thought about it a little and she said, 'I believe that you could write like Fanny Fern.' 'That would never do in the world,' I said. 'Women don't think as they did in her day.' She said that I might try it, anyway, so I got some of Fanny Fern's books out of the library and read a few selections. I had not gone far before she fairly shrieked, 'Stop it!' We saw that the ideas of the woman of to-day were far, far away from what they were when Fanny Fern began her career. The time has passed to advise women to be clinging vines on the oak and to suffer and be strong.

"I began to study things from my own point of view and to try to write about them as they appealed to me. The editor of the Picayune was Major Burbank, a remarkable man, who had been the friend and confidant of Thoreau and Emerson and Longfellow. He had come from the East originally, and down in New Orleans he was, as far as his old associations were concerned, stranded high and dry. He took an interest in me, and to the four years of training I got from him I owe more than I can tell. He was a newspaper man, with a keen insight, and he had a way of seeing the true inwardness of everything. He was a shrewd judge of human nature and quick to grasp a situation.

"I had been writing for the Picayune for five years when some one called the attention of Mr. Hearst to my work. He wrote and offered me a position, and as I did not wish to leave New Orleans I declined it. He kept making offers, and finally there was one so well worth while that I accepted it and came North, where I worked two years. At the end of that time I concluded that I did not wish to remain permanently away from my home, so I went back to New Orleans. There was an arrangement that I should come up here whenever there was a demand for my services, and often I have left home on an hour's notice. I came up this last time to write about poisoning at Toms River. But as the Thaw matter will probably not come up for months and the Toms River trial is postponed, I think that I will ask to go back home."

"But how about your advice to women, your counsel on how to get over the troubled seas of matrimony and all that?" I enquired.

"Well," was the reply, "I consider that my real mission is to write for women. If I have ever been able to influence the men to any extent it has been a reflex influence exerted through their wives and daughters. It seemed to me that too much has been written for the perusal of women on the purely sentimental side. Woman has been an angel about four centuries too long, and I have tried all that I could do to get her down from the clouds and to make her see that she must take up the responsibilities of everyday life, the care of her home and the rearing of her children. When I started out I looked for some line to guide me and I have always in mind the words which were spoken of Lincoln: When he spoke common people heard themselves think out loud.

"I am speaking always to find out just what people are thinking about and to write on topics which are nearest to the heart, to touch the problems which have to do with the real things of life. In order to get at that point of view I consider the letters from correspondents invaluable. Much has been said about the letters which appear in the newspapers, and some persons really believe that these missives are written principally by the staff of newspapers in order to stimulate discussion. With the thousands of letters which come into a newspaper office that is entirely unnecessary. I read all the letters which are forwarded to me and fully three-fourths of all I write are based upon hints which they contain. I know of no better way of getting in touch with the public. Some of these missives are bright and some pathetic. Many persons lay bare their souls in this way, for they look upon the person to whom they write as a confessor and tell many things which they would not confide to their friends and to their families. To some of the correspondents I write directly when I think that what I may say will be of benefit, but it is not often that I can spare the time for such communications.

"I use the newspaper article as a means of giving ideas which I hope may prove helpful to a class of readers who have written for advice. If I have had any success in this kind of writing it has been due, I think, to impressing upon women that what they need above all else is common sense. I try to make them see things as they are. While it may be well enough to teach how to suffer and be strong, it is better not to whine and not to suffer until you have done all you can to remedy the conditions. In fact, I am a good deal of an optimist in my views of life. I never borrow trouble. I knew of a very amiable old lady who had everything, apparently, which this world could give her. She was wealthy and led a sheltered life, yet before her mind were two great dreads—one that she would go to the poor house, the other that she would die of hydrophobia. I verily

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Yours very truly,
Adam Goldman, Pres. and Gen'l. Mgr.
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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.

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believe that she never had a really happy day on that account, and when she died there was found in her room a whole bureau drawer full of newspaper clippings about rabid dogs and hydrophobia."

Miss Dorothy Dix is an early riser and by 9 o'clock every morning she is at work in her study dictating to a stenographer. She composes her articles of advice five times a week for one particular paper and a syndicate of newspapers throughout the country, and also writes a talk by Aunt Mirandy, a colored mammy, for the Sunday newspapers. In fact, she has only one delusion, and that is that Aunt Mirandy's observations constitute her best work. Besides these contributions she frequently spends a large part of her day in writing stories of the news. One of her most notable achievements was the defense of the Terranova girl, who slew the uncle who had wronged her. Her pen pictures of Harry Thaw and of Evelyn Nesbitt have attracted much attention.

Dorothy Dix is also the author of a diverting series of fables in slang and of the lucubrations of that queen of stenographers, Miss Belle Blitz. As a dramatic critic, too, her writings have attracted much favorable comment. Her entrance into that field was made rather unwillingly, for when Mr. Hearst asked her to write about plays she pleaded ignorance of the technique of the drama.

"All the better for that," he replied. "Most critics take three-fourths of the space in telling how much they know and give only a paragraph of what really happens at the play." She is one of the few writers who do not care to see their thoughts between board covers.

"No books or plays for me," she said in reply to a question as to her ambitions. "I am a newspaper woman first, last and all the time."

Is the Modern Girl a Good Comrade?

Is the modern girl, the athletic girl, who scorns the arts and coquetties of femininity and claims only friendship, a really good comrade?

Ask five out of every ten girls today in just what way they would prefer to be admired by their men acquaintances, and they will tell you as comrades.

The idea of charming simply by the arts and coquetties of femininity does not at all suit the independent views of the twentieth century girl. Equality is her watchword, and mere man has no choice but to humor her fancy and meet her as "man to man," in the social as well as the business world.

Men have so long considered comradeship as one of their own special prerogatives that they look with thinly veiled suspicion on the woman who tries to filch it from them—or, more accurately, to share it with them. From time immemorial it has been a pet theory of the world masculine that woman lacks the essential elements that make for this ideal relationship. She can be an adorable sweetheart, a loving wife, a devoted mother, even in somewhat rarer instances, a faithful friend; but a com-

rade—never! To be that—this, of course, being the man's view of it—she must possess a well-balanced, logical brain, which no woman ever yet possessed in common with an attractive personality. She must be capable of a many-sided and impersonal viewpoint—and where is the woman who can look at things in more than one light, or who does not consider all things in relation to herself? She must be able to keep a secret—her friend's secret, mark you, as well as her own—and as everybody knows, that is a woman's weakest point; she must—but what's the use? One could go on forever and ever citing reasons why a woman is utterly incapable of attaining the man's ideal of comradeship, but never a single one in support of her claim thereto.

To a certain extent the man's view is justified by facts. It is harder for the average woman to lose sight of the sex question than for a camel to pass through a needle's eye. She may have the most exalted ideas in the world as to the pre-eminence of the platonic over all other varieties of love; she may regard the male part of the community—collectively—as a man and a brother.

But all the same she will inevitably feel aggrieved if the individual portion of it represented by her "comrade" fails to convey a neat compliment—judiciously, of course—about the becomingness of her costume and her own general superiority over all other women in the world, and a man complimenting his chum on the color of his eyes, or the bewitching arrangement of his hair, or the exquisite taste displayed in his choice of a necktie! The skies would fall and the floods break loose in the cataclysm that would inevitably follow.

Real comradeship between the sexes is possible only amid the activities of life. In business and in athletics—in fact, wherever existence is full and strenuous—men and women can be comrades, because there are few loopholes through which Cupid can creep in.

Sentiment is one of the luxuries of leisure. It is during the idle moments that Love gets busy, and when Love enters the field comradeship goes incontinently out.

The one man and the one woman who have just found each other are too thoroughly under the hypnotic spell for any such commonplace relationship. Likely as not they are absolutely unsuited to one another—and everybody knows it but themselves.

Comrades? Hardly.

Comrades don't want to sit for hours at a stretch gazing spellbound into each other's soulful eyes, "the world forgetting, by the world forgot." They would rather—infinity rather—be fighting shoulder to shoulder in the thick of the fray, helping and cheering one another in long marches, keeping watch together over the campfire, sharing rations and privations in common.

The most common fallacy in this world is the mistaking of moral specifications for the materials themselves.



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CARD-PLAYING CLERKS.

They Furnish Amusement for Professional Gamblers.

Written for the Tradesman.

The linen counter clerk showed up late, looking indolent and heavy-eyed. The manager of the shoe department walked up and looked him over critically.

"Susie must have been too sweet for anything last night," he said. "You look like 2 o'clock in the morning. Did she hide your hat?"

"Got home just in time for breakfast," replied the clerk, "and Susie wasn't in it at all."

"Watched with a sick friend, I presume," laughed the manager. "Perhaps you'll make the boss believe that, too."

"I don't care what the boss says," declared the clerk. "I can get along without this little old job."

The clerk drew forth a roll of banknotes, surrounded by a rubber band, and tossed it down on the counter.

"There's a century," he said. "How is that for one night?"

"Wheat?" asked the manager.

"Poker," said the clerk.

The manager whistled.

"You must have butted in with a lot of school children," he said.

"Oh, I don't know," was the reply. "There were some good poker men in the bunch."

"Then how did you happen to have carfare this morning?" asked the other.

"I'm seven and upwards," said the clerk, crossly. "I guess I know something about draw poker. I made some of the wisest sit up and take notice."

The old book-keeper, who was a friend to everybody in the store, came along in time to hear the last remark.

"Rich this morning, eh?" he asked. "Cards came your way, eh?"

"Rather," replied the clerk, with a self-satisfied grin. "I made more money than I could acquire here in two hot months."

The old book-keeper sat down on the end of the counter and swung a fan.

"Throw it away," he said, shortly.

"Oh, yes, I'll throw it away," said the clerk. "I'll take it out and put it in the garbage can."

"You couldn't do better," insisted the book-keeper. "Money got in that way is worse than no money at all."

"I notice that it buys things," observed the clerk.

"It will buy things for some other fellow before long," was the reply. "And all your savings and your salary will go with it. If you don't throw it away, put it in bank where you can't get it."

"I'm keeping it for a stake in a big game," said the clerk. "There is something good coming off directly. You'll soon see little Willie wearing diamonds."

"Look here," said the book-keeper, "I've beaten every gambling game known to an enlightened and progressive civilization until I didn't have the price of a ham sandwich. I've won of boys who couldn't afford to

lose, and peddled the money out to professional gamblers who got it away from me like taking popcorn balls away from babies. I've been all through it. That's why I'm bending over the books, when I ought to be living at my ease. I've seen young men start in just as you are starting in, and I've stood by their graves after they settled overdrafts and forgeries by putting a bullet through their heads. I've been through the mill. I guess all the boys know that."

"Had a good time, didn't you?" demanded the clerk.

"Good time!" echoed the book-keeper. "I've walked the floor all night and borrowed money all day to make up shortages. I've lived week after week in fear of discovery and disgrace. Good time! I prefer the burning pit to the good times I had while I was playing producer to professional gamblers."

"If you had such bad luck, why didn't you quit?" asked the clerk.

"Because I kept on playing to get even, just as every young fool does. Because I had mortgaged my future for years, and wanted to pay off the claim in one night. I didn't do it, however. I worked it out."

"Some one must win," observed the clerk.

"Well, who would naturally win? The inexperienced youth whose head is full of business all day, and who goes to sleep over the cards, or the expert gamblers who sleep half the day and devote the remainder of the daylight hours to practicing skin games with cards? The professional gambler is there to get the coin. He marks cards and holds out aces and kings. He is a cur, and rarely plays with a man who is expert in the game. Oh, yes, I know! He spends his money like a prince, and gets his name in the charity lists now and then. I said his money, didn't I? Well, it isn't his money. It is money stolen from weak young men. Money which belongs to widowed mothers or employers. Cut it out, young man."

The linen clerk said he guessed he knew his business, and would do as he chose, in spite of any doddering old has-been, and went to work on his stock. The old book-keeper went away with a smile at the hot words and watched the young man. For several mornings the clerk came in with a merry eye. He exhibited a roll of bills occasionally, and finally stuck a cheap diamond on his shirt-front.

Then, one morning when he was late at his counter and came in looking like an old man, he walked over to the book-keeper's cage.

"Say, dad," he said, "it's all come true!"

"You own up well," said the book-keeper. "Let you in for your roll, did they?"

"I should say so, and for a roll I was carrying home to mother, too. Yes, they let me down for about two hundred. Little Willie flew around the lamp until he got his wings scorched. Yes, indeedy!"

"Can you make good the money

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

Talks To Grocers On Modern Methods===No. 5

The SLOW GROCER waits for Competition and Demand to FORCE him to take NOTICE. He does not know or care about his BUTTER business.

Yes—he digs chunks of messy BUTTER out of the tub because—

"That's the way he has always done it and guesses if his customers don't kick—it's good enough."

He has paddled BUTTER into a tray for years.

Can't show him modern methods.

He rants against Department Stores and Mail Order Houses with resolutions most drastic—but—

MODERN METHODS for him? "Not Much."

The UP-TO-DATE GROCER watches for every new beneficial DEVICE which will reduce his cost of doing business or PLEASE HIS CUSTOMER or DISPLAY his wares to better advantage or ADVERTISE his business.

HE KNOWS THAT THE KUTTOWAIT SYSTEM IS AN ESSENTIAL UNIT TO HIS SUCCESS.

He is not afraid of COMPETITION because he has the BRAINS to select and use MODERN METHODS.

WE CAN PROVE THAT THE KUTTOWAIT SYSTEM BELONGS TO EVERY WELL REGULATED GROCER'S OUTFIT.

LET US SHOW YOU?

The Kuttowait Butter Cutter Company

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

you lost which belonged to your mother?" asked the book-keeper, with a sigh, anticipating a "touch."

"Cert. I went to a business friend and told him the truth. He helped me out. I'm going to pay him at five a week. Cheerful prospect, eh?"

"Serves you right," was all the consolation the old book-keeper gave him.

"Oh, I'm not sobbing," said the clerk. "I played even in a way. See how that mit is in the hospital? Well!"

The clerk stuck out a hand which was nicely bandaged.

"I've got a felon," he said, "if anybody should ask you. Broke it on the slick man's nose. Broke his nose, too, and he's laid up for repairs. Little Willie got there with both feet, and both hands."

"Gambling usually leads to fighting," said the book-keeper. "When are you going to begin drinking whiskey? That comes too, in time."

"Not any for your beloved," said the clerk. "I just put a crimp in his bellfry because I caught him cheating. He had been working with a marked pack all night. I'd have taken the money away from him, only he had lost it to another sharp who had gone away with a pair of the coldest feet I ever saw. Oh, they are a fine pair! It's no more for your little pet! He's going to sit in again—not! It's the linen counter for me daily bread from this on."

"Beat up an old man, did you?" asked the book-keeper.

"Not yet! He's in the prime of life and trickery. He says to me when I was going over him with me mauls, 'You're an athlete, and you jump on me just because you can. You don't dare take a man of your weight and skill with the mits!' And I says to him: 'You pick me for a sucker because I'm young and don't know the game. It's like a bear eating a canary for you to coax coin away from me. You don't dare play cards with an expert,' and then I gave him a left in the jaw and came away—came away about six feet ahead of a patrol wagon. Wow! But I got the worth of me money. No more poker for this little Indian man. You hear me."

"I believe you," said the book-keeper. "You take your medicine like a man who means what he says! You've found out that you young fellows just supply amusement for expert gamblers, have you? Well, I told you that before, only you wouldn't believe me. Now, run along to your counter, and when you see another young fool in such trouble as you've been through, knock it out of him."

"I'll be blessed if I don't," said the clerk, and the round table with the hole in the center knew him no more—one lesson was enough.

Alfred B. Tozer.

Naturally.

She—Do you believe Carrie is thinking of marriage?

He—Of course.

She—Why do you say "of course?"

He—Because of her sex.

Give Razorback His Due.

A Chicago packer who knows the meat business from ranch to restaurant has surprised some people by the statement that the prize corn-fed hogs of the West that figure in the county fairs and look so impressive in the pictures are not nearly so highly esteemed by the consumer as the acorn-fed porkers of Virginia and the South.

"Lean and hungry" as any Cassius, the Southern razorback learns early to shift for himself and pick up the best morsels from the world of food. The razorback can not lay claim to long and lordly pedigree and does not get his name in the registry books or his picture in the farm journals. No stall-fed life of ease for him; no days of rest and sleep in the protected pen, rising and waking only to take his meals as the feeder urges him to take another slice. The razorback, in order to "save his bacon," must have a keen ear and a swift foot. Some of them develop speed like a race horse and are as hard to catch as a sand-country flea.

But, although his back may be so sharp it will cut through a fence rail and his sides as lean as a Kansas farmer in drouth time, the razorback has his reward. He feasts on the sweet and succulent acorns that fall from the shady oaks and drinks the pure water of limpid country streams. He is as free as the air, and although he sometimes goes hungry it gives him good digestion and a keen appetite that the corn-fed pen-pampered Western hog never knows. It is a pleasure to know that the world is coming to appreciate the merits of this creature, who from very pignood leads the strenuous life.

When the Southern hog at last comes to the knife he dies in a good cause. Men may praise the capon of France, the "roast beef of old Eng-

land," the steaks of Chicago and the wienerwursts of Coney Island, but they do not tempt the epicure, who really appreciates the flavor of old Virginia ham. Whether boiled or served in appetizing wafers, broiled in slices of rare excellence or fried with a gravy that makes you smack your mouth, the Virginia ham is a thing to be treasured and cherished by the man who loves good things to eat. From the frying pan there arises a matchless aroma that is as grateful to the smell as the finished product is delicious to the taste. Virginia ham is food fit for the gods.

Brought Landlord To Time.

In a certain London suburb there is a row of typical modern twentieth century, jerry-built, semi-detached villas. The houses, although quite new, are jerry-built structures of the most perfect stamp, with damp, cracked walls and plaster and windows and doors which rattle at the slightest breath of wind.

The tenant of one of them had repeatedly petitioned the landlord to make the necessary repairs, but each time he was put off with unfulfilled promises to attend to the matter as soon as possible.

At last, rendered desperate and reckless, the tenant painted the following notice on a big board and stuck it in his front garden:

"Caution! Pedestrians are earnestly requested to walk softly past this house. Drivers of vehicles of all kinds are implored to slow down when passing, or, preferably, to go round by the other road, as the slightest disturbance may bring the building down, the cobwebs which the spiders have woven in the corners of the rooms being not yet quite strong enough to hold the walls together."

The landlord has capitulated.

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

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.

You have had calls for HAND SAPOLIO

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

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

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

BANE OF BRAIN WORKER.

Sleeplessness Peculiar to the Busy Business Man.

The man who works with his brain, and especially the professional man, is liable to insomnia to a greater degree than the man whose employment does not make a big strain on the intellect. The man of business, whose work is more or less routine, has a far smaller demand on the nerve of his brain than the doctor, who has to think out every case as it comes along, and still less than the writer, whose work has to be the coinage of his own brain. One of the results of the big demand which personal work makes on professional men, and especially on active business men, is that they suffer a good deal more from insomnia than the ordinary man.

Everybody who has read the autobiography of Herbert Spencer will remember the many somber passages in which he describes what he used to suffer from insomnia, the result, as he pathetically remarked, of forty years of unrelenting brain work. In the end he became so sensitive to even the least excitement that he dared not go to a concert. If he did, he was sure to have a bad night. And there was not a night for many years before his death when he had not to take a large dose of opium before he could get sleep.

I often used to see the great philosopher by the sea, sitting in a bath chair on the high cliff at Kemp Town, Brighton, and though I had the most profound admiration for his character and genius, I never dared approach him. He sat there all alone, looking out on the changing sea, speaking to nobody, spoken to by nobody; his attendant even had to remain a considerable distance off. With his early Victorian air—long whiskers running around the whole face, stand up collar, and something like a stock, and his mouth pursed up—he was a curious figure as he looked out to sea with his eyes that even in the distance you could see were always brightened by the active and searching intellect behind them.

Another sufferer from sleeplessness who has always appealed to me is Bismarck. Amid the myriads of pages I have read about Bismarck, one which dwells in my memory is that in which he described to Mr. White, the American minister at Berlin, his sufferings from insomnia. Mr. White, if I remember rightly, was complaining of the noise—especially in the early morning—of the streets of Berlin, and of the difficulty this made for those who suffered from sleeplessness. The reply of Bismarck always has struck me as supremely melancholy. He said that he, on the contrary, liked this noise, that after he had lain all night without a wink of sleep this noise came almost as something to soothe him, and that it was to the dawn of the day and the bustle of the streets that he looked for the beginning of sleep.

To those, like myself, who know what sleeplessness means—how the night is made affrighting by the exaggeration of all the worries of the

day, how the future is painted by the morbid imagination in those dreary hours in the blackest hues—it is a moving picture, that of the mighty man, who at that moment ruled with his single brain and his single voice the millions of Europe, lying there helpless, somber, caught in the Nessus shirt of his own tortured body, and unhappier, perhaps, than the drayman whose lumbering vehicle was the signal of sleep to the tired statesman. It is a curious instance of the difference between the realities of life and their appearances, between the supposed satisfaction of power and its real miseries.

Napoleon did not suffer from sleeplessness, for he was one of the men who could do with a phenomenally small amount of sleep, and he could sleep when and where he liked. He often was able to just close his eyes for a few minutes, and to sleep so profoundly during that short interval that when he awoke he was as fresh as many men would be who had had an hour's sleep. But then, his brain was so restless and his body so active that he never did take more than four or five hours at a time. When nine-tenths of the people he ruled were fast asleep this tireless man was up with half a dozen secretaries round him.

Five o'clock in the morning usually found him fully immersed in all the details of the great empire his single will ruled. This eagerness to utilize every moment of his time destroyed Napoleon, as it destroys nearly every like man in the end. He used to gulp down his food, so that his lunch rarely lasted more than a quarter of an hour; and his dinner was bolted in almost a similar hurry. When the dinner was over people rose from it, and then, with him at their head, marched at double quick time into the drawing room—all excepting Josephine, whose languor as a creole woman even Napoleon's omnipotence never was able to accelerate. It probably was this rapidity at his meals that accounted for the disease of the stomach of which Napoleon ultimately died.

This early rising in his case had the effect often of making people think that he was much worse in health than he really was and, considering all the things that depended on his single personality, one can understand how closely his every look was studied by the courtiers round him. Often when night came, especially in the last years of his reign, Napoleon used to look so fagged out and so desperately ill that his early death constantly was expected; and many of his obsequious courtiers began thus prematurely to worship the rising sun that might be expected to soon dawn when Napoleon and all his dynasty had passed away. As a matter of fact, Napoleon was not half so fagged out and so ill as he appeared; it was because he had been up so early and had worked so long that he looked exhausted when night came.

I rejoice in the present attention which is being given to the question of more sleep and more rest. It is necessary that a race so preternatur-

ally active as ours should now and then be reminded that the system should not be overworked; that overwork usually means bad work as well as bad health; and that, after all, we have not got beyond the maxim of the old Latin poet, that the best thing for any man is the mens sana in corpore sano. T. P. O'Connor.

Why Few Get Rich from Patents.

Compared with certain other departments of the government, the patent office makes but little noise.

But in the gear of Uncle Samuel's great machine it is for thousands a picturesque wheel of fortune.

Say that the inventor has played and won. Then comes to him in due time a magical package by mail embellished with blue ribbon and red wax. His fortune is made, the key to competence, nay, independence and wealth, is his for seventeen years. To the amateur inventor the element of romance looms large.

Why not? A careful search of the archives in the national museum of inventions has shown there is nothing in duplicate of his device, improvement, or discovery visible upon the Western Hemisphere.

True, his invention is of the humble class, so far as cost or bulk is figured. But its utility is apparent, and surely the vast world of housekeepers will want it and bless his name.

The domestic knight of the blue ribbon and red wax has visited many families, and there is encouragement in every interview.

So far things are rosy enough, and now for a seance with the manager of the big company upon whom the inventor is to confer a benefaction.

The manager promptly decides that it would appear well as a show case object, but the utility would end there.

So another "improvement" goes into the vast outside museum which radiates from Washington to all corners of the land.

Divided into two classes, these patrons of the patent office are the patent rich and the patent poor.

With the latter class the majority stands registered.

Many inventors believe that original inventions or improvements must be patented without delay. When unable themselves to do so, they apply to friends to effect the protection.

One inventor, who had gotten out several patents and failed to make good on them keeps on shaping up his ideas minus patents in model form or drawing plan, and sells out if he finds a customer.

Others producing their ideas in a similar manner are satisfied to make declaration in the presence of witnesses that on such a day and date a certain model or plan was shown and duly examined.

The presumption is that priority of invention is established, and if the inventor possesses the requisite means he goes on to exploit his creation.

He calls for money in the most insistent way. The expert in metal novelties, the maker of models, dies, and chills is to be consulted. His price for the first unit must be enough

to pay him for experiments and time.

It may be \$6, \$8 or \$10, or the rate may be named at 60 cents an hour. Perhaps one day of nine and a half hours may suffice, and the time may be doubled or more.

The inventor gets his sample. If satisfied he desires the manufacturer to go ahead and make them in quantities of 5,000 or 50,000. He desires this, but, consulting discretion, he first looks up a market for his wares. If the result is favorable, and the material to be used requires a stamping die, the first one will cost him \$100 or more, this depending upon its simplicity or complication.

If the form to be made calls for molten metal and the molder's art, then the "chill" takes the place of the die and the expense is less.

The chill itself is a molded form of cast metal in which a dozen or multiples of the number in the form of the pattern required appear upon its base plate.

The man who connived the wire lock for thin basket, box and firkin uses produced a simple thing, but the amount of enquiry and energy expended in the initial exploitation of it was of the compound rather than the simple order.

He had spent a fair lifetime in a much different vocation and had to "learn the ropes."

Finally he was advised to have a die made and stop fiddling with friends and gossips who wouldn't take the trouble to even think over the prospect.

He did so and at the cost of perhaps \$800 got a masterly machine with a voracious appetite for wire. The machinist diemaker had paved his road to glory and in a few years the wire wizard could buy forty automobiles at the \$2,500 rate per "beel."

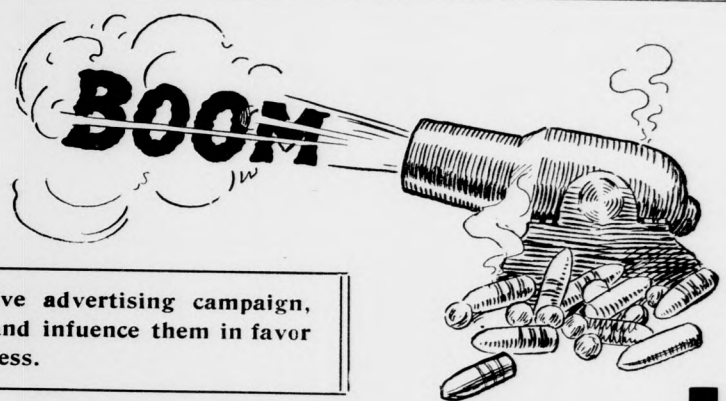
The man who all but dissipated his bank account of several hundred dollars in the production of a "calf weaner" had received through the term of his endeavors the usual brand of counsel and advice, mostly of the adverse order.

The contriver had been brought up on a farm, and vowed to win or "bust." He did win, and still is using tons of wire in supplying his weaners to an increasing trade.

The humbler line of patents is not to be despised. Instances where they have proved fortune builders are numerous enough, but the amateur must never decide that the mere fact of obtaining letters patent insures commercial value for his device.

J. M. Dowling.

The third rail system of transportation is usually limited to the rapid carrying of passengers over short distances. The Southern Pacific, however, contemplates using it instead of steam in hauling trains over the Sierra Nevada grades. Now trains have to be broken up and the employment of many engines entails a big expense. Under the new system powerful electric motors will be used, lowering the expense and saving much time. We are surely witnessing the passage of the steam age.



A far reaching and effective advertising campaign, designed to impress consumers and influence them in favor of Mayer Shoes, is now in progress.

THE CAMPAIGN IS ON

The Biggest Campaign for New Trade in the history of this house is now under way.

The battle lines are formed, and the big guns of publicity are thundering the news of **Mayer shoe excellence** to twenty millions or more consumers who come within the range of our great batteries—the press.

We are out to convince the users of footwear that **Mayer Shoes** are the shoes to buy, the shoes to wear, and the shoes to keep on wearing.

2,200 Newspapers

Advertise Mayer Shoes

Weeklies, monthlies, dailies, secular and religious, farm papers, city papers and magazines—published in many languages—carry the story of **Mayer shoe** quality into the homes of the people in the most direct and convincing manner we are able to present it.

The Power of Advertising is used with telling force to aid and assist merchants in selling more **Mayer shoes**, to help them establish new trade, to make it easier to meet competition and get all the benefits that follow popular and well-advertised goods—in fact, to make it possible for our customers to **command the trade of the town**. To more clearly understand how well **Mayer shoes** are known among the people, it is but necessary to say that **Mayer shoe advertisements appear in nine different languages**. They reach the homes of the masses in the language best read and understood.

A campaign of this kind is hard to beat—in fact, IT CAN'T BE BEAT.

The Quality and Superiority of Mayer Shoes Are Undisputed

Reasons for Selling Mayer Shoes

They are easy to sell.
The advertising brings the trade direct to the dealer.
Mayer shoes are known among the people.
They are made solid.
They give complete satisfaction.
Increased business always follows where Mayer shoes are sold.
Less stock is required when trade is confined to Mayer shoes.
No accumulation of odds and ends, as you can "size up" on same goods.
Less capital required to do business than when dealer handles a variety of other makes.
Better goods, better trade, more profits, satisfied customers.
ALL MAYER SHOES ARE MADE WITH FULL VAMPS

There is no longer any question about that. With such splendid values, backed by thousands of dollars' worth of advertising, any merchant, in any part of the country, can increase his business and profits by selling Mayer shoes. If you are interested, we will be glad to have one of our salesmen call on you.

Cut this out and send to us. M. T.
We will be pleased to inspect your line.
Name
Address
This in no wise obligates us to buy, but is simply an indication of our desire to see your line. F. Mayer Boot & Shoe Co., Milwaukee, Wis.

Mayer Shoes Are the Business Bringers of the Northwest
F. MAYER BOOT & SHOE CO., Milwaukee, Wis.

TELEPHONE TALK

Frequently Permitted To Interrupt Important Transactions.

Written for the Tradesman.

"Yes," said the dry goods man, "there are too many dry goods houses in this section of the city; there is no doubt about that."

"I have long thought so," said the other dry goods man, in whose place of business this conversation took place.

"Then suppose we come to some understanding."

"All right. That will suit me. What's the matter of—"

The telephone rang and the merchant took down the receiver. The other dry goods man was in a rage. He had long considered the advisability of making a proposition for consolidation to his rival, and now that he had got him to the point, after much figuring, why, this interruption. Perhaps the other would ring off directly. But he did not. This is what the waiting man heard:

"Oh, about the usual time."

"—"

"Yes, I can be there."

"—"

"Why, the expense will be nothing."

"—"

"I expect to have a good time if I don't get any fish."

"—"

"Go and send him to the phone."

Then the other man seemed to come to the 'phone, and the talk went on for about ten minutes. In the meantime the waiting man was accumulating a cargo of anger. After talking about tents and rods and boats the merchant hung up the receiver.

"As I was saying," continued the merchant, turning to his waiting friend, "I don't see why we shouldn't make a deal whereby—"

Again the 'phone rang and again the merchant took down the receiver. This time it was an order for goods. The waiting merchant expected the other to call a clerk to take the order, but he did not. Instead, he fished out a piece of paper and a pencil and went at it himself. The waiting merchant walked to the front of the store and looked out on the walk. He was too angry at the insult to put his feelings into words. In five minutes a clerk came to him.

"Mr. Marston wants you," said the clerk.

The merchant stepped back and found the other figuring on a slip of paper.

"When interrupted by the 'phone," he began, "I was about to remark that we may as well join—"

The telephone bell set up a terrible whirring, and the merchant again took down the receiver. This time it was a customer who considered himself aggrieved by the manner in which an order had been filled, and the merchant talked, and explained, and talked, and offered to make it right, until the other dry goods man

was ready to walk across the store on his ear.

"This 'phone is a nuisance," said the merchant at last, hanging up the receiver. "Whenever I am particularly engaged it keeps ringing. Yes, we may as well save the rent of one store and the salary of one salesman if we—"

This time it was about some goods at the depot, and it took a long time to get the tangle straightened out. The merchant talked with the agent, then with a clerk, then with the cashier, then hung up the receiver with a frown on his face.

"It's a wonder they don't lose their right of way," he said. "Two cars of fall goods side-tracked somewhere. If we could agree on terms it might be a fine thing for us to get together. I'm sure—"

There was the telephone again. The merchant realized that the conversation he was engaged in, by fits and starts, with his rival was the most important of the year, and yet he broke in on it repeatedly for trivial causes. The other merchant waited no longer. When the man at the 'phone got through talking the man who had been so patient was a couple of blocks down the street.

At the hotel that evening he met a wholesaler who was interested in the success of both men.

"Did you close with Marston?" the wholesaler asked.

"Indeed I did not," was the reply.

"Why, may I ask?"

"I don't want him for a partner."

"But it will put money in your pocket."

"I am not so sure of that."

"But two dry goods stores can't live up there. He was a fool to butt in."

"I am not afraid. He won't last long."

"Don't fool yourself. He has both money and credit."

"All right," replied the merchant, "but there is a still more important thing which he has not, and that is common sense."

"For instance?"

The merchant told of the attempted consolidation.

"It just happened so," said the wholesaler. "Don't be so sensitive. Go again, or drop him a note, and you'll get together, all right."

"I have no doubt that he wants to consolidate," was the reply, "but I do not. I'm going to take my chance alone. I don't want to be in business with any man who will work the 'phone when the most important interview of his business life is on. He will not succeed."

"Oh, he'll get over that," laughed the other. "Besides, what could the man do? He was called to the 'phone, wasn't he?"

"Sure, but he had clerks there, idle clerks, and a book-keeper. I'll tell you, Mr. Classon, I'm done with people who don't think at the right time. The telephone is a great detective. It points out character. Why, my dear sir, should I stand like a dummy before a man's desk while he quits me to talk trivialities over the 'phone?"

I have paid him the courtesy of a personal visit, while the man on the 'phone has done nothing of the sort. This thing is becoming so common in business that if a man wants to receive immediate attention he goes to a 'phone instead of calling in person. If he called in person he would have to be interrupted every time the 'phone rang. If he is on the 'phone himself he can interrupt others."

"What should be done?"

"Attend to the man before you. Tell the man on the 'phone to call up again or call a clerk. It is easy enough. I felt insulted to-day, but it is nothing new. I have wasted many an hour waiting for the man who was supposed to be doing business with me to do foolish talking over the 'phone. I don't know how the notion got to going, but there seems to be a notion that a telephone call is a sacred thing, and must be attended to to the delay of all business, even if the call is nothing more than an invite to a ball game. The 'phone

is a fine thing, but I can't stand for that sort of goings on. It is not civil. It is not business."

"You're too sensitive," said the wholesaler.

"Look here," said the other, "if you were negotiating an important matter with me, personally, and I should turn my back on you in the middle of a sentence and begin to discuss a fishing trip with some chum, wouldn't you feel insulted? Well, this is what is done every day, only the man who talks about fishing is at the other end of a wire, and you are present in person, which makes it worse."

"So that deal is off, and for such a reason?"

"All off, and for a very good reason. I don't want to go into business with a man who doesn't know how to treat people."

The wholesaler went away a little gruffy, but he admitted that the merchant was right in his argument.

Alfred B. Tozer.

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 in good shape is a better bargain than a new car. We have decided to make

Special Low Prices Until Oct. 15

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 15th. Come in as early as possible while you can get a good selection.

Adams & Hart

47-49 No. Division St.

Grand Rapids, Mich.

BORROWING ON SECURITY.

Matters Little What Kind of Collateral Is Used.
Written for the Tradesman.

On the fourth floor of the big building, not far from the elevator, was a door with a ground-glass panel. On the panel, in large black letters, were the words, "Real Estate." Inside the room were two roll-top desks. At one desk sat a man with a cheque book in his hand. At the other desk sat a man watching him of the cheque book with an amused expression on his face.

"How much?" asked the man with the book.

"Two hundred."

The man with the book whistled.

"What's up?" he asked.

"Never mind that now," replied the other. "Give me the cheque."

"All right."

The man took the cheque and placed it in his pocket.

Then the cheque-writer asked:

"Going out to see about that suburban deal to-day? About what time is it getting to be?"

"I don't know," was the reply. "I think my early education must have been neglected. At least, I never learned to tell time by a pawnbroker's ticket."

The other man looked up in amazement.

"Is that right?" he asked.

"You bet it's right."

"Wherefore?"

"Just a quick call for money when I was in Chicago yesterday."

"Poker?"

"No; wheat."

"I see."

"And I lost, too."

"Well," said the other, "I don't wish you any bad luck as a general thing, but I'm hoping that you'll always lose under such circumstances."

"What kind of circumstances; wheat?"

"Oh, no; that's speculation."

"What then?"

"Pawning."

"Oh, I see."

The partners were silent for a moment, each busy with his own thoughts. Then the cheque-writer said:

"Do you think this pawning watches is the right thing for a business man to do?"

"Of course," was the reply. "I never do things that are not the right things to do. You ought to know that."

"Some day," said the other, "when some of your pipe dreams come out of the box on the wrong side you'll need more than the firm's cheque-book to keep you on your feet."

The partner who was being scolded turned away to conceal an amused smile.

"What makes you think so?" he asked.

"This pawning is the limit."

"Well," replied the other, "I have some bonds down at the bank. I might have put them up."

"On the wheat deal?"

"Of course. Instead of the watch."

"You let the bonds alone for a few

days. If the suburban deal goes through, we'll need \$10,000 more than we've got, and it will take all our bonds for collateral."

The scolded one grinned.

"Not our bonds!" he cried, in evident dismay.

"Of course."

"We can't put them up."

"And why not?"

"Why, that would be pawning."

"But this is business. It is common enough to hypothecate securities in a perfectly legitimate deal. That is all right."

"Oh, yes, it is common enough to pawn watches, too. Where is the difference? I saw Gleason putting up bonds yesterday. Might have been his watch."

"He wouldn't do such a thing."

"Oh, I don't know. He buys Lake Shore and puts it up to buy Northwestern, puts up Northwestern to buy Central, puts up Central to take a flier in wheat. You see it all depends on what it is that you pawn, in the eyes of the business world. I can't see any difference, myself."

"But you ought to be able to see the difference."

The partner looked interested.

"What is the difference?" he asked.

"The difference between legitimate and illegitimate methods," was the reply. "I see you out in the country in quest of health and brain food," he added. "Come, go on out and see about the interurban deal."

"Wait," was the reply. "Let me get this thing fairly in my head. See if I've got it right now: Buy Lake Shore, put it up to buy Northwestern, put that up to buy Central, put up Central to take a dip into the wheat pit. That's business. Now, buy a watch, hock the watch to get money, slam the money in the wheat pit. That's disgrace and foolishness? Have I got it right?"

"By the time you get through with the pawnbroker," said the other, "you wouldn't have much money to put into the pit. It is not business to submit to such trimming as you get under the sign of the three balls."

"That is not the point. I am claiming that it is just as honorable to pawn a watch as to pawn bonds. But a business man who will shudder at the sight of a pawn ticket will mortgage his home and hypothecate all his investments to get money to carry on a deal which is little better than gambling."

"Such sacrifices are necessary where there is a lack of capital."

"Keep the business down to the capital, then," replied the other. "I don't believe in this pawning things."

"You are talking strangely for a man who has just confessed to pawning his watch in a wheat deal."

"Oh, I'm talking on general principles," said the other, with a laugh.

The partner eyed him keenly.

"You don't like that suburban deal, eh?" he asked.

"How do you know that?"

"You have been saying so. I don't believe you pawned that watch. Come here and let me look you over."

The accused made for the door.

"Of course I did," he said, looking back from a crack.

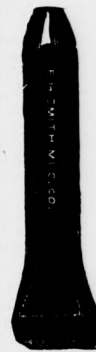
Then he drew his watch from an inside pocket and went merrily down the elevator.

"I didn't say I had pawned it," he mused. "I just wanted to show him a few things about borrowing money. Strange how a man who will mortgage his home and put up his life-earnings in a deal will buck at the sight of a pawn ticket. I wonder if he caught on in the right spirit?"

But the suburban deal was not pulled off, and the stocks and bonds of the firm are still in their possession.

Alfred B. Tozer.

Investigation in Chicago has shown that not a few men with yearly incomes of \$1,000 or less are possessors of automobiles of the most expensive types. Men whose homes are mortgaged have purchased automobiles, putting down all their small savings as a starter on the payment. A woman, on the verge of destitution, received a legacy of \$800, and, instead of paying off her numerous debts, at once turned in the entire sum toward buying a touring car. The craze has become so widespread that the feeling among those whose chiefest desire in life is to "make a showing" has grown till with that class it is considered hardly respectable not to own a costly automobile. Of course this particular variety of idiot forms a small proportion of the population of any city. Yet, apparently, there are enough to cause comment and investigation in Chicago.



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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.

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

Standard Oil Co.
Grand Rapids, Mich.

A GOOD INVESTMENT
THE CITIZENS TELEPHONE COMPANY

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

25,000 TELEPHONES

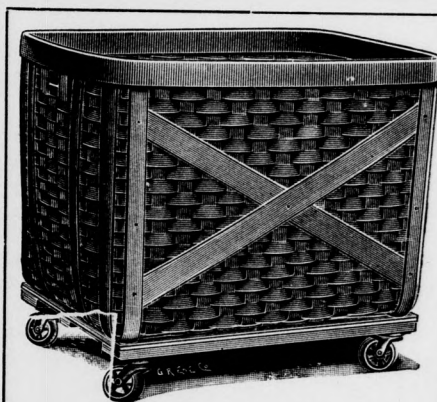
to which more than 4,000 were added during its last fiscal year—of these over 1,000 are in the Grand Rapids Exchange, which now has 7,250 telephones—has placed a block of its new

STOCK ON SALE

This stock has for years earned and received cash dividend 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

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.

NEVER FAIL.

Fight Hardest When You Are on Your Back.

One of the worst things that can happen to a man nowadays is to be a failure. It is an awful thing to be a failure. A man may live in a way to make his friends or acquaintances wonder just why the grand jury does not hammer him over the head with a dozen indictments, he may get his name printed along with those of ward politicians, he even may be accused openly of nursing a sneaking fondness for croquet, but so long as his checks do not come back from the bank stamped "No funds" he is, in the perfectly expressive language of the canaille, "All right." For then he is not a failure, and in this age the rest does not count.

But when he is a failure, when his checks come back from the bank unpaid, or, worse still, when he does not have a blank check book to his name, then he is in a terrible fix, indeed. And when his failure is plain to the eyes of all men, when his name is so open that men may stand about and talk of it, when they may thrust it flauntingly before his eyes and tell him in so many words that he is a miserable example of a man who hasn't succeeded—then his situation is awful. Unless—unless he can go and do as Scherer did.

Therefore, if in your catch as catch can wrestling match with the world you have felt the good red earth on your shoulder blades it behooves you to dip deeply into the pellucid tale of what happened to Scherer and draw therefrom the obvious moral, which, like the motto of the jiu jitsu experts of Japan, reads: "Fight hardest when you're on your back." Many a down and outer would be an up and inner if such action had governed them at the crucial times of their careers. One phrase there is not room for in the vocabulary of the man who wishes to acquire that condition which men have chosen to label as success is "time to quit." Neither the calendar nor the clock shows any such time. It does not exist. While a man is climbing he dare not quit lest he lose his foothold, and when he has made his climb and is at the top of the ladder, where by all accounts there should be rest and security, he finds that he can not quit, that the habit of not quitting so firmly is fixed in him that it can not be shaken off.

Scherer was a failure. He was a miserable sort of a failure. Such a failure was he that a certain man told him so to his face and before many other men. A man must be far down before another will do this, unless the man who does so is a great fool. In this case he wasn't a fool. It was Old Going who told Scherer that he was a failure.

Scherer came up from Indiana. True to the newspaper traditions of the section of that great commonwealth which he hailed from, he looked as if he could write historical novels. Old Going had one rule of selection in the matter of salesmen—they should have thick necks.

"They need 'em," he was wont to say. "The thicker and tougher the better. They get hit there so often that if they aren't well fixed they soon wilt away and let their expense accounts creep up towards their sales figures. If they have good necks, getting hit there makes them all the better. Muscles, and everything else, develop with use. Yes, give me the salesman with the big neck; he won't know when a customer has walked on him."

But he made an exception in the case of Scherer. Scherer didn't have a thick neck. Perhaps it is unnecessary to state this, as it has been said that he looked as if he might write historical novels. He was small and thin, and he ran rather to a high forehead than to thickness in any part of his anatomy. It was patent on his appearance that he couldn't sell goods, but nevertheless he was on the selling staff of Going & Co.

Scherer had owned a small establishment of his own down in Indiana. From there he had graduated into the capacity of Going & Co.'s general agent for his county. He had done well as such; none better. He had a way that went well with the men who kept stores off the railroads; and so the product of Going & Co. was distributed successfully under his supervision. But it was a small post at its best, and with absolutely no possibility of further development, and the uneasy germ of ambition had been sown deep in Scherer's bosom by the first sweet taste of success under the big firm's banner, and so he came into the general office, determined to make a big place for himself on the road.

"Well," said the manager of the sales department, "we haven't got anything against trying out a new man." He rubbed his chin a little dubiously as he spoke, and Scherer, noticing that he had a brand new shave and, therefore, needed not to rub his chin, spoke up.

"But I'm not exactly a new man, Mr. Manager," said he. "I've handled the firm's line for the last fourteen months in Wheatville county, Ind. I've sold the goods in—" And Scherer went on to enumerate the towns that he had made as the firm's agent down home. They were the kind of towns that are productive of livery bills in a salesman's expense account, and so the sales manager smiled a little.

"Well, it's a little different on the road," he replied. "But we can find a territory for you all right."

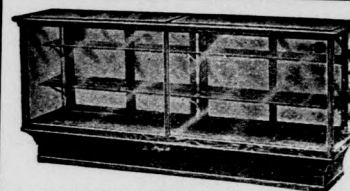
So they gave him a territory, and a fairly good one, and Scherer tugged his sample cases to the depot and tried hard to be a real salesman. Lacking the thick neck, he figured that he could make up for it with the honeyed smile, the super glad hand, and truly square treatment of customers. It seemed plausible enough, but somehow it didn't work out, and Scherer hardly equaled the record of the old man in his territory. He should have excelled it considerably to be credited with anything that resembled success, for the other man had introduced the goods,

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



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.

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

Good to the Very End

S.C.W.

5c Cigar

G. J. Johnson Cigar Co.

Makers

Grand Rapids, Mich.

and an advertising campaign of much strenuousness had been indulged in by the house.

Scherer saw to the old trade successfully, but this trade was so well fixed that a boy to carry sample cases around and open them for the benefit of the customers could have held it with practically no loss. It consisted mainly of customers who had found Going & Co.'s goods the best kind for them to handle, and who never would for an instant consider a proposition to change to some one else.

Scherer was good where he was acquainted and where the name of his house was both an introduction and an indorsement of him and his goods.

When it came to getting new trade Scherer was a ship without a compass—completely lost. Here he missed the thick neck terribly. When he made a dozen towns in a week and failed to land one single order from new trade he got discouraged. For a week then he tended only to the fixed trade. And when he was turned down hard he took it to heart. These things explain why he came to be reckoned as a failure, which, as has been said, he did, and why there seemed no prospects for him ever to be anything else.

He occupied this unenviable position in the eyes of the general office for four long, dreary years. It may seem strange that he could stay on the staff for this length of time, but as a matter of fact Going & Co. were disposing of just as much of their product as they could turn out without enlarging their plants, and as this was no part of their present plans they did not seriously bewail the fact that one salesman on their staff was deserving of the title of "dub." While the sales manager knew quite well that he could put another man into Scherer's territory and double the sales thereof, he knew also that the plants were running overtime, so why go after orders that cause trouble in the operating department? All this is told merely to explain the presence of a failure on the otherwise immaculate selling staff of Going & Co.

And then, at the end of the fourth year of servile failure on Scherer's part, old Going, as was his custom, held in his private office a reception for the salesmen of the firm. One salesman, one with a ready wit and tongue, once dubbed these salesmen's receptions as the "dip in the salve bucket." As a matter of fact they were love feasts of a practical nature, Old Going sitting in his \$4 office chair and speaking nice words to the salesmen lolling about in mahogany and leather creations that cost the firm \$24 each. While business was the strong side to Going's character, there was another side which was as smooth and silky as any one could desire, and it was this side, all smiles, handshakes and congratulations, that he showed to the salesmen when they annually assembled in his sanctum. It was a day of good feeling, an occasion on which the curtness and acrimony of business were put to one side and mutual

expressions of respect and appreciation passed freely about.

On this particular year the meeting was one of the greatest felicity. It had been a great year for the firm, and Old Going was happy in his attitude towards his salesmen. He told them that never had he been so well served by any set of salesmen as those now on the firm's roll, that never had the firm done so much business, and that never were the promises of the future as bright and rosy. Not a salesman on the staff but had done himself proud, he said.

Then his eye happened to notice Scherer, the Failure, as he sat in the corner. The iron in Going's soul was touched. "That is," he added, "with one exception. Mr. Scherer, who is our weakest salesman, has failed, as customary, to do justice to the firm and the territory in which he travels. However, the other men have done so well that the handicap of one weak man scarcely has been felt."

Scherer never knew just how he left the office that day. He had a confused remembrance of some of the other men looking at him in an amused sort of way, and that was all. He went home and sat with his hands in his lap forcing himself to realize just what the head had said of him. When he did realize it he was terribly ashamed. Also, he was angry, as men grow angry in silence and alone when they have unpleasant thoughts, and he swore considerably. He didn't sleep that night. He lay awake and cursed himself and Old Going with great impartiality.

He was in the city for a week's rest, but the morning found him packing his trunks and cases for the road. He was on a train all the next day and at nightfall he walked into the office of a man who twice before had refused to see him. The man each year bought goods of the kind made by Going & Co. to the extent of 50,000. This time Scherer walked past the office boy and presented his own card.

"Mr. Blank, I've come to sell you some goods," said Scherer. "You can't afford to stop me from doing it. Will you give me some time now, or shall I call later on?"

The man tore the card into bits. "D—it!" he roared, "where are those office boys?"

"Outside," replied Scherer calmly. "There only was one. I stuffed him under a bench when he tried to stop me. And here's another card. Now, do you think I've got a proposition that can interest you?"

The man looked carefully at the new card and laid it down.

"What's your proposition, Mr. Scherer?"

"Whew! What in the world's happened to Scherer?" said the sales manager two weeks later. "He must have gone crazy. Why—why, he's actually got the record for the sales of last week."

He carried his discovery to the head and the old man smiled grimly. "Scherer? Oh, yes. Well, you never can tell what a horse can do until you've tried your hardest whip on him."

Allan Wilson.

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.

Fast, Comfortable and Convenient

Service between Grand Rapids, Detroit, Niagara Falls, Buffalo, New York, Boston and the East, via the

Michigan Central

"The Niagara Falls Route"

The only road running directly by and in full view of Niagara Falls. All trains passing by day stop five minutes at Falls View Station. Ten days stopover allowed on through tickets. Ask about the Niagara Art Picture.

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FOOTE & JENKS' JAXON Foote & Jenks JACKSON, MICH.
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Shotguns, Rifles and Revolvers
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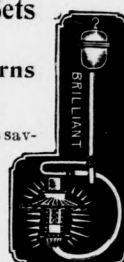
FOSTER STEVENS & CO.

Grand Rapids, Michigan

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.

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



Some Observations Among Canadian Shoe Dealers.

While I was on my vacation over in Canada just recently, I was much struck by the advertising methods of the shoe dealers, particularly in the smaller towns and villages.

In the cities like Toronto, Montreal, Ottawa and Quebec, the newspaper advertising methods are about the same as in "The States," except, perhaps, a trifle different in Quebec, but out in the villages there is a difference.

In the window of one Canadian dealer there had been made, with much painstaking, an elaborate, simple rebus. The awl and the rule and the square were all real articles fastened onto the cardboard. The scheme and wording may have been old, but both were new to me.

This seemed to be a favorite window trim with the country dealers, and I saw several variations of it.

Another read:

"Our Sole Thought is the Low-est P-rice."

The sole was of course, an insole, the "Low-est" a two-spot with "Est" after it, and the "P-rice" was a common or garden pea with a tiny cup of rice fastened onto the face of the sign.

Still another:

"Save Dollars Trading Here."

The "Dollars" were attractive looking Canadian bills pasted by one corner onto the sign, and the "Here" tickled my partner and me a good deal because it was simply an ear of corn wired onto the sign, and that way of putting it seemed so like dear old England.

One which seemed a little far fetched was this one, in which cards from a euchre deck figured:

Our prices are "Low."

Our quality is "High."

Our styles are fit for a "King" or "Queen," and

Nobody but a "Jack" would go elsewhere.

Try a "Pair" of our Royal Shoes.

The quotations explain what cards were used.

The Canadians have quite a lot of native novelties to help out on window trims, for instance: Indian moccasins, snow shoes, fur bootees, lumbermen's spiked boots, and on the whole they put up some very attractive windows. I was surprised at the number of United States' lines which were represented over there, and the way they were boomed. To be the agent for an American line of anything, but particularly of an American line of shoes, seemed to be a thing to be especially proud of and to advertise as an especial distinction.

I really didn't need anything in the line, but just for the experiment, I went into a little combination shoe and general store well up among the

villages of Ontario. "Good afternoon," I remarked.

"Good afternoon, sir."

"What sort of a pair of shoes have you for my wife?" I asked.

"Well, sir, we 'ave habout everything she'd want to choose from, if she lives 'ereabouts, sir, but, of course, sir, we can't quite keep up with Ottawa and Montreal, can we, sir?"

I told him I didn't see how that would be advisable even if possible, and asked to see something in a good wearing, Canadian made shoe.

"There's a good thing, sir, we do sell a lot of. It's called Moose Calf, and women what's bought them tells me they wear like rawhide."

"They seem heavy," I ventured.

"Well, of course, sir, for summer, perhaps, but in the winter one needs heavy shoes, doesn't one?"

I admitted that one did.

"I 'as a woman customer from over in the Octobegaweganosic country who comes in 'ere every year and buys a pair of thin shoes. She always comes about the last of August or the first of September, and that's the only time she gets to a store where she can buy shoes as good and stylish as these the year round, so every year she's bought a pair and only one, for the year, they wear that well—they do."

"Well, sir, man, you'll believe me she was in 'ere just a few days ago and she said, 'Mr. Fitzroy,' she says, 'I'm not goin' to buy no shoes of you this year at all,' she says."

"Is that so, madam," I says.

"What's the matter?"

"'Nothin' at all the matter,' she says, 'only those blamie Moose Calf shoes wear me a little over a year. One year I keeps my new ones a month 'fore I wears 'em, the next year 'twas three months I keeps my new ones, the next year I wears my old ones six months 'fore I dirties the soles of the fresh ones and so on, until this year I just put me new ones on yesterday to come to the village.' So you see, sir, selling such good wearing shoes is a bad thing for trade, isn't it?"

I admitted it. "But haven't you something in a light kid shoe such as you sell the village girls and ladies?" I asked.

"Indeed and I've, sir. 'Ere it is. Could you find a prettier thing in Winnipeg? Are you from Toronto or Winnipeg, sir?"

I told him that I was from across the border.

"I thought you didn't appear just like a Canadian, sir. I suppose over there they just think of nothing at all but annexing and getting hold of Canada, sir?"

"Well," I replied, "I've heard a good deal of that sort of talk since I have been in Canada, and I don't want to be unflattering, but I don't believe that the average United States citizen thinks of Canada on an average more than once in three weeks and then he does not long for her a particle. We don't need Canada half as much as Canada needs us, and you need never fear annexation with the States until you ask for it, and you may have to ask several times

at that. Perhaps if the States people appreciated what a country there is over here it might be different, but they don't and it will be many a day before there will be any thought of anything more than being cousins."

"Well, sir, you surprise me. I don't know how it is, but we some-way get the idea over 'ere that the States want to gobble us up, and while we 'aven't anything against the States we don't just like the idea of being gobbled. You wouldn't like the idea yourself, would you, sir?"

"How would you like a mutual joining of the countries if it could be arranged all around satisfactorily?"

"Well, sir, it might come sometime, sir, but another generation, perhaps. We have our own little ways, sir, and while we all know that the people from the States have more push in a business way, we feel, begging your pardon, that our government is better and cleaner."

"Not better than ours might be?"

"No, sir. Not so good. Better than yours is, because the people you elect, so many of them, to govern you, don't respect themselves."

He had been reading the exposures and I turned back to the shoe question. I may state I have no wife, but it occurred to me that a pair of genuine Indian made, rawhide snow shoes would be a novelty for my show window in Lasterville.

Mr. Fitzroy had several pairs of practical snow shoes, intended for service, and on account of last winter having so little snow he had carried them over and I managed to buy a pair at a pretty low price. They were monstrous things and caused me so much trouble that I forgot my rain coat in leaving one of the way trains and never heard of it again, but I clung to my snow shoes.

I shall never forget that day in Toronto when I waited for the boat. It was such a day as you want to sit in a hammock and in the shade and send a boy around the corner for something off the ice, every few minutes. As I wandered through the streets with that pair of monstrous snow shoes under my arm people would turn to grin as I went by. It did look funny with the thermometer go in the shade to see a man with an umbrella and a pair of snow shoes around sight seeing as though he were a prudent tourist who always went prepared for any change in the weather.

I stood it for awhile, but when I went over to the King Edward Hotel for dinner, I checked them and a happy thought occurred to me. I gave the boy a quarter extra. "Now," I said, "I'm going over to Buffalo on the two o'clock Lewiston boat—can't you have these sent down to me?"

"Yes, sir," he said, and then he told me in detail how he would have them left for me in the office on the right as I entered the dock.

We enjoyed ourselves around Toronto in the afternoon, my fishing partner and I, and didn't attract half as much attention as in the morning.

At a short time before two we mingled with the monstrous Saturday afternoon crowd which was mak-

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

Carry
in Stock

S AND H
LINE

Men's
Work Shoes



Wolverine Girl
Shoe

All Styles

\$1.65

State Agents



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

ing its sweating way to the two o'clock boats.

"The office at the right of the dock!" Why, there were any number of offices at the right. Four separate and distinct lines of steamers were getting ready to leave that dock and there were offices galore: Offices for each line of steamers for both freight and passengers, branch offices of the railroads, hack stand offices, transfer companies, and I had only twenty minutes before boat time. While my partner saw to the fish boxes and the baggage I began my search. Imagine your Uncle Ike, sweating at every fat pore, worried looking and out of breath, breaking into the quiet tranquil office of the Canadian Pacific branch office and asking:

"Has anybody left a pair of snow shoes here for a Mr. Fitem?"

Did you ever go into a silent office and make a remark like that and have about ten secretaries and managers and clerks look enquiringly up and then have about half a dozen conceal their faces in their books while they smiled, and have a gray haired, solemn faced, polite old English gentleman leave his desk to go poking around through a suite of offices looking for a fool pair of hand-made snow shoes in August? No, they were not there.

"Gee! that sounds refreshing," remarked the perspiring man in the candy stand and information bureau, but the snow shoes were not there.

I joined a line about twenty long prepared to buy tickets on the Hamilton line of steamers and slowly worked up to the head for the privilege of gasping, "Have you got a pair of snow shoes in there?"

"Git to hell out of the way, what you give us. Ain't it hot enough in here without being insulted?"

The next man in line jostled me aside so that I lost the rest of it.

At two more offices I joined lines and worked up to the head only to be jeered. I worked the baggage room, both custom houses, the popcorn stands, the railroad offices and the transfer agencies; I went on all the boats and presently, by persistence, I managed to get Canada stirred up thoroughly over the matter. Every porter, office man, steward, chief engineer, captain, customs official, dock walloper and plain tourist was helping in my search. Finally I gave it up, amid a general sigh of Canadian sympathy and went aboard the boat, when down the dock came a small boy with my snow shoes under his arm.

"Here they come!" was the shout, and a dozen people tried to take my purchase away from the lad and be the one to make me happy.

They are attracting much attention in the show window of Laster & Fitem's store in Lasterville this hot weather, and I expect they will be a great feature next winter.

You know I always was a great friend of novel window trims.—Ike N. Fitem, in Boot & Shoe Recorder.

If criticism began where charity is said to it would seldom go any farther.

He Came Too Late.

He was a big man, with shaggy eyebrows and a fighting jaw, and after looking up and down the street he entered a cobbler shop and queried of the small and harmless-looking man on the bench:

"You are not the man who ran this shop fifteen years ago?"

"No, I'm not."

"Are you his son, brother or any other relation?"

"Not at all."

"Where is the man? I think his name was Ward."

"He is dead."

"What! Dead?"

"Expired fourteen years ago. Did he owe you anything?"

"No. I owed him something. I owed him the all-firedest licking a cobbler ever got, and I came in to-day to give it to him."

"You are too late. Why did you wait so long?"

"Because I was only a youth when I came in here one day fifteen years ago to have a lift put on the heel of my shoe. I accidentally upset some of his traps and he put the lift somewhere else. He was a big man, but I told him I'd grow for him, and here I am."

"Sorry for you," said the cobbler, as he shaved away at a piece of sole leather.

"It's a mean trick," growled the other. "It's simply fifteen years thrown dead away. You say you are in nowise related to the deceased?"

"Not the slightest."

"And you never met him?"

"No."

"Then I couldn't consistently punch your head on the old account. Well, good-day. I'd like to give you one punch for the sake of the departed, but I s'pose I'll have to put up with the disappointment and try and kick up a row in the saloon next door. Successor to the man I've grown for, but lost. Farewell!" Joe Kerr.

Copper Is a Germ Killer.

"Copper is a marvelous preventive of disease. If we returned to the old copper drinking vessels of our forefathers typhoid epidemics would disappear."

The speaker, a filtration expert, took a copper cent from his pocket.

"Examine this cent under the microscope," he said, "and you will find it altogether free from disease germs. Examine gold and silver coins and you will find them one wriggling and contorting germ mass. Yet copper coins pass through dirtier hands than gold and silver ones—you'd think they'd be alive with micro organisms. But no. Copper kills germs. Diphtheria and cholera cultures smeared on a copper cent die in less than two hours.

"They have many cholera epidemics in China, but certain towns are always immune. These towns keep their drinking water in great copper vessels. Travelers have tried to buy these vessels, for they are beautiful, but the villagers will not sell them. They have a superstition that their health and welfare depend on their retention. I wish all superstitions were as true and salutary as that."

ARISTO (glazed) COLT

As Tough as Bessemer Steel



It has the superior qualities of a Kid Skin, namely: pliability, a smooth, **bright** finish, but it will not bark or peel like a kid or goat skin. Made on our Rockford last, it is a dress shoe with a remarkable amount of wearing quality.

Write for sample pair Bal. or Blucher.

HIRTH-KRAUSE CO.

Shoe Manufacturers

Grand Rapids, Mich.



A Pentagon Is a Five-sided Geometrical Figure

Our trade mark is a pentagon. Every one of our shoes has five sides or five strongly marked characteristics, namely—leather, workmanship, fit, wear and style.

In every one of our shoes, from those intended for hard rough wear to men's fine Goodyear welts, your patrons will find satisfaction and at a medium price in each and every one of these five particulars.

Rindge, Kalmbach, Logie & Co., Ltd.

Grand Rapids, Mich.

Confidential Talks With Successful Shoe Dealers.

The subject of this sketch, although not an old man, is a man of wide business experience. He is pointed at with pride by his fellow citizens as a striking embodiment of those solid principles which not only secure profits, but also win respect. His commercial rating is high. His friends are many. His enemies—if he has such—are probably confined to that evil-eyed, jealous-hearted ilk, who look upon every successful business competitor as a personal affront.

There is a merry twinkle in his searching blue eyes—an easy, affable, companionable quality which easily wins confidence, and by the same irresistible spell holds it. Since our boyhood days, fraught with the memory of knickerbockers, green apples and "the old swimming hole," we have been interested in each other's pursuits and achievements. Whenever I am in his city, or he in mine, we plan a dinner and a chat. Recently we enjoyed a two days' outing on the Kankakee.

We had finished our lunch—having boiled our coffee in a minnow bucket, and fried our bacon over the glowing coals of a wood fire—and were smoking and ruminating to our hearts' content. The incessant lullaby of the river came up to us in pleasing cadences. There was a fortifying, tranquilizing tone in the air, while high up in the blue sky the white, fleecy clouds drifted on in their tireless flight.

"McKay, it's almost sacrilegious to start a man talking shop at a time like this, but since you have given a twist to the one spigot of my loquacity which never was known to fail, the responsibility rests with you.

"If I were trying to sum up in three words the principle which has done more for me than any other it would be this: Attention to details. Of the success I have thus far achieved—although I don't think I am nearly as successful as some people imagine—this is undoubtedly the foundation. I think a study of the policies of our really great business men will show that attention to details is a prime factor in nearly every instance. Potter Palmer used to say: 'I won't spread over more ground than I can see the edge of.' Of the wisdom of that policy there can be no doubt. I always try to round up a business proposition as far as I am able; make it a care to see what there is in it for myself as well as the other fellow. I never buy a batch of shoes, I never give a big or little credit, I never write an advertisement or attempt any new trade-winning propaganda until I have first carefully thought it out and determined precisely what I am doing, and why.

"One isn't apt to spend too much time and thought on the buying end of his business. The temptation is pardonably natural, but nevertheless fatal to overload. There are so many attractive shoes on the market, and so much that is both plausible and convincing to be said about them, that it is mighty hard to keep a cool

head and a firm purpose. One is often tempted to put in more stock than his trade calls for. And I must confess that some of our energetic road men are veritable Sirens, and know how to urge the claims for such a procedure. In the retail shoe trade the brilliant and successful plunger is a rare bird. Don't think I have ever beheld his shadow. In real estate speculations in the promoting of corporations, and even in manufacturing industries, there may be valid reasons for tempting fate, and taking a 'long chance' on coming out unscathed, but not in the more staid and matter-of-fact business of selling shoes a pair at a time.

"The great and ever-increasing variety of styles and leathers put upon the market makes it necessary for the local merchant to exercise his powers of discrimination and selection. It stands him in hand to cultivate the art of firmness. He must master local conditions—and this in itself is a task by no means insignificant—and buy his goods with reference thereto. Not infrequently the mistake is made of catering to an ideal trade instead of to the trade one actually has, or may reasonably count on gaining. By listening to the bee that buzzeth in his bonnet, instead of exercising his optics, the unwise buyer suddenly finds his place glutted with shoes 'thick as autumnal leaves that strow the brooks of Vallombrosa.'

"Another factor which I believe is of the utmost importance in the conducting of a winning shoe trade may be expressed in a single word—individuality. The store, after all, is the expression, within certain limits, of the proprietor's peculiar temperament, outlook, mental status—in a word, of his individuality. His shoes represent his interpretations of style, comfort and wearing values in shoes. More unmistakably than what is said in the ad. do the shoes declare the man. If there is any latent foppishness in a man it will appear in his stock. If there is any 'yellow dog'—and dishonest taint in the fibre of him—it also will appear in shoddy stuff masquerading under the guise of dependable wares.

"When I began my business career fifteen years ago—and I shall never cease to be glad that I began it right in the heart of a big city, where the glare of competition smote upon me right from the beginning—I reasoned it out with myself somewhat like this: 'Now, here am I, a young man, going up single handed against the momentous problem of winning a trade and keeping my scalp. I want to make my store synonymous with something or other in the retail shoe line. On general principles, it looks easier to lower one's standard of shoe values than it does to raise it. I believe, therefore, I'll start in about right. Seems to me there ought to be room hereabouts for another store, which stands for men's shoes in the medium and better grades. The demand for the highest priced shoes is necessarily limited, while the cheaper grade presents some difficulties which I do not care to face. The middle of the road for me.' From this policy I

have no occasion to swerve. I began, as you remember, by putting in a limited line of the more popular sellers. I bought conservatively, and branched out only when I felt the necessity for so doing. But whenever I did branch out it was along the lines already suggested. My scale of prices ranged between three and five dollars, and I honestly tried to graduate the price with reference to the value of the shoes. It goes without saying that with any definite and limited policy, such as mine has been, one is going to miss certain opportunities for trade that lie outside the range of such a policy; but my experience and observation confirm me in the conviction that far more is gained in the long run by having a definite and limited policy. This very fact served to give one's store character and individuality. Consequently, it comes to stand for something.

"This policy early suggested the propriety of selling my shoes under my own name. The publicity created by the manufacturers of the one-price specialty shoes never appealed to me. I resisted the inclination to 'knock' but I insisted on maintaining my own independence. It occurred to me that a man who works early and late to build up a trade for himself in a given community ought to have some sort of protection. For this reason I bought the very best shoes I could buy, for the money, and whether they came in or whether they went out, they came and went with my name stamped upon the soles, and my label stitched upon the soles, and my label stitched upon the linings. In order to make that name good I have sent back more than one bunch of goods, and have had not a few seances with men-of-the-house and men-of-the-road, but all in all,

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.



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.

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.

SKREEMER

The \$4.00 Shoe for Men

Nothing Better Made. All Styles. All Leathers.

Carried in stock by
MICHIGAN SHOE CO., DETROIT

I think I have retained the confidence of all the men whose opinion really counts.

"A customer now and then pays me the compliment to say that I am up to the notch on seasonable and popular shoes. I am willing to concede that I try to be. I keep an eye on the calendar what time I make my orders. My hobby is to push goods in season. In summer I display nothing but summer goods. I just take it for granted that my customers want that sort of thing. If they want something different they have to explain it to me. When I find a certain last has a steady run, I try to keep it going; and when I discover a new one coming into vogue, I try to get something as near like it as possible, even if I cannot get the exact thing, but in doing this I try to keep within the bounds of moderation.

"For another thing I try to clean up my stock and reduce to the lowest possible number my collection of unsaleable shoes. I like to see them go, and it doesn't punish me to slash prices in order to move them out. In cleaning out my odds and ends I have never had to resort to the usual methods of advertised slaughtered-price sales. I do it in a quiet way. Sometimes when I have sold a customer a pair of shoes from a regular line I just casually refer to the fact that I have a few bargains in the way of leftovers. In this way I often sell two pairs of shoes instead of one. And it's a cinch, you know, the more shoes a man has the more shoes he wears out. If he doesn't wear them out he gets tired of seeing them around and gives them over to the hired man. I think this is a good plan, inasmuch as it helps me to recoup while at the same time it serves to develop, in a roundabout way, benevolence in my customers. Thus, everybody is benefited, and nobody is injured.

"Among the lesser virtues I have endeavored to practice courtesy myself and to teach it to my clerks, if I see that they haven't it already. Nothing short of that goes in my establishment. It never pays to browbeat a poor fellow, just because you have the chance. If you do, it'll probably be your last chance, and it ought to be. When it becomes necessary for a man to be anything less than a gentleman in order to sell shoes, it's all off with me; I'll hike.

"But enough of this! I came out here in obedience to the call of 'the wild,' and if you say 'shoes' again to me this blessed day, one or both of us go into that blooming river caplunk! Come on; let's get busy!"—Cid McKay in Boot and Shoe Recorder.

A Real Physical Feeling.

Mrs. Biddle—Poor child! I'm sorry he had to be whipped. He is so sensitive that the lightest punishment affects him deeply.

Mr. Biddle—I meant it should.

Mrs. Biddle—But the poor boy's feelings are hurt.

Willie (desperately between his sobs)—Taint my feelings at all.

Village Know-It-Alls See Contents of Bag.

Written for the Tradesman.

Dr. Newman and Nels. Upthegrove stood on the street corner Saturday afternoon holding a heated debate. Under Dr. Newman's arm reposed a package about the size of a five pound baking powder can and it was wrapped in brown paper.

"I wouldn't do anything of the kind," said Upthegrove warmly.

"It couldn't do any harm," replied the Doctor, earnestly, "and even if it did, I know how to correct the trouble."

"Well, you can count me out, anyway," replied Upthegrove, and half turned as if to leave the spot.

Just then the Scribe made his appearance and Upthegrove hesitated.

"Ever see a rattler?" queried the Doctor in his blandest manner. Something inside the package made a peculiar noise and the Scribe stopped.

"Never did," replied the Scribe. "Got one?"

"Can't you hear him?" answered the Doctor, beginning to remove the wrappings from the package. The rustling of the paper annoyed the reptile and another and more ominous b-r-r-r sounded from the package. A crowd was gathering.

"Rattlesnake!" exclaimed a prominent business man and began to back off.

"W'at it is?" queried the short man from Vienna.

"Careful there!" admonished the Oldest Inhabitant as gathering citizens pushed him in toward the package. The Doctor was still unwrapping the baking powder can which was now resonant with half muffled rage. Considering its confined position the rattler was doing a very lively tattoo.

"Lemme see him!" demanded the Weather Prophet excitedly.

Just then the wrappings came off the package and, with a warning howl, the crowd slunk back toward the gutter. But the Doctor had his reptile well protected. The can that held it was inside a cotton bag, and the loose end of the sack was twisted over the open end of the can. The audience gained courage and began to draw in again and the man of medicine commenced unwinding the mouth of the bag.

"Say, Doc., I wouldn't do that," admonished Upthegrove, and as the reptile made another noise that sounded like a big red squirrel on a frosty morning the audience made another hasty movement toward the center of the street.

The Weather Prophet gained courage and returned to the attack. "Le's peek into the bag anyhow," said he.

"You've got to be awful careful," suggested Upthegrove; "those critters jump like grasshoppers."

"I kin handle him all right," protested the Prophet, "jes' put a forked stick over his tail."

"You can't do that," said Dr. Newman positively.

"Why not?" asked the prophet.

"Because you don't know enough."

"Bet ye ten dollars," said the Prophet.

"Done," said the Doctor. "Now get your crotch!"

The Prophet went over to Upthegrove's peach tree and sliced off a likely looking limb, trimmed it down with his pocket knife, selected a smooth place on the grass near Martinek's store and announced his readiness to fasten the rattler. "Let him out kinder slow, Doc.," he requested.

"I'll do the best I can, but these fellows are mighty quick."

Dr. Newman laid the cloth covered bag on the greensward and slowly untwisted the enveloping folds of the bag. As light began to trickle through the opening there was a struggle inside the sack and the crowd gave back with a yell, for with a prodigious rush and a fierce menacing sound the reptile struggled

through the mouth of the bag and sprang like a flash across the grass. Almost as quick was the Prophet, who with poised stick had watched the egress with catlike eye.

Like a rapier descended the crotch. The Prophet was quick but he lost his bet. The horrid reptile was a big, green frog. Geo. L. Thurston.

Supplied Already.

Waiter—Will you have some of these postcards as a remembrance of the hotel?

Guest (who has been pretty well fleeced)—Thank you; but I have some powerful remembrances, I assure you.

There never was an angel who wouldn't take off her wings and cook for the man she loved.

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.

You Are Master of the Situation

If you have what the people want they'll come after it—don't have to ask them very hard either if you sell

Hard-Pan Shoes

Competition will never, never keep the people away from a store that handles Hard-Pans in the right way.
One more proposition: We are sorry but one man in a town can have them. Order a case today. We'll return your order if the other fellow beats you out.

Our Name on the Strap of Every Pair

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

Fire and Burqlar Proof

Safes

Tradesman Company, Grand Rapids

DOUBTFUL VIRTUES.

Honesty Which Is Not Tried and Sure.

In this hurried life of the twentieth century some of the simplest and yet most meaningful things in the world are overlooked. We meet a man in public and instinctively are distrustful of him. Or in a studied summing up of his personality we decide that we will have as little as possible to do with him. Or, on the other hand, we meet this man and at once there is established a feeling of mutual understanding and good fellowship.

But whatever these first impressions the great majority of men look no further for the reasons for these impressions. Here is a man; we like him or we dislike him; he is an individual entity in a world of individuals; we deal with him as our impulses prompt us, accepting him or rejecting him, and we have done with it. The great who, what and why of the man are overlooked. Jones is judged as we judge Smith, and Brown is measured with Black for what they are when we meet them.

Perhaps a busy world has no time for more than this. If so, this is a condition against which theories can avail little. But out of the condition it comes home first to the parent and second to the man to determine the personality with which the adventurer into life finally must stake his whole claim to success.

The old idea that man is especially God made, springing full fledged into life in the image of his Maker, can not hold in fact. That a man "is the sum total of all his ancestors" is a worse fallacy. Sooner or later the whole world must come to the inevitable philosophy that man is man made, no matter how credit or discredit is reflected by this creature of environment. Birth is much, but environment and training are more.

Nature endows every living creature with that first impulse of self-preservation. This impulse is the personification of selfishness. Were a man to live alone according to this law and ripen in his loneliness to maturity, his coming into modern community life would stamp him as the worst citizen in civilization. His short sighted egotism would put him at war with the best interests of modern life. He would be a liar, thief, robber—murderer! In the experience of the psychologist and alienist, it is doubtful if in his maturity the best efforts of society in the best practicable manner ever might train this man to a point allowing him an unrestricted liberty. Out of these facts we have the inevitable conclusion that—

Given the finest type of man who ever has lived community life among his fellows, we have the most perfectly artificial of all men.

"Live and let live" never was the philosophy of Nature in the sense that the quotation generally is accepted. This is the voice of community life, uttered long after it had become plain that man's community life stood for the best protection of the individual. Perhaps in its last analysis it was a selfish voice. It is beyond

the finite mind to say just where all selfishness ends. Religion, which should have given the highest interpretation of the unselfish, has fallen short when it has accepted the salvation of a father alone of all his family, leaving him to look forward to an eternity of life in separation from his loved ones condemned to an eternity of death.

But it is not the intention of the writer to suggest the elimination of selfishness in modern life. At the most, he would advance the idea that civilization is nursing in the individual a greater degree of selfishness than the present status of man seems to require. Selfishness is ignorance per se. To the degree that it is possessed in undue measure even by the ignorant it is inimical to modern life. It is something more selfish and less regardful of others in Smith which makes him fall short of the virtues which we see in Jones, presuming always that our readings of the two men are true readings of character.

Which brings us to the question, Is not Smith the more natural man of the two? Is not Jones the admirable one wholly because of the fact that in environment and training he has been taken away from his natural impulses? And in criticising Smith are we not holding him responsible for lack of opportunities and breeding, while, on the other hand, we may be lauding Jones in reality when Jones may have fallen short of what Smith might have been had Smith had the Jones opportunities?

Honor and honesty are words of community significance only. Just as cold is the absence of heat, so honor and honesty are interpreted by man out of his community life. Man is not born perfect, to fall; he is born selfishly imperfect, to rise if he can, and often if he will.

I hold it truth with him who sings
To one clear harp in divers tones,
That men may rise on stepping
stones

Of their dead selves to greater things.
The one lesson running through this philosophy should impress itself first upon the parent who may reason that by virtue of his blood and ancestry a child must be honest. There are few persons in this world whose conscious memory does not run back to a time when they lied and stole and the higher the manhood they have attained the more sharply the knowledge of these primal expressions of the animal are recalled. Honesty that is not trained and tried and true is a doubtful virtue which may have reason to doubt itself.

"Teach this," is the injunction to the parents of all children.

"Learn this," is the belated message to the man who needs to know the truth which shall set him free.

John A. Howland.

"The man who wins my admiration," said the serious girl, "must be one who can stand firm in his convictions in the face of ridicule, opposition and personal danger." "I see," said Miss Cayenne. "Your ideal is a baseball umpire."

It will not do us much good in heaven to think of the things we had thought of doing here.

Status of the Boston Butter and Egg Market.

The Board of Directors and the Committee on Market Reports of the Chamber of Commerce held a consultation meeting on Tuesday to talk over the question of butter quotations. It seems that some complaints had reached the directors in regard to the method of quoting butter in the official circular, and the board, in order to have an understanding on the matter, invited the whole committee before them. No regular complaints were formulated, but it was stated in a general way that some parties in the butter trade claimed that the quotations of extra creamery were below the regular selling rates on that grade. The chairman of the Price Committee gave an explanation of the basis of quotations, and insisted that the quotations each week represented the value of the average extra butter received. He admitted that they did not represent the maximum prices received for fancy quality, but were intended to cover the value of invoices shipped in here as extras, but which varied considerably in selling quality.

The Board of Directors, after hearing from other members of the Price Committee, decided to take the matter under consideration, before taking any decided action. While some members of the board are of the opinion that the exact selling price of each particular grade should be quoted, as near as can be ascertained, others are of the opinion that the explanations of the committee should have due weight. This question is somewhat similar to the controversy which is now going on in New York, and it is to be hoped that it will be settled satisfactorily to the great majority of the butter men in both cities.

It is a long time since there was such an eager demand for high grades of butter as at present. Receivers of northern creamery—that is, the make of Vermont, New Hampshire and New York State—are different about putting their goods on sale in the open market in wholesale lots. As a rule they hold the goods for their jobbing trade, or in expectation of getting higher rates later in the season. For this reason, dealers who are anxious to buy supplies in wholesale lots here at the official quotations can not get them, and of course are in a very complaining mood. High grades of Western are about as difficult to obtain. There are few coming to this market in large lots, because it is supposed they are wanted nearer home, but when they do come they are held above the official quotations or peddled out in small parcels at extreme prices. The whole situation is quite complicated, and it is difficult to tell what a full line of strictly extra creamery would bring, if put up at open sale.

"I am forced to admit that I greatly miscalculated the tendency of the butter market in the summer," said a member of a large jobbing house. "I bought sparingly for storage, because I had no faith in the high prices, and now I am unable to buy at what I consider any reasonable rate. What

a lot of money I might have made if I had had courage to go in when others were holding off. This week I paid 23c for a lot of 1905 stock, which I could have secured at 17c early in the year, and I have heard of another lot being sold at 24c which buyers passed over at 16@17c some time ago. No more old stock is now in first hands."

"Yes, we have a very strong situation on eggs at present," responded a large dealer to our inquiry, "but I am afraid the market is being strained. Receipts you may notice are running fairly liberal this week, and as high prices to consumers are likely to curtail the demand, it is well for operators to move cautiously. But perhaps you will say that I talked about in the same way early in the summer, and that the market has gone entirely different from what I then predicted. I suppose I was too cautious in operating in April stock, and now wish I had taken hold more courageously, but that is no good reason why I should not be cautious now. Still there continues to be an active demand for the best grades of fresh gathered Western, and the chances are that present values will be maintained for this month at least. Holders of April stock, I notice, are unwilling to offer from storage here at current rates. They are looking for a big margin of profit."—Produce Review.

Observations of a Gotham Egg Man.

Under the general conditions prevailing in the egg market the scale of current receipts in the leading markets is of great moment. Our readers have been kept informed as to the large increase in supply realized ever since the latter part of April. It has been shown that according to the official records the receipts at New York, Boston, Chicago and Philadelphia combined showed an excess over last year of no less than 678,000 cases from March 1 to April 31. And yet the accumulations in cold storage at these four points combined appeared to be somewhat less than on the same date a year ago.

This evidence of material increase in consumptive demand has been the basis of rather a confident feeling among holders of refrigerator eggs. And yet, when it is remembered that the quantity on hand last year proved to be far greater than could be profitably sold during the following winter, the question at once arises whether the increased consumption will prove sufficient to absorb a supply as large as we had last year should the winter season prove equally favorable to fresh production.

From present appearances we can hardly expect that the September reduction of storage eggs in the leading markets will be as much as it was last year, owing to the relatively heavy fresh supplies received during the first half of the month; but the movement of fresh stock now appears to be on the decrease, and if it should soon fall to about last year's figures there would undoubtedly be a much more rapid reduction of reserve stock as a result of the larger demand.

A comparison of the recent receipts by weeks will therefore be of interest and will be found in the following table, in which calendar weeks are compared:

	1906.	1905.
Week ending Aug. 4.	161,180	129,885
Week ending Aug. 11.	184,014	132,967
Week ending Aug. 18.	171,823	141,558
Week ending Aug. 25.	167,014	152,928
Week ending Sept. 1.	153,519	158,180
Week ending Sept. 8.	153,725	145,143
Week ending Sept. 15.	165,580	137,342
Week ending Sept. 22.	149,672	139,939

It will be seen that from the heavy excess of receipts over last year prevailing early in August (and previously) there was a gradual decline during August until for the last week of that month they fell even slightly below the corresponding week last year; subsequently there was a considerable increase, but the last week shows a decline to a point only a little in excess of the corresponding week last year.

Last year our receipts during October, November and December were swelled considerably by the shipment here of an unusually large quantity of storage eggs from interior points. This year we may reasonably expect to get less of these and it will not be surprising if our last quarter's total receipts should show a considerably smaller percentage of increase over last year's than has been the case earlier in the season.

It would be exceedingly dangerous, however, considering the heavy stock of stored eggs, and remembering the disastrous results of last year's late holding, to endanger the liberal consumptive demand now being enjoyed by too high prices. Present prices are profitable to holders of stored eggs and they are so high as to result in retail figures close to the danger limit.

It is unfortunate that consumers can not more generally get refrigerator eggs at retail in fair proportion to their wholesale cost. Retail prices, in a large majority of the stores, seem to be fixed on the basis of the wholesale cost of fine fresh eggs and the storage goods are very often (if not very generally) worked in; if the demand is unfavorably affected the retailer and jobber console themselves with the size of the profit—but the original owner of storage eggs suffers.—N. Y. Produce Review.

Too Much Law and Too Few Clerks.

There is much complaint among the Buffalo, N. Y., druggists of the shortage of help. The factory law cuts off boys who are under 16 or have not been to school through the winter, and it is claimed that the prerequisite law has made a big difference with youths who are over 16, for those who have no money can hardly hope to go through the college and become druggists, so they see no permanent business at the end of an apprenticeship of soda water dispensing. On the other hand, it is said that if they have money they object to be tied up at the soda water counter. It is predicted that the supply of clerks will grow shorter right along in future.

Hardware Price Current

AMMUNITION.				
Caps.				
G. D., full count, per m.	40			
Hicks' Waterproof, per m.	50			
Musket, per m.	75			
Ely's Waterproof, per m.	60			
Cartridges.				
No. 22 short, per m.	2 50			
No. 22 long, per m.	3 00			
No. 32 short, per m.	5 00			
No. 32 long, per m.	5 75			
Primers.				
No. 2 U. M. C., boxes 250, per m.	1 60			
No. 2 Winchester, boxes 250, per m.	1 60			
Gun Wads.				
Black Edge, Nos. 11 & 12 U. M. C.	60			
Black Edge, Nos. 9 & 10, per m.	70			
Black Edge, No. 7, per m.	80			
Loaded Shells.				
New Rival—For Shotguns.				
No.	Drs. of Powder	oz. of Shot	Size Shot	Gauge Per 100
120	4	1 1/4	10	10 \$2 90
128	4	1 1/4	9	10 2 90
128	4	1 1/4	8	10 2 90
126	4	1 1/4	6	10 2 90
135	4 1/2	1 1/4	5	10 2 95
154	4 1/2	1 1/4	4	10 3 00
200	3	1	10	12 2 50
208	3	1	8	12 2 50
236	3 1/4	1 1/4	6	12 2 50
265	3 1/4	1 1/4	5	12 2 70
264	3 1/4	1 1/4	4	12 2 70
Discount, one-third and five per cent.				
Paper Shells—Not Loaded.				
No. 10, pasteboard boxes 100, per 100.	72			
No. 12, pasteboard boxes 100, per 100.	64			
Gunpowder				
Kegs, 25 lbs., per keg	4 90			
1/2 Kegs, 12 1/2 lbs., per 1/2 keg	2 90			
1/4 Kegs, 6 1/4 lbs., per 1/4 keg	1 60			
Shot				
In sacks containing 25 lbs.				
Drop, all sizes smaller than B.	1 85			
AUGURS AND BITS				
Snell's	60			
Jennings' genuine	25			
Jennings' imitation	50			
AXES				
First Quality, S. B. Bronze	6 50			
First Quality, D. B. Bronze	9 00			
First Quality, S. B. S. Steel	7 00			
First Quality, D. B. Steel	10 50			
BARROWS.				
Railroad	15 00			
Garden	33 00			
BOLTS				
Stove	70			
Carriage, new list	70			
Plow	50			
BUCKETS.				
Well, plain	4 50			
BUTTS, CAST.				
Cast Loose, Pin, figured	70			
Wrought, narrow	60			
CHAIN.				
Common, 7 c., 6 in., 1/2 in., 1/2 in.	4 1/2 c.			
BB, 8 c., 7 1/4 c., 6 1/4 c., 6 c.	6 c.			
BBB, 8 c., 7 1/4 c., 6 1/4 c., 6 c.	6 1/2 c.			
CROWBARS.				
Cast Steel, per lb.	5			
CHISELS				
Socket Firmer	65			
Socket Framing	65			
Socket Corner	65			
Socket Slicks	65			
ELBOWS.				
Com. 4 piece, 6 in., per doz.	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	27, 28			
List	12 13 14 15 16 17			
Discount, 70.				
GAUGES.				
Stanley Rule and Level Co.'s	60 & 10			
GLASS				
Single Strength, by box	90			
Double Strength, by box	90			
By the light	90			
HAMMERS				
Maydole & Co.'s new list	dis. 33 1/4			
Yerkes & Plumb's	dis. 40 & 10			
Mason's Solid Cast Steel	30c list 70			
HINGES.				
Gate, Clark's 1, 2, 3	dis. 60 & 10			
HOLLOW WARE.				
Pots	50 & 10			
Kettles	50 & 10			
Spiders	50 & 10			
HORSE NAILS.				
Au Sable	dis. 40 & 10			
HOUSE FURNISHING GOODS.				
Stamped Tinware, new list	70			
Japanese Tinware	50 & 10			

IRON	
Bar Iron	2 25 rate
Light Band	3 00 rate
KNOBS—NEW LIST.	
Door, mineral, Jap. trimmings	75
Door, Porcelain, Jap. trimmings	85
LEVELS	
Stanley Rule and Level Co.'s	dis.
METALS—ZINC	
600 pound casks	8
Per pound	8 1/2
MISCELLANEOUS	
Bird Cages	40
Pumps, Cistern	75 & 10
Screws, New List	85
Castors, Bed and Plate	50 & 10 & 10
Dampers, American	50
MOLASSES GATES	
Stebbins' Pattern	60 & 10
Enterprise, self-measuring	30
PANS	
Fry, Acme	60 & 10 & 10
Common, polished	70 & 10
PATENT PLANISHED IRON	
"A" Wood's pat. plan'd. No. 24-27	10 80
"B" Wood's pat. plan'd. No. 25-27	9 20
Broken packages 1/2 c per lb. extra.	
PLANES	
Ohio Tool Co.'s fancy	40
Scioto Bench	50
Sandusky Tool Co.'s fancy	40
Bench, first quality	45
NAILS.	
Advance over base, on both Steel & Wire	
Steel nails, base	2 35
Wire nails, base	2 15
10 to 16 advance	Base
8 advance	5
6 advance	20
4 advance	30
3 advance	45
2 advance	70
Fine 3 advance	50
Casing 10 advance	15
Casing 8 advance	25
Casing 6 advance	35
Finish 10 advance	25
Finish 8 advance	35
Finish 6 advance	45
Barrel 1/2 advance	85
RIVETS.	
Iron and tinned	50
Copper Rivets and Burs	45
ROOFING PLATES.	
14x20 IC, Charcoal, Dean	7 50
14x20 IX, Charcoal, Dean	9 00
20x28 IC, Charcoal, Dean	15 00
14x20 IC, Charcoal, Allaway Grade	7 50
14x20 IX, Charcoal, Allaway Grade	9 00
20x28 IC, Charcoal, Allaway Grade	15 00
20x28 IX, Charcoal, Allaway Grade	18 00
ROPES	
Sisal, 1/2 inch and larger	9 1/2
SAND PAPER	
List acct. 19, '86	dis. 50
SASH WEIGHTS	
Solid Eyes, per ton	28 00
SHEET IRON	
Nos. 10 to 14	3 60
Nos. 15 to 17	3 70
Nos. 18 to 21	3 90
Nos. 22 to 24	4 10
Nos. 25 to 26	4 20
No. 27	4 30
All sheets No. 18 and lighter, over 30 inches wide, not less than 2-10 extra.	
SHOVELS AND SPADES	
First Grade, Doz	5 50
Second Grade, Doz	5 00
SOLDER	
1/2 @ 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 18	
TRAPS	
Steel, Game	75
Oneida Community, Newhouse's	40 & 10
Oneida Com'y, Hawley & Norton's	65
Mouse, choker, per doz. holes	1 25
Mouse, delusion, per doz.	1 25
WIRE	
Bright Market	60
Annealed Market	60
Coppered Market	50 & 10
Tinned Market	50 & 10
Coppered Spring Steel	40
Barbed Fence, Galvanized	2 75
Barbed Fence, Painted	2 45
WIRE GOODS	
Bright	80-10
Screw Eyes	80-10
Hooks	80-10
Gate Hooks and Eyes	80-10
WRENCHES	
Baxter's Adjustable, Nicked	80
Coe's Genuine	40
Coe's Patent Agricultural Wrought	70-10

Crockery and Glassware

STONEWARE

Butters

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

Churns

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

Milkpans

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

Fine Glazed Milkpans

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

Stewpans

1/2 gal. fireproof, ball, per doz.	85
1 gal. fireproof, ball per doz.	1 16

Jugs

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

SEALING WAX

5 lbs. in package, per lb.	3
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LAMP BURNERS

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

MASON FRUIT JARS

With Porcelain Lined Caps

Pints	Per gross
Quarts	5 25
1/2 gallon	5 50
Gallons	8 25
Caps.	2 25

Fruit Jars packed 1 dozen in box.

LAMP CHIMNEYS—Seconds.

Per box of 6 Joz.

Anchor Carton Chimneys

Each chimney in corrugated tube

No. 0, Crimp top	1 70
No. 1, Crimp top	1 75
No. 2, Crimp top	2 75

Fine Flint Glass in Cartons

No. 0, Crimp top	2 00
No. 1, Crimp top	3 25
No. 2, Crimp top	4 10

Lead Flint Glass in Cartons

No. 0, Crimp top	3 30
No. 1, Crimp top	4 00
No. 2, Crimp top	5 00

Pearl Top in Cartons

No. 1, wrapped and labeled	4 60
No. 2, wrapped and labeled	5 30

Rochester in Cartons

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

Electric in Cartons

No. 2, Lime (75c doz.)	4 20
No. 2, Fine Flint, (85c doz.)	4 60
No. 2, Lead Flint, (95c doz.)	5 50

LaBastie

No. 1, Sun Plain Top, (\$1 doz.)	5 70
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 55
5 gal. galv. iron with faucet, per doz.	4 50
5 gal. Tilting cans	7 00
5 gal. galv. iron Nacefas	9 00

LANTERNS

No. 0 Tubular, side lift	4 50
No. 2 B Tubular	6 75
No. 15 Tubular, dash	6 75
No. 2 Cold Blast Lantern	7 75
No. 12 Tubular, side lamp	12 00
No. 3 Street lamp, each	3 50

LANTERN GLOBES

No. 0 Tub., cases 1 doz. each, bx. 10c	50
No. 0 Tub., cases 2 doz. each, bx. 15c	60
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 % in. wide, per gross or roll.	28
No. 1, % in. wide, per gross or roll.	38
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	3 00
1000, any one denomination	3 00
2000, any one denomination	5 00

MEAT MARKET

Stringent Rules Promulgated by Secretary Wilson.

The Tradesman of last week gave a synopsis of the rules promulgated by Secretary Wilson governing the use of labels on meats. The full text of the rulings indicates that they are somewhat more stringent than previous information that came from the Department of Agriculture would indicate. Under these rules the true name of the article, the name of the manufacturer, and the actual name of the place where the product is manufactured must appear upon the labels.

Then, too, the word style is to play an important part, and when an American manufacturer imitates a foreign manufacturer of sausage the American manufacturer must use labels which tell the style of the output. Thus hereafter it is to be "frankfurter style sausage," not "Frankfurter sausage."

Potted, deviled, minced or otherwise prepared ham. Name considered deceptive unless actually made of ham or ham trimmings. If any other pork is used in the mixture it can be called "pork meats" or "potted meats."

Potted, deviled, minced or otherwise prepared tongue must be made of tongue or tongue trimmings.

Picnic hams can not be called "hams," but they may be called "picnics" or "picnic shoulders."

California or Cal. hams can not be called "hams," but may be called "Calas."

Boneless ham (as applied to shoulder butts) may be called "boneless picnics" or "boneless butts."

Cottage hams may be called "cottage style ham sausage," if made from ham or ham trimmings.

Dewey hams are loins. They may be called "Dewey loin," but can not be called "ham."

Westphalia ham may be called "Westphalia style ham."

York ham may be called "York cut ham" or "York style ham."

New York shoulder may be called "New York style shoulder."

English cured ham may be called "English style cured ham."

Pork sausage can not be so called unless made from pork meat only.

Little pig sausage may be called "little pork sausage," or "pigmy sausage."

Farm sausage may be called "farm style sausage."

Bologna sausage must be called "bologna style sausage."

Oxford sausage must be called "Oxford style sausage."

Vienna sausage must be called "Vienna style sausage."

Frankfort sausage or Frankfurter sausage—names of other ingredients must be shown.

"Pure lard" must be made of sweet, clean, clear hog fat. The addition of not to exceed 5 per cent. of clean, sweet lard stearine is allowed.

Leaf lard must be made wholly from leaf fat of hogs, without the addition of fat from any other portion of the carcass.

Kettle rendered lard must be actually rendered in an open or closed kettle, without the addition of pressure or contact of live steam with the product.

Open kettle rendered lard must be actually rendered in an open kettle, as above.

Country lard must be made in the country in an open kettle; can be called "country style lard" if rendered in an open kettle.

Home made lard may be called "home made style lard."

In lard compound the pure lard must be equal to or greater than any other ingredient.

Roast beef or roast mutton may be used provided a description of the method of preparation appears in letters of prominent size in connection with the words "roast beef" or "roast mutton."

Rump steak can not be so called unless made from rump steak only.

Minced steak is clearly a misnomer unless made from steaks.

Brawn can not be so called unless made from pork only.

Veal loaf can not be so called unless the meat used is veal only.

Extract of beef must be actually made from beef.

Mixtures: When the name plainly indicates a mixture, such as "sausage," "hash," "mince," etc., it need not be marked "compound." Other mixtures not so indicated by their names must be marked "compound." In the case of compounds containing lard, stearine or other fats, or cottonseed oil, and in compounds containing stearine and cottonseed oil the names of the ingredients must appear upon the label. If the compound has a distinctive name, such as "White Cloud," "Cottolene," "Cottosuet," etc., the word "compound" need not appear, but the ingredients must be stated upon the label. When the word "compound" is used it can not be qualified by any adjective either before or after, nor can the name of any product be attached to the word "compound," unless that product is the principal ingredient of the compound.

Unless mince meat, or pork and beans, or soups contain a considerable proportion of meat, they will not be considered meat-food products.

Sausage and chopped meat: The word "sausage" without a prefix indicating the species of animal is considered to be a mixture of minced or chopped meats, with or without spices. If any species of animal is indicated, as "pork sausage," the sausage must be wholly made from the meat of that species. If any flour or other cereal is used the label must so state. If any other meat product is added the label must so state: for example, "pork and beef sausage," "pork, beef and flour" (or other cereal); or "pork and beef sausages, cereal added."

Meat loaves, without a prefix indicating any particular kind of meat, are held to be mixtures of meats,

flour (or other cereals), milk, eggs, butter or other ordinary loaf ingredients. If any particular kind of meat is indicated that kind must be the only meat used—for example, "veal loaf" must be made from veal and loaf ingredients only. If any other meat is used the label must so state, for example, "veal and pork loaf," "veal, beef and pork loaf."

The word "pate" is synonymous with "loaf."

Flour or other cereals may be used in the preparation of loaves, gravies or soups without being stated on the label.

Inauguration of Sugar Season at Saginaw.

Saginaw, Oct. 2.—The Saginaw Valley Sugar Co. began operations yesterday morning, and from now on the great building will be a veritable hive of industry.

Receipts of beets have been large the past few days and the supply promises to be adequate for a continued run of more than usual length.

The season opens a week earlier and is now expected to run later into the fall than ever before, probably until the beginning of the new year.

The tonnage this year will not be as great as was expected. The beets have not grown as rapidly as was anticipated, owing to the continued dry weather. Nevertheless the tonnage and quality will be fairly good. The acreage is much larger than last year, and it is figured that the tonnage will be at least twice as great. Probably by Monday the factory will be receiving from thirty to fifty cars a day and from 150 to 200 wagon loads a day.

The car shortage is evident already. There is always more or less complaint of this sort, but it is not manifest so early in the season. The management, however, does not anticipate any serious difficulty from this source. The company maintains eleven weigh stations, where the beets can be handled and weighed, and loaded directly into the cars.

The manufactured sugar has to be shipped in box cars, difficult to obtain during a car famine, but it is expected that they will be supplied sufficiently rapid to permit the company to dispose of its product with reasonable celerity.

The company employs about 350 men, who will begin work Monday. During the season it is expected that it will turn out about 8,000,000 or 9,000,000 pounds of sugar.

Some men expect to unload their own sins by confessing those of others.

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.

PILES CURED

...without...

Chloroform,
Knife or Pain

Dr. Willard M. Burleson
103 Monroe St., Grand Rapids

Booklet free on application

TRADESMAN ITEMIZED LEDGERS

SIZE—8 1/2 x 14.
THREE COLUMNS.

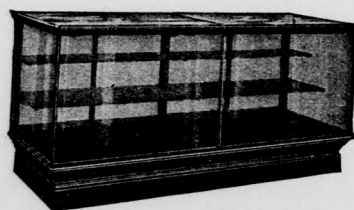
2 Quires, 160 pages.....	\$2 00
3 Quires, 240 pages.....	2 50
4 Quires, 320 pages.....	3 00
5 Quires, 400 pages.....	3 50
6 Quires, 480 pages.....	4 00

INVOICE RECORD OR BILL BOOK

80 double pages, registers 2,880
invoices \$2 00

Tradesman Company
Grand Rapids, Mich.

One Thousand Cases in Stock Ready for Shipment



Our new narrowtop rail "Crackerjack"
Case No. 42.

All Sizes—All Styles
Our fixtures excel in style, construction and finish. No other factory sells as many or can quote you as low prices—avail yourself of this chance to get your cases promptly.

Send for our catalogues.

Grand Rapids Show Case Company
Grand Rapids, Mich.

The Largest Show Case Plant in the World

Chief Causes of Weak Body in Butter.

The causes of weak body in butter may be many and various. The chief sources may be included under the following headings:

1. Natural characteristic of butterfat.
2. Improper control of temperature of cream and butter in creamery and during transportation.
3. Overchurning and overworking of butter in presence as well as absence of water.

The natural characteristic of butterfat, as a cause of weak body in butter, is most in evidence during the spring months, when cows are first turned on grass. Every butter-maker knows that at this time of the year a lower churning temperature and a lower wash water temperature are necessary in order to obtain the same normal firmness of the butter as was obtained previous to turning the cows on grass. The conditions favorable for weak body may come so gradually that the maker can adjust himself to them and not have any trouble at all; but at times these conditions tend to steal themselves upon the maker, and, although he knows perfectly well how to overcome them and also their causes, he is suddenly caught with a churning of soft and weak bodied butter on his hands.

Most makers are able to remedy the trouble so that no more such butter is churned, but some are unable to do so. A churning or two of weak bodied butter may go through without any complaint, as most commission men realize that all human beings are likely to make mistakes, and accidents are likely to happen to all. There are two main reasons why this difficulty is not always remedied. One is the maker does not always know the cause, and hence he can not proceed to intelligently apply a remedy. Secondly, the conditions in the creamery may be such that it is practically impossible to remedy the defect. The writer knows of one creamery that was always producing butter of weak body during the spring months. Continuous complaints were received from the commission man. The butter, however, sold at the usual price, inasmuch as it was manufactured in a whole milk creamery and the quality was otherwise good. This particular creamery had no ice,

and the temperature of the well water, with which the cream was cooled, was about 50 to 55 deg. Fahrenheit. In the first place it took a long time to cool cream with such water; and, second, it was almost impossible to cool the cream any more than to within 3 or 4 deg. of that of the water. Under such conditions it is easily seen why weak bodied butter was produced.

The softness of butter during the spring months is due to the presence of a proportionately large amount of the softer fats, or to fats with a low melting point. When the cows are fresh, as they usually are in the spring, and fed on a succulent feed, such as spring grass, the percentage of the softer fats is always greatest. In order to preserve the body of the butter during this time it is necessary to churn, wash and handle it at a lower temperature than during the other months.

The second cause of weak bodied butter, as mentioned, is improper control of temperature of cream and butter in creamery and during transportation. The effects of this are most in evidence during the hot summer months. The writer can point to one maker who, less than a month ago, was compelled to drop his job on account of manufacturing butter with weak body. There was no other serious complaint. During July practically all of his butter sold for 2 cents below market price. When butter sells below market price, instead of above, it does not take long for a creamery to lose money. This maker had conditions for controlling the temperature, but he either was indifferent or else did not manage so as to have the cream exposed to a sufficiently low temperature.

The cream came in during the afternoon in a heated and somewhat bad condition. It was cooled down at once with ice directly and left until morning, at which time it was churned. Usually the temperature would rise during the night, and, although he put some small pieces of ice in the churn with the cream, the butter would break in rather soft lumps. Such a condition was not conducive to good flavored and good keeping butter, and besides, the body was invariably weak. The churning temperature should be low enough to make the butter "break" in irregular flaky granules. If the butter is in a

soft condition when it is churned, under average creamery conditions during hot weather, it will not improve during the remainder of the manufacturing process.

Not long ago a certain creamery operator received complaints from the commission man that his butter was soft and had a very weak body when it arrived on the market. The buttermaker was a man who knew good butter from poor butter and was able to see the relation between cause and effect. He knew that the butter was good when it left the creamery. But he also knew that the freight train on which it was shipped was never on time. The butter was taken to the depot at the time the train was scheduled. At times the train was six or seven hours late, and during this time the butter had to stand on the depot platform exposed to the heat. Of course, it became very soft and smeary, and when it arrived on the market it was criticised. The maker is now asking who shall stand the loss and blame—the creamery, the railroad or the commission man?

The third chief cause of weak bodied butter is overchurning and overworking. This is occasionally done purposely, but many times it occurs when the maker really does not think the butter has been injured. Butter may have been churned, washed and worked at the proper temperature and degree of firmness, and yet it may be injured by overchurning and overworking. It is true that the softer the butter the more easily the body can be weakened. When butter is overchurned and overworked at any stage in the manufacture the grain is mashed together; when pulled apart it strings and the texture is dense like that of a soft piece of gum. Churning and working should not be carried on so far as to allow the grains to be pounded or worked into a solid mass. The maker has to use his judgment as to the extent of working. So many conditions influence this that no outsider could prescribe. The question of preventing mottles in butter should always be considered in connection with the churning and working of butter.—C. Larsen in Creamery Journal.

Experience is a widow grown old and wise.

Evils of Paying in Advance.

"Never pay for anything in advance and half the trouble in households and in housekeeping will be avoided," said the manager of a large business house.

"It is a habit on the part of some people, this paying in advance habit, and if you will take the trouble to keep tab on it you will observe that such people are more or less, considerably more than less, in hot water figuratively most of the time. This is particularly true as regards the performance of labor on the part of other individuals, or where certain things or articles are to be made for another. It is the indulgent, easy housekeeper who pays her help off before it is due who always sings the saddest and the longest song on the household domestic problem.

"Never pay for goods, a garment, for instance, until you get it and it suits you and not its maker, although this has no reference to goods bought outright in a store which are to be delivered. And in this class of purchases, if you wish them at a specified time, otherwise they would be of no use to you, pay on delivery; then you will in all probability get them at the hour you and not the other party want them delivered.

"If you will take the trouble to observe in lawsuits brought by tradesmen most of them are for balances due rather than for the entire amount of the bill. One of the main reasons why the well-to-do seem to get what they want, and you don't if you are poor, is because they seldom pay for articles until they are received, and not then if they don't suit, but in your case it is you and not the other fellow who seems to get stuck on the transaction. This is because this class of people put into practice the principle I am expatiating upon of never paying for things in advance."

Poor Papa.

"I wish papa would give me a pony?"

"He can't, dear; he is not rich enough."

A little later:

"Mamma, may I have some pudding?"

"No, my dear, it is too rich."

Still later;

"Mamma, I—I wish that pa-pa-pa was as rich as the pudding!"

Are You a Storekeeper?

If so, you will be interested in our **Coupon Book System**, which places your business on a cash basis. We manufacture four kinds, all the same price. We will send you samples and full information free.

TRADESMAN COMPANY, Grand Rapids, Mich.



Michigan Knights of the Grip.
President, H. C. Klockseim, Lansing.
Secretary, Frank L. Day, Jackson; Treasurer, John B. Kelley, Detroit.

United Commercial Travelers of Michigan
Grand Counselor, W. D. Watkins, Kalamazoo; Grand Secretary, W. F. Tracy, Flint.

Grand Rapids Council No. 131, U. C. T.
Senior Counselor, Thomas E. Dryden; Secretary and Treasurer, O. F. Jackson.

Fraternal Greetings From Secretary Day.

Jackson, Sept. 25—It is a pleasant thought that we live in an age of evolution when man seeks to promote the spirit of fraternal and brotherly love, in social and commercial life, by bringing together, in mutual and fraternal association, those of their associates engaged in competition for livelihood or for gain. There is no other association of men so fraught with good for each others' welfare, or that extends a helping hand more freely to the brother in time of need than does the Michigan Knights of the Grip.

Unity begets a brotherly interest in the success of its associates in a common calling, and leads to harmony in all the relations of life.

When we look about us and see the many industries of our country, and the many organizations, such as lodges, insurance companies, etc., grow from their infancy to mammoth organizations or industries, we can feel assured that their success is due to good organization and promotion.

The M. K. of G. is a well organized body, organized under the laws of brotherly love and honor, and all we need now to double its membership is that every member put his shoulder to the wheel of promotion in united action.

It is useless to occupy space or time in relating to you the many things the M. K. of G. has done for its members, and its advantages. It might be in keeping with the jug, however, that has a handle on both sides to ask, what have you done for the M. K. of G.?

It is wonderful, to say the least, that we are an organization not bound together by state or ritualistic law, but by a law that stands higher than either of these; it is the law of honor, morality and brotherly love. These laws that underlie our grand organization stand as firm to-day as on the day we organized, and give us the title Michigan Knights of the Grip.

Past history shows that the success of all organizations carrying an insurance feature, whether an old line, fraternal, or mutual plan, lies in securing new members.

As an incentive and inducement that you may be interested in promoting the membership and interests of our organization, the Board of Directors, at their last meeting, decided to offer you a premium for securing new members, bearing in mind at all times, that quality is preferable to quantity. Said new member must be

desirable and acceptable to the Board of Directors.

Any member (except Secretary) securing new members in the next six months, closing April 1, shall have his assessments paid as per the following schedule:

For securing 10 new members to have 4 assessments paid.

For securing 7 new members to have 3 assessments paid.

For securing 5 new members to have 2 assessments paid.

For securing 3 new members to have 1 assessment paid.

For securing 2 new members to have annual dues paid for one year or one Port Huron souvenir book.

For securing 10 honorary members to have annual dues paid for one year or one Port Huron souvenir book.

Please do not treat this matter lightly or cast it aside, but take the matter up with the firm determination that you will do your part by sending in at least two new members.

There is plenty of material to work on and a good many would be pleased to be identified with the Michigan Knights of the Grip.

Write the Secretary for application blanks.

I thank you in advance for your kind assistance in doing your part toward securing new members, realizing that it will take only a little effort on the part of each member to double our membership within the next six months.

F. L. Day, Sec'y.

Loafing.

How many men have gone down to failure with "Killed by loafers" written on their business gravestone. Not a few, you may be sure. The store that permits loafing must pay large money for the privilege. Women are your best customers. Women will not trade where loafers are allowed to congregate, and you can not blame them. There is no sort of store whose business will be hurt more by loafers than a shoe store. You may not realize that your store is hurt by loafing. It may be while you are in the store there is none of it except a few of your friends who stop after dinner or supper for a visit with you. Even so, those few friends, one or two or three at a time, are loafers to your lady customers. Then, if your friends do that, your clerks' friends may be even more disposed to do so, and no proprietor can claim to know what takes place in his store during his absence. One thing any shoe store can do to keep out loafers, and that is, see that there is absolutely no place where they are allowed to sit, half-sit or lean with any degree of comfort. Give them to understand that the settees and chairs are for customers only. Crowd them out if you can't get rid of them any other way. Loafers don't like a busy spot. It makes a lot of difference about loafing how willing the proprietor or the clerks are to visit with the fellows that drop in. Make up your mind that if you are going to be a good visitor you will be apt to have loafers to visit with you.

Make It a Practice To Buy of the Traveler.

By all means do all the business with the traveling salesman that you can. He comes in contact with you personally, and therefore in time becomes real friendly, if you encourage his friendship. First, you want to not only pick the salesman that you want to do business with, but of more importance, the house that the salesman represents. Taking it for granted that the house is all right, you want a straight salesman to do business with. Shake anything in the person of a salesman that impresses you with the idea that you are not doing with the straight goods.

The majority of the traveling salesmen are straight, not only because they want to be, but it is to their best interests, as they must come back over the same route, and they will undoubtedly lose more than they will gain by being otherwise.

By straight I mean one that will be truthful in all his assertions. This covers the definition fully. If you get a truthful salesman representing a good reliable house, a salesman that knows his business, he will give you the benefit of his wide experience in the shoe business.

The salesman wants to sell you saleable goods, the wholesaler tries to sell you what he has on hand. Whether they are saleable with you or not he is not in a position to know. The salesman has been in your store and locality often and is in a better position to know what you need. He can make suggestions to you that will be valuable. Even if these suggestions are not taken up as given they make way for ideas of your own. In other words, his suggestions can and often do suggest suggestions to you.

You look over his samples and perhaps this shoe or that shoe can be improved on in style. You talk it over, you mention your ideas and he will undoubtedly improve on them. Between you and him you evolve a shoe that is more adapted to your needs, whereas, if you do business with the wholesaler you get the shoes made up as the wholesaler thought they should be made and your ideas are not embodied in their make-up at all.

Then, again, you get a bigger cash discount and cut out the middleman's profit. Everyone knows that shoes are made and sold so close that everything counts, and your competitors are there to take advantage of everything, and you must do the same. The salesman is better able to sell you cheaper than a jobbing house will. His expenses, it is true, have to be paid, but they amount to very little on each pair. The wholesaler's cost is a great deal more.

But leaving every argument other than the first one aside, the fact that the salesman comes in contact with you personally, and you are able to get his friendship, is the one fact that counts most. Many a time he can put in a good word for you with the credit man (if you really deserve it), and many a time you may need this and need it bad, especially a

dealer doing a comparatively small business.

Then, again, his friendship may come in handy in suggesting to you houses that make a line of goods that you are looking for. Of course, it must be taken for granted that he will not be asked for information of goods that conflict with his own line.

There are times when you must buy from the wholesale house, as you may want the goods in a hurry and they have them (maybe) on hand. Every rule has its exceptions, but the advantage lies with the salesman. Keep on the good side of him. You never can tell when he will do you a good turn. Cultivate his friendship at every opportunity.—L. Jacobs in Shoe Retailer.

Wireless Useless in War.

The latest experimenters have agreed that wireless telegraphy will be useless in war. This is not because the enemy could intercept our messages. We could take precautions against that by frequently changing the cipher code. But by using a special mechanism, which sends out an uninterrupted series of waves, the enemy could so manipulate his transmitting station as to overwhelm and drown every message within the zone of war. M. Edouard Branly, who is credited in France with being the real inventor of wireless telegraphy, has made an improvement by which the Marconi system is safe against interception, except by special apparatus. He says that his mechanism insures for a given set of electric waves complete immunity from the accidental interference of other waves. He confesses, however, that no wireless telegraph system known is proof against deliberate interference of an apparatus that sends out continuous and confusing waves. He declares that for war purposes, on land or sea, "the usefulness of wireless telegraphy would be illusory."

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

Gripsack Brigade.

William H. Baier, of Detroit, is recovering from the effects of umpiring a game of baseball at Grosse Isle Labor day. "Billy" was standing close behind the batsman when a foul tip crashed into his face, knocking out two teeth and smashing his nose. He is hoping to come out without serious disfigurement, but swears that the amateur wind-swatters can fight it out themselves before he ever gets into the game again.

John Cummins (Judson Grocer Co.) sailed from New York on the Lucania last Saturday for a two months' absence abroad. He will land at Queenstown and spend most of his time with his father and other friends in the northern portion of Ireland. He has not visited his home before for about twenty years. He is accompanied by his nephew, Robert Cummins, who will remain in Old Ireland until after the holidays.

Ionia Standard: Robt. McGaw, traveling salesman for the Clapp Clothing Co., of Grand Rapids, left a packer full of samples on the platform of the Grand Trunk depot Monday evening while he went up town, having half an hour to spare between trains. Upon returning he found the packer missing. Early next morning Jim Duffy phoned the sheriff that there was a large quantity of overalls, shirts, socks, etc., strewn about the Grand Trunk yards east of the depot, and the sheriff went thence at once and gathered up the plunder. Henry Allen found the rifled packer about 8:15 next morning, and pretty much all the goods were recovered. Evidently it wasn't clothing the thief or thieves wanted.

Mancelona Herald: The Pennsylvania Railroad is now issuing a 1,000 mile book which is sold for \$20 flat and is good for the purchaser and just as many people as he cares to take along and pay fare for. This is the sensible kind of a mileage book that the public has demanded for years and there has never been any very good reason for not selling such a book. As a business proposition it will be a winner, for once having purchased a book that is good for the whole family and as many friends as you care to take along, the tendency will be to use up the book very quickly and buy another. It will promote travel. The announcement was made last week that the New York Central lines would put out such a book without time limit as to its use. A little limbering up along these lines will take away much of the ill feeling heretofore existing against the railroads.

Charles M. Smith, who covers towns reached from Detroit by the interurban lines for the Michigan Drug Co., has been with that house twenty years, and is well known throughout Michigan. Formerly his territory was the entire State, but now it has been rearranged in a way that allows him to be in Detroit every day. This is a good thing for Mr. Smith, for he is one of the busiest traveling men in Michigan. He is proprietor of four drug stores, two in Pontiac, one in Warren and one

in Royal Oak, and in addition to this was last July elected President of the National organization of Gideons, or Christian traveling men, at their convention at Winona Lake. He has already filled the local and State presidencies. Mr. Smith is a brother of Congressman Sam Smith, of Pontiac. He is married and has a son who is a graduate of the Electrical Engineering Department of the University of Michigan.

Movement of Michigan Gideons.

The Grand Rapids Camp of Gideons has many attractions. It has a Mayer for President—Harry Mayer, 290 Eleventh avenue. It is getting ready to bear Fruit. The Camp has a "Blossom"—Ira Blossom, Secretary, 32 Dunham street. These brothers are ready for action and we hope you will use them "Mohr"—E. K. Mohr, 235 Chatham street.

Thackeray hints there is a law of spiritual harvest. "Sow a thought and reap an act; sow an act and reap a habit; sow a habit and reap a character; sow a character and reap a destiny."

There was a "Frost" in Fenton last week, and the nearer you got the warmer it turned out to be—F. S. Frost, 161 North Prospect street, Grand Rapids, who represents the Ideal Clothing Co. L. B. Langworthy, Secretary of Saginaw Camp No. 8, was at Fenton and enjoyed the "Frost sunshine." He said for a thought in twenty-five words: "Auxiliary should plan and arrange all the local camp meetings, music, entertaining, lunch, etc." This is an idea "Worthy" of notice by every Camp in the State.

In the Wealthy Avenue Baptist church, Grand Rapids (W. P. Lovett, pastor), there are eight Christian traveling men, five of whom are Gideons, and among the others, a Miner, therefore we expect soon they will dig up "Mohr," as the work is pleasant and they "Loveit."

This record for one church is good. Are there others?

W. F. Parmelee, 423 South Burdick street, Kalamazoo Camp, is now on his Eastern trip. He writes that he is in poor health and that he will be at his daughter's at Middletown, Conn. He sends greetings—"Pray without ceasing and then help answer your own prayers. Every Gideon must put HIMSELF into his work."

John H. Nicholson, our National Superintendent, has given us a new watchword, "Work-Pray-Work." He says work on both sides of prayer will always win.

Herbert W. Beals, Secretary of Jackson Camp No. 5, carried with him last week papers signed, sealed and delivered for the Gideon City Mission, and is ready to deliver the goods at the Gideon City Rescue Mission Rally, Sunday, October 7, 1906, which will attract all Gideons and traveling men.

Aaron B. Gates.

It was the old-fashioned mother who used the sole judiciously who made for the good of her son's soul.

Much that passes for patience is only petrified laziness.

Some Odd Things About Railroads.

The oldest and perhaps the oddest section of railway still in existence is in use as a part of the South Carolina and Georgia system. It was built in 1823, and is said to be the only passenger line in the world that ever was run by wind power. With a favoring breeze thirteen passengers and three tons of iron were carried at a rate of ten miles an hour.

The oldest steam railway that still is in existence is a short line that runs from Stockton to Darlington, in England. It first was opened in 1825, and has been in continuous operation.

In England can be found both the cheapest and the most expensive miles of railway ever built. The eight mile line known as the Wotton tramway, and which was built by the late Duke of Buckingham and Chandos, cost less than \$7,000 a mile to build. It is of standard gauge and now is used for light traffic.

The most expensive piece of railway in the world is that between the Mansion house and Aldgate, of the London underground system. It cost nearly \$10,000,000 a mile to build. For a short distance the cost of construction of this line was about \$5,000 a yard—or a trifle less than \$140 an inch.

For cheap long distance traveling the trans-Siberian railway holds the world's record. In order to encourage immigration into Siberia, third class fares are granted from any Russian station on the line to Tobolsk for two roubles, or about \$1.20. From Tobolsk on to the Manchurian border one can travel for \$2.25. Thus, for \$3.45 the Russian immigrant, if he is anxious to go east and grow up with the country, can take a journey of 6,000 miles—or less than 10 cents for a hundred miles.

Opposed to this some of the American short lines in the west and south have had regular passenger rates running from 10 to 25 cents a mile. The short line from Malvern to Hot Springs, Ark., was one of these high priced railroads, and it also held at one time the unique record of being the only passenger road in the United States over which no tramp could beat his way.

The most northern railway line in existence is the Ofoten, built across the upper end of the Scandinavian peninsula by a British company, to tap the great iron ore beds which cover 300,000 acres. At the frontier station, between Norway and Sweden, an enormous hall has been built, into which the whole train runs bodily, and which can then be closed as a protection against the weather. When crossing the Arctic circle the engineers make a point of blowing the whistle.

The Manila & Dagupan railway, which is to be found in the Island of Luzon, has some claim to be considered the most elegant in existence. Certainly, no other line can boast that all the sleepers are of solid mahogany.

The London & Northwestern, besides being the richest of British railway companies—in fact, perhaps, the richest in the world—can boast also of owning the largest engine works in existence. The enclosed space at

Crewe is eighty-five acres, and a little over thirty acres is under cover. The Midland has at Derby twenty-six acres of covered workshops.

The Midland holds the transportation records for the shipment of beer. From the great breweries at Burton on Trent there were shipped recently in a single day 1,231 carloads of beer.

There is an Australian line which owns a most odd record. The New South Wales line, between Nyngan and Bourke, runs a distance of 126 miles in a mathematically straight line, over a plain level almost as a billiard table.

Perhaps the only railroad in the world that pulls up stakes and goes out of business for six months in the year is operated at a fashionable eastern resort. It is less than a mile long and runs from a big hotel to the bathing beach. It is operated in the regular way during the summer, and in the fall the track is taken up and stored and the rolling stock goes into shelter until the next spring.

Ben Burbanks.

The Grand Manner.

Joseph H. Choate, during his term as Ambassador at London, chanced to spend a few days one summer at a very small English town. Having noticed a pleasant river that seemed to promise excellent fishing, he spoke of it to his innkeeper.

"Yes, sir," said the latter, "there is very good fishing here—many persons come here for fishing. A number of literary gentlemen, too, sir."

"Indeed," remarked the Ambassador. "Would you mind telling me which literary gentlemen?"

"Oh, not at all, sir! We had Mr. Andrew Lang here not long ago."

"And is Mr. Lang a good fisherman?"

"Oh, yes, indeed, sir! He fishes beautifully!"

"Really! Does he catch much?"

"Oh, no, sir! He never catches anything; but, sir, he fishes beautifully!"

Here is a new German method for preserving milk: The cow is milked into a sterilized pail, in the bottom of which is a small amount of peroxide of hydrogen. The pail is covered and set aside for from six to eight hours. After this it is heated to 52 degrees centigrade (about 125 degrees Fahrenheit). Then a special ferment called hemase, prepared from the blood of cattle, is added. This after two hours is said to destroy all of the hydrogen peroxide, and the milk is then ready for use. But who wants it after it has gone through that devious course?

A Washington physician has just returned from Ireland with 200 birds. When a boy their songs lulled him to rest and now in his old age he is to have a flock of these native warblers always with him. The idea is a good one, but a little too expensive for the great majority of men who have made their homes here. For them only the pleasures of memory and hope exist.

W. J. Lussenden, dealer in dry goods, clothing and shoes, Sand Lake: Wouldn't do without the paper at any price.



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. Shiley, Reading.
 Third Vice-President—Owen Raymo, Wayne.
 Secretary—E. E. Calkins, Ann Arbor.
 Treasurer—H. G. Spring, Unionville.
 Executive Committee—J. O. Schlotterbeck, Ann Arbor; F. N. Maus, Kalamazoo; John S. Bennett, Lansing; Minor E. Keyes, Detroit; J. E. Way, Jackson.

SOME SIDE LINES

Which Should Be Handled by the Druggist.

The question of wisdom in the selection of side lines is commencing to play a ponderous role in the economy of a retail drug store life, and a judicious selection of such added to a good run of custom means a very substantial addition to the year's income.

There are so many who have only the contrary to deplore. In the selection of suitable side lines for a pharmacy many seemingly trivial points may have a wide bearing on success. On broad principles it may be said that almost anything, the use or misuse of which may be said to have a bearing upon human health, has its place in a drug store, within limitations. The idea must not, however, be pursued to extremes. The druggist, for instance, stops at beef extracts and condensed or malted milks as appertaining to the sick room; he would never go so far in the direction of food lines as to stock tinned soups or fresh milk. The same thing applies to the question of side lines. A great many things are clearly at home in a drug store which would be equally so in another kind of establishment, but their associations elsewhere would be with lines which no druggist could ever consistently touch.

No druggist should go extensively into the matter of side lines until he can feel that he has conscientiously covered the necessities pertaining to his purely pharmaceutical business so as to be in complete accord with all possible requirements of the local medical profession.

When he has done this—and it is no easy task to be able to boast that no stone has been left unturned—it is time to think of the side line as a source of additional profit.

Relating to these, one of two general points should never be lost sight of—that it is far better to have a great variety of quick sellers at small profits than slower goods which produce a greater profit when occasionally sold. It's the quick turning of capital which counts.

It is a bad thing for any druggist to buy in quantity any new or untried preparation, and when such are offered

to him on the guarantee that they are to be "extensively advertised in his local paper with his name at the bottom of the advertisement," he should insist on seeing the contract between the manufacturer and publisher, or, at least, have a written guarantee of the number and character of insertions.

Beware of the glib-tongued traveling salesman of the hot-air radiating variety with his specious consignment contracts for lines of cheap jewelry and kindred articles, which almost always turn out to be unconditional sales which have to be settled for, whether the venture is a success or not.

Do not rely too slavishly upon the catalogues of those jobbers who make an almost exclusive specialty of the retail drug trade. There are scores of opportunities to buy the same sort of goods in the open market, taking advantage of the odd occasions that are always cropping up before the man with his eyes wide open.

With regard to particular side lines, to commence from the ground up, we may as well speak of soap as the most important leader to which the retail druggist should give special attention.

Soap is something which everybody wants, all the time, and in generous quantity. A first-class soap should be sold just as cheaply as possible with little regard to profit.

There are so many packers now who will supply a really elegant article in a beautiful package that a choice is easy.

If care is exercised to get such as can not be easily duplicated locally, it is well worth the trouble to hunt it out, for it is an infallible trade-bringer. Then, there is the question of bristle-goods—hair brushes, tooth-brushes, clothes brushes, etc., are continually coming on the market in job lots which contain goods of several different qualities thrown pell-mell together. A little discrimination in sorting these out will very often result in a stock of superior goods which cost no more than the cheapest. Leather goods have often been attempted, but have never proved entirely satisfactory in the drug store. They constitute a big investment. Styles change too often, and the druggist is not in a position to compete with the department stores. His prices will be too high.

Cutlery is nearly always attractive and profitable within those narrow bounds to which the druggist is confined, including penknives, scissors and manicure sets. No well-stocked modern pharmacy to-day should be without a full line of manicure goods.

Every druggist should have at least one distinctive perfume on his counters which can not be locally duplicated or imitated. If it is well chosen it will make firm and lasting friends for the store. The same will apply at least to one brand of toilet soap and distinctive toilet water.

Cigars should not be mixed in among other goods. They should invariably have their own case; and, here again, try to have distinctive brands which can not be duplicated locally. It will gain you the best trade to do so. There is far more

profit in having a brand of cigars manufactured exclusively for you in your locality. You will be able to give a far better make for less money, and you know what that means.

So far we have spoken only of the lines usually carried by all enterprising druggists, but other equally profitable side lines will doubtlessly develop in the course of time. Already photographic materials and photographic chemicals offer quite a field of added usefulness to the country druggist, who, by reason of his skill as a chemist, is peculiarly able to afford satisfaction to a photographic clientele.

Developing films and negatives often forms a very profitable employment for the night clerk, which adds largely to the income of the store. Here again a large outlay is not necessary, as a few moderate-priced kodaks and plate cameras make a very imposing display; but care should be taken to always have at hand a complete assortment of standard photographic material lists, so that every requirement of the amateur may be quickly supplied and an intelligent line of "photo" talk developed.

Stationery is always a good selling side line, and the bright retail druggist will take care to have a few attractive lines of "box paper" to sell under his own name at low prices—say a quarter or fifteen cents.

One of the most profitable side lines that is now attracting the attention of the more successful druggists is candy.

In the country districts most druggists carry extensive lines of garden seeds in season.

At holiday times a far greater latitude is indulged in, and the wise druggist will endeavor to make arrangements well in advance of the rush to stock most of the ornamental wares foreign to his habitual trade on consignment arrangements with the jobbing houses. He can usually do this by buying a moderate-sized bill outright and having the major part consigned, but this must be early attended to.

The druggist will always be looked to for goods of a special distinction and better quality than the same sort of thing offered for sale by his neighbors, and the sum of it all is that the nearer he can come to absolute local control of the particular goods in which he deals the longer will he retain his superior prestige in the face of all possible competition.

Canvas Made Waterproof.

For this purpose a solution containing equal parts by weight of gelatin and chrome alum is usually employed. It is not advisable to mix more of the solution at once than is sufficient to give the canvas one coat, as, if the mixture once sets, it can not be re-liquefied like a plain solution of gelatin, and hence if the quantity of canvas to be waterproofed is but small, it would, perhaps, be preferable to coat with plain gelatin solution until quite impervious to cold water, and then to thoroughly soak for, say, twenty-four hours in a strong solution of chrome alum.

Joseph Lingley.

Unsafe to Write at Night.

From 8 to 10 p. m. the tall girl wrote letters. The next morning, after breakfast she announced that her time up to 12 o'clock would be devoted to correspondence.

"Surely, you are not going to write more letters," said the top floor girl. "You wrote a dozen last night."

"I know I did," was the reply, "but I am not going to send them. I never mail a letter that I write at night. It isn't safe. I say too many idiotic things. I only write them as a kind of safety valve. There are certain things that I must say to relieve my mind. After I get those thoughts put down on paper I feel better, but you couldn't hire me to mail the letters."

"I used to, but that was before they got me into so much trouble. We let our emotions run away with us when writing at night. We get entirely too confidential. Under a shaded gas jet we tell things that wild horses couldn't draw from us by the light of day. Next morning we realize what geese we have made of ourselves, but if the letters have been mailed it is too late to do anything, and we just have to sit down and wait for the avalanche."

"I still write letters at night, but only as a relief. This morning I shall write to the same persons I wrote to last night, but the letters will not be even first cousin to those emotional epistles. These will be safe and sane and warranted innocuous."

The top floor girl looked uneasy. "I wrote a letter myself last night," she said.

"Better read it," the tall girl advised. "You'll be sure not to send it if you do."

The top floor girl opened the envelope and perused her letter slowly.

"I think," she said, "that I will go upstairs and write another."

Formula for Syrup of Zinc Iodide.

Merrell's Digest of Materia Medica and Pharmacy is authority for the following formula for a syrup of zinc iodide:

Granulated zinc 25 parts
 Iodine 82 parts
 Sugar 600 parts
 Distilled water . . . a sufficient quantity

Digest the zinc in a bottle or flask with the iodine and 200 parts of water, agitating occasionally, until the color of the iodine has disappeared. Filter into a bottle containing the sugar, rinse the vessel with 90 parts of water, and pass the rinsings through the filter with sufficient additional water to make the total weight 1,000 parts. Lastly, agitate until the sugar has dissolved. Strain, if required. This syrup contains about 10.3 per cent. of zinc iodide. Dose, 20 to 30 drops of the syrup three times a day.

A somewhat similar formula is given in a foot note under Zinc Iodide in the United States Dispensatory.

M. Billere.

Few of us are mean enough to begrudge our friends their trips abroad. It's the home-coming stories of the sights they have seen that drive us desperate.

WHOLESALE DRUG PRICE CURRENT

Advanced—
Advanced—Citric Acid, Oil Peppermint, Camphor.

Acidum		Scilla Co	
Aceticum	6@ 8	Copalba	1 15@ 1 25
Benzolcum, Ger.	70@ 75	Cubebae	1 35@ 1 40
Boric	17	Evechthitos	1 00@ 1 10
Carbolicum	26@ 29	Erigeron	1 00@ 1 10
Citricum	52@ 55	Gaultheria	2 25@ 2 35
Hydrochlor	3@ 5	Geranium	oz 75
Nitrosum	3@ 10	Gossypii Sem gal	50@ 60
Oxalicum	10@ 12	Hedoma	2 40@ 2 60
Phosphoricum, dil.	15	Junipera	40@ 1 20
Salicylicum	42@ 45	Lavendula	90@ 2 75
Sulphuricum	1 1/4@ 5	Limonis	1 35@ 1 40
Tannicum	75@ 85	Mentha Piper	3 50@ 3 50
Tartaricum	38@ 40	Mentha Verid	5 00@ 5 50
Ammonia		Morruhae gal	1 25@ 1 50
Aqua, 18 deg.	4@ 6	Myrica	3 00@ 3 50
Aqua, 20 deg.	6@ 8	Olive	75@ 3 00
Carbonas	13@ 15	Picea Liquida	10@ 12
Chloridum	12@ 14	Picea Liquida gal	@ 35
Aniline		Riceina	1 02@ 1 06
Black	2 00@ 2 25	Rosmarini	@ 1 00
Brown	80@ 1 00	Rosae oz	5 00@ 5 00
Red	45@ 50	Succini	40@ 45
Yellow	2 50@ 3 00	Sabina	90 1 00
Baccae		Santal	2 25@ 4 50
Cubebae	1 22@ 1 25	Sassafras	75@ 80
Juniperus	7@ 8	Sinapis, ess. oz.	@ 65
Xanthoxylum	30@ 35	Tigil	1 10@ 1 20
Balsamum		Thyme	40@ 50
Copalba	45@ 50	Thyme, opt	@ 1 60
Peru	@ 1 50	Theobromas	15@ 20
Terabin, Canada	60@ 65	Potassium	
Tolutan	35@ 40	Bi-Carb	15@ 18
Cortex		Bichromate	13@ 15
Abies, Canadian	18	Bromide	25@ 30
Cassiae	20	Carb	12@ 15
Cinchona Flava	18	Chlorate po.	12@ 14
Buonymus atro.	45	Cyanide	34@ 38
Myrica Cerifera	20	Iodine	2 50@ 2 60
Prunus Virgini.	15	Potassa, Bitart pr	30@ 32
Quillaja, gr'd	12	Potass Nitras opt	7@ 10
Sassafras po 25	24	Potass Nitras	6@ 8
Ulmus	26	Prussiate	23@ 26
Extractum		Sulphate po	15@ 18
Glycyrrhiza Gla.	24@ 30	Radix	
Glycyrrhiza, po.	28@ 30	Aconitum	20@ 25
Haematox	11@ 12	Althae	30@ 35
Haematox, 1s	13@ 14	Anchusa	10@ 12
Haematox, 1/2s	14@ 15	Arum po	@ 25
Haematox, 1/4s	16@ 17	Calamus	20@ 40
Ferru		Gentiana po 15	12@ 15
Carbonate Precip.	15	Glycyrrhiza pv 15	16@
Citrate and Quina	2 00	Hydrastis, Canada	1 90
Citrate Soluble	55	Hydrastis, Can. po	@ 2 00
Ferrocyanidum S	40	Hellebore, Alba.	12@ 15
Solut. Chloride	15	Inula, po	18@ 22
Sulphate, com'l.	2	Ipecac, po	2 40@ 2 50
Sulphate, com'l. by	70	Iris piox	35@ 40
Sulphate, pure	7	Jalapa, pr	25@ 30
Flora		Maranta, 1/2s	@ 35
Arnica	15@ 18	Podophyllum po.	15@ 18
Anthemis	30@ 35	Rhei	75@ 1 00
Matricaria	30@ 35	Rhei, cut	1 00@ 1 25
Folia		Rhei, pv	75@ 1 00
Barosma	30@ 38	Spigella	1 45@ 1 50
Cassia Acutifol.	15@ 20	Sanuginari, po 18	@ 15
Cassia, Acutifol.	25@ 30	Serpentaria	50@ 55
Salvia officinalis,	18@ 20	Senega	85@ 90
1/2s and 1/4s	8@ 10	Smilax, off's H.	@ 48
Uva Ursi	8@ 10	Smilax, M	@ 25
Gummi		Scilla po 45	20@ 25
Acacia, 1st pkd.	@ 65	Symlocarpus	@ 25
Acacia, 2nd pkd.	@ 45	Valeriana, Eng	@ 25
Acacia, 3rd pkd.	@ 35	Valeriana, Ger.	15@ 20
Acacia, sifted sts.	@ 28	Zingiber a	12@ 14
Acacia, po.	45@ 65	Zingiber j	22@ 25
Aloe Barb	22@ 25	Semen	
Aloe, Cape	@ 25	Anisum po 20	@ 16
Aloe, Socotri	@ 45	Apium (gravel's)	13@ 15
Ammoniac	55@ 60	Bird, 1s	4@ 6
Asafoetida	35@ 40	Carul po 15	12@ 14
Benzoinum	50@ 55	Cardamon	70@ 90
Catechu, 1s	@ 13	Coriandrum	12@ 14
Catechu, 1/2s	@ 14	Cannabis Sativa	7@ 8
Catechu, 1/4s	@ 16	Cydonium	75@ 1 00
Comphora	1 12@ 1 21	Chenopodium	25@ 30
Euphorbium	@ 40	Dipterix Odorate.	80@ 1 00
Galbanum	@ 1 00	Foeniculum	@ 18
Gamboge po. 1	35@ 1 45	Foenugreek, po.	7@ 9
Gualacum po 35	@ 35	Lini	4@ 6
Kino po 45c	@ 45	Lini, gr'd. bbl. 2 1/2	3@ 6
Mastic	@ 60	Lobelia	75@ 80
Myrrh po 50	@ 45	Pharlaris Canan	9@ 10
Oil	30@ 35	Rapa	5@ 6
Shellac	60@ 70	Sinapis Alba	7@ 9
Shellac, bleached	60@ 65	Sinapis Nigra	9@ 10
Tragacanth	70@ 1 00	Spiritus	
Herba		Frumenti W D. 2	00@ 2 60
Absinthium	4 50@ 4 60	Frumenti	1 25@ 1 50
Eupatorium oz pk	20	Juniperis Co O T 1	65@ 2 00
Lobelia oz pk	25	Juniperis Co	1 75@ 2 50
Majorum oz pk	28	Saccharum N E 1	90@ 2 10
Mentha Pip. oz pk	23	Spt Vini Galli	1 75@ 6 50
Mentha Ver. oz pk	25	Vini Oporto	1 25@ 2 00
Rue oz pk	39	Vina Alba	1 25@ 2 00
Tanacetum V.	22	Sponges	
Thymus V. oz pk	25	Florida Sheeps' wool	
Magnesia		carriage	3 00@ 3 50
Calcined, Pat.	55@ 60	Nassau sheeps' wool	
Carbonate, Pat.	18@ 20	carriage	3 50@ 3 75
Carbonate, K-M.	18@ 20	Velvet extra sheeps'	
Carbonate	18@ 20	wool, carriage.	@ 2 00
Oleum		Extra yellow sheeps'	
Absinthium	4 90@ 5 00	wool carriage	@ 1 25
Amygdalae, Dulc.	50@ 60	Grass sheeps' wool	
Amygdalae, Ama	8 00@ 8 25	carriage	@ 1 25
Anisi	1 75@ 1 80	Hard, slate use.	@ 1 00
Aurant Cortex 2	75@ 2 85	Yellow Reef, for	@ 1 40
Bergamili	85@ 3 00	slate use	@ 1 40
Calicuti	85@ 90	Syrups	
Cariputhi	1 40@ 1 50	Acacia	@ 50
Cedar	50@ 90	Aurant Cortex	@ 50
Chenopadii	3 75@ 4 00	Zingiber	@ 50
Cinnamoni	1 40@ 1 50	Ipecac	@ 60
Citronella	60@	Ferri Iod	@ 50
Centum Mac	80@	Rhei Arom	@ 50
		Smilax Off's	50@ 60
		Senega	@ 60
		Scilla	@ 55

Liquor Arsen et		Rubia Tinctorum	12@ 14
Hydrarg Iod	@ 25	Saccharum La's	22@ 25
Liq Potass Arsinit	10@ 12	Salacin	4 50@ 4 75
Magnesia, Sulph.	2@ 3	Sanguis Drac's	40@ 50
Magnesia, Sulph bbl	@ 1 50	Sapo, W	12@ 14
Mannia, S F	45@ 50	Sapo, M	10@ 12
Menthol	3 40@ 3 50	Sapo, G	10@ 12
Morphia, S P & W	2 35@ 2 60	Seidlitz Mixture	20@ 22
Morphia, S N Y Q2	35@ 2 60	Sinapis	@ 18
Morphia, Mal.	2 35@ 2 60	Sinapis, opt	@ 30
Moschus Canton.	@ 40	Snuff, Maccaboy,	
Myristica, No. 1	25@ 30	DeVoos	@ 51
Nux Vomica po 15	@ 10	Snuff, S'h DeVo's	@ 51
Os Sepia	25@ 28	Soda, Boras	9@ 11
Pepsin Saac, H &		Soda, Boras, po.	9@ 11
P D Co	@ 1 00	Soda et Pot's Tart	25@ 28
Picis Liq N N 1/2		Soda, Carb	1 1/2@ 2
gal doz	@ 2 00	Soda, Bi-Carb	3@ 5
Picis Liq qts	@ 1 00	Soda, Ash	3 1/2@ 4
Picis Liq pints	@ 60	Soda, Sulphas	@ 2 60
Pil Hydrarg po 30	@ 50	Spts, Cologne	@ 2 60
Piper Nigra po 22	@ 18	Spts, Ether Co.	50@ 55
Piper Alba po 35	@ 30	Spts, Myrcia Dom	@ 2 00
Pix Burgum	@ 8	Spts, Vini Rect bbl	@
Plumbi Acet	12@ 15	Spts, Vi'i R't 1/2 b	@
Pulvis Ip'e et Opil	1 30@ 1 50	Spts, Vi'i R't 10 gl	@
Pyrethrum, bxs H	@ 75	Spts, Vi'i R't 5 gal	@
& P D Co. doz	@ 75	Strychnia, Cryst'l	1 05@ 1 25
Pyrethrum, pv	20@ 25	Sulphur Subl	2 1/2@ 4
Quassia	@ 10	Sulphur, Roll	2 1/2@ 3 1/2
Quina, S P & W.	18@ 28	Tamarinds	8@ 10
Quina, S Ger.	18@ 28	Terebenth Venice	28@ 30
Quina, N. Y.	18@ 28	Theobromae	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

		1	2
		ARCTIC AMMONIA	Oysters
		12 oz. ovals 2 doz. box...75	Cove, 1lb. @ 90
		AXLE GREASE	Cove, 2lb. @ 1 65
		Frazer's	Cove, 1lb. Oval... @ 1 00
		11lb. wood boxes, 4 dz. 3 00	Plums
		11lb. tin boxes, 3 doz. 2 35	Peas
		3 1/2 lb. tin boxes, 2 doz. 4 25	Marrowfat @ 1 00
		10lb. pails, per doz. 6 00	Early June 1 00 @ 1 60
		15lb. pails, per doz. 7 20	Early June Sifted 1 25 @ 1 65
		25lb. pails, per doz. 12 00	Peaches
		BAKED BEANS	Pie 1 00 @ 1 15
		Columbia Brand	Yellow 1 50 @ 2 25
		11lb. can, per doz. 90	Pineapple
		21lb. can, per doz. 1 40	Grated 1 25 @ 2 75
		31lb. can, per doz. 1 80	Sliced 1 35 @ 2 55
		BATH BRICK	Pumpkin
		American 75	Fair 70
		English 85	Good 80
		BLUING	Fancy 1 00
		Arctic	Gallon 2 00
		6 oz. ovals 3 doz. box \$ 40	Raspberries
		16 oz. round 2 doz. box	Standard @
		Sawyer's Pepper Box	Russian Caviar
		No. 3, 3 doz. wood	1/2 lb. cans 3 75
		boxes 4 00	1 1/2 lb. cans 7 00
		No. 5, 3 doz. wood	1 lb. cans 12 00
		boxes 7 00	Salmon
		BROOMS	Col'a River, tails 1 80 @ 1 85
		No. 1 Carpet 2 75	Col'a River, flats 1 90 @ 1 95
		No. 2 Carpet 2 35	Red Alaska 1 20 @ 1 30
		No. 3 Carpet 2 15	Pink Alaska @ 1 00
		No. 4 Carpet 1 75	Sardines
		Parlor Gem 2 40	Domestic 1/4s 3 1/4 @ 3 1/4
		Common Whisk 85	Domestic, 1/2s 5
		Fancy Whisk 1 20	Domestic, Must'd 6 @ 9
		Warehouse 3 00	California, 1/4s 11
		BRUSHES	French, 1/4s 7 @ 14
		Solid Back 8 in. 75	French, 1/2s 18 @ 28
		Solid Back, 11 in. 95	Shrimps
		Pointed Ends 85	Standard 20 @ 1 40
		Stove	Succotash
		No. 3 75	Fair 80
		No. 2 1 10	Good 1 45
		No. 1 1 75	Fancy 1 25 @ 1 40
		Shoe	Standard 1 10
		No. 8 1 00	Fancy 1 40 @ 2 00
		No. 7 1 30	Tomatoes
		No. 4 1 70	Fair @ 95
		No. 3 1 90	Good @ 1 00
		BUTTER COLOR	Fancy @ 1 20
		W. R. & Co.'s, 15c size, 2 25	Gallons @ 3 00
		W. R. & Co.'s, 25c size, 2 00	CARBON OILS
		CANDLES	Barrels
		Electric Light, 16s. 9 1/2	Perfection @ 10
		Paraffine, 6s. 9	Water White @ 9 1/2
		Paraffine, 12s. 9 1/2	D. S. Gasoline @ 16
		Wicking 20	76 Gasoline @ 19
		CANNED GOODS	87 Gasoline @ 19
		Apples	Deodor'd Nap'a @ 13 1/2
		31lb. Standards 1 00	Cylinder 29 @ 34 1/2
		Gallon 70 @ 1 15	Engine @ 22
		Blackberries	Black, winter 9 @ 10 1/2
		21lb. 90 @ 1 75	CEREALS
		Standards gallons	Breakfast Foods
		Beans	Bordeaux Flakes, 36 1lb. 2 50
		Baked 80 @ 1 30	Cream of Wheat, 36 2lb. 4 50
		Red Kidney 85 @ 95	Egg-O-See, 36 pkgs. 2 85
		String 70 @ 1 15	Excella Flakes, 36 1lb. 2 60
		Wax 75 @ 1 25	Excella, large pkgs. 4 50
		Blueberries	Force, 36 2 lb. 4 50
		Standard @ 1 40	Grape Nuts, 2 doz. 2 70
		Gallon	Malta Ceres, 24 1lb. 2 40
		Brook Trout	Malta Flakes, 36 1lb. 2 85
		21lb. cans, speiced. 1 90	Maple-Flake, 36 1lb. 4 05
		Clams	Pillsbury's Vitos, 3 dz. 4 25
		Little Neck, 11b. 1 00 @ 1 25	Ralston, 36 2lb. 4 50
		Little Neck, 21b. @ 1 50	Sunlight Flakes, 36 1lb. 2 85
		Clam Bouillon	Sunlight Flakes, 20 lbs. 2 85
		Burham's 1/2 pt. 1 90	Vigor, 36 pkgs. 2 75
		Burham's 1 pt. 3 60	Zest, 20 2lb. 4 10
		Burham's 2 pt. 7 20	Zest, 36 small pkgs. 2 75
		Cherries	Crescent Flakes
		Red Standards 1 30 @ 1 50	One case 2 50
		White 1 50	Five cases 2 40
		Corn	Special deal until Oct. 1.
		Fair 60 @ 75	One case free with ten
		Good 85 @ 90	cases.
		Fancy 1 25	One-half case free with
		French Peas	5 1/2 cases.
		Sur Extra Fine 22	One-fourth case free with
		Extra Fine 19	2 1/2 cases.
		Fine 15	Freight allowed
		Moyen 11	Roiled C's
		Gooseberries	Rolled Avena, obi. 5 1/2
		Standard 90	Steel Cut, 100 lb. sacks 2 85
		Hominy	Monarch, bbl. 6
		Standard 85	Monarch, 90 lb. sacks 2 4
		Lobster	Quaker, cases 3 10
		Star, 1/4 lb. 2 15	Cracked Wheat
		Star, 1 lb. 3 10	24 2 lb. packages 3 1/4
		Picnic Tails 2 60	Catsup
		Mackerel	Columbia, 25 pts. 4 50
		Mustard, 11b. 1 80	Columbia, 25 1/2 pts. 2 60
		Mustard, 21b. 2 80	Snider's quarts 3 25
		Soused, 1 1/2 lb. 1 80	Snider's pints 2 25
		Soused, 21b. 2 80	Snider's 1/2 pints 1 30
		Tomato, 11b. 1 30	CHEESE
		Tomato, 21b. 2 80	Acme @ 13 1/2
		Mushrooms	Carson City @ 14
		Hotels 15 @ 20	Elsie @ 13 1/2
		Buttons 22 @ 25	Emblem @ 13 1/2

3	4	5
Gem @ 14 1/2	Cocoanut Drops 12	Raisins
Ideal @ 14	Cocoanut Honey Cake 12	London Layers, 3 cr
Jersey @ 14	Cocoanut 11/2 Fingers 12	London Layers, 4 cr
Peerless @ 13 1/2	Cocoanut Macaroons 9	Cluster, 5 crown
Riverside @ 14	Dixie Sugar Cookie 9	Loose Muscatels, 2 cr
Springdale @ 13 1/2	Fruit Honey Squares 12 1/2	Loose Muscatels, 3 cr @ 7 1/4
Warner's @ 14	Frosted Cream 8	Loose Muscatels, 4 cr @ 7 1/4
Brick @ 14	Iced Honey Squares 10	L. M. Seeded, 1 lb. 8 @ 8 1/2
Leiden @ 15	Fig Sticks 12	Sultanas, bulk
Pineburger @ 13	Ginger Gems 8	Sultanas, package 7 1/2 @ 8
Pineapple 40 @ 60	Graham Crackers 8	FARINACEOUS GOODS
Sap Sago @ 19	Ginger Snaps, N. B. C. 7	Beans
Swiss, domestic, @ 15	Hazelnut 11	Dried Lima 6
Swiss, imported @ 20	Hippodrome 10	Med. Hd Pk'd 1 75 @ 1 85
CHEWING GUM		Brown Holland 2 25
American Flag Spruce	Honey Cake, N. B. C. 12	Farina
Beeman's Pepsin 50	Honey Fingers, As Ice. 12	24 1lb. packages 1 75
Madam 55	Honey Jumbles 12	Bulk, per 100 lbs. 8 00
Best Pepsin 45	Household Cookies As 8	Hominy
Best Pepsin, 5 boxes, 2 00	Iced Honey Crumpets 10	Flake, 50lb. sack 1 00
Black Jack 50	Imperial 8	Pearl, 200lb. sack 3 70
Largest Gum Made 55	Jersey Lunch 8	Pearl, 100lb. sack 1 85
Sen Sen 50	Jamaica Gingers 10	Maccaroni and Vermicelli
Sen Sen Breath Perf. 95	Kream Klips 20	Domestic, 10lb. box 60
Sugar Loaf 50	Lady Fingers 12	Imported, 25lb. box 2 50
Yucatan 50	Lem Yen 11	Pearl Barley
CHICORY		Common 2 15
Bulk 8	Lemon Gems 10	Chester 2 25
Red 8	Lemon Biscuit Sq. 8	Empire 3 25
Eagle 8	Lemon Cookie 8	Peas
Franc's 7	Malaga 11	Green, Wisconsin, bu. 1 25
Schener's 6	Mary Ann 8	Green, Scotch, bu. 1 30
CHOCOLATE		Split, lb. 4
Waiter Baker & Co.'s	Marshmallow Walnuts 16	Sago
German Sweet 22	Muskegon Branch, Iced 11	East India 6 1/2
Premium 28	Molasses Cakes 14	German, sacks 6 1/2
Vanilla 41	Mouthful of Sweetness 14	German, broken pkg.
Caracas 35	Mixed Picnic 11 1/2	Taploca
Eagle 28	Newton, Frosted Honey 12	Flake, 110 lb. sacks 7
COCOA		Pearl, 130 lb. sacks 7
Baker's 35	Nu Sugar 12	Pearl, 24 lb. pkgs. 7 1/2
Cleveland 41	Nic Nacs 8	FLAVORING EXTRACTS
Colonial, 1/4s 33	Oatmeal Crackers 10	Foot & Jenks
Colonial, 1/2s 35	Okay 10	Coleman's Van. Lem.
Epps 42	Orange Slices 16	2 oz. Panel 1 20 75
Huyler 45	Orange Gems 8	3 oz. Taper 2 00 1 50
Van Houten, 1/4s 20	Penny Cakes, Asst. 8	No. 4 Rich, Blake 2 00 1 50
Van Houten, 1/2s 20	Pineapple Honey 15	Jennings
Van Houten, 1s 42	Plum Tarts 12	Terpeneless Ext. Lemon
Webb 28	Pretzels, Hand Md. 8 1/2	No. 2 Panel D. C. 75
Wilbur, 1/4s 42	Pretzellettes, Hand Md. 8 1/2	No. 4 Panel D. C. 1 60
Wilbur, 1/2s 42	Pretzellettes, Mac Md. 7 1/2	No. 6 Panel D. C. 3 00
COCOANUT		Taper Panel D. C. 1 50
Dunham's 1/4s & 1/2s. 26	Raisin Cookies 8	1 oz. Full Meas. D. C. 65
Dunham's 1/2s & 1/4s. 26 1/2	Richwood 14	2 oz. Full Meas. D. C. 1 20
Dunham's 1/4s 27	Rube 8	4 oz. Full Meas. D. C. 2 25
Dunham's 1/2s 28	Scotch Cookies 8	Jennings
Bulk 13	Snow Creams 10	Mexican Extract Vanilla
COCO A SHELLS		No. 2 Panel D. C. 1 20
20lb. bags 2 1/2	Snowdrop 16	No. 4 Panel D. C. 2 00
Less quantities 3	Spiced Gingers, Iced. 9	No. 6 Panel D. C. 3 00
Pound package 4	Spiced Sugar Tops 9	Taper Panel D. C. 1 50
COFFEE		1 oz. Full Meas. D. C. 85
Rio	Sultana Fruit 15	2 oz. Full Meas. D. C. 1 60
Common 13 1/2	Sugar Cakes 8	4 oz. Full Meas. D. C. 3 00
Fair 14 1/2	Sugar Squares, large or	GRAIN BAGS
Choice 16 1/2	small 8	Amoskeag, 100 lb. bale 19
Fancy 20	Superba 8	Amoskeag, less than 19 1/2
Santos		GRAINS AND FLOUR
Common 13 1/2	Sponge Lady Fingers 25	Wheat
Fair 14 1/2	Urchins 11	No. 1 White 68
Choice 16 1/2	Vanilla Wafers 16	No. 2 Red 69
Fancy 19	Vienna Crimp 8	Winter Wheat Flour
Peaberry 19	Waverly 8	Local Brands
Maracaibo		Patents 4 30
Fair 16	Water Crackers (Bent	Second Patents 4 10
Choice 19	& Co.) 16	Straight 3 90
Mexican		Second Straight 3 70
Choice 16 1/2	Zanzibar 9	Clear 3 30
Fancy 19	In-er Seal Goods.	Graham 3 50
Guatemala		Buckwheat 5 50
Choice 15	Almond Bon Bon \$1.50	Rye 3 50
Java		Subject to usual cash dis-
Choice 14	Albert Biscuit 1.00	count.
Fancy 17	Animals 1.00	Flour in barrels, 25c per
O. G. 25	Breemner's But. Wafers 1.00	barrel additional.
P. G. 31	Butter Thin Biscuit. 1.00	Worden Grocer Co.'s Brand
Mocha		Quaker, paper 3 90
Arabian 21	Cheese Sandwich 1.00	Quaker, cloth 4 10
New York Basis		Wykes-Schroeder Co.
Arbuckle 16 00	Cocoanut Macaroons 2.50	Eclipse 3 75
Dillworth 15 50	Cracker Meal75	Kansas Hard Wheat Flour
Jersey 15 00	Faust Oyster 1.00	Judson Grocer Co.
Lion 14 50	Fig Newtons 1.00	Fanchon, 1/4s cloth 4 40
McLaughlin's XXXX sold	Five O'clock Tea 1.00	Spring Wheat Flour
to retailers only. Mail all	Frosted Coffee Cake 1.00	Roy Baker's Brand
orders direct to W. F.	Frotana 1.00	Golden Horn, family. 4 50
McLaughlin & Co., Chicag-	Ginger Snaps, N. B. C. 1.00	Golden Horn, baker's. 4 40
go.	Graham Crackers 1.00	Calumet 4 15
Extract		Wisconsin Rye 3 40
Holland, 1/2 gro boxes 95	Lemon Snaps50	Judson Grocer Co.'s Brand
Felix, 1/2 gross 1 15	Marshmallow Dainties 1.00	Ceresota, 1/4s 5 00
Hummel's foil, 1/2 gro. 85	Oatmeal Crackers 1.00	Ceresota, 1/2s 4 90
Hummel's tin, 1/2 gro. 1 43	Oysterettes50	Ceresota, 1/4s cloth. 4 50
CRACKERS		Gold Mine, 1/2s cloth. 4 30
National Biscuit Company	Pretzellettes, H. M. 1.00	Gold Mine, 1/4s paper. 4 30
Brand	Royal Toast 1.00	Gold Mine, 1/2s paper. 4 30
Butter	Saltine 1.00	Lemon & Wheeler's Brand
Seymour, Round 6	Saratoga Flakes 1.50	Wingold, 1/4s 4 75
New York, Square 6	Seymour Butter 1.00	Wingold, 1/2s 4 50
Family 6	Social Tea 1.00	Wingold, 1/4s 4 50
Salted, Hexagon. 6	Soda, N. B. C. 1.00	Pillsbury's Brand
Soda		Best, 1/4s cloth 4 90
N. B. C. Soda 6	Soda, Select 1.00	Best, 1/2s cloth 4 70
Select Soda 8	Sponge Lady Fingers 1.00	Best, 1/4s paper 4 75
Saratoga Flakes 13	Sultana Fruit Biscuit. 1.50	Best, 1/2s paper 4 75
Zephyrettes 13	Unedea Biscuit50	Best, wood 5 00
Oyster		Worden Grocer Co.'s Brand
N. B. C. Round 6	Unedea Jinjer Wayfer 1.00	Laurel, 1/4s cloth 4 90
N. B. C. Square, Salted 6	Unedea Milk Biscuit. 50	Laurel, 1/2s cloth 4 80
Faust, Sweet Goods 7 1/2	Vanilla Wafers 1.00	Laurel,

6		7		8		9		10		11	
Meal 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 50 Winter Wheat Bran 19 00 Winter Wheat Mid'g 21 00 Cow Feed 19 50 Oats Michigan 38 Corn Corn 5 Hay No. 1 timothy car lots 12 00 No. 1 timothy ton lots 13 00 HERBS Sage 15 Hops 15 Laurel Leaves 15 Senna Leaves 25 JELLY 5 lb. pails, per case 1 85 15 lb. pails, per case 40 30 lb. pails, per case 70 LICORICE MATCHES C. D. Crittenden Co. Saginaw Noiseless Tip 4 50@4 75 Pure 30 Calabria 23 Sicily 14 Root 11 MEAT EXTRACTS Armour's, 2 oz. 4 45 Armour's, 4 oz. 8 20 Liebig's Chicago, 2 oz. 2 75 Liebig's Chicago, 4 oz. 5 50 Liebig's Imported, 2 oz. 4 55 Liebig's Imported, 4 oz. 8 50 MOLASSES New Orleans Fancy Open Kettle 40 Choice 35 Fair 25 Good 22 Half barrels 2c extra. MINCE MEAT Columbia, per case 2 75 MUSTARD Horse Radish, 1 dz. 1 75 Horse Radish, 2 dz. 3 50 OLIVES Bulk, 1 gal. kegs 1 65 Bulk, 2 gal. kegs 1 80 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. 1 90 Stuffed, 8 oz. 1 45 Stuffed, 10 oz. 2 40 PIPES Clay, No. 216 1 70 Clay, T. D., full count 65 Cob, No. 3 85 PICKLES Medium Barrels, 1,200 count 4 75 Half bbls., 600 count 2 88 Small Barrels, 2,400 count 7 00 Half bbls., 1,200 count 4 00 PLAYING CARDS No. 9 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's whist. 2 25 POTASH 48 cans in case Babbitt's 4 00 Penna Salt Co.'s 3 00 PROVISIONS Barreled Pork Mess Fat Black 17 00 Short Cut 16 50 Short Cut Clear 16 75 Bean 14 50 Pig 20 00 Brisket, clear 18 50 Clear Family 15 00 Dry Salt Meats S. P. Bellies 11 1/2 Extra Shorts 9 Smoked Meats Hams, 12 lb. average 13 Hams, 14 lb. average 13 Hams, 16 lb. average 13 Hams, 18 lb. average 13 Skinned Hams 13 1/2 Ham, dried beef sets 13 1/2 Bacon, clear 13 California Hams 8 1/4 Picnic Boiled Ham 14 Boiled Ham 21 Berlin Ham, pressed 8 Mince Ham 9 Lard Compound 7 1/2 Pure 10 80 lb. tubs, advance 1/2 60 lb. tubs, advance 1/2 50 lb. tubs, advance 1/2 20 lb. pails, advance 1/2 10 lb. pails, advance 1/2 5 lb. pails, advance 1/2 3 lb. pails, advance 1/2 Sausages Bologna 6 Liver 6 1/2 Frankfort 7 Pork 7 Veal 7 Tongue 7 Headcheese 7 Beef Extra Mess 10 00 Boneless 9 50 Rump, new 10 50 Pig's Feet 1/2 bbls. 1 10 1/4 bbls., 40 lbs. 1 85 1/2 bbls. 3 75 1 bbl. 7 75 Tripe Kits, 15 lbs. 70 1/4 bbls., 40 lbs. 1 50 1/2 bbls., 80 lbs. 3 00 Casings Hogs, per lb. 28 Beef, rounds, set 16 Beef middles, set 45 Sheep, per bundle 70 Uncolored Butterine Solid dairy @10 Rolls, dairy 10 1/2@11 1/2 Canned Meats Corned beef, 2 2 50 Corned beef, 14 17 50 Roast beef, 2 20@2 50 Potted ham, 1/4 45 Potted ham, 1/2 85 Deviled ham, 1/4 45 Deviled ham, 1/2 85 Potted tongue, 1/4 45 Potted tongue, 1/2 85 RICE Screenings @4 Fair Japan @5 Choice Japan @5 1/2 Imported Japan @6 Fair La. hd. @6 Choice La. hd. @6 1/2 Carolina, ex. fancy 6 @7 1/2 SALAD DRESSING Columbia, 1/2 pint 2 25 Columbia, 1 pint 4 00 Durkee's, large, 1 doz. 4 50 Durkee's, small, 2 doz. 5 25 Snider's, large, 1 doz. 2 35 Snider's, small, 2 doz. 1 35 SALERATUS Packed 60 lbs. in box. Arm and Hammer 3 15 Deland's 3 00 Dwight's Cow 3 15 Emblem 2 10 W. P. 3 00 Wyandotte, 100 1/2 3 00 SAL SODA Granulated, bbls. 85 Granulated, 100lb. cs. 1 00 Lump, bbls. 80 Lump, 145lb. kegs 95 SALT Common Grades 100 3 lb. sacks 2 10 60 5 lb. sacks 2 00 28 10 1/2 lb. sacks 1 90 56 lb. sacks 30 28 lb. sacks 15 Warsaw 56 lb. dairy in drill bags 40 28 lb. dairy in drill bags 20 Solar Rock 56lb. sacks 20 Common Granulated, fine 80 Medium, fine 85 SALT FISH Cod Large whole @ 6 1/2 Small whole @ 6 1/4 Strips or bricks 7 1/2@10 Pellock @ 3 1/2 Halibut Strips 13 Chunks 13 1/2 Herring Holland White Hoop, bbls. 11 00 White Hoop, 1/2 bbls. 6 00 White Hoop, keg 65@75 White Hoop mchs. 80 Norwegian Round, 100lbs. 3 75 Round, 40lbs. 1 75 Scaled 13 Trout No. 1, 100lbs. 7 50 No. 1, 40lbs. 3 25 No. 1, 10lbs. 90 No. 1, 8lbs. 75 Mackerel Mess, 100lbs. 13 50 Mess, 40lbs. 5 90 Mess, 10lbs. 1 65 Mess, 8 lbs. 1 40 No. 1, 100 lbs. 12 50 No. 1, 4 lbs. 5 50 No. 1, 10 lbs. 1 55 No. 1, 8 lbs. 1 28 Whitefish No. 1, No. 2 Fam 100lb. 9 75 4 50 50lb. 5 25 2 40 10lb. 1 12 60 8lb. 92 50 SEEDS Anise 10 Canary, Smyrna 5 1/2 Caraway 9 Cardamom, Malabar 1 00 Celery 15 Hemp, Russian 4 1/2 Mixed Bird 4 Mustard, white 8 Poppy 4 1/2 Rape 25 Cuttle Bone 25 SHOE BLACKING Handy Box, large, 3 dz. 2 50 Handy Box, small, 1 25 Bixby's Royal Polish 85 Miller's Crown Polish 55 SNUFF Scotch, in bladders 37 Maccaboy, in jars 35 French Rapple in jars 43 SOAP J. S. Kirk & Co. American Family 4 00 Dusky Diamond, 50 8 oz. 2 80 Dusky Diamond, 100 6 oz. 3 80 Savon Imperial 3 10 White Russian 3 00 Dome, oval bars 3 00 Satinet, oval 2 10 Snowberry, 100 cakes 4 00 Proctor & Gamble Co. Lenox 3 00 Ivory, 6 oz. 4 00 Ivory, 10 oz. 6 75 Star 3 25 LAUTZ BROS. & CO. Acme, 70 bars 3 60 Acme, 30 bars 3 85 Acme, 25 bars 3 85 Acme, 100 cakes 3 15 Big Master, 100 bars 4 00 Marseilles, 100 cakes 5 80 Marseilles, 100 cakes 5c 4 00 Marseilles, 100 ck toilet 4 00 A. B. Wrisley Good Cheer 4 00 Old Country 3 40 Soap Powders Lautz Bros. & Co. Snow Boy 4 00 Gold Dust, 24 large 4 50 Gold Dust, 100-5c 4 00 Kirkline, 24 4lb. 3 80 Pearline 3 75 Soapine 4 10 Babbitt's 1776 3 75 Roseine 3 70 Armour's 3 50 Wisdom 3 80 Soap Compounds Johnson's Fine 5 10 Johnson's XXX 4 25 Nine O'clock 3 35 Rub-No-More 3 75 Scouring Enoch Morgan's Sons. Sapolio, gross lots 9 00 Sapolio, half gro lots 4 50 Sapolio, single boxes 2 25 Sapolio, hand 2 25 Scourine Manufacturing Co Scourine, 50 cakes 1 80 Scourine, 100 cakes 3 50 SODA Boxes 5 1/2 Kegs, English 4 1/2 SOUPS Columbia 3 00 Red Letter 90 SPICES Whole Spices Allspice 12 Cassia, China in mats. 12 Cassia, Canton 16 Cassia, Batavia, bund. 28 Cassia, Saigon, broken. 40 Cassia, Saigon, in rolls. 55 Cloves, Amboyana 25 Cloves, Zanzibar 18 Mace 55 Nutmegs, 75-80 45 Nutmegs, 105-10 35 Nutmegs, 115-20 35 Pepper, Singapore, blk. 15 Pepper, Singp. white. 15 Pepper, shot 27 Pure Ground in Bulk 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. 15 Pepper, Singp. white. 28 Pepper, Cayenne 20 Sage 20 STARCH Common Gloss 1lb. packages 4@5 3lb. packages 4@1/2 6lb. packages 3@1/2 40 and 50lb. boxes 3@3 1/2 Barrels @3 Common Corn 20lb. packages 5 40lb. packages 4 1/2@7 SYRUPS Corn Barrels 25 Half Barrels 27 20lb. cans 1/2 dz. in case 1 80 10lb. cans 1/2 dz. in case 1 75 5lb. cans 2 dz. in case 1 85 2 1/2lb. cans 2 dz. in case 1 90 Pure Cane Fair 16 Good 20 Choice 25 TEA Japan Sundried, medium 24 Sundried, choice 32 Sundried, fancy 36 Regular, medium 24 Regular, choice 32 Regular, fancy 36 Basket-fired, medium 31 Basket-fired, choice 38 Basket-fired, fancy 43 Nibs 22@24 Siftings 9@11 Fannings 12@14 Gunpowder Moyune, medium 30 Moyune, choice 32 Moyune, fancy 40 Pingsuey, medium 30 Pingsuey, choice 30 Pingsuey, fancy 40 Young Hyson Choice 30 Fancy 36 Oolong Formosa, fancy 42 Amoy, medium 25 Amoy, choice 32 English Breakfast Medium 20 Choice 30 Fancy 40 India Ceylon, choice 32 Fancy 42 TOBACCO Fine Cut Cadillac 54 Sweet Loma 34 Hiawatha, 5lb. pails 55 Telegram 30 Pay Car 33 Prairie Rose 49 Protection 49 Sweet Burley 44 Tiger 40 Plug Red Cross 31 Palo 35 Hiawatha 41 Kyro 35 Battle Ax 37 American Eagle 33 Standard Navy 37 Spear Head, 7 oz. 47 Spear Head, 14 1/2 oz. 44 Nobby Twist 39 Jolly Tar 39 Old Honesty 43 Toddy 34 J. T. 38 Piper Heidsieck 66 Boot Jack 80 Honey Dip Twist 40 Black Standard 40 Cadillac 40 Forge 34 Nickel Twist 52 Mill 32 Great Navy 36 Smoking Sweet Core 34 Flat Car 32 Warpath 26 Bamboo, 16 oz. 25 I X L, 5lb. 27 I X L, 16 oz. pails 31 Honey Dew 40 Gold Block 40 Flagman 40 Chips 33 Kiln Dried 40 Duke's Mixture 40 Duke's Cameo 43 Myrtle Navy 44 Yum Yum, 1 1/2 oz. 39 Yum Yum, 1lb. pails 40 Cream 38 Corn Cake, 2 1/2 oz. 25 Corn Cake, 1lb. 22 Plover Boy, 1 1/2 oz. 39 Plover Boy, 1/2 oz. 39 Peerless, 3 1/2 oz. 38 Peerless, 1 1/2 oz. 38 Air Brake 30 Cant Hook 30 Country Club 32-34 Forex-XXXX 30 Good Indian 25 Self Binder, 16oz. 8oz. 20-22 Silver Foam 24 Sweet Marie 32 Royal Smoke 42 TWINE Cotton, 3 ply 22 Cotton, 4 ply 22 Jute, 2 ply 14 Hemp, 6 ply 13 Flax, medium 20 Wool, 1lb balls 6 VINEGAR Malt White, Wine, 40 gr 10 Malt White, Wine, 40 gr 10 Pure Cider, B & B 14 Pure Cider, Red Star 12 Pure Cider, Robinson 13 1/2 Pure Cider, Silver 13 1/2 WICKING No. 0 per gross 30 No. 1 per gross 40 No. 2 per gross 50 No. 3 per gross 75 WOODENWARE Baskets Bushels 1 10 Bushels, wide band 1 60 Market 40 Splint, large 3 50 Splint, medium 3 25 Splint, small 3 00 Willow, Clothes, large 7 00 Willow, Clothes, small 6 00 Willow, Clothes, small 5 50 Bradley Butter Boxes 2lb. size, 24 in case 72 3lb. size, 16 in case 68 5lb. size, 12 in case 63 10lb. size, 6 in case 60 Butter Plates No. 1 Oval, 250 in crate 40 No. 2 Oval, 250 in crate 45 No. 3 Oval, 250 in crate 50 No. 5 Oval, 250 in crate 60 Churns Barrel, 5 gal., each 2 40 Barrel, 10 gal., each 2 55 15 gal. 2 75 Clothes Pins Round head, 5 gross bx 55 Round head, cartons 75 Egg Crates Humpty Dumpty 2 40 No. 1, complete 32 No. 2, complete 18 Faucets Cork lined, 8 in. 65 Cork lined, 9 in. 75 Cork lined, 10 in. 85 Cedar, 8 in. 55 Mop Sticks Trojan spring 90 Eclipse patent spring 85 No. 1 common 75 No. 2 pat. brush holder 35 12lb. cotton mop heads 1 40 Ideal No. 7 90 Pails 2-hoop Standard 1 60 3-hoop Standard 2 75 2-wire, Cable 1 70 3-wire, Cable 1 90 Cedar, all red, brass 1 25 Paper, Eureka 2 25 Fibre 2 70 Toothpicks Hardwood 2 50 Softwood 2 75 Banquet 1 50 Ideal 1 50 Traps Mouse, wood, 2 holes 22 Mouse, wood, 4 holes 45 Mouse, wood, 6 holes 70 Mouse, tin, 5 holes 65 Rat, wood 80 Rat, spring 75 Tubs 20-in. Standard, No. 1 7 00 18-in. Standard, No. 2 6 00 16-in. Standard, No. 3 5 00 20-in. Cable, No. 1 7 50 18-in. Cable, No. 2 6 50 16-in. Cable, No. 3 5 50 No. 1 Fibre 9 45 No. 2 Fibre 9 45 No. 3 Fibre 8 55 Wash Boards Bronze Globe 2 50 Dewey 1 75 Double Acme 2 75 Single Acme 2 25 Double Peerless 3 50 Single Peerless 2 75 Northern Queen 2 75 Double Duplex 3 00 Good Luck 2 75 Universal 2 65 Window Cleaners 12 in. 1 65 14 in. 1 85 16 in. 2 30 Wood Bowls 11 in. Butter 75 13 in. Butter 1 15 15 in. Butter 2 00 17 in. Butter 3 25 19 in. Butter 4 75 Assorted, 13-15-17 2 25 Assorted, 15-17-19 3 25 WRAPPING PAPER Common straw 1 1/2 Fibre Manila, white 2 1/2 Fibre Manila, colored 4 No. 1 Manila 4 Cream Manila 3 Butcher's Manila 2 1/2 Wax Butter, short cut, 13 Wax Butter, full count 20 Wax Butter, rolls 15 YEAST CAKE Magic, 3 doz. 1 15 Sunlight, 3 doz. 1 00 Sunlight, 1 1/2 doz. 1 15 Yeast Foam, 3 doz. 1 15 Yeast Cream, 3 doz. 1 00 Yeast Foam, 1 1/2 doz. 58 FRESH FISH Per lb. Jumbo Whitefish @15 No. 1 Whitefish @14 Trout @14 Halibut @10 Ciscos or Herring @8 Bluefish 10 1/2@11 Live Lobster @25 Boiled Lobster @30 Cod @12 Haddock @10 Pike @8 Perch, dressed @12 1/2 Smoked White @15 Red Snapper @16 Col. River Salmon @16 Mackerel @16 HIDES AND PELTS Hides Green No. 1 12 Green No. 2 11 Cured No. 1 13 1/2 Cured No. 2 12 1/2 Calfskins, green, No. 1 14 Calfskins, green No. 2 12 1/2 Calfskins, cured No. 1 15 Calfskins, cured No. 2 13 1/2 Steer Hides, 60lb. over 13 1/2 Pelts Old Wool 30 Lamb 60@85 Shearings 40@70 Tallow No. 1 @ 4 1/2 No. 2 @ 3 1/2 Wool Unwashed, med. 23@25 Unwashed, fine 20 CONFECTIONS Stick Candy Standard 7 Standard H H 7 Standard Twist 7 1/2 Cases Jumbo, 32 lb. 7 Extra H H 10 Boston Cream 10 Old Time Sugar stick 80 lb. case 13 Mixed Candy Grocers 6 Competition 6 1/2 Special 7 1/2 Conserve 7 1/2 Royal 8 1/2 Kibbion 10 Broken 7 1/2 Cut Loaf 8 1/2 Leader 9 Kindergarten 9 Bon Ton Cream 8 1/2 French Cream 9 Star 11 Hand Made Cream 15 Premio Cream mixed 13 O F Horehound Drop 10 Fancy-in Pails Gypsy Hearts 14 Coco Bon Bons 12 Fudge Squares 13 Peanut Squares 9 Sugared Peanuts 11 Salted Peanuts 11 Starlight Kisses 11 San Blas Goodies 12 Lozenges, plain 9 Lozenges, printed 10 Champion Chocolate 11 Eclipse Chocolates 13 Eureka Chocolates 13 Quintette Chocolates 12 Champion Gum Drops 8 1/2 Moss Drops 8 1/2 Lemon Sours 10 Imperial 11 Ital Cream Opera 12 Ital Cream Bon Bons 11 Molasses Chews 12 Molasses Kisses 12 Golden Waffles 12 Old Fashioned Molass- es Kisses, 10lb. box 1 20 Orange Jellies 60 Fancy-in 5lb. 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 00 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 Assnt. 3 75 Ten Strike No. 1 6 54 Ten Strike No. 2 6 04 Ten Strike, Summer as- sortment 6 75 Scientific Ass't 13 00 Pop Corn Dandy Snack, 24s 65 Dandy Snack, 100s 2 75 Pop Corn Fritters, 100s 50 Pop Corn Toast, 100s 50 Cracker Jack 3 25 Checkers, 5c pkg, case 3 50 Pop Corn Balls, 200s 1 20 Cicero Corn Cakes 5 per box 60 Azulikit 100s 3 00 Cough Drops Putnam Menthol 1 00 Smith Bros. 1 25 NUTS-Whole Almonds, Tarragona 15 Almonds, Avica Almonds, California sft. shell 15@16 Brazilis 14@15 Filberts @12 Cal. No. 1 @17 Walnuts, soft shelled @16 Walnuts, marbot @ Table nuts, fancy @13 Pecans, med. @14 Pecans, ex. large @15 Pecans, Jumbos @16 1/2 Hickory Nuts per bu. Ohio new Cocoanuts @ 5 Chestnuts, New York State, per bu. Shelled Spanish Peanuts 7 1/2@8 1/2 Pecan Halves @55 Walnut Halves @35 Filbert Meats @25 Allicante Almonds. @33 Jordan Almonds @47 Peanuts 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
Paragon55 6 00

BAKING POWDER

Royal



10c size 90
1/4 lb. cans 1 35
6oz. cans 1 90
1/2 lb. cans 2 50
3/4 lb. cans 3 75
1 lb. cans 4 80
3 lb. cans 13 00
5 lb. cans 21 50

BLUING



C. P. Bluing

Doz.
Small size, 1 doz. box..40
Large size, 1 doz. box..75

CIGARS



G J Johnson Cigar Co.'s bd.
Less than 50033
500 or more32
1,000 or more31

Worden Grocer Co. brand
Ben Hur

Perfection35
Perfection Extras35
Londres35
Londres Grand35
Standard35
Puritans35
Panatellas, Finas35
Panatellas, Bock35
Jockey Club35

COCOANUT

Baker's Brazil Shredded



70 1/4 lb. pkg. per case 2 60
35 1/2 lb. pkg. per case 2 60
38 1/4 lb. pkg. per case 2 60
16 1/2 lb. pkg. per case 2 60

FRESH MEATS

Beef

Carcass6 @ 8
Hindquarters7 1/2 @ 10
Loins8 @ 14
Ribs8 @ 12
Rounds7 @ 8
Chucks5 @ 5 1/2
Plates4 @ 4
Livers3 @ 3

Pork

Loins@ 13
Dressed@ 8
Boston Butts@ 10 1/2
Shoulders@ 10
Leaf Lard@ 9 1/2

Mutton
Carcass@ 9
Lambs@ 13
Spring Lambs@ 14

Veal
Carcass5 1/2 @ 8

CLOTHES LINES

Sisal
60ft. 3 thread, extra..1 00
72ft. 3 thread, extra..1 40
90ft. 3 thread, extra..1 70
60ft. 6 thread, extra..1 29
72ft. 6 thread, extra..1 50

Jute
60ft.75
72ft.90
90ft.1 05
120ft.1 50

Cotton Victor
50ft.1 10
60ft.1 35
70ft.1 60

Cotton Windsor
50ft.1 30
60ft.1 44
70ft.1 80
80ft.2 00

Cotton Braided
40ft.95
50ft.1 35
60ft.1 65

Galvanized Wire
No. 20, each 100ft. long 1 90
No. 19, each 100ft. long 2 10

COFFEE

Roasted

Dwinell-Wright Co.'s B'ds.



White House, 1 lb.
White House, 2 lb.
Excelsior, M & J, 1 lb.
Excelsior, M & J, 2 lb.
Tip Top, M & J, 1 lb.
Royal Java
Royal Java and Mocha
Java and Mocha Blend
Boston Combination

Distributed by Judson
Grocer Co., Grand Rapids;
Lee & Cady, Detroit; Sym-
ons Bros. & Co., Saginaw;
Brown, Davis & Warner,
Jackson; Godsmark, Du-
rand & Co., Battle Creek;
Fielbach Co., Toledo.

Peerless Evap'd Cream 4 00

FISHING TACKLE

1/2 to 1 in.6
1 1/4 to 2 in.7
1 1/2 to 2 in.9
1 3/4 to 2 in.11
2 in.15
3 in.20

Cotton Lines

No. 1, 10 feet5
No. 2, 15 feet7
No. 3, 15 feet9
No. 4, 15 feet10
No. 5, 15 feet11
No. 6, 15 feet12
No. 7, 15 feet15
No. 8, 15 feet18
No. 9, 15 feet20

Linen Lines

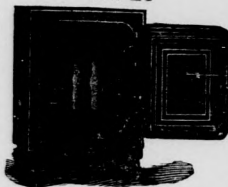
Small20
Medium26
Large34

Poles
Bamboo, 14 ft., per doz. 55
Bamboo, 16 ft., per doz. 60
Bamboo, 18 ft., per doz. 80

GELATINE

Cox's 1 qt. size1 10
Cox's 2 qt. size1 61
Knox's Sparkling, doz. 1 20
Knox's Sparkling, gro. 14 00
Knox's Acidu'd. doz. 1 20
Knox's Acidu'd. gro. 14 00
Nelson's1 60
Oxford75
Plymouth Rock1 25

SAFES



Full line of fire and burg-
lar proof safes kept in
stock by the Tradesman
Company. Twenty differ-
ent sizes on hand at all
times—twice as many safes
as are carried by any other
house in the State. If you
are unable to visit Grand
Rapids and inspect the
line personally, write for
quotations.

SOAP

Beaver Soap Co.'s Brands



100 cakes, large size..6 50
50 cakes, large size..3 25
100 cakes, small size..3 85
50 cakes, small size..1 95

Tradesman's Co.'s Brand



Black Hawk, one box 2 50
Black Hawk, five bxs 2 40
Black Hawk, ten bxs 2 25

TABLE SAUCES

Halford, large3 75
Halford, small2 25

Use

Tradesman

Coupon

Books

Made by

Tradesman Company

Grand Rapids, Mich.

All About Notions

You could have a
notion department
that would pay di-
rect profits and help
you to sell more of
your other goods.

Right now is an
especially good time
to look into the mat-
ter thoroughly. Our
October catalogue
makes a feature of
notions—and we are
notion headquar-
ters.

Besides the no-
tions of headquar-
ters and all our fall
and winter goods in
general, the October
catalogue shows by
far the largest line
of holiday goods.
And some well-in-
formed folks are
already asking—will
there be holiday
goods enough?

With every reason
for having it, do not
delay until the edi-
tion is exhausted.
Write at once for
our October cata-
logue—No. J589.

Butler Brothers

Wholesalers of General Merchandise

NEW YORK

CHICAGO

ST. LOUIS

(And MINNEAPOLIS
Early in 1907)

Sample Houses:

BALTIMORE DALLAS ST. PAUL



Money Getters

Peanut, Popcorn and Com-
bination Machines. Great
variety on easy terms.
Catalog free.

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

Sawyer's Crystal Blue.

See that Top

50 Years
the People's
Choice.



For the
Laundry.

DOUBLE
STRENGTH.

Sold in
Sifting Top
Boxes.

Sawyer's Crys-
tal 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.

Write us for prices on

Feed, Flour and Grain

in carlots or less. Can supply
mixed cars at close prices and im-
mediate shipment.

We sell old fashioned stone
ground Buckwheat Flour. Now
is the time to buy.

Grand Rapids Grain & Milling Co.

L. Fred Peabody, Mgr.

Grand Rapids, Michigan

Simple Account File

Simplest and
Most Economical
Method of Keeping
Petit Accounts

File and 1,000 printed blank
bill heads..... \$2 75
File and 1,000 specially
printed bill heads..... 3 00
Printed blank bill heads,
per thousand..... 1 25
Specially printed bill heads,
per thousand..... 1 50

Tradesman Company,
Grand Rapids.

BUSINESS-WANTS DEPARTMENT

Advertisements inserted under this head for two cents a word the first insertion and one cent a word for each subsequent continuous insertion. No charge less than 25 cents. Cash must accompany all orders.

BUSINESS CHANCES.

For Sale—Stock of general merchandise in a good town in an excellent farming country, about 100 miles from Detroit; stock will invoice about \$25,000; owner wants to retire. First-class opportunity for a good man to buy for cash an old-established business. Enquire of Burnham, Stoepel & Co., Detroit, Mich. 170

For Sale—Drug stock will be sold cheap owing to sickness. Address Box V, Ashley, Mich. 169

Retail lumber yard and planing mill. Four-ninths interest; a bargain; excellent location, rare opportunity. Address H. R. Butler, Ada, Ohio. 167

For Sale—Paint and paper store. Only one in town. Invoices about \$2,200. Will sell at 10 per cent. discount. Good location. Population 5,000. Reason for selling, going to leave. Address Walter L. Cure, Martinsville, Ind. 164

For Sale—A 5-7 interest in a general stock of hardware in a country town of 800 in Western Michigan. Good farmers' trade. Last inventory Feb. 1, 1906, \$8,303.99. Will sell for 70c on dollar. Good reason for selling. Address X. Y. Z., care Tradesman. 163

For Sale—Two bowling alleys in good shape. W. J. Kirley, Wyoming, Ill. 162

Wanted—Small drug store, Southern Michigan. \$800 down, balance on time. Address No. 161, care Michigan Tradesman. 161

For Sale—Nice clean stock groceries. Good trade, good location. Invoices about \$1,500, all sold. Nearly all cash trade. Address P. Shirley, 123 N. Lafayette St., South Bend, Ind. 160

For Sale—In the booming town of Muskegon, \$1,500 stock groceries, fixtures \$500. Good goods, cash business. Good paying business, low rent, good brick building, established 12 years. Must be sold before November 1. Address No. 159, care Michigan Tradesman. 159

Mailing Lists Adapted to our Business—If you are soliciting mail orders in any line of business, we can furnish you correct, up-to-date typewritten mailing lists that will put you in touch with the class of people you desire, in the most prosperous section of the great Northwest. Circularizing is the best means of enlarging your business acquaintance and many orders are secured in this way that would never come to you through other advertising. For particulars address Northwestern Directory Co., Stebbins Bldg., Miles City, Mont. 158

For Sale—Meat market, slaughter house and ice house. Good paying business of \$12,000 per year. Population 2,000. Rent \$250 year. Fine location on main street. Good investment for anyone interested. Address No. 157, care Michigan Tradesman. 157

For Sale—Fifteen hundred dollar stock general merchandise. Postoffice connected, paying \$300 per year. Good cash trade established. Best reason for selling. Address Box B, Waterford, Mich. 165

The G. E. Breckenridge Auction Co., Edinburg, Ill. Expert merchandise and real estate auctioneers; converting merchandise into cash is our hobby. Merchants in despair should write us at once. Bankable references given. 166

Wanted—To buy a bazaar stock in some good town in Michigan. Address T. S. Cornell, P. O. Box 205, Kalamazoo, Mich. 173

Chestnuts—Ernest F. Miller, Meadville, Pa., wishes to advise the trade that he will be pleased to receive their orders for chestnuts. Pennsylvania nuts will be fine this year. Ernest F. Miller. 172

For Sale—An up-to-date grocery stock and fixtures, invoicing about \$4,500. Can be reduced. Sales \$38,000. Clean stock. All manufacturing town of 5,500 in Southern Michigan. Best corner, cheap rent. Snap. Reason for selling, going West. Address "Spot Cash," care Michigan Tradesman. 171

For Sale—At a sacrifice, a stock of groceries, new store building, 36x40, ten acres of land; store room 18x40, living part 18x40; postoffice in connection; will resign office in favor of purchaser. This is a money-maker. Eighteen miles from a railroad or town, in a good farming country. Price \$1,200, \$800 cash, balance on time. Address C. M. Gibson, Butterfield, Mich. 149

For Rent—Brick store 20x100 feet, splendid chance for right man. Address E. A. Childs, El Paso, Ill. 148

For Sale—A paying suburban drug store in city of 50,000. A great opportunity for a young doctor and pharmacist to work together. Expenses light. Invoices about \$2,800. Reason for selling, ill health of proprietor. No idlers need apply. Address Hydrastis, care Michigan Tradesman. 146

For Sale—Computing cheese cutter, (new), Fairbanks platform scale, floor trucks, bean picker, Humphrey gas arc lights. Enquire Room No. 202 Clark Bldg., Grand Rapids, Mich. 144

W. J. Madden, Hays, Kan., has some extra choice Kansas farms for sale. Wheat, alfalfa and grazing lands. Will be sold on liberal terms and ample time. Will be given at low interest rates. We have a few gilt-edged farm loans for sale. 134

For Sale—Modern creamery and skimming station in fine dairy section, receiving 10,000 pounds daily. Good local market. "Creamery," Conneaut, Ohio. 135

Bargain for somebody. Clean up-to-date stock of dry goods, shoes and groceries, invoicing \$6,500. Can be reduced. Stock in good shape and doing paying business. Pretty town of 800. Good buildings, no saloons. Best of schools and churches, public hall by Carnegie. Established English and German cash trade. Do big poultry and produce business. Conceded by traveling men to be the best little business town in Northern Indiana. Best of reasons for selling. Investigate at once. Hartzer & Sons, Topeka, Ind. 137

For Sale—Only drug stock in small town, invoices about \$2,000. Best surrounding country. No other drug store within 10 miles. Money-maker. Best reason for selling. Address Pharmacist, care Michigan Tradesman. 155

For Sale—A \$3,000 lumber stock. Located on Santa Fe R. R.; no competition. For particulars write J. H. Chandler, Vera, Ind. Ter. 139

Mill For Sale in Arkansas—Planing mill favorably situated for purchasing yellow pine lumber in rough and manufacturing for the market on low freight rate. Capacity forty to fifty cars per month. Now doing a profitable business. Have some four million feet lumber on hand that we will sell with plant. Terms cash or its equivalent. Would trade for retail yards. Address Leigh & Havens Lumber Co., Kansas City, Mo. 142

North Dakota Real Estate; must be sold; have big bargains. Address the First National Bank, Mandan, N. D. 133

Drug Store—\$2,500 up-to-date drug store in small town. Fine location for physician. Address No. 153, care Tradesman. 153

For Sale—110 acres \$0 rods from Main St., Chamberlain, S. D., two good large houses, good barn, fine lawns, nice groves, running water through south line, all well-fenced. A good layout for gardener, dairy or poultry farm. Best of soil and a good place for the right man. We will sell reasonable terms. Address J. W. Sanford, Chamberlain, S. D. 141

For Sale—Plantations, timber lands, farms, homes, etc. Send for printed list. V. C. Russell, Memphis, Tenn. 928

Made discovery whereby can grow full head of hair on any bald head, bring back the original color of grey or faded hair; want partner who has \$1,000 cash. Schoenhut, 1105 Douglas, Sioux City, Ia. 154

HAVE SOME NICE DESIRABLE CITY LOTS AT NORWALK, OHIO. POPULATION 12,000, WHICH I WILL EXCHANGE FOR STOCK OF CLOTHING, SHOES OR GENERAL MERCHANDISE. FOR PARTICULARS ADDRESS LOUIS LESS, TOLEDO, OHIO. 143

For Sale—Shoe stock located in Central Michigan. Inventories \$5,800, at old prices. Price \$2½c on a dollar. A snap. Address Box 2206, Nashville, Mich. 130

Stores—I sell stores for others; why not yours? Write for booklet. Edwin G. Orr, Dayton, Ohio. 129

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

Book-keeping for severalty, partnerships and corporations, best commercial systems taught by mail, \$5. Write for trial offer, free. Commercial Correspondence College, Box 90, Salem, Mass. 122

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

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—80 acres land two miles from Norfolk, Va., on two railways, 5c fare. V. D. Poinexter, 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—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

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—To buy stock shoes, clothing or general stock, quick. Address Lock Box 435, Galesburg, Ill. 99

For Sale—New stock general merchandise, dry goods, shoes, groceries, fixtures, etc. Good town, good trade. Address Box 85, Peru, Ind. 114

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

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—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

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. Feyrelsen & Co., 12 State St., Chicago, Ill. 548

POSITIONS WANTED

Wanted—Position in general store by a young man of experience. Best of references. Address Box 66, Muir, Mich. 145

HELP WANTED.

Wanted—A registered pharmacist. A middle-aged man preferred. Address No. 168, care Michigan Tradesman. 168

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.

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.

HATS At Wholesale

For Ladies, Misses and Children

Corl, Knott & Co., Ltd.

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

Attention! Second hand counter show cases for sale very cheap.

W. Millard Palmer Company

20 and 22 Monroe St. Grand Rapids, Mich.

School Supplies
Holiday Goods

Wait for the big line.

FRED BRUNDAGE Wholesale Druggist
Muskegon, Mich.

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.



A TOWNSHIP CRIME.

There is a young man 20 years old, at present employed in this city, who is good looking, in perfect health and of desirable habits, who is keen in business, industrious, thrifty and in every way fitted to make a desirable citizen, except that he is unable either to read or write. With the exception of the first year or two of his life this young man has resided continuously in one of the most intellectual and enterprising townships within ten miles of the city of Grand Rapids, and during this time he was not required to attend school, except as he might elect.

Think of the possibility of truthfully recording such a fact in the year A. D., 1906, and then say where the crime—for it is a crime—rests. The father of this son is an ex-pupil of the State Normal School at Ypsilanti, has indulged in considerable travel and is an inveterate reader of newspapers. The young man's mother has a fair district school education. Knowing these facts, the impulse is to lay the offense entirely at the door of these parents. They are to blame largely, but the chief fault lies with the township officials—the school trustees who have so grossly neglected their sworn duties, to the perpetual handicap of one who might otherwise have proved an exceptionally valuable factor in township, county and State affairs.

True, the young man is to be reprimanded that he does not, now that he has reached an age when he must realize his depleted equipment, begin studying of his own accord.

But this fact does not wipe out the guilt of the township officials, who during all this time must have known of the young man's neglect because he "worked around," here and there, among all the residents of that and adjoining townships and his ignorance was four-corners gossip all over the countryside.

As to the shiftless, aimless parents, they deserve only contempt for their utter failure to appreciate their responsibilities as father and mother; for their total lack of pride and that sort of affection which creates an ambition in the hearts of true fathers and true mothers, in behalf of their offspring, which is paramount and inspires energy, effort, self denial and incessant watchfulness that no advantage or opportunity by which the child may profit is permitted to escape.

INTER-STATE EMIGRATION.

A few years ago public attention was attracted to the strange spectacle of a large emigration from the Western States bordering on the British American dominions into that part of Canada known as the Province of Manitoba.

That country is all north of the parallel of 49 degrees north latitude, and it runs up to 60 degrees and above, and as a consequence the winter climate is very severe. But the region in question is a great wheat country, and lands are cheap. It is for this reason that some thousands of farmers in Michigan, Wisconsin, Minnesota and Iowa, where

lands are very high, have been enabled to sell out their small farms for good prices and have money enough to purchase large bodies of land in the wheat region of Manitoba.

Public attention was naturally directed to such an emigration from the United States into a foreign country because it was a very curious reversal of the rule which for three-quarters of a century has drawn a vast stream of emigration from all the European countries into the United States. While special attention was attracted to the movement of population out of the northernmost States of the Middle West into British America, little notice was given to the movement of population from those Northern States into the Southern and Southwestern States of the Union.

In this connection it is mentioned in the New York Outlook that all the past summer, what is called the Kansas City gateway, from the fact that through it pass several southward and southwestward railways, has been thronged with travelers bound for the cheap lands of the Southwest on home-seekers' excursions. These excursions are extensively advertised by the railways in Michigan, Indiana, Illinois, Missouri, Iowa, Wisconsin and Minnesota, where farm land values are relatively high. An Iowa farmer, for instance, whose land is worth \$125 an acre, finds it difficult to make more than 6 per cent. on the investment. Moreover, he sees that he will be unable to provide land for his children. But if he sells his 160 acres for \$20,000 he can go into the Southwest and buy 2,000 acres at \$10 an acre and supply his children with farms.

The inducement thus offered has proved sufficiently strong to send tens of thousands of men and women every fortnight into the cheap lands of Texas and New Mexico. Much of the land in the States sought by those emigrants lies in a region where the rainfall is seldom greater than twenty inches in a year when forty is necessary, but irrigation is being used extensively and with great success, the water being obtained from the rivers which take their rise in the Rocky Mountains, or from artesian wells, the underground supply in many districts being sufficient for all demands. Thus it is that vast areas that were barren and would have been classed as arid or desert lands twenty years ago are to-day giving satisfactory results in agriculture, and are able to support a large population.

Butter, Eggs, Poultry and Beans at Buffalo.

Buffalo, Oct. 3—Creamery, fresh, 22@25½c; dairy, fresh, 16@22c; poor, 16@17c.

Eggs—Fancy candled, 25c; choice, 23@24c.

Live Poultry—Springs, 12@12½c; fowls, 12@12½c; ducks, 12½@13½c; old cox, 8@9c.

Dressed Poultry—Fowls, iced, 13@13½c; old cox, 9@10c.

Beans—Pea, hand-picked, \$1.55@1.60; marrow, \$2.75; mediums, \$1.60@1.65; red kidney, \$2.50.

First Fairs Held in Grand Rapids.

Jas. N. Davis, has furnished the Tradesman the following information regarding the pioneer fairs held in this city:

On June 8, 1847, there was a meeting of the farmers and others of Kent county held at the National Hotel in Grand Rapids for the purpose of organizing an agricultural and horticultural society. E. B. Bostwick was called to the chair and D. D. Van Allen chosen Secretary. At this meeting an Organization Committee was appointed.

In July an adjourned meeting was held and the Committee reported a constitution, which was adopted, fixing the name of the society as the Grand River Valley Agricultural Society. E. B. Bostwick was chosen President; J. F. Chubb, of Byron, and Henry Hall, of Plainfield, Vice-Presidents; William A. Tryon, Walker, Secretary, and Dr. Freeman, Grandville, Treasurer. The meeting adjourned to the second Saturday in September.

Jan. 28, 1848, there was a meeting of the farmers of the township of Walker, at which a constitution was adopted creating the Walker Agricultural Society of Kent County, Article 13 of which provides for an "annual fair and plowing match in each and every year." The officers elected were: D. Schermerhorn, President; C. Philips and J. Burton, Vice-Presidents; H. Seymour, Secretary; S. Armstrong, Treasurer. The first fair of the Walker Agricultural Society was held at the lecture room of Dr. Penney and the grounds nearest on the west side of Grand River, Oct. 27, 1848, the premium list aggregating \$32.25.

The second annual fair of the Grand River Valley Agricultural Society came off on Oct. 10, 1849, at the court house (in Fulton Street Park) in Grand Rapids. The premium list aggregated \$34.50.

My recollection is that, the Legislature having passed a law allowing boards of supervisors to raise by tax a small amount to allow counties to assist in supporting county agricultural societies, the Grand River Valley Agricultural Society was changed into the Kent County Agricultural Society, which held annual fairs thereafter.

In the Grand Rapids Eagle of June 17, 1849, was published the premium list of the Ottawa County Agricultural Society, aggregating \$95.25.

Power of Suggestion.

Two gentlemen of large business experience recently visited a certain city on one of the lakes. It had been the center of a lumber camp, with certain points of beauty, but now all beauty was stripped from it.

The one who was familiar with the place took the other about, and asked him what he regarded as its chief characteristic.

"Its awful, unadorned ugliness," was the reply.

"Then come with me," he said, and took him to the lake front, and showed him a large vacant tract of land, entirely unadorned, unimproved and waste, except for weeds—a recepta-

cle for old newspapers and rubbish. "What do you see here?" said the leader.

"I see a most wonderful opportunity for a public park."

"Then come with me again," said the leader, and these two then went to the leading citizens in the places of business and made them this suggestion of a public park on the lake front.

Only a few months have passed since that seed was sown, but already a landscape gardener has been employed, has proposed a plan, which has been accepted, the drives and walks have been laid out, grass seed sown, shrubs planted, artistic seats put in place, and now the beginnings of a beautiful park have been realized.

But even this is not all. These gentlemen pointed out how a system of small parks and boulevards connecting with the main park might be devised, and the entire plan is now in the workmen's hands.

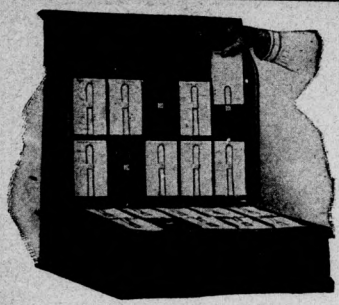
It pays to improve the home surroundings, private and public.

Healing Properties of Water.

There is no remedy of such general application and none so easily obtained as water, and yet nine persons out of ten will pass it by in an emergency to seek for something of less efficacy. There are but few cases of illness where water should not occupy the highest place as a remedial agent.

A strip of flannel or a napkin folded lengthwise and wrung out of hot water and applied around the neck of a child who has croup will usually bring relief in a few minutes. A towel folded several times, then quickly wrung out of hot water and immediately applied over the seat of the pain in toothache or neuralgia, will afford prompt relief. This treatment in colic works like magic. Cases on record having resisted other treatment for hours have yielded to this treatment in ten minutes. Pieces of cotton batting dipped in hot water, then applied to all sores and new cuts, bruises, and sprains is the treatment now generally adopted in hospitals. Hot water taken freely a half hour before bed-time is an excellent cathartic in the case of constipation, while it has a most soothing effect on the stomach and bowels. This treatment continued for a few months, together with proper attention to diet, will alleviate mild cases of dyspepsia.—National Magazine.

When the New York, New Haven & Hartford Railroad Company reduced its passenger rate to two cents a mile and made a corresponding reduction in its coal rate several months ago it figured on a loss of \$250,000 for the first year. The reduced rates have now been in operation for some months and the returns actually indicate that the increased volume of business due to the reduced rates has not only made good the expected loss, but actually increased the gross receipts. Such success ought to preclude any political movement to secure a uniform two cent rate throughout the country.



System Without Red Tape

Any system that requires more work than you are now doing would not interest you. Some systems are made up of TECHNICAL DETAILS and RED TAPE and require an expert accountant to operate them, and the results are costly and unsatisfactory.

You don't care for the frills and feathers.

RESULTS ARE WHAT YOU ARE AFTER.

The McCaskey Account Register System handles ALL kinds of credit charges with but ONE WRITING; shows you at a glance how EACH customer's account stands; gives you MORE information in five minutes about your business than you would get from other systems in hours.

ARE YOU looking for an easy, simple and accurate system? If so, write for free catalogue.

THE McCASKEY REGISTER COMPANY

Alliance, Ohio

Mfrs. of the Famous Multiplex Duplicating Sales Slips and Order Pads; also Folding and Single Carbon Pads.

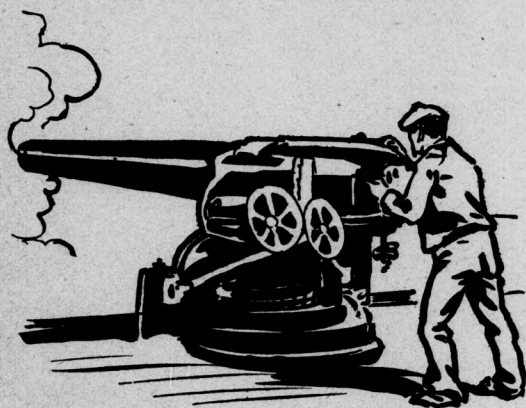
J. A. Plank, Gen. Agent for the State of Michigan, Tradesman Bldg., Grand Rapids.



LOWNEY'S COCOA is an American triumph in food products. It is the BEST cocoa made ANYWHERE or at ANY PRICE.

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.

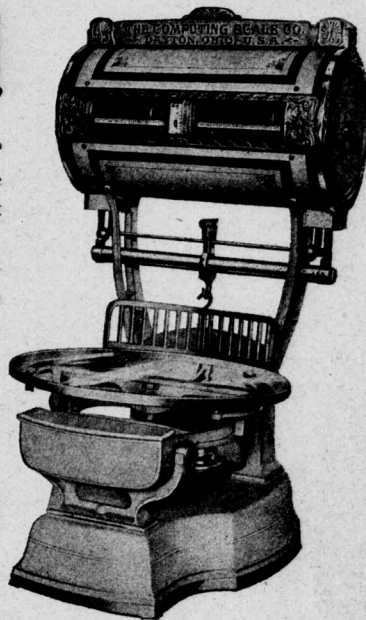
Every Grocery or Meat Market of average size not using MONEYWEIGHT Scales is sustaining a yearly waste in **overweight** alone sufficient to pay for at least two.

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.



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.

Merchants' Sundries

At

Leonard's Prices

Hints for the careful buyer. Send for CATALOG 1887.



CORRUGATED ELBOWS BLUED STEEL

Per dozen.

6 inch, full size.....\$.89

COMMON STOVE PIPE

6 inch, set up, in crate

lots of 48 joints.

Per joint.....08 1/4

BLUED STEEL STOVE PIPES

With self-locking seams.

25 joints in crate, 6 inch, set up. Per

joint.....15 1/2

Per dozen.

STOVE PIPE COLLARS

6 inch, plain.....\$.30

FIRE SHOVELS

No. 80 Japanned.....\$.25

No. 180 with tin covered cool handle.....44

No. 56 round handle and 20 inches long.....45

COAL HODS—OPEN

Japanned

16 inch.....\$2.25

17 inch.....2.35

18 inch.....2.60

Galvanized

16 inch.....\$2.80

17 inch.....3.05

18 inch.....3.35

COAL HODS—TUNNEL

Japanned

16 inch.....\$2.85

17 inch.....2.90

18 inch.....3.30

Galvanized

16 inch.....\$3.35

17 inch.....3.70

18 inch.....4.20

FLOUR SIFTERS

No. 2 Leader.....\$.85

No. 4 Hunter's......85

No. 3 Standard......85

HEAVY TIN STEAMERS

With set-in covers.

No. 7.....\$1.45

No. 8.....1.75

No. 9.....1.95

GLASS OIL CANS

Tin Jacket

1 gallon.....\$1.80

GALVANIZED OIL CANS

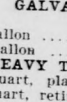
(With spout)

1 gallon.....\$1.55

2 gallon.....2.35

3 gallon.....3.35

5 gallon.....4.20



GALVANIZED IRON OIL CANS

(With faucet)

3 gallon.....\$3.85

5 gallon.....4.50

HEAVY TIN MILK OR DAIRY PANS

6 quart, plain.....\$.53

6 quart, retinned......95

HEAVY TIN PAILS

(Flaring)

Even our prices must advance as soon

as present stocks are exhausted.

5 quarts, full size.....\$.75

10 quarts, full size......95

14 quarts, full size.....1.39

HEAVY TIN DAIRY PAILS

Called 1X by some.

10 quarts.....\$1.37

12 quarts.....1.55

14 quarts.....1.80

EXTRA HEAVY IX TIN DAIRY PAILS

10 quarts.....\$1.55

12 quarts.....1.70

14 quarts.....1.95

COVERED PAILS

Heavy I. C. Tin, wire pail.

2 quarts.....\$.50

3 quarts......73

4 quarts......92

GALV'D IRON PAILS

Buy galvanized ware now, will surely advance in price.

10 quarts.....\$1.45

12 quarts.....1.70

14 quarts.....2.00

GALV'D IRON TUBS

No. 1, 20 1/2 inches.....\$4.60

No. 2, 22 inches.....5.20

No. 3, 24 inches.....5.90

JAPANNED TIN CHAMBER PAILS

In crate lots of 1/2 dozen.

10 quarts.....\$2.90

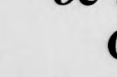
12 quarts.....3.30

JAPANNED TIN DUST PANS

No. 1, 9x13 inches, handle run through

back.....\$.60

No. 10 half covered......95



MOUSETRAPS

"Lightning".....

5 hole tin, choker......42

TUB WRINGERS

No. 110 "Brighton" warranted, per

doz.....\$22.00

5c and 10c
Goods

Tempting Goods at Tempting Prices

The most beautiful array of imported china you ever saw. All our own direct and special importation. Wonderful values every one.

New Shapes---New Ideas---New Decorations

Come in and see them. You'll be interested.



T30 10c Cups and Saucers, real china, flower decoration on cup, gold stippling on both pieces. Per dozen.....78c



T30 Gold Band China Cups and Saucers. A regular 15 cent Ladies' Tea, full size. Per dozen.....80c



T30 Low Shaped Six China Teas with dainty flower decorations on both pieces. Regular 25c goods.....\$1.80



T30 Open Sugar and Cream Set, real translucent china, good large size, rich embossing, flower decorations and gold stippling. Per dozen sets.....\$1.35 Others up to \$1.20 per set.



T30 Covered Sugar and Cream Set. Real china, fancy paneled design and beautifully decorated with colored flower and gold. Per dozen sets.....\$1.90 Others up to \$1.75 per set.



T30 Tall China Cracker Jars. Tinted top and bouquets of Roses on both sides, panel embossing, large size. Per dozen.....\$3.25



T30 Dice Drinking Mugs. Very large size. Brown and yellow and blue and yellow, glazed colors, assorted. Per dozen.....80c



T30 Cream Pitcher. Fine white china, paneled shape, embossed and flower and gold decorations. Large size per dozen.....80c Others up to \$2.00 dozen.



T30 Bread and Milk Set. Fine china, tinted borders, flower decorations on all three pieces. Per dozen sets.....\$1.90 Others up to \$6.00.



VASES

A big Variety

Decorated glass

Art Faience

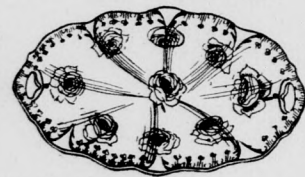
Royal Dux

Teplitz Vases.

Etc., Etc. 80c.

Up to \$13.50

Per dozen.



Bread and Butter Plates 80c up to \$4.00 doz. Fruit or table plates, 72c up to \$8.00 doz. Cake plates \$2.00 up to \$21.00 per dozen.



T30 Chocolate Set. One chocolate pot and six cups and saucers, white china, gold stippled and flower decorations. Per set.....\$1.00 Others up to \$6.00 per set.



T30 Three Piece Tea Sets, Sugar, Creamer and Tea Pot. White china with bright colored flower decorations and gold. Good size. Per dozen sets.....\$3.75 Others up to \$1.75 per set.

Buy Now---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.

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.

We Save Our Customers 15 to 30 Per Cent.

Mail Us Your Orders

"SPARTAN" GREY ENAMELED WARE (Double Coated)

In spite of sharp advances we do not change our price at present.



Per dozen.
No. 28 wash basins.....\$.99
3 quart pud pans......98
14 quart dish pans.....3.15
No. 210 pails.....3.50
No. 200 preserve kettle.....2.10
No. 280 preserve kettle.....2.50
No. 8 tea kettle.....5.20

TOILET PAPER

"Money's worth" 800 sheets to the roll.....\$.40
Case of 100 rolls.....3.15

CORN COB PIPES

No. 701 barrel shape, 3 doz in box.....\$.18
No. 45 Bismark, curved stems 3 dozen in box......40
Per box of 3 dozen.....1.15
Eclipse, a self cleaner......40

RUBBER COMBS

No. 2029, 7 inches, 3/4 inch teeth.....\$.45
No. 1704, medium heavy, 7 inch long, 3/4 inch teeth......45
No. 418, 7 inch, gilt stamped......75
No. 2024, 8 inch, 1 inch teeth, arched swell back......85
Full line in catalog up to.....4.00

PENCIL TABLETS

No. 5819, penny tablets, 30 pp. 5x8 inches, Gross.....\$.90
No. 204 "Ivy Leaf" size 5x8, 60 sheets......22
No. 200, 150 sheets good quality paper, 6x9 inches......40
No. 1025 "Big Five," 110 sheets 8x11 inches, ruled......42

INK TABLETS

No. 7 "Foreign Linen," 60 sheets, note size, ruled.....\$.36
"Bonny Doone"
White wove, ruled, satin finish, embossed covers in colors and gold.
No. 5024, note size, 60 sheets.....\$.38
No. 5025, packet size, 43 sheets......38
No. 5026, letter size, 24 sheets......38
No. 103 "Oak Leaf," 110 sheets, note size, cream wove, highly finished......60

BRASS HEAD

UPHOLSTERING NAILS
No. 43—1/2 inch, 1000 in package. Package of 1000 \$.25
No. 43C—1/2 inch, 100 in box, 1000 in carton, Carton......43
No. 42—1/2 inch, large head, 50 in box, 20 boxes in carton, Carton......38



LEAD PENCILS

Per gross.
No. 1040, polished, rubber inserted.....\$.90
No. 1060, red polished.....1.05
Per dozen.
No. 465 "Beats All," nickel cap, rubber inserted.....\$.12
No. 2382 "Triumph" Hexagon gilt stamped, nickel tips and eraser......20
X29 "Sphinx" Hexagon, black polished, gilt tip and rubber......25
No. 1122 "Senator" large butt, tapering shape, No. 2 lead, rubber inserted......35

SCHOOL CHALK

White, standard quality, one gross in box.

Per dozen boxes.....\$.72

SCHOOL SLATES

"Model" Wood Frame

5x7 inches.....\$.35
6x9 inches......48
7x11 inches......55
8x12 inches......70

VICTOR NOISELESS

Red felt covered frame. Shoe string running through perforations. No tacks used.

SINGLE

5x7 inches.....\$.70
6x9 inches......85
7x11 inches.....1.05
8x12 inches.....1.25

DOUBLE

5x7 inches.....\$1.40
6x9 inches.....1.70
7x11 inches.....2.10
8x12 inches.....2.50

IRONING BOARDS

No. 1 "Adjustable Household," folding and adjustable to different heights, 60x16 inches.....\$8.75
No. 2 "Adjustable Household," 54x14 inches.....7.50

COBBLER SETS

"Economic," each.....\$.37
"Family," each......75

PICTURE WIRE

No. 0—Silver finish, 4 strands. Suitable for small pictures. Weight per coil of 25 yards, 2 ounces.



Per dozen coils \$.27

25c and 50c
Goods