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Twenty-Fourth Year

GRAND RAPIDS, WEDNESDAY, OCTOBER 10, 1906

Number 1203

Work Worth While

If there is that in a man's nature which demands the best and will take nothing less, and he does not demoralize this standard by the habit of deterioration in everything he does, he will achieve distinction in some line if he has the persistence and determination to follow his ideal. . . .

But if he is satisfied with the cheap and shoddy, the botched and slovenly, if he is not particular about quality in his work, or in his environment, or personal habits, then he must expect to take second place---to fall into the rear of the procession. . . .

People who have accomplished work worth while have had a very high sense of the way to do things. They have not been content with mediocrity; they have not confined themselves to the beaten tracks; they have never been satisfied to do things just as others do them, but always a little better. They always pushed things that came to their hands a little higher up---a little farther on.

Every Cake



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

The Fleischmann Co.,

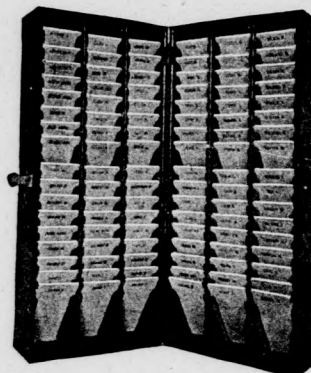
of Michigan

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

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Investigate the

Kirkwood Short Credit System of Accounts



It earns you 525 per cent. on your investment. We will prove it previous to purchase. It prevents forgotten charges. It makes disputed accounts impossible. It assists in making collections. It saves labor in book-keeping. It systematizes credits. It establishes confidence between you and your customer. One writing does it all. For full particulars write or call on

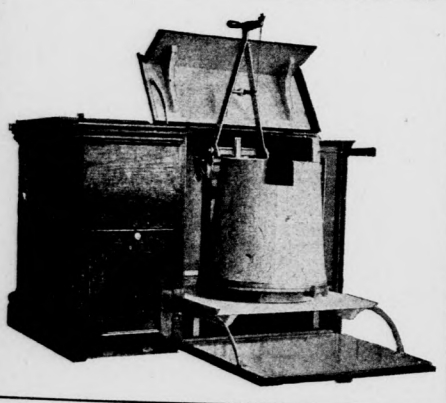
A. H. Morrill & Co.

105 Ottawa St., Grand Rapids, Mich.

Bell Phone 387 Citizens Phone 5087

Pat. March 8, 1908, June 1, 1908, March 10, 1901.

You Can Make More Money on Tub Butter



You can save the loss from over-weight and driblets. You can save time and labor and ice by installing the

Kuttowait Butter Cutter and Refrigerator

Pays for itself in four months and returns 500 per cent. on the investment every year.

Puts out a package as neat as prints and pleases customers better. We can supply you with cartons, too. Good live agents wanted everywhere. **Let us show you.**

SEND IN THE COUPON FOR PARTICULARS

Name
Street
City State

Kuttowait Butter Cutter Co.

68-70 North Jefferson St.

Chicago, Ill.

Makes Clothes Whiter-Work Easier-Kitchen Cleaner.

SNOW BOY WASHING POWDER.

GOOD GOODS — GOOD PROFITS.

MICHIGAN TRADESMAN

Twenty-Fourth Year

GRAND RAPIDS, WEDNESDAY, OCTOBER 10, 1906

Number 1203

GRAND RAPIDS FIRE INSURANCE AGENCY

W. FRED McBAIN, President

Grand Rapids, Mich. The Leading Agency

ELLIOT O. GROSVENOR

Late State Food Commissioner

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

2321 Majestic Building, Detroit, Mich

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

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

The Kent County Savings Bank

OF GRAND RAPIDS, MICH

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

3 1/2 Per Cent.
Paid on Certificates of Deposit

Banking By Mail

Resources Exceed 3 Million Dollars

Commercial Credit Co., Ltd.

OF MICHIGAN

Credit Advances, and Collections

OFFICES

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

ELECTROTYPES
DUPLICATES OF
ENGRAVINGS & TYPE FORMS
TRADE-PRINT CO. DETROIT, MICH.

SPECIAL FEATURES.

2. Window Trimming.
4. Around the State.
5. Grand Rapids Gossip.
6. Heart to Heart.
7. Five Cent Cigars.
8. Editorial.
9. The Credit Man.
10. Old Time Credits.
12. Clerks' Corner.
14. New York Market.
15. Cash Customers.
16. Typewriter Salesmen.
18. Butter and Eggs.
19. Bright's Disease.
20. Brings Up the Past.
22. Victories of Peace.
24. Nipped in the Bud.
26. Kill the Germ.
28. Woman's World.
30. Not Sound at Heart.
32. The Careless Man.
33. Shoes.
36. Clothing.
38. Pedantic Philosophy.
39. Square Yourself.
40. Commercial Traveiers.
42. Drugs.
43. Drug Price Current.
44. Grocery Price Current.
46. Special Price Current.

SLOWLY, MR. ALDERMAN.

As to the effort of the railways to get their grip on the best part of the city's river front, the Tradesman, before any other opinion had been publicly expressed, opposed the proposition and advocated that if railway service to the lighting station or to the city market is necessary such service should be provided, owned and maintained, open to all railroads, by a company belonging entirely to Grand Rapids people.

The Board of Trade's Executive Committee has also gone on record as opposed to giving the river front to the railway companies and advises that the city shall build, own and maintain such service if it is necessary.

The Tradesman is opposed to municipal ownership because it inevitably opens the way to political chicanery and the consequent varieties of graft and dishonesty. But, having declared itself, it has no contention with the Board of Trade. It is the great railway corporations with offices here and there—anywhere except in Grand Rapids—that are to be feared in this matter.

Those corporations locate the goals they seek from five to twenty-five years ahead, and work all the time to those goals. The Grand Rapids of to-day is of no very great importance to the Pere Marquette or any other railway corporation. It is the Grand Rapids of 1930 that they have their eyes on. In all human probability there will be a slack water canal along our river from Grand Rapids to Grand Haven long before that time, so that deep water boats will load freight at our docks and deliver it at Chicago, Milwaukee and other lake ports. The railroads plan to be in a position to dictate terms for dockage to those boats. By 1930 Market street will present unbroken fronts of buildings occupied by jobbers and manufacturers from Monroe street to Wealthy avenue, and the railroads plan to have all the van-

tage points when such a condition exists.

And there is a sentimental side to the question. If the city of Chicago had not, years and years ago, permitted the Illinois Central Railway to gain possession, through Squatter Sovereignty and the great ability of the late James F. Joy, the Detroit lawyer, it might to-day have the most beautiful lake front park in the world.

If the city of Detroit had not sleepily allowed the railroads to gobble all but about half a mile of its six or seven miles of river front it might to-day own a most magnificent riverside park, by the side of which the Thames Embankment would have been only an equal.

The city of Cleveland, in carrying forward the grand new plan for its beautification, is compelled to expend many millions of dollars because, in the years ago, the railroads were not prevented from acquiring lake front rights, the value of which to-day is almost beyond estimate.

All of these conditions are the result of carefully laid plans of many years ago which the railways have persistently, stealthily followed to ultimate victory.

The banks of Grand River at Grand Rapids are to-day not only not pretty, but they are almost hideous. Permit the railroads to gain possession of those banks, beyond what they now own, and this hideousness will increase with the years until our stream will be the most repulsive feature within the city's limits.

"Look at the splendid concrete dyke built by the Grand Trunk Railway Co." has been observed by someone in behalf of the railways.

Yes, look at it. It isn't even attractive as a dyke and as an adjunct of the really handsome new bridge at Bridge street it is positively offensive. With our river banks in the grasp of the railways we will have, merely, a great concrete flume surmounted by all sorts and any sort of contraption which the railways may see fit to erect.

As to the Tradesman's preference for a local company, as the builders and owners of a railway along the river front, that desire is not strenuous because, for the present at least, we can see no actual need for such a road. It may be good economy to have a spur built to the lighting station, but no farther. The market needs no such convenience. In fact, the value of the market to farmers and fruit growers would be ruined with trains of noisy cars, puffing locomotives and screeching whistles continuously frightening the necessarily unhitched teams which stand there daily.

BETTER STREET CAR SERVICE.

Seasonable it was, and so the Grand Rapids Railway Co., knowing that frozen ground, snow, ice and generally prohibitive conditions are soon to prevail as a bulwark against public expectancy in regard to more adequate and better transportation accommodations in the city, becomes outspoken.

It has told us quite frankly that no extensions will be made this year, which is about as important an announcement as would be a declaration that we will not see another Fourth of July until next year, and then goes on and tells the reasons why.

In the face of the Railway Company's indifference to every consideration save that of net profit, it is now in order for the city to offer a new franchise to parties who are desirous of establishing a new system in Grand Rapids; who, doubtless, will be willing to pay fairly for the privilege and who will, if the terms can be agreed upon, give us an up-to-date equipment that shall reach all portions of the city and will be operated to develop a legitimate permanent patronage, based on quick service and population, rather than upon summertime spasmodic rushes to a Coney Island fakery owned by the Railway Company.

It is history that has repeated itself so many times as to have become commonplace, that frequent and reliable street car service, introduced in place of varying service, which can not be depended upon, immediately develops a traffic from 50 to 60 per cent. greater than existed before the change and that this increase brings from 10 to 15 per cent. better returns on the increased cost of equipment and operation than are received under the patchwork and halting plan.

Therefore, why wait for fair treatment at the hands of a corporation that has been giving the city the "glad hand," and that only during the past decade? There are plenty of available routes for reaching the leading centers of business in Grand Rapids and any unbiased, practical street railway man can take a map of the city and lay out a system which shall serve all parts of the place much better than can be done by the present arrangement. Let the several neighborhood associations of business men go at it with their representatives in the Common Council, seeking such an end, and the thing will be accomplished in short order.

It is human nature to fight for our rights, and when we get them to fight for more.

There can be no reverence where there is no respect.



Seasonable Animal Exhibits Are a Drawing Card.

The window fellows who attract the most attention to their work are those who trim with the things at hand which are prefigurative or typical of the season. I am speaking now of things extraneous to the trim itself, but which are entirely within the legitimate as drawing cards. In the spring did you ever get past a window with Old Mrs. Hen and her "chix" without not wanting to deny yourself the pleasure of a look—or several of them—at the picture of maternal contentment therein? Or the picture of happiness might have embraced a four-footed mother of the canine species with her mischievous offspring. When these are for sale they always go like hot cakes; not a single boy observer but wants to lug home the "whole caboodle of 'em," no matter what the breed.

A unique combination of the summer and autumn ideas would be to have sod cover the floor, with a trickling tiny brook running through, where the birds and squirrels in confinement could drink and lave to their hearts' content. Natural trees for the birds to perch on and flit through and hollow logs for the rodentia to make their nests in should be provided so that the animals will be satisfied with their compulsory temporary quarters, and a plenty of proper food must not be forgotten.

Of course such a window is not expected to sell merchandise but just to advertise yourself as still doing business at the old stand, so to speak.

If it is possible to obtain, by purchase of the owner or loan from a museum, some comparatively rare species of animal or other curiosity by all means secure such. In this case always attach a card to the window glass, or perhaps a clipping (if you can get the latter). This is more eagerly read if gummed to the glass than if placed to one side on the floor of the window. A clipping on the glass seems to possess an inexplicable fascination for the average human, be it man or woman. Not with this natural-curiosity exhibit, but immediately succeeding, have a placard calling attention to the goods on display, and have some analogy drawn from these to the preceding occupant of the window. This course will show that you can have something on your mind besides business, but that you have, at the same time, an eye to the main chance.

Such things vary the monotony of window dressing.

* * *

A beautiful result was recently accomplished by simple means:

A large commodious window section was surrounded entirely by wall paper to a height of 8 feet. The pattern was what is known as "vineyard" paper—all covered with grapevines hanging full of large luscious

bunches of purple fruit. The leaves were rich green and brown and reddish. Glints of sunshine shone through, giving a warm hazy atmosphere. The center of the window floor was covered with a deep ox-blood shade of plush, with pumpkin-colored plush all around to the depth of a foot. This window belonged to a big general store and was to advance their millinery department. Only dark velvet hats in green, brown and deep red were shown, trimmed, for the most part, with ostrich plumes and velvet flowers and foliage, reproducing or harmonizing with the rich coloring of the background and floor. This elegant trim was a treat for the eye to rest on, whether that optic were a masculine or a feminine one.

* * *

The Heyman Co. has a display of blue and white dishes in one section of their mammoth window front. In places these are securely fastened to panels covered with white, which are made to lean in any desired direction. All the dishes are of the same design and the effect of the blue and white is one of daintiness. An arrangement like this is easily seen from across the street and is better for general purposes than a table laid as for a dinner—more people see the former, but they do not stop to examine as with the latter. Many home-keepers do not know the correct way to lay a table and are more than willing to get every light possible on the subject. The storekeeper who helps them out along this line is doing them and himself a good turn simultaneously.

Coal Mines Under the Ocean Floor.

Perhaps when the coal supplies of the continents and islands of the earth are exhausted we will be able to get our needed bitumen from beneath the sea—if the world by that time has not outgrown the coal habit. At Cape Breton even now there are immense collieries being worked under the ocean. These submarine mines cover 1,600 acres and are being increased steadily. The mines are entered at the shore, and the operators follow the dip of the veins beneath the water for a distance of more than a mile. It might be expected that the weight of the ocean would force water into the mines, but this has not happened. No water at all comes from overhead. Indeed, the bed of the ocean is as tight as a cement cistern. A sort of fire clay lines the submarine roof of the mine, and the sediment above this is held in place and packed down by the water pressure until there is not a hole or crevice.

The truest sportsman, jolly good fellow and exporter of canned tea, Sir Thomas Lipton, has again reached America's shores. It is not certain that he will try again for the cup, but his welcome will be sincere because perhaps no other man represents the benefits, pleasures and the dignity of international sports so well as he.

Fortune seldom frowns on him who hustles.

Some Items That Contribute To a Competence.

Written for the Tradesman.

Let me tell you clerks, and some of you store-owners, too—you that think you will be able to make a success, financially, whether or not you put yourselves out for visitors—that you will certainly have to disabuse your mind of such an idea or sooner or later you will come to grief. The store doesn't exist that can live without patrons—any more than you can live without eating—and if you want people to cling to you closer than a brother or a vine it's up to you to treat them right. There'll be no vine act on their part if you don't furnish the tree of obligingness for them to wind their tendrils around. You'll have to do your part first. If the tree (yourself) isn't there they will twine around something else (your competitor neighbor).

Let each one who enters your place of business feel that he, of all others, is the one you are most rejoiced to see. Of course, when several customers come in at once you must preserve the same bearing towards all, else some of them will be thinking (and rightly) that you are showing partiality; but when no others happen to be around or come in at the same time you may make very particular enquiries as to the absent members of the family and mention subjects in which they are most likely to be interested. Don't, for goodness' sake, "pile it on" too thick, however; such a procedure defeats its own ends.

Endeavor to feel this interest, to be sympathetic. Don't "palaver"—don't be "oily" but just be nice and cordial. Show just such attention as you yourself like to have paid you when you enter a store not your own. Such a test will put you in exactly the right spirit toward your customer and will result in making him feel more than friendly towards your store.

Don't run into debt deeper than you can see your way out in the very near future. Save your discounts; that's like finding money rolling up hill or taking candy away from the baby. Be sharp on collections—not cruel by any manner of means. Don't grind anybody down, don't be a skinflint. But have a definite understanding with everyone who asks for credit as to when you are to expect your pay.

Once in a while give a little overweight or overmeasure, but not all the time. A bit of generosity has been known to glue to you the trade of many a vacillating patron who needed just such an incentive as this course extends.

Let punctuality be one of your especial virtues. Be unfailingly true to your word. In short, be honest, scrupulously so, and with energy and good judgment you will succeed.

Y. W.

We never know what we can do until we try and then we are frequently sorry we found out.

When a man's head is swollen he is sure to get a twist in his eyes.

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.

Crisis in New Job Comes the First Week.

About half the fellows who lose jobs and are canned out of offices and shops within a few days or weeks after they land the job complain that they "didn't have a fair chance." Their complaint is wrong. They had a fair chance and failed to improve it. The fact is that they didn't know how to make themselves solid with the other fellows or with the boss.

The first week that any man holds a new position is the crucial one. First impressions rule in business, just as they do in all intercourse between men. Put the best man in the world "in wrong," that is, stack him up against a boss or fellow workmen who at first impression think ill of him, and the chances are he will not last. His only chance is to destroy the first impression and create a new one just as soon as possible. Not one man in 500 will do this, especially not a good man, because he feels hurt that he should have been misjudged at the start, and "sulks" instead of revealing his true colors.

Here is a truism: Every man who works for wages or salary does something every week for which he can be fired if the boss is looking for a chance to fire him. Therefore every man who gets a bad start and fails to remove first impressions shortly discovers another coat in his locker.

The way to create a good impression, generally speaking, is to go at the work as if you knew it—whether or not you do. I have seen a dozen bosses, sitting in their offices, and heard this conversation dozens of times:

"How's the new man doing?"

"Fine. He takes hold as if he knew his business."

I never knew one of those fellows to get fired—at least not for a long time. First impressions had cinched their positions for them until they could learn office details.

There is another handicap. You may be the best office man in the world, and for a month after going into a new office you will feel as if you were learning the trade over again. There are differences in tools, differences in methods and ways of handling work, and there are office traditions and office sacred white cows against which a newcomer may come to grief.

When you get a position, before starting to work study the ground and learn as much as possible about the firm and its methods, the personality of its heads, and, above all, get acquainted with one or two men already employed there. No set of workmen like to see an utter stranger escorted in by the boss with, "Boys, this is Mr. Jones, our new man. Treat him right." There is a sort of feeling that the new man may crowd an old one out, and a bit of fear on the part of each man. If they know the man, or know of him, his reception is more likely to be cordial.

Before starting work try to make the acquaintance of some man in the department, win his friendship, and, if he is a popular fellow there, have him introduce you around among the

other fellows when you show up to go to work.

The first effort should be to make a good impression on the men. The boss must think fairly well of you, or he wouldn't have hired you. But, whether or not the boss likes you, it is all off if the men dislike you. I have a friend, manager of a big company, who says: "I never hire a man until I'm sure he'll fit in. I generally have an eye open for a man for weeks and usually consult my own men, asking their advice as to where to find the right man to fill the place. One of them, or perhaps two, suggests some one and I hire the one I like better. Then I usually hint to the other employee that the man he named refused to come for the money—and the new man comes in. We never have any friction here. The men are all friends, and, furthermore, their interest in the business is added to by the fact that they are consulted. I would not dare send a stranger into this place unless I was sure the men knew who he was and that he was a corking good man. They all bow to merit, if they know about it."

Once at work, these new acquaintances are of vast help to a new worker. They can tip him straight on the little things and the office tricks, and lots of new men are pulled over the crucial period simply by having some man to answer questions and give them hints. Many a man has been fired because the others wouldn't tell him these things.

Here are some rules which a business friend of mine wrote out at my request—some don'ts for new employees:

Don't tell what you did at the last place and don't tell what you're going to do.

Don't cringe to the bosses. Meet them like a man.

Don't knock fellow workmen; try to help them if they have faults.

Don't watch the clock.

Don't "soldier" on the job. Keep working.

Above all, don't tell how much more work you do than the other fellow; that's what is going to get you promoted. Andrew Handon.

Preserving Factory on the Peninsula.

Old Mission, Oct. 9.—Arrangements have been made for the erection of a fruit preserving factory at this place. The factory will be built by the McCalla-Wilson Co., of Chicago. For some time the company has believed that it could secure fruit riper and in greater perfection by arranging to do its processing where the fruit is grown, and with this idea in mind has contracted with a considerable number of growers on the Peninsula to set out strawberries and red and black raspberries, making a three-year contract with them on a guaranteed basis of prices that they may be assured of a market for such fruits as they may raise. In addition to the strawberries and raspberries several varieties of cherries and peaches will be used.

Wise is the man who, having taken a drop too much, also taketh a tumble to himself.

Why They Lost Their Jobs.

The complaints of employees who have lost their jobs, and who write telling how it happened, are interesting alike to the worker and the employer of workers. It seems to me that it would not be uninteresting to have the other side of the case—the employers' side. I have been forced to "fire" six of my men in the last six months. I didn't want to fire them, not a single one of them, because it costs money to break in new men. But I simply had to do it; there was no way in which they and their jobs could be kept together at a profit to myself. The following are the reasons for the same—my side of why they lost their jobs:

There were four of them who belong in the same category. I believe that the reason for their failure to make good is the reason of the great mass for the same failures. They did not try. This sums them up in short order, but the statement requires some explanation before it is entirely acceptable.

It is impossible to say whether or no these men were capable, whether they were by lack of capacity doomed to failure, or whether they might if they had applied themselves have won success. There is no way to tell; they never showed what was in them. They didn't try to show.

Two were common clerks, the third was a checker in the shipping room, and the fourth was a salesman in the retail department. All of them had been with the house for more than a year, and every one of them had been told previous to their discharge that if their work didn't show some improvement they must know what to expect.

The clerks had been with us three years each. They began at \$12 a week. At the end of the first year they got the regular \$2 per week advance that we make it a custom of giving to employees of their class. And they were getting this same salary at the time they were taken off the pay roll.

Now, clerks are worth \$12 per week to us, not any more. That is what we are justified in paying to have our clerical work done. When we advance a man to \$14 it is in the hope that we are buying futures, that he will develop beyond the clerk stage into something where the extra expenditure will be more than returned us. If he doesn't do this we have lost money on him and must get rid of him.

This is what happened to the first two of the nontryers. They didn't get beyond the \$12 stage in the work. They didn't make an effort to become worth any more to us. When they got their advance to \$14 they took it as a reward for past work and went along at the same pace. They were told to improve, and they didn't, and so they had to go.

The checker was a good man, only he made errors. I may say these errors weren't bad ones or numerous, and for awhile they were allowed to pass as accidents. But as they continued in the same proportion week after week and month after month it became apparent that they weren't

accidents, and that they were the results of the man's constitutional carelessness. Then he was told to take more care with his work.

He was told this six times before I had him in my private office and talked to him, and it hadn't made a bit of difference with his work. I told him that he would lose his position if he didn't improve, and sent him away. A month later we were forced to let him go. The errors continued, and now it was apparent that he hadn't made any effort to prevent them.

The salesman didn't try to push his sales. He was on salary, and I suppose he figured that he should have been on commission. Apparently he was too shortsighted to see beyond a salesmanship, and so he went along selling just enough goods to hold his job and never trying to get beyond this. We kept him—until we had a chance to get a better man in his place. Then we gave him two weeks' notice and he quit.

Number five and number six of the men I discharged each had distinct and separate complaints. Number five had an idea that he and he alone knew how his work was to be done. He tried hard enough to be of great value to the firm, but his natural big-headedness stood in his way.

There are plenty of workers of his kind. They can not get it through their heads that they are paid for doing work as the employer wants it done, not as they think it should be done. Of course, it may be possible that they know how work should be done much better than the boss, but the boss is paying their salaries, so he ought to have something to say about what they do.

Number six so naturally was incompetent that although at times he tried hard to do good work it was impossible. He might have fitted in some other line, but he was just out of place with us. There is some hope for him; but for the others it is hard to see just where any hope lies.

Sidney Perkins.

Lime Light on the Bed-Bug.

This little insect has been known for centuries, and more than 500 articles have been written concerning its habits and life history. It is, however, only of recent date that careful attention has been given this insect and its relation to disease. Thus far, every one raises his hand on general principles when a recent article by an eminent authority closes as follows: "Notwithstanding the fact, therefore, that as yet nothing definite has been proved against the bed-bug, it is plainly evident that the investigation of the question has just begun. Comparatively few experiments have been performed, and the most enthusiastic optimist would find it a difficult matter to conclude that no danger is to be apprehended from this source. Hence every consideration, that of personal cleanliness, that of personal health, that of self defense, uniting for the welfare of all, bids us look to this filthy creature with a cry of 'Wherefor?'"

A merry heart kills more microbes than any medicine.

AROUND THE STATE

Movements of Merchants.

Union City—A millinery store has been opened by Raye Bloom.

Naubinway—A. D. Day has sold his interest in the firm of Day & Potter to his partner.

Elsie—Pearce & Co. have sold their stock of hardware and harness to John Doren, of Holly.

Petoskey—L. E. Swan has sold his grocery stock to J. E. Martin, who will continue the business.

Union City—Chas. Wellesley has sold his tailoring business to J. P. Billburg, who will continue same.

Jackson—Tom Seery has opened a new shoe store here. Mr. Seery has been identified with the shoe trade for several years.

Battle Creek—The company which conducts a confectionery business here under the style of Taylor's has increased its capital stock from \$15,000 to \$30,000.

Ludington—David Gibbs, who formerly conducted a grocery store here, will soon open a tea and coffee store and also carry a line of crockery and Japanese ware.

Hillsdale—Geo. E. Crane, of Reading, has purchased the grocery stock of E. T. Parker & Son and has taken possession. Mr. Crane was formerly identified with the Ennis Fence Co., at Reading.

Kent City—H. S. Power has purchased the grocery stock of W. E. Pickard and will continue the business at the same stand. Mr. Power still retains an interest in the cheese factory of A. L. Power & Son.

Owosso—Fred W. Pearce has purchased the interest of his partner in the hardware and furniture business of Pearce & Gerow and will continue to conduct the same. Mr. Gerow has not yet announced his plans for the future.

Hermansville—John F. Nieman has sold an interest in his general store to Albert J. Pipkorn and Herman A. Roehl, who will take charge of the business, which will be conducted in future under the style of Nieman, Pipkorn & Roehl.

Detroit—W. H. Huss & Co., merchant tailors, have merged their business into a stock company under the style of the W. H. Huss Co. and will continue same with an authorized capital stock of \$7,300, all of which has been subscribed and paid in in cash.

Sault Ste. Marie—Frank Perry, who conducts a lumber and coal business, has merged same into a stock company under the style of the Perry Lumber Co. The corporation has an authorized capital stock of \$200,000, all of which has been subscribed and paid in in property.

Tekonsha—H. N. Parker, who was formerly engaged in the drug business at Hamilton, has purchased the drug and grocery stock of Jas. I. Main & Son. Jas. I. Main retires from business after a career of thirty-four years at the same stand. His

son, Fred, has entered the Grand Rapids Veterinary College.

Sunfield—A corporation has been formed under the style of the J. R. Nixon Co. to conduct a dry goods and shoe business, with an authorized capital stock of \$2,000, of which amount \$1,000 has been subscribed and \$600 paid in in cash. The shares are \$100 each and are held as follows: Phena Nixon, eight; J. R. Nixon, one, and F. J. Steinkrans, one.

Blissfield—Perry G. Towar, formerly a prominent citizen of Lansing, died at Garden City, Kas., Monday, of typhoid fever. Mr. Towar was 47 years of age and was a brother of Prof. J. D. Towar, of the Agricultural College. He was formerly agriculturist of the Lansing sugar factory and was engaged in a similar capacity for the Blissfield Sugar Co. at the time of his death.

Manufacturing Matters.

Oscoda—The Hull & Ely sawmill is cutting logs for Selig Solomon.

Muskegon—The Moon Desk Co., which conducts a manufacturing business, has increased its capital stock from \$25,000 to \$65,000.

Detroit—A corporation has been formed under the style of the Interstate Chemical Co., for the purpose of manufacturing fire extinguishers, with an authorized capital stock of \$5,000, of which amount \$4,400 has been subscribed and paid in in property.

Detroit—The National Pressed Brick Co. has been incorporated for the purpose of manufacturing brick with an authorized capital stock of \$75,000, of which amount \$45,000 has been subscribed and \$8,000 paid in in property.

Royal Oak—A corporation has been formed under the style of the Mitchell Shoe-Lining Co. which will manufacture shoe linings. The company has an authorized capital stock of \$15,000, all of which has been subscribed and \$100 paid in in cash and \$14,900 in property.

Lansing—The Michigan Screw Co. has been incorporated to manufacture screws. The new company has an authorized capital stock of \$60,000 common and \$40,000 preferred, of which amount \$87,000 has been subscribed, \$27,000 being paid in in cash and \$40,000 in property.

Arcadia—The Arcadia Furniture Co. has been incorporated with an authorized capital stock of \$60,000 common and \$40,000 preferred, of which amount \$85,000 has been subscribed, \$1,000 being paid in in cash and \$59,000 in property. The company will manufacture furniture and lumber.

Detroit—H. and J. Mazer, who conduct a cigar manufacturing business, have merged same into a stock company under the style of the Mazer Cigar Manufacturing Co. The company has an authorized capital stock of \$50,000, of which amount \$31,700 has been subscribed, \$1,047.65 being paid in in cash and \$30,652.35 in property.

The devil pats himself on the back every time he discovers a new hypocrite.

Go Slow on Cashing Checks for M. R. Gwin.

Battle Creek, Oct. 9—"We want Gwin," is the cry of a number of relatives, friends, two hotel proprietors, two banks and the Kal-Bro Mercantile Co., of Chicago. The man, M. R. Gwin, who is so much in demand, was formerly editor of the Barry County Graphic, published at Delton, and was well known in this city, especially to merchants from whom he solicited advertising. Mr. Gwin sold his paper some time ago and appeared in Hastings, where he renewed acquaintance with Q. A. Hynes, the druggist, whom he had known in Delton. According to Mr. Hynes, Gwin represented to him that he was working for a large firm in Chicago, the Kal-Bro Mercantile Co., of No. 315 Dearborn street, who were paying him a substantial salary. He told Mr. Hynes that he wanted to draw a sum of money from his house. He said those in the National Bank did not know him, and he asked Mr. Hynes to oblige him by endorsing a draft to \$252. Mr. Hynes complied, and was subsequently notified that the draft had been refused and protested. He was obliged to pay protestation fees amounting to \$252. Mr. Hynes called the attention of Gwin to the matter and Gwin said he was going to Delton where he could obtain \$50 from his brother, with which sum he would reimburse Mr. Hynes. Jumping a board bill amounting to several dollars in Hastings, Gwin went to Delton. On Sunday he obtained a loan of \$5 from E. Conrad, proprietor of the hotel there, giving as security a check for \$25 on the Delton State Bank, which would open on Monday. The check was worthless. Continuing down the line Gwin appeared at the home of his brother-in-law, J. F. Williams, of Galesburg. Mr. Williams signed a draft for \$15, which was honored, then he signed one for \$50, which wasn't honored. At Kalamazoo Gwin went to the City Bank and cashed a check drawn on the Delton Bank for \$50. He wrote a letter to E. S. Morehouse, of the Delton Bank, enclosing a draft on the Kal-Bro Mercantile Co., with which he said the Delton Bank could protect itself. A draft for \$15, drawn in favor of the proprietor of a Milwaukee hotel, signed by M. Jacobs, has been received at the Delton Bank. The bank officials allege that the handwriting resembles Gwin's. It has now developed that Gwin obtained \$25 from Chas. Brandstetter, of Middleville, in the manner in which he obtained a like sum from Mr. Hynes. In response to a letter Mr. Hynes wrote to the Kal-Bro Mercantile Co. he received a reply stating that it, too, wanted to know the address of M. R. Gwin. After this Gwin was arrested at the St. James Hotel, St. Louis, Mo. He is said to be wanted in Owosso to answer to a charge of cashing a forged check for \$50. Gwin says there is some mistake and that the check is not bogus. He had been staying at the Planters Hotel for several days. When asked by Assistant Chief of Detectives Keeley, who learned that Gwin did not have a cent, how he expected to pay his

hotel bill at the Planters, Gwin said that he was looking for money from his relatives in Delton.

Live Items from a Live Town.

Lansing, Oct. 9—The Omega Cream Separator Co. has begun a \$100,000 damage suit against the Vermont Farm Machine Co. Complainants assert their business had been damaged to the above amount by malicious statements and information distributed by the Vermont concern.

Several prominent local business men are formulating plans for establishing public lavatories here. The underground system is favored.

The Michigan Compound Motor & Electric Motor Co., a newly organized concern, has secured a fifteen acre site in this city.

V. Spanniolo & Co., wholesale and retail fruits, are erecting a two-story pressed brick building near the union depot.

The six-story brick building being erected by Dairy and Food Commissioner Bird for the local Bijou Theater and office purposes is approaching the third story. The new building is directly in front of the State Capitol and will take the place of a row of unsightly shacks.

A two-story, two-front store building, with paving brick front, will be built by A. C. Bird adjoining the Bijou Theater block, now in course of erection. Ground was broken a few days ago. The Western Union Telegraph Co. will occupy one part.

The Usual Wrangle Between the Unions.

The intricate ramifications of "jurisdictional" disputes among Chicago unions has perplexed contractors for the new Marshall Field & Co. building, where a strike is in progress. Steamfitters and plumbers both lay claim to the right to install a vacuum cleaning system. Plumbers originally were hired, and, inasmuch as the men all carried union cards, the contractors did not conceive of strike troubles. The steamfitters, however, demanded the work, and when their appeal was rejected a strike was ordered. The contractors now are puzzled about the situation. If plumbers are retained at work it is said a general strike may be ordered on the building. If steamfitters are employed the plumbers will refuse to install the plumbing. The unions have not offered a solution of the problem yet.

The Price of Proficiency.

Herkimer Jones, the well known scientist, was talking in New York about the bill of \$25,000 that Dr. Frank Billings presented to the Marshall Field estate.

"It seems a big fee," said Prof. James, "but whenever physicians' fees seem extortionate I think of a certain famous eye specialist."

"A patient of this specialist, coming to pay his bill, growled:

"'Doctor, it seems to me that \$500 is a big charge for that operation of mine. It didn't take you over half a minute.'

"'My dear sir,' the other answered, 'in learning to perform that operation in half a minute I have spoiled over 11 pecks of such eyes as yours.'"



The Produce Market.

Apples—Good stock is plentiful and the market is steady on the basis of \$2.25 for Kings and Spys. Golden Sweets, Greenings and Baldwins command \$2.

Bananas—\$1 for small bunches, \$1.25 for large and \$2 for Jumbos. Prices are unchanged and the market is steady, with movement of fruit undiminished.

Butter—The market has advanced 1c per lb. on all grades during the week, owing to scarcity, as well as to an increased demand. The make of butter is shorter than usual for the season, and the withdrawals from cold storage are larger than at any previous time at this season. The outlook is for a good healthy market for some time to come. Creamery ranges from 26c for No. 1 to 27c for extras. Dairy grades fetch 23c for No. 1 and 16c for packing stock; renovated, 22½@23c.

Cabbage—40c 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 22c per doz., case count, holding fresh candled at 25c and cold storage candled at 22c. A considerable quantity of eggs is coming out of cold storage and the general market for storage eggs is firm. There seems no immediate prospect of any material change in price.

Grapes—Concords command 14c per 8 lb. basket. Niagaras fetch 15c per 8 lb. basket. Delawares command 18c per 4 lb. basket.

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.

Oranges—The first shipments of the new crop Florida oranges are expected in a few days. They are said to be of fine color, but it is expected that they will be somewhat bitter at first, as they have colored unusually early. The crop is said to be a good sized one. There are practically no Late Valencias coming from California now and stocks in cold storage are pretty well used up. Prices are unchanged.

Parsley—30c per doz. bunches.

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

Pears—Kieffers are in the market in liberal quantity, commanding 65@75c per bu.

Peppers—75c per bu. for green and \$1 per bu. for red.

Poultry—As is invariably the case at this season of the year, the market is glutted and the feeling is weak. Country shippers, in accordance with their usual custom, have held their poultry until there was a large accumulation and then swamped the market with it. Hens are 1c a lb. lower and spring chickens have declined 1½c a lb. Spring ducks are 1@1½c lower.

Potatoes—40c per bu.

Radishes—10c per doz.

Squash—Hubbard, 1½c per lb.

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

Tomatoes—50@60c per bu.

White Pickling Onions—\$2.25 per bu.

The Grain Market.

The price of wheat the past week or ten days has sagged off on the May option in Chicago from 80¼c on the 1st to 79c per bushel, with the cash market dragging as well. The movement of grain has been free and the visible supply for the week has shown an increase of 234,000 bushels. The flour trade is getting more brisk and the larger mills expect a strong run for the next sixty days at least.

Corn has lost practically ½c on options the past week. Old corn is getting pretty well picked up and will probably command a good strong premium for some time to come. It will be quite a while before new corn is in milling condition, and while prices will undoubtedly work down several points for early deliveries, the old will be comparatively scarce.

Oats are practically unchanged, the movement being light and the demand fairly good. There seems to be an inclination on the part of growers to hold back for higher values.

Millfeeds have been very strong, and as the supply has been only moderate the offerings have been limited.

L. Fred Peabody.

How To Make Sauerkraut.

Take shredded or finely chopped cabbage, line a barrel, keg or jar with cabbage leaves on the bottom and sides. Then put in a layer of the chopped cabbage 3 inches deep. Press it down well and sprinkle it with four tablespoonfuls of salt. After five layers have been packed in this way, press them down hard with a board cut to fit loosely inside of the barrel, keg or jar. Put heavy weights on this or pound it with a wooden beetle until the cabbage is a compact mass. Then remove the board and put additional layers of salt and cabbage and repeat the weight or pounding process every four or five layers until the vessel is full. Then cover with leaves and put the board on top. On the board place heavy weights to keep the contents of the barrel pressed down. Next set it all away to ferment. In three weeks remove the scum and if need be cover it with water. It must be kept in a cool, dry cellar. It can be eaten raw or boiled and served with pork. Some makers of sauerkraut add to the salt whole black pepper, cloves, garlic and mace and then put it away to ripen.

The flatterer is never a bore.

The Grocery Market.

Sugar—Raw sugars are weaker and the market is ¼c lower. The offerings of new crop sugars and the fact that refiners have stocks seems to be responsible for the weakness. Refined sugar is unchanged and the demand is light.

Tea—Buyers are taking what they want, at prices which are rather weak than strong. There have been no developments during the week. The market is in a rather depressed condition when compared with the conditions of previous years. For instance, the total supply of China and Japan tea for this year is estimated at 70,000,000 pounds. In 1905 it was 78,000,000 pounds; in 1904, 92,000,000, and in 1903, 102,000,000. Thus there has been a steady decrease in the supply for three years, yet prices are actually lower to-day than in 1903.

Canned Goods—The tomato pack is practically all in and the general tone of the market is very strong. The demand is dull. Corn is unchanged and in light demand. The market seems rather weak. Peas are steady to strong, and everything from 90c@\$1 is in good demand. Peaches are very strong and high. Apples are unchanged and steady. The Baltimore line of small canned goods is unchanged and quiet. California canned goods in first hands are slow.

Coffee—The long continued fine, dry weather in Brazil has offered greatest possible advantages to the farmers in picking and drying out the present crop, the unprecedented heavy movement so far being partly attributable to these good harvesting conditions, combined with the known fact that many planters have sent their coffee to the seaboard, as soon as possible, hoping to avail of the advantages of Government purchases under the valorization scheme. When it is considered that the Brazilians have not been able to judge their total crop in former seasons, even approximately correct, rash estimates on the current crop, based on the movement so far, should be received with the greatest caution. It is most notable that old and experienced houses abstain from estimates altogether, while other conservative people will only point to a figure that is many millions below sensational estimates from obscure or unknown sources.

Dried Fruits—There has probably been no time in the history of the California trade when spot stocks of all descriptions were so closely cleaned up. It is natural, therefore, that buyers, with a new consuming season opening and next to nothing upon which they can lay their hands to meet the probable needs of consumption, should be anxious to get deliveries on their contracts for early shipments from the coast. The extreme prices on peaches and apricots temper the eagerness of jobbers to get goods bought for forward shipment, as consumption is naturally curtailed, and retail distributors are not so anxious to secure stock in the face of a bare spot market as might be expected were the prices on new goods more reasonable. As to pears, the high prices and generally inferior

quality of the stock offered, owing to the effects of blight in the orchards, put that fruit in a class by itself. Prunes and raisins, which are staples that must be provided at anything short of a prohibitive price, are more directly affected than all of the others by the apparent inability of the coast packers to meet their engagements for early shipment, the result being a strong and advancing market for both descriptions of fruit. In the opinion of well informed people the present stringency of supplies and the high prices quoted are temporary, and the belief is expressed that as soon as the packers have completed deliveries on their early shipment contracts a reaction in prices will occur. That opinion is based upon the fact that this season's crops of California prunes and raisins at least are large, and that as soon as the law of supply and demand asserts itself prices will seek a lower level. In the meantime the fact that the present supply of prunes is inadequate to meet the demand seems to be established by the willingness of buyers to pay what might, under other circumstances, be considered extreme prices.

Fish—Mackerel is strong and high. Norway mackerel is now quoted on a basis about \$3 above last year. The production will be light. Shore mackerel are still very scarce and very high. Irish mackerel are unchanged and dull. Sardines are unchanged and quiet. The market, however, is firm. The general tendency of the cod, hake and haddock market is higher, although no quotable advance has occurred. Salmon are unchanged and quiet.

Provisions—The demand is very good for the season and all lines are sold up to cure. There is likely, however, to be a decline as the weather cools and the demand falls off. Lard, both pure and compound, is unchanged and firm. Barrel pork is unchanged. Dried beef is unchanged and dull. Canned meats are unchanged and dull.

Frank N. Cornell, who conducts a general store at Sebewa and has been carrying on a clothing and shoe business at Sunfield of late, has moved the latter stock across the street into a larger store and added a stock of groceries, which he purchased of the Judson Grocer Co.

Levi S. Ruthruff has opened a general store at Millbrook. Geo. H. Reeder & Co. furnished the stock of boots and shoes; the Judson Grocer Co. put in the grocery stock and the dry goods were purchased of Edson, Moore & Co., of Detroit.

Daane & Witters have purchased the grocery stock of Jacob A. Morhardt, at 559 Cherry street, corner Packard street, and will continue the business as a branch of their Monroe street store.

The Juniper Manufacturing Co., which manufactures juniper juice from juniper berries for soft drinks at 55 Stocking street, has increased its capital stock from \$2,000 to \$5,000.

HEART TO HEART

Talk With Salespeople from the Shopper's Viewpoint.

It may be, as some men claim, that women should be at home and the work left to the men, but a condition is a condition. Women in business are a condition. Theoretical talk will not change this condition, so let the men and the women who are doing this work accept and make the most of the condition. If women must work, and I maintain they must, they should work for the future, their future, rather than for the present.

These are cold facts, business is a cold fact, business men are cold people, this is a cold world. Dollars are dollars and the heads of great business enterprises want them. If they employ women they do so for cold business reasons. "How much can this girl make for me?" is the query that goes through their minds when they employ a woman.

If a woman begins work in a great store at \$5 a week, it is because she is worth \$5 a week. When she becomes of the value of \$10 a week she usually gets it, because the managers of business are constantly and eagerly watching for talented, capable women—the women who have the gift of salesmanship. They know that a \$10 or \$15 a week saleswoman will be snapped up by a rival house at the first opportunity—hence the clever saleswoman is immediately appreciated. This is not theory; it is a FACT.

Do you know a woman buyer, department manager or a star saleswoman in a big store, yours, for instance, who is getting \$75 or \$100 per month? "Yes," you answer, "several of them, and some who are getting \$125 a month." How did they get it? Not because of their looks or their pull with the head of the house. These may be of value, but when they are put in the scales with ability they are found wanting. Dollars are dollars, and they must make more than twice the amount of their weekly wages else should be down in the \$5 class with the "shop-girls." The successful business men do not mix business and sentiment.

What a soul-vexing way the average girl behind the counter has. Before going to her counter to make a purchase one feels that a special prayer should be said for grace and patience. You are in a hurry; you want to make a small purchase, perhaps some skirt binding, or a pair of dress shields. It is true it is a small purchase, but the merchant bought them to sell and employed the girl behind the counter to sell them to you. After you stand at the counter ten or fifteen minutes you get your courage up to the point of asking the girl behind the counter if she is busy. How meekly you ask that question. She condescends to wait upon you, you hurriedly make your purchase and breathe a sigh of relief as your money and your purchase take a trolley ride, or the girl in a high shrill voice screams, "Cash, Cashgirl." In due course of time your parcel and change come whizzing back. You can tell it is yours by the whiz, and you hope that the whiz will

pass through the girl like an electric shock, but she is deaf to the whiz and to your meek "Beg pardon, but isn't that my change?"

While having one of these weary parcel waits, this is the conversation I had to listen to between the ribbon counter girl and the dress findings counter girl. I have not been able to fully translate it:

"Onnust?"

"Sright!"

"Okum off!"

"Sure zima stanninear."

"Juh meanit?"

"Ubetcha."

"Cosedid."

"Gurlova there."

"Wha sheno boutit?"

"Dno watshesed."

"Okum off! Yercoddin."

"Thinso fu wanta."

"Bawche Christmas gifs?"

"Notchett. Bawtchoors?"

"Nawnotime."

"Watchasay?"

"Jeer how Tomman Lil—"

"Notsloud! Somebody learus."

"Lettum. Nuthinmuchno how."

"Quitthercoddin."

"Okum off! I ain'tacoddin."

"Gracious Imus begittingalong."

"Somus I."

"Solong."

"Solong."

Five times I asked in pleading tones if my change had come. I began to think that the girl could not understand me. I again repeated humbly, "Beg your pardon, but is not that my change?" She gave me a freeze-you-on-the-spot stare as if to reprove me for my ill breeding in interrupting her interesting conversation, reluctantly gave me my change, and I was glad to get away with a frost bitten nose.

One morning I was in a large department store talking to a floorwalker of the suit department. A wealthy woman, plainly but sensibly dressed for the inclement weather, passed. The floorwalker bowed and courteously said, "Good morning, Mrs. W—, did you find what you wanted?" "No, I did not," she replied, "I wanted a traveling suit, but that 'Duchess' of yours would not show me what I wanted. They took an inventory of my appearance and judged that I could only afford to pay about \$10 or \$15 for a suit and would not show me a higher priced garment."

The floorwalker tried to hide his annoyance and vexation, and wanted Mrs. W— to go back to the clerk, and he assured her he would see that she received the proper attention, but she told him she had wasted all the time she could that or any other morning in his store, and that she preferred to trade with a store where the employees were courteous without being forced.

The floorwalker asked the clerk why she had not shown Mrs. W— the proper attention. "Was that Mrs. W— of T— Place?" she asked in surprise. "I thought she was some scrub from her dress. I can't see why a woman as rich as she is dresses so plainly," she continued in an injured way. That "shop-girl" wondered why she was notified to report and

receive her time without having been given the customary week's notice. The floorwalker knows why.

He realizes that a clerk with such ideas of caste will do a store more harm than a year's judicious expensive advertising will do good. The dissatisfied customer will tell her friends. That an injured woman's tongue is loose at both ends is appreciated by department store owners and managers.

It is to be regretted that the woman with money can not label herself for the benefit of the supercilious "shop-girl," but the woman of culture and refinement can not always dress for the edification of the people for whom her purchases make employment possible. The woman with \$1 to spend is just as necessary to the upbuilding of trade, and is entitled to as much consideration, as the woman with \$100.

The woman with the \$100 to spend may not pay much heed to the many courtesies, she may claim—even demand them—as her right, and say nothing to her friends of "the considerate and attentive young woman in the suit department at the Eagle," but she will not lose the opportunity to tell of the "insolent and indifferent 'shop-girl.'" The woman with the \$1 to spend will appreciate any little act of kindness or attention and will not lose the opportunity of saying to her friends, "Go to the Eagle and ask for Miss Clara, she is so considerate and painstaking." Such recommendations as this are invaluable. They are the bricks of a successful business career, they mean an increase of sales and an increase of salary.

"O, Annie! You ought to have seen the lovely supper I had with him last night." "Who?" "O, that drummer that was here to sell notions yesterday. He's just lovely."

This may be entertaining to the "shop-girl!" behind the counter to whom it is told, but it is very trying on the nerves of the tired, jaded woman in front of the counter who wants a dozen buttons, three papers of pins and some hooks and eyes. Probably it is 5:30 o'clock in the evening and she has to go home and prepare supper for a husband who, because he is hungry, is cross. Don't discuss your private and social affairs in public, especially not during business hours. Your employer needs your time to wait upon the customers, and the customers are not interested in your private affairs.—Anita Moore in Dry-goodsman.

Furniture Factory at Arcadia.

Corunna, Oct. 9—The Fox & Mason Co. has decided to build a plant at Arcadia, near Frankfort. Work will be commenced at once and it is believed the machinery can be started January 1. There will be one hundred men employed after a short time. The company will make a medium and a cheap grade of sideboards, dressers and chiffoniers. The new building will be a modern affair and will cost approximately \$30,000.

There wouldn't be so much room at the top if the stairs were easier to climb.

Interesting Experiment in Trade Promotion.

Saginaw, Oct. 9—Great interest is felt throughout the Saginaw Valley in the handsome special train that spent last week in making a flying tour through Saginaw's extensive and growing trade territory, traveling from 145 to 276 miles a day and stopping at nearly every town en route.

This train carried thirty men most prominently identified with this city's wholesale and manufacturing interests, whose mission was to spread the power and trade of this place. While orders for Saginaw merchandise in all lines were taken at nearly every stop, the object of the trip was not a small, direct, immediate benefit, but the better cementing of business relations, the establishment of new trade connections and the bringing together of manufacturers and wholesalers and their patrons, the retailers, in order to become personally acquainted.

The results are already apparent in the hearty reception everywhere accorded to the Saginaw trade boomers. At the cities and towns where brief stops were made the usual program, station after station, was an informal reception, with the local brass band doing its best, addresses of welcome by the village president or city mayor, a quick ride in automobiles or carriages over the place, handshakes, introductions, calls on the trade in all lines, and then a rapid rush to the special. This program was repeated as high as twenty-four times a day, and by night a tired but happy lot of Saginaw's evangelists of trade retired to their comfortable sleeper to recuperate for another strenuous day. This work began Monday at 7 a. m. and wound up Saturday noon, when the special rolled into the Pere Marquette's station at this city after a journey of 1,096 miles. Never before was such a trade trip taken in such completeness of detail or, perhaps, on such an elaborate scale. It costs money to carry out such a trade-winning trip, but there is no doubt that this city will reap a golden profit from its interesting experiment in trade promotion.

Utilizing the Sand Dunes.

Manistee, Oct. 9—The Manistee & Grand Rapids Railroad is valiantly trying to reduce the sand dunes lying between its tracks and Lake Michigan, on the west side of the city. The reason is that a large plate glass works in Toledo has entered a contract with the railroad, calling for the delivery in Toledo of 250,000 tons of sand a year for a term of years. This amounts to about six cars of sand every day.

With the railroad taking sand from one end of the line of dunes and the Manistee brick factory eating into it at the other end, it is apparent that changes in geography will be effected in time. At any rate there need never be any more worry as to the danger formerly threatened by Creeping Joe, since sand is so valuable that it will stand shipment clear to Toledo.

Most men prefer the horn of plenty to the trumpet of fame.

FIVE CENT CIGARS.

Solemn Vow Registered by an Inventor.

C. A. De Reemer cocked up in an office chair smoking a genuine Reina Victoria. That was the picture. The smoke from the fragrant cigar was curling up extra thick—and it was blue. Mr. De Reemer knew it was blue; but, still, as the clouds floated gracefully before his dreamy gaze they took on a decided rosy hue, and the figures that lined up in relief were golden, and most delightfully dazlingly large.

"At last—at last!" In the nature of a sigh it was, but a self-complacent one.

"It is done," and again he lovingly allowed his fantasy to linger on the happy picture with its golden promise just beyond. "Twenty millions at least!" The result was too enchanting. The great invention was a dream no longer—it was a grand reality.

To reassure himself he turned to the little apparatus at his side. Yes, it was all there; and out yonder in the other room just beyond the rosy clouds was Josie, his factotum, and the thousand girls working in rhythm as girls had never worked before—their souls seemed tangled up with every motion. It was not a dream; it was the real thing. His fondest hopes realized. He had saddled human energy! He gently pushed the handle of the little regulator up another notch, and reveled. He would now be rich and famous. His name would be on every tongue. The newspapers would laud him.

"Yes, sir, my name is De Reemer—C. A. De Reemer. You are ———? Pray be seated."

"Digger is my name, sir—Harvey O. Digger," said the newcomer, "special representative of America's greatest newspaper. Allow me to congratulate you! We received your message that you had saddled human energy and I will confess that the sight that meets me here is the most wonderful I have ever seen. I have been in many establishments in my time, but never before beheld such a splendid exhibition of applied manual effort. It will be a grand story. The scientific world will look agog at the principle that can bring such wonderful results! The plebeian matter of mere pay can have no bearing in the premises; neither can it be ascribed to hypnotism or suggestion. Your workers plainly are not in a trance. They are wide awake, sir—wide awake."

De Reemer greedily drank in the reporter's zealous overture—to the limit. After a dignified pause, in a tone befitting the occasion he replied:

"Mr. Digger, I appreciate your push and enterprise. It is refreshing. You will not find me crusty and selfish like the majority of our great inventors. I will let you in on the secret. Give the public the benefit and let your paper have a scoop—on this, the grandest invention of the age."

"For years and years, Mr. Digger, I struggled along in my little shop—

with Josie my only helper. I still have Josie, as you see; but she is no longer a factotum. To reward her I have made her superintendent. Josie was my inspiration. She wasn't what you would call a good worker. Her application was fluctuating and spasmodic. When the work was piled highest her languor seemed greatest, and her day dreams the brightest. This was all wrong, of course. Chance came to my aid one day in the most unexpected manner.

"It was during the noon hour, one day, and Josie and the chums who had dropped in to talk best fellow with her had already got to the gum stage of the repast, when who should drop in but a fakir with a little electric test machine. The girls were chummy about trying it at first, but it wasn't long before they kept the little thing a-humming.

"It was great, Mr. Digger, I had about forgotten my troubles and was about to go in and try at a whirl myself, when all at once (I'll never forget the wave of ecstasy that surged in my veins) a wonderful revelation came to me. Yes, sir, a most wonderful revelation! I noticed the girls that were chewing gum chewed twice as lively when they had hold of the handles, and the greater the hum of the little machines the livelier their jaws worked!"

Mr. Digger sat speechless. When he had recovered, he remarked:

"Certainly a remarkable discovery, Mr. De Reemer; most remarkable. Your idea, then, was that because of this electric jaw inspiring influence you felt there should be a way by which the principle could be applied to other parts of the body—am I right?"

"Precisely, precisely, Mr. Digger—you have the idea exactly. And, well, I lost no time then in furthering the matter, and without elaborating I will say that I succeeded beyond my fondest dreams. Even the hum of the ordinary machinery I found to be one mass of minute electric wavelets, and where this influence prevailed the labor results were invariably better than where it was absent. I soon incorporated the idea in a neat little radiatory system (I will explain it more fully when we make the round of the shop), and now, whether he be seated or standing, I can energize the worker to any pitch I wish. And the beauty of it is he doesn't know a thing about it! This little handle is the key, and the indicator keeps the tab. Should I want two days' work done in one, I merely push the switch handle to the limit. They are all swell days with me now, Mr. Digger," and De Reemer leaned over affectionately and pushed the handle up another notch. The 1,000 girls were flying around. "I tell you, Mr. Digger, it's great! Immense! Immense!"

"And what name have you given it?"

"Magno-energosis. I named it after Josie, as you see. But, as before stated, I am not one of your narrow gaugers, and now that a fair trial has demonstrated its success beyond the possibility of a doubt, I am per-

fectly willing to talk for publication, and—"

"Mr. De Reemer! O, Mr. De Reemer!"

A sudden thrill shot through the great inventor's frame—just such a thrill as though the magno-energosis had slipped a cog or two. Then, when he slowly opened his eyes and found the happy dream fading into the stern, cold reality of Josie giving him a vigorous shaking, he was madder than a hornet.

"What is the matter, Josie?"

"Matter enough, Mr. De Reemer. Here you've been noddin' your head off for the last half hour until every minute I'd think you'd surely break your neck; and as for that cigar stump you've been holding in your hand, it's lucky it's been out this good while—else there'd 'a' been a big fire sure. Kept shovin' it back and for'd."

Looked to me as though you might be havin' a fit!"

"And—and—tell me, Josie—d-didn't I have any callers—w-while I was d-dozing? Wasn't Mr. Digger here?"

"Digger nuttin'!—only same old bill collector, and I fired him, as usual."

De Reemer's frame shook like a leaf when the calamitous truth came home to him, and he registered a solemn vow then and there—with his faithful Josie as a witness—that he would thenceforth never more—no, never more—smoke anything better than a 5c straight. C. D. Romero.

Lack of Help and Houses.

Holland, Oct. 9—This city has had many opportunities to secure large manufacturing industries, but the Committee in charge of such affairs has been compelled to turn down different propositions on account of the scarcity of labor and suitable houses for renting. Although building is constantly on the increase and real estate is changing hands at a brisk rate, there are very few vacant houses. Boarding houses, too, are crowded.

O. A. Byrns will begin at once the construction of a large flat building, which will be the first building of the kind in the city.

All the factories are complaining of a scarcity of laborers and every inducement is being offered to get families to move here.

Never before has there been such a large crop of tomatoes as this season, and the Heinz Co. is nearly swamped.

Received Better Than He Sent.

A North Carolina doctor, inclined to be mindful of other people's business, was riding along a country road. He drew up where a native was husking corn.

"You are gathering yellow corn?" said the doctor.

"Yes, sir; planted that kind," came the reply.

"Won't you get more than half a crop?" volunteered the physician.

"Don't expect to, sir; planted it on half shares."

The doctor was somewhat nettled at this and replied:

"You must be mighty near a fool."

"Yes, sir; only a fence between us."

Will Make Furniture as Well as Boats.

Saginaw, Oct. 9—The Brooks Boat Manufacturing Co. will soon be in operation in this city. It has secured the old Saginaw sugar factory. For weeks the work of remodeling and the placing of machinery has been going on, and outside and in an army of men is at work.

"Anything from a canoe to a cruiser," was the answer that came from the manager, in response to a query as to what was the capacity of the company in the way of boats.

A new department has been added by installing a furniture manufacturing branch. This is devoted exclusively to the mission furniture. All the parts are made and assembled at the factory and shipped out ready to be put together.

The furniture department will be on one side of the building and the boat on the other. An enormous quantity of expensive wood is to be used. All the labor employed is skilled and well paid.

Large orders are already being received for the spring trade and the indications are favorable for a largely increased business. The modest output of but a few years ago has reached over \$150,000 annually with the prospect this year of reaching the \$200,000 mark.

Vehicle Manufacturers Crippled by Car Shortage.

Pontiac, Oct. 9—The present shortage of cars is raising havoc with the business of Pontiac vehicle manufacturers, the majority of whom have a big Pacific coast trade. For this trade forty foot furniture cars are required and the railroads are unable to furnish any cars at all. As a result shipping rooms, warehouses and work space are filled to overflowing with completed jobs awaiting shipment.

The railroads state, in explanation of the shortage, that all the big cars of the country have been used to send materials and merchandise to San Francisco. Conditions there prevent their being unloaded and as a result all the rest of the country suffers.

Vehicle men generally are looking forward to a brisk business next month. The present is one of the dull seasons of the year. An agreeable surprise this year was the unusually heavy trade in July, August and September.

The man who makes his money in trade is sneered at by the man who makes his by marrying it.

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E. A. STOWE, Editor.

Wednesday, October 10, 1906

EXTENUATING CONDITIONS.

For something now like forty years the country every once in a while finds itself brought face to face with the fact that the negro is with us and that something ought to be done with him. What remains a disputed question, and in the meantime, lest he may take a mean advantage of the uncertainty, an element that has never loved the black man makes it lively for that individual by lynching him and hanging him and burning him to death.

To the question Why? comes an avalanche of becauses. He is a beast. He is a brute. He is not a man and never will be. History has branded him and his daily existence confirms it. He is a pest, and like a pest should be gotten rid of. Any manner, means or instrument which will remove him is then a blessed cause of deliverance and ought to be encouraged until, like a pestilence, he is driven from the land which his presence renders dangerous.

Without a word of denial let us accept these reasons as they stand. Admit that the black man, as he is to-day, is no credit to our civilization. With profound regret and indignation let us confess that the story of his bestial lust, repeated day after day, week in, week out, year in, year out, has long ago reached that point where patience has ceased to be a virtue; and then in all candor let us confess that even then there may be an extenuation of circumstances sufficient to temper our judgment and change our opinion.

The charge is made, and the morning paper confirms it, that the black man is bestial and that white womanhood in his neighborhood lives in constant fear; but when society remembers the generations, the ancestors, of the black race to-day, and their bringing up, is the present deplorable condition of things to be wondered at? The survivors of the slaveship and the slavepen in free America, manacled with the same shackles that their fathers wore, raised like beasts and considered like beasts and sold like beasts, are simply what their owners have made them. So, admitting that these men are the animals the old slaveholder still delights to call them, it is ani-

mal instinct that possesses them, not lust; and the instinct within them knows no discrimination of color—a statement which brings to the front what is a generally conceded fact, that this disregard of color was inherited and that the proof of it is seen to-day in the numberless instances of the black men and the black women whose white blood settles the question of parentage and serves to palliate a little the heinousness of the crime to be endured no longer.

What adds to these extenuating circumstances is the utter lawlessness which attends the punishment of the crime? Time was when there was doubt about the meting out of the punishment; but that time has long gone by. The prejudice, still existing against the race, looks out for that, and it is this same prejudice in the mob, and in the community that tolerates the mob, which is the festering center of the whole mischief. Consider the latest of the outrages that have taken place. There was no doubt about the guilt. There was no doubt about the culprit. He was safely lodged in the hands of the law from the vengeance of which he was to suffer; but the mob killed him, and, not satisfied with that, it proceeded to kill the rest of the negroes it could lay hands on, a condition of things which convinces humanity outside of the mob that "there is something rotten in Denmark" and awakens sympathy for the black in general and creates the belief that even the contemptible criminal himself under the circumstances is not so black as he is painted.

Without trying to forecast what is coming it seems reasonable to say that unless this prejudice is restrained a point is going to be reached where the sympathy awakened for the under dog is going to assert itself, not as a defense of the most atrocious crime the world knows, but for the assertion of the law, which if left to itself can best defend the womanhood, white or black, committed to its care.

England, the greatest of all cotton manufacturing countries, is casting anxious glances at the crop news from America. She wants 12,500,000 bales of American cotton for next season, and it is believed she may be unable to secure more than 10,000,000 bales at an increase in price of one-half a cent per pound, which means a total increase of 30,000,000 to meet the British requirements. The American dealer will profit by this, but the manufacturers will also have their dividends. What the tens of thousands of operatives will get is easily figured out.

A physician down in Lancaster, Pa., bent upon preserving his fellow men from the ravages of disease, recommends that fifteen to twenty gallons of water be vaporized and injected into the air of a house every twenty-four hours in order to bring about proper atmospheric conditions. It would be much more convenient to take up one's residence in a Turkish bath establishment and be done with it.

FOOT BALL FATALITIES.

The foot ball season with its fatalities is here. The other day a youth named Kennedy, from Troy, was killed in a game on the gridiron that was being played by the Lawrenceville Preparatory School team. Young Kennedy was captain of his team and they were playing under the so-called new rules, which were devised and invented for the purpose of lessening the number of accidents. Three foot ball coaches testified at the coroner's inquest to the effect that, in their judgment, the new rules are worse than the old, so far as avoiding accidents is concerned. That is important, if true. The death record by the old rules is a long one and the list of broken bones and bruised bodies several times its length. There is no question about the old way being bad. Its track is traced in mishaps and casualties.

So much was public attention and so much was public opinion exercised about it, that finally it was determined to amend the old rules in the hope that they might be made better and safer. There are quite a few prejudiced people who believe that young men go to school and college for the purpose of getting an education and not for the purpose of getting their necks or any other bones broken by playing foot ball. There are few of these timid creatures who insist that athletic sports need not, necessarily, involve danger to life or limb. They point to the foot ball fatalities and casualties as proof of their position. The defenders of the sport declare that there is no real pleasure without a little risk, and they make all manner of fun of those who seek to point out the peril to which the flower of the youth is subjected. Whether the new rules are any better than the old ones will be substantially proved by the play this autumn. When the snow covers the gridiron the statisticians can figure up the dead and wounded and compare the totals with those of last year, and that will tell the story, affording basis for comparison. The new plan has a bad start in the Lawrenceville case, which, let us hope, will not be duplicated.

UNITED STATES AND CUBA.

It has pleased a good many people to say that the reluctant re-occupation of Cuba by the United States is the beginning of the end of Cuban independence, and that in due time the Island will become an American dependency like Puerto Rico, and years and years hence perhaps a state of the Union.

There is really no warrant for any such idea or suggestion. In the first place, the administration waited as long as possible, and even then was much averse to assuming charge in Cuba and put it off until something had to be done. When Secretary Taft became a provisional governor the first thing he did was to let the Cuban flag fly as before. That would not have been done if this administration had any design upon Cuba. His proclamation to the people carried the same idea and said that the new government was provisional only for the

purpose of restoring peace and order, and to last only until the Cubans could re-assert themselves and re-establish their government. At the cabinet meeting held in Washington last week the expression of opinion by the President and all the cabinet official officers in Washington left no room even for the shadow of a suspicion that the administration has any ambitions in Cuba along the lines of a protectorate or annexation. President Roosevelt said in so many words that it is his policy to restore the government of Cuba to the Cubans just as soon as law and order can be established in the island. When that is done elections will be held and new officers installed. When they are in their places and take command, the United States troops will retire as promptly as they came. Not many other nations, probably no other, would have treated Cuba and the Cubans as the United States has, but that is the American way; a habit our people have of being honorable and as good as their word.

England, at least that section of it that is represented by the labor unions, is nearly as apt to become out and out socialistic as France. The labor party in the House of Commons is split into two factions, the liberal section and the socialist section. This division has set other labor organizations to thinking and the miners will give their support to the liberals while the railroad men will adhere to the socialists. The prospects for a labor war are excellent and the public as usual will have to suffer and be still.

Recently the Chamber of Commerce of Pittsburg made complaint that the millionaires of the grimy city were spending \$10,000,000 yearly in New York that should be spent at home. Since then the metropolitan merchants have redoubled their efforts and Pittsburg bargains are offered by many of the large houses. Not only the millionaires but also the fairly well-to-do families are being importuned to spend in New York. For Pittsburg's sake it is fortunate this time that all her residents are not wealthy.

The announcement has been made that the Interstate Commerce Commission will, whenever possible, construe a law in advance and not wait for a particular complaint to be made before it is tested. This procedure is almost entirely new for a body partaking of the nature of a court, but it will anticipate a large number of complaints and meet one of the most serious objections to the Hepburn law, that its execution would be impracticably long and tedious.

A young Connecticut farmer was last Sunday attacked by an adder and for shooting the reptile was victimized to the extent of \$10 by the enforcers of the "blue laws." These Scribes and Pharisees of our time ought to read a certain account of a journey through a corn field in Palestine one Sunday about 2,000 years ago.

Good resolutions too often die of malnutrition.

THE CREDIT MAN.

Some Responsibilities Which Rest Upon Him.

Written for the Tradesman.

Of course it is understood that this question refers to the granting of credit. Credit is good if rightly used, but like most blessings in this world, it is sometimes sadly abused.

It is possible to get too much of a good thing, and many a man has been ruined by too much credit. So, credit may be either a great good or a great evil. It may either make or mar the fortunes of the recipient.

The success or failure of the credit getter is, of course, reflected on the credit giver. If the credit has been wisely granted it blesses both him that gives and him that receives. On the other hand, unwise crediting is the curse of both buyer and seller. Thus the matter of granting credit becomes a serious question and should have most careful consideration.

The credit man should have every possible help in considering and deciding upon the credit risks that come before him. Every method which promises assistance to him is worthy of a hearing.

"Intuition" is suggested as a possible basis of credit, or as a help to the credit man in deciding upon credits.

In attempting to answer the question, "How far should the credit man trust his intuition?" it is evidently necessary that we first rightly understand the meaning of the word "intuition."

It is variously defined as, Direct or immediate cognition, or perception, "Instinctive knowledge," "Pure untaught knowledge," "Quick perception of truth without attention or reasoning," "Truth obtained by internal apprehension without the aid of perception, or the reasoning powers," etc.

There you are, and you can take your choice—at all events it is clear that it means that by it—whatever is meant—the credit man is supposed to be able to know immediately—upon presentation of a credit risk without any outside helps—whether it should be passed.

One could not very well have "direct or immediate perception" of the credit risk upon the presentation of an opening order through the mail, so I take it that the exercise of intuition requires or presupposes the personal presence of the person whose credit is to be determined, and that therefore the credit man's intuition must be of a person, and not of a question or condition abstractly, except as in connection with a personal presence. In other words to exercise "intuition" requires the personal presence of the parties deciding and decided upon.

From the foregoing it would appear that the person exercising intuition must be in possession of a keen inner perception by which he can understand at once the true standing of the applicant.

Can this be mind reading? Or is it akin to mental telepathy or personal magnetism by which the mind of one person acts on that of another,

and consciously or unconsciously fathoms its operations?

We thoroughly believe that such a sense exists, and that it is sometimes very strikingly manifested.

There are many well authenticated instances of mind reading, the genuineness of which it is hard for us to question, and yet it has been questioned. Only recently we know of an eminent professor who, while admitting the existence of the sub-conscious mind as evidenced in telepathy, claimed that modern feats of mind reading were the result of trickery, pure and simple.

Whether genuine or not, the feats with which the world has been astonished are the exception and not the rule; the astonishment is only proof of its being the unusual instead of the common.

Whatever may be the truth as to mind reading, there is undoubtedly an inner sense in every person, denominated "Super sense" or "Sub-consciousness" through which thoughts are transmitted from mind to mind unconsciously, but we think with most people this sense lies dormant and in any event it seems to the writer very questionable as to what extent it would be available to the credit man when passing upon a credit.

Credit men as a class are probably above the average in intellect and education, and yet we do not believe there are many mind readers among them. The genuine mind reader could command his price as a credit man.

If the foregoing is in any sense the correct definition of "intuition" and there lives a credit man who is a mind reader we would say without hesitation, trust your intuition always.

For you will then know intuitively what is in the mind of the person applying for credit, whether his intentions are honest and his representations truthful, for these two qualifications are a large factor in a satisfactory basis for credit.

We think, however, that the term "intuition" as intended in the question, has a different meaning; we think it is often used synonymously with "impressions" and that the credit man's intuition probably means his impressions received from a personal meeting of the man who applies for credit.

How far then should the credit man trust to such intuition or impressions in passing upon credit?

It goes without saying that every credit man has his first impressions of the people he meets. Of some, he immediately thinks well, while of others the impression is unfavorable. In each case, he is—so to speak—prejudiced for or against the party.

How far should the credit man trust such impressions and be influenced by them in making his decisions?

Those whose business it is to handle money and who are training to detect counterfeits are taught that their first impression of the genuineness of a government or bank note is usually correct. I do not think this applies to persons. In my own experience I have often formed a favorable impression on a first meeting which has suffered a serious reversal later on. Contrariwise, those by whom I felt repelled at first have often proved to be true as steel.

The question before us is whether a certain applicant is entitled to the credit he asks or not.

In the sense we are now considering the word your intuition may tell you whether the person will be a pleasant associate. It may inform you correctly of his standing in society, deportment, etc., but would, I think, fail in most cases to properly appraise his honesty or his paying qualities.

The question of deciding upon a man's credit is too serious a matter to be hazarded upon guess work, even although the person may be an unusually good guesser.

It should be remembered that the credit man has to pass upon many of his credits, perhaps upon most of them, without seeing the applicant in person, so that even if intuition were an available quality it could only apply to a small percentage of cases.

My answer to this question therefore is that the credit man should not place much, if any, dependence upon his intuition or personal impressions of an applicant.

In these days of progress, happily, the credit man has no need to rely on such a doubtful method of passing on his credits. If he is up-to-date he will be a member of the Credit Men's Association, and thus in a position to exchange information with others concerning the credit standing of those who apply. He will also be a member of a reliable trade reporting agency, through which he can get the facts from the ledgers of those who have had credit dealings with the applicant. If he has a rush order these facts can be obtained locally the same day, or by wire from other cities, and thus he can be in possession of facts—not fancies—which will almost infallibly guide him to a correct decision.

Of course, when the applicant is just beginning business and therefore has no established record among other merchants, ledger experience is not available.

Under such circumstances should the credit man trust to his impressions?

As I said before, he will naturally form favorable or unfavorable impressions of every man on a first meeting, but I think he should not allow himself to be influenced to the extent of neglecting to procure such facts as ought always to be available.

The applicant can always furnish data as to his resources by signed statement or otherwise, which can be verified by proper records and references; and thus an order from a new man can be safely passed and his credit temporarily established.

Subsequent transactions should be tested by trade reports with ledger experience which thereafter will be available.

But whether a new man or one with an established record, let us have the facts with or without the impressions.

With me an ounce of information is worth pounds of so-called intuition in the passing of credits. The possession of ledger facts has enabled the house I represent to cut down losses to the minimum, while at the same time increasing its volume of business.

From statistics of failure all over our country I fear that many credits have been passed without a knowledge of ledger information, trusting perhaps to intuition instead of a sound judgment based on facts.

Why does such a condition exist? The remedy is at hand; it is not difficult to apply; many have applied it and the number who are using trade reports is on the increase year by year and the more such a basis of facts is substituted for "intuition" the less will be the loss ratio of the country.

We hope to see the day when interchange of experience will be general, and believe that in the consummation of this, with many, much desired end will be realized the minimum of losses and as a natural result the increased prosperity of our country.

W. A. Given.

Wanted To Be Sugar-Cured.

"Mamma," queried 4-year-old Freddie, "does sugar ever cure any kind of disease?"

"Not that I know of, dear," replied his mother; "but why do you ask?"

"Because," answered the little fellow, "if it does I'd like to catch it."

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OLD TIME CREDITS.

Nineteenth and Twentieth Century Methods.

To look back fifty years and realize the methods of gathering the necessary information to decide a credit at that time seems in comparison with the methods now used most inadequate and imperfect, and we sometimes wonder at the crude and meaningless reasons which formed a basis for decisions at that time.

It was the writer's privilege to obtain as an heirloom quite a number of records, from which I will quote a few extracts of reasons for decision in credit matters given by the senior member of a large importing firm on Lower Broadway during the early seventies of the past century:

"Samuel Cass & Co.—grandfather was a minister; father an invalid, but Sam knew a lot when he opened for business where he did. He has a great head for buying; Sam's all right."

"Cushman D. Cushman — never could find out much about him; he won't talk, but always wants an extra 10 per cent. Seems to carry a lot of ready money to take an extra inducement. I won't let him owe two bills at once."

"James S. Carroll—he is all right. Went out with him when I was in Saratoga and he stood his share every time. Good for all he will buy."

Surely such quotations as these would make the credit man of to-day look extremely small in the eyes of his firm should they believe that he was deciding on such basis as this, and yet when we look back and see the crude methods for obtaining positive information we do not hesitate to say that these conclusions were probably as well based as any could possibly be at that time and under those circumstances.

When we see the methods of easy access to the many varied points of the country to-day we realize the hard time of our forefathers in getting together the actual money made during their period of life.

Going back we first find the excessive fare necessary to reach any given point and the length of time taken to get there, making it necessary to see only the houses which were considered in a normal way profitable to sell.

It was also impossible to reach these points at short periods and thus the salesman must sell sufficient stock to carry the merchant for several months should he care to retain the major portion of his trade.

The careful salesman at that time would make a superficial examination in the local market of the merchant's standing, to whom he had sold the goods, and endeavor to get a few direct references from business houses selling, which, however, was not always possible.

The credit man, usually the senior member of the firm, must use judgment in extending credit to such parties and do so on mercantile rating, coupled with a general examination of the order placed.

Usually the principal attention was given to the method in which the merchant had placed the order, as the items were carefully examined, and where excessive quantities were ordered without regard to quality the credit man decided in many cases that it would be an unprofitable investment to have such a house on his books.

The risk was also greater owing to the fact that the local attorney of the town was usually on the most friendly terms with the merchant, and even were a matter sent to him for collection it would not be pressed in a manner sufficiently hard to compel payment.

Directly following the late Civil War for some twenty years the method of sending traveling representatives through the country to display samples of merchandise to the general merchant was extremely limited on account of the supposed great expense it would necessitate to do business after such methods, and only the large and wealthy houses considered this matter to any great extent, the majority of buying orders being placed by the merchant when visiting a trade center where merchandise could be purchased at less than the supposed cost of going direct to the manufacturer.

During the years mentioned nearly every large city contained one or two jobbing houses whose purpose it was to serve the merchants in that immediate vicinity through solicitation from that point, the jobber purchasing the goods in such quantities as to allow him a reasonable percentage of margin and still hold prices low enough so that it seemed unprofitable for the retailer to go to the metropolis of his section for such purposes.

It may be mentioned that during these years the major portion of merchandise sold was imported, and the importers generally preferred to consign their goods to a reliable jobbing house rather than risk the necessity of small bills with hard collections.

In many small towns the traveling salesman was a rarity and his advent hailed with delight by the general population as he was the man who brought them the news of the country, and while his statements were not always bonafide, yet he was considered both quantity and quality and was received with open arms by every householder in the town.

The competition being so minor it lessened the risk to the creditor to a great extent as it was almost impossible for the local merchant to purchase a sufficient quantity of merchandise to make it profitable for a premeditated failure. It was also unprofitable to send a traveling salesman through a territory foreign to your own immediate market as the merchants in that territory were more or less clannish in their dealings and regarded an outside house coming into the market as an interloper and his reception was not always the most pleasant.

There was a special tax imposed by the various states on commercial

men which often served to make a firm hesitate in sending out representatives.

The limited competition as it is in the above outline, while injurious to the retail merchant, was beneficial to the wholesaler as it was only because of this limit that he was able to give any reasonable line of credit.

While competition was limited and many risks necessary on account of the lack of information, it was necessary to place a margin of profits on the goods sold as would allow a certain percentage each year to be charged to the profit and loss account, many houses figuring this as at least 10 per cent.

The marginal profit ordinarily expected by the importer selling direct to the retail trade was 50 to 60 per cent. upon the actual cost of importation, while the jobber figured from 25 to 33½ per cent. advance on the purchase price paid to the importer, after adding the cost of delivery.

The manufacturer and the importer generally figured on a margin of 25 to 30 per cent. advance when selling to the jobber, thus giving the middle man an opportunity to sell the goods in competition with them and still clear a profit for the home market where the expense was naturally lighter than that of the metropolis.

It has been stated many times that the general jobber who did not round out a 30 per cent. margin on all goods sold could scarcely come out even at the end of the year unless his losses were extremely light, which would be at that time an exception.

Taking the matter as a whole the average profit was at the least calculation two or three times greater than under the present system of selling manufactured and imported merchandise.

It has always been the particular desire of the credit man to know how his neighbor has fared with the line method of gathering such facts. It was a habit to send an office assistant to one or two houses known or supposed to be selling; should their report be at all favorable the item was shipped without further question.

The old mercantile ratings which were the guide in the credit department were obtained mainly through a local attorney in the town where the applicant was situated, and their value was often extremely vague on account of the general friendship of the correspondent with the merchant who was desiring credit. This was more decidedly so in the smaller towns and the reliability of such a rating grew more and more questionable every year until the present method became an absolute necessity for agency service.

The mercantile report of that time had its source practically from the same party as the one who gave the rating, and while in the majority of cases it flattered, yet in some instances where the correspondent had some feeling against the merchant by reason of a transaction in which they were mutually interested, the

merchant was given less credit for his actual ability to pay than he really deserved.

The salesman's knowledge was often taken into consideration to a great extent, and many times we find the wholesaler would slip an order because of the salesman's plea that the merchant to whom the goods were sold was the best in that town and had a larger business than any other, even although his past record was not as good as that of some other merchants.

The source of information being so naturally limited it was quite a necessity to figure a very long price on the merchandise sold unless the debtor was irreproachable as far as financial ability was concerned.

The distinct and positive advance in the credit department of the wholesale house to-day is extremely marked over that of the previous century.

The duties of the credit man to-day are gradually increasing until it appears that this department is the most vital in any house, and while the houses who a few years ago were willing to spend but little in gathering actual facts in regard to the man's ability to receive credit are to-day spending thousands of dollars for such information and have the most intelligent men obtainable to look after this section of the business.

The methods in general use to-day are much varied according to the line of goods handled by the salesman, but they all tend toward the same center.

To intelligently pass a credit to-day the average credit man will closely scan the past record of the applicant and follow this wish with the general feeling which is most prominent in the local market, which he compares with the actual ledger experience gathered either through one of the new line agencies or a direct special investigation made by his own office assistants.

The notations of the credit man to-day are distinct and positive, and are usually placed in an index file so that he may at once turn to this record on receipt of an order, and give his decision without delay.

The notations are made principally from the deductions gathered from careful perusal of the reports above mentioned together with the analysis of the property statement if received.

These are the main points of the credit of to-day as felt by the majority of credit men who have proper equipment at their command.

The risks which are customary to-day are of three different items in the merchant's general condition.

The first to be noted is the higher capital rating given by the agency even although the record may not be at all flattering.

When this rating is shown to increase during the past few years it is considered by the credit man regardless of past history that the man is entitled to a greater consideration at the present time than under his previous estimate of capital invested.

While this is true in the main and is a point which could not very well be expected, yet it is oftentimes erroneous by reason of some statement which has been made by the merchant for the special purpose of increasing credit for false motives.

The second risk is to the man who is naturally slow in his payments, but still considered good because of his careful conscientious method of placing orders, and while his capital may be perhaps extremely limited, yet his obligations are met from time to time with such delays as he finds necessary, until it becomes customary to the merchant selling to anticipate an extra thirty or sixty days' time to be taken by the account.

The third and most unfavorable risk often taken by the credit man is that of continuous contention, such as taking additional discounts or deducting discounts after a bill has matured at its net due date, and returning goods without any just cause for same.

We find that the merchant of this calibre is very much more apt to be refused credit than the one who is unable to always meet his obligations on the dates when they fall due, and the credit man says that it is the most unprofitable customer to have on the books, as the account is never in a satisfactory condition unless balanced.

While the merchant making these contentions does not realize it, yet it is greatly to his disadvantage, as many salesmen are instructed not to call under any consideration in the endeavor to sell goods to such a firm, and in consequence they oftentimes lose information which the salesman is always ready to impart regarding some special line of goods either manufactured or sold by themselves or other houses in similar lines.

The great mistake of a large number of merchants to-day is their unwillingness to give salesmen at least a hearing in regard to the merchandise which they have for sale, and we find in the most up-to-date, progressive retail merchants this one specific point in their favor; that is their hearty reception of the salesman at all times and under all circumstances.

There is another question which enters all of the above risks, and that is the profits which the wholesaler or manufacturer is making on the sale, and often times the credit man will take an exceptional risk by reason of the quality and price received by the salesman for the goods sold.

This is especially so at the wind-up of a season where a certain limited amount of goods are in hand and which by disposing of at a fair price is in reality bringing double profit, as the chances for holding over for another season is great and the expense of storage and time spent in handling, as well as the interest on the money invested, is considered a percentage lost on the actual value of the merchandise as originally offered.

The competition of the present day may well be called endless and is

caused principally as follows:

1. The facilities or easy access to all points in the country gives the salesman of to-day an opportunity, for a minimum amount, to visit his trade several times a year and keep constantly in touch with them from season to season, while his neighbor is doing exactly the same thing, and all offering the best possible advantages to induce the merchant to purchase from them.

2. The mailing facilities of the present times are superior to any ever brought before the public. The typewriter, which is so much more speedy than the old method of writing the long personal letters; the machines now in use for reproducing letters which can not well be detected from a typewritten one; the machinery for addressing envelopes, by which a merchant is enabled to address thousands in a day where formerly it would take him a day to do a few hundred, and various other matters have made it possible for the creditor to get before his customers every special item of interest which he thinks will build up trade at the very minimum of cost.

3. The majority of houses selling in distant points have local agents at the nearest trade center on whom they rely to sell their lines and whose business it is to keep the seller posted as to the general welfare and condition of that section.

4. During the past few years the jobbing house has a very severe competitor in the manufacturer, who has decided that he can just as well make the extra profit allowed to the jobber by sending good salesmen direct from the factory, and instead of placing his output with a limited number of houses on a small margin, to place a larger aggregate through the various sections even although each separate item would be in quantities smaller than he had been in the habit of selling to the jobber.

The competition spoken of, while seemingly endless, has in reality been the very essence of life to the retail trade as it has quickened their ardor to sell goods made necessary by reason of the many and varied lines carried, and to-day you may well say that the country's prosperity is due mainly to the competition shown in all lines of supremacy.

As competition has increased it is only natural that profits should decrease—first, because of the salesman's plea to the employer that some other house is delivering merchandise to his customer of the same description that he is offering for a small percentage less, and he finds it absolutely necessary to meet this price or lose the customer.

It is often true that the salesman who goes out equipped with authority to use his own judgment in regard to executing a sale, providing a profit can be shown, is always the most successful one.

The larger quantities now sold because of the larger territory covered is another reason that the profits are more limited to-day than formerly, and the merchant finds that it is greatly to his advantage to increase sales and lessen profits, as the

expense connected with a large volume of business does not increase proportionately with the volume, thus the greater the volume the less the necessity of the large percentage of profit, and where our merchants of the former generation sold goods only on consideration of receiving a certain specific profit, we find those of to-day willing to take a very small margin providing they can distribute quantities to cover expense and leave a marginal net profit for their personal use.

In many instances the information gathered to-day is entirely different from that of the previous century, and while the mercantile agencies, known as the old line agencies or those issuing a book of ratings and giving correspondence reports are still used by the majority of houses, yet the credence given to such matters lessens each year, even although these agencies have actually increased the reliability of such information by having special agents detailed in various parts of the country to make an examination of the facts contained in former reports and correct them as far as they possibly can through a general although not complete investigation.

The new methods in agency work are becoming more and more popular every year with the intelligent credit man.

It principally consists of a direct ledger comment, or more clearly, the ledger experience of merchants selling the applicant for credit, transcribed in an intelligent, readable manner so that at a glance the credit man may see the credit formerly allowed by the various houses, whether the man is purchasing more than in previous seasons, the amount owing not due, and past due on previous purchases, the method of payment on previous transactions, with the terms on which the goods were sold, and the length of time in which the account has been handled.

This, gathered together sometimes through a special agency detailed to that work alone, or by an investigator sent through the local market to interview the various houses whom the creditor believes to be interested by reason of former transactions, and the interchange, direct, of many houses by means of special forms adopted for the purpose of obtaining such information.

There is another point which is given much attention by the credit man to-day, and that is property statements issued by the merchant desiring credit, and while these are no doubt of infinite value if properly and conscientiously made, yet the merchant is very apt to inflate certain assets because they do not seem to him to show sufficient increase compared with his previous inventory.

We find also that there are many credit men who do not properly analyze the statement made, but take things for granted, providing the man shows on the statement a fair surplus.

In many talks I have had with the credit men of various houses I find that very few are willing to accept

anything other than actual totals for guidance, but those who are more careful will take each item and weigh it carefully, cutting out such matters as they think would not be valuable for quick assets in case of sudden trouble, and oftentimes reducing the value of the merchandise quoted as being on hand to what it would probably bring at forced quick sale.

Of course it takes years of careful study to do this, and no one knows better than the up-to-date credit man the vital necessity for a universal system of credit reporting which will give every detail connected with the merchant desiring credit that could possibly relate to his financial condition.

H. Wheeler.

United States District Court for the Western District of Michigan, Southern Division.

In the matter of
Charles Holland,
Bankrupt.

No. 538.

In Bankruptcy.

By order and direction of said court, notice is hereby given that on Friday, the 19th day of October, 1906, at the store formerly occupied by said Charles Holland, bankrupt, in the city of Stanton, Montcalm county, Michigan, I shall sell at public auction for cash, to the highest bidder, all the estate and assets of the said Charles Holland, bankrupt, consisting of a general stock of hardware, farm implements, seeding tools, also fixtures, notes and accounts; also the real estate of said bankrupt, etc., which stock is more fully and in detail set forth and described in the report of Appraisers on file with the Referee of said Court, and amounts at the appraised value to the sum of Three Thousand One Hundred Eleven Dollars and Nine Cents (\$3,111.09) according to said report of Appraisers above referred to. Said sale will open at 2 o'clock in the afternoon and be held open one hour.

This sale will be made subject to the confirmation of said court as provided by the order of said Court authorizing and directing the same, and such sale will be confirmed, unless cause to the contrary be shown, within five days after the trustee's report thereof is filed with said Referee.

Dated at Stanton, Michigan, this 20th day of September, 1906.

Patrick J. Devine,
Trustee.

H. J. Horrigan,
Attorney for Trustee.

It is a strong argument in favor of corporations of great size that their wealth enables them to make experiments with and to use the vast number of by-products incidental to the manufacture of their main product. So after several years of careful experimenting the United States Steel Corporation announces that hereafter the slag remaining as waste from the steel process will be used in making cement. This new departure will tighten the grasp of the big concern, but it may also lower the price of an increasingly important item in our modern life.

CLERKS' CORNER

The Primary Essential of Successful Salesmanship.

We are now entering upon the busy season when salesmen will have to show what stuff they are made of. The holiday time is past and working time is here. Let us buckle down then and show the world what we can do.

We should start the new season with a keen determination to work and to work hard. That is the only way in which we can win out to higher places. The hot sultry days of summer have passed away and with them should go any inclination to take things easy. Most of us have had an outing of some kind and should be rested for another six or eight months. But we must not depend upon our summer's rest to keep up our energy. We must have sufficient rest every twenty-four hours to renew the energy wasted or used up during part of that period. It is one of the hardest things to make up for lost sleep. It is best not to lose any.

It is always easy to find something to do around a store or department. It takes a pretty big store to keep a clerk busy selling all day, and every day, without a chance to make himself useful at something else. Don't get a swell head and think your dignity or standing will be queered if you lend a hand at some little thing that ought to be done around the store. Never mind whether it's your usual work or not; if it should be done, do it. Right in your own line of duties you will find plenty to do if you look for it. New and seasonable goods must be brought forward and the least called for taken back. Stock must be rearranged to accommodate new lines for fall. Dust must be kept down. Cartons that are broken or defaced must be replaced by newer and fresher ones. Hard work with most of us counts for more than genius. It is very doubtful if genius alone would count for anything if it was not backed up by hard work. The financial ability of the late Russell Sage would have amounted to nothing if he had been contented to work only half or three-quarters of the year, and then put in only four or five hours a day at his desk. It was his untiring application and attention to detail that amassed the fortune he left behind him, and it was the same with our great financiers.

The career of every successful business man tells us the same story. It is ability or capacity for constant, hard application, rather than genius, which wins the day. On the other hand we have innumerable examples of men of brilliant intellect and unusual ability who have made flat failures, simply because they never knew how to work hard. They could not concentrate on work—they could not keep at it long enough to win. No matter how clever or how well edu-

cated a man may be, or how attractive a personality he may possess, he is as useless as an automobile without gasoline unless he has it in him to stick to the thing and work at it long enough to win.

The man of genius is beset with many peculiar temptations that ordinary minds know nothing of. He is very often tempted to fritter away his time in a mistaken belief that he can make a sudden spurt in the race of life and then distance the plodder. Erratic genius never succeeds. It is not in demand. Most business men and employers generally prefer ordinary intelligence backed up by reliability and industry to any kind of mental pyrotechnics.

Physical fitness is another important factor in bringing success. Due attention must be given to health. Cut out resolutely anything that is detrimental to it. The exhausted or dissipated are not in it with the strong and the robust. Capacity for hard work depends almost entirely upon good physical health.

Some salesmen think their whole duty to their employer consists in extracting money from the pocket-books of the customers of the store and placing it in their employer's cash book. It matters not to them the method used to secure it or the dissatisfaction it means to the majority of the customers. A salesman in the pants department of a large store sold goods on that principle. He would throw down half a dozen pairs of trousers, regardless of size, after taking the customer's measure. Then he would hunt up a pair of the size required and exhaust his energies upon making the customer purchase that pair. In many cases his eloquence fell upon desert air and the customer chose one of the first lot shown. Usually he would say, "I'll take these if they are my size." The salesman would invariably answer, "They'll fit you all right—they were made to order for you." The trousers were almost always returned to be exchanged. Imagine the effect upon a store when three-fourths of the customers have to make two trips to the store to secure a pair of pants that would fit! Imagine the extra work it entailed! It is a poor business policy to allow a customer to leave the store with any article that must be returned to be exchanged. But that salesman was sure his system was correct. In fact, he was just as enthusiastic over it as Brown was over the telephone he had just had installed. "I tell you, Smith," said Brown, "this telephone business is a wonderful thing. I want you to dine with me this evening, and I will notify Mrs. Brown over the 'phone to expect you."

Brown (speaking through the telephone)—"My friend Smith will dine with us this evening." Handing the receiver to Smith he said, "Now listen and hear how plain her reply comes back." Mrs. Brown's reply came back with startling distinctness: "Ask your friend Smith if he thinks we keep a hotel." It was just the same with the trousers, they came back all right, but there was usually a note of dis-

satisfaction in the customer's request for an exchange.

The salesman should cultivate good moral habits. We refer now to the habits that have an effect upon the salesman, his customers and the store. A loud-voiced, slangy clerk is a very disagreeable object in a store, and is certainly not a trade-bringer in any sense of the word. If possible, customers will show their preference for being waited upon by a salesman more modest and intelligent. Another unpleasant thing for the customer is the smell of stale beer, whisky, onions and tobacco as it comes from the mouth of a salesman. This is often only made more irritating by the addition of cloves, jujubes and coffee. Silly gossip is another habit that should be frowned down upon. Customers may listen courteously while the clerk relates the latest bit of gossip, but they will reason in their own minds that they may be the next victim and shun the store. Actions often speak louder than words. Don't serve a customer as if you were doing him a favor. Show him that you are interested in getting for him just what he wants and that he is conferring the favor, not you. This does not necessarily mean that you should be servile, but that you should be cordial in manner and speech.

Some of the arguments used by salesmen in making sales are like the cold storage chicken to be found at some boarding houses—it chews all right, but it's hard to swallow.

Some salesmen are like little Tom-

Gillett's EXTRACTS



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

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

Sherer-Gillett Co.
Chicago



LOWNEY'S COCOA does not contain ground cocoa shells, flour, starch, alkalies, dyes or other adulterants.

The WALTER M. LOWNEY COMPANY, 447 Commercial St., Boston, Mass.

my Wise. When they are told to do a thing they do it, using no more judgment than little Tommy did in preparing his composition. Tommy's teacher, instructing the class in composition, said, "You should not attempt any flights of fancy; simply be yourselves and write what is in you. Do not imitate any other person's writing or draw inspiration from outside sources." As a result of this advice, Tommy turned out the following composition: "We should not attempt any flights of fancy, but write what is in us. In me there is my stummick, lungs, heart, liver, two apples, one piece of pie, one stick of lemon candy and my dinner." Some salesmen will undo a great deal in doing some other thing in a particular manner, just because they have once been told to do it that way.

The salesman who wishes to better himself financially must first better himself mentally. A salesman who expects to rise in his chosen calling must give some thought to the art science of salesmanship. One of the late Marshall Field's department managers gives the following very good exposition of the essentials of salesmanship: "The secret of salesmanship is to reach the will of the customer, and there are two channels to the human will: the intelligence and the emotions. It is the man who has the power to create a desire in the customer that is the man of value. The dolt can hand over the counter that which his customer has already resolved to purchase. The wise salesman—the one who has creative power—first gains his customer's attention, then his interest, and interest ripens into desire, and desire into a resolve to purchase. So much is involved in this process, simple as it seems, that a whole lifetime may be spent in attaining a high degree of attention. The primary essential of salesmanship is that indispensable force called energy. It is the active wide-awake salesman who heads the list. The successful salesman must be a hard worker, not only with his hands, but with his head. He must go below the superficial part of his brain—must stir up his mental soil.—Clothier and Furnisher.

Family To Care For.

Sallie, a negress, noted for being an excellent worker, was visited one day by one of her old employers. Her little shanty was very small, consisting of three rooms.

"Well, Sallie," began her caller, "I have not seen you for many years, but I have come to ask you to do some house-cleaning for me. Will you come to-morrow?"

"Oh, no, missus," replied the other, "I can't come any mo'; I'se married an' has a large family. I can't come."

"How many children have you, Sallie?"

"Twelve, mum."

"Where are they? I don't see any about."

"Yasum. I have twelve—eleven in heaven and one in de house of refuge."

Hints on Show Card Writing.

Script letters, carefully written, make very clever window cards. Great care should be exercised in order to overcome the appearance of crowded letters. At first glance this style of lettering appears very difficult. However, on the other hand, it is quite easy.

Their formation being similar to that of the pen writing, one is naturally quite familiar with their construction, and they may be executed very rapidly. For script work the student should be very careful to see that his brush and paint are in first class condition. The brush must be soft and very pliable, so that you can draw a clear, smooth line. Your paint, if too thick or sticky, will deter you greatly as to dash and neatness, and the graceful contour of the letters will be lost. Be careful that you preserve the same slant to your letters all the way across the card. Practice with only one slant of letter at a time, and when you have mastered that another can be taken up, there being the Spencerian, vertical and back-hand systems.

Beginners, in using script letters, will find that their work has a tendency to slant at different angles, which makes the card appear very irregular and unattractive. If such is the case, the extreme course should be practiced, and in a few weeks you will train your work in the desired angle. For instance, if you wish your letters to slant slightly toward the right and you are troubled with your letters slanting to the extreme right, practice the upright letter, and you will soon be so thoroughly drilled in the extreme directions that upon trying the desired slant it is executed at once. And if your work appears too upright and you desire a more pronounced slant to the right, practice with the extreme right-angle, and the cramped condition of hand and brush which at first troubled you will quickly disappear and your letters will be written with ease and exactness.

In writing this style of card speed should be governed according to ability. Do not go faster than a perfect letter allows. Else you are learning to make a quick, unattractive letter and forming a habit which will be very difficult for you to break. A very good suggestion is to go to a stationery store and purchase a Spencerian copy-book, the kind that was formerly used by children in about the third grade of the public schools. With your brush practice the free strokes as shown in this copy-book, and the Spencerian letter formation. You can also purchase one of the vertical system copy-books, which is now being used in the public schools, and practice this style of script lettering and the different letter formations. Remember that practice, and only practice, makes perfect.

Keep your letters as uniform as possible; learn the free movement of hand and brush; practice drawing your brush from a light hair-line to the broad, evenly shaded line, and back again to the hair-line. At first practice slowly, gradually increasing the speed of the stroke, and you will

soon be able to write a rapid and perfect letter. The same principles that apply to the careful study of pen-writing also apply to the study of script brush-lettering.

Orrin M. Sperry.

"Sassy" Letters.

With a stenographer at hand and a provocation in the morning's mail it's the easiest thing in the world to dictate a "sassy" letter. This is a practice which we have no thought of discouraging. We consider it perfectly proper and justifiable. It saves many a man from apoplexy. But we do advise against letting it get mixed up with the rest of the letters. Give your stenographer a standing order to put that letter into the cooler over night. Nine times in nine you'll be glad you didn't let it get outside of the office, when you tear it up the next day.—Bakers' Helper.

Spread of Leprosy.

Leprosy is increasing in both North and South America. Columbia, where there were only 400 lepers forty years ago, is said to have 46,000 now and many find their way into the United States. Such a medical authority as Dr. Ashmead, who was formerly chief medical adviser to the government of Japan, says the increase is alarming. When leprosy is brought into a new country it takes fifty years for the seeds to take root and it becomes epidemic after some 200 years. It has been shown that mosquitos are active in transferring leprosy bacilli.

Sherwood Hall Co., Ltd.

Jobbers of

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Blacksmith and Horseshoers' Tools and Supplies. Largest and most complete stock in Western Michigan. Our prices are reasonable.

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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 canning 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.

One Thousand Cases in Stock Ready for Shipment

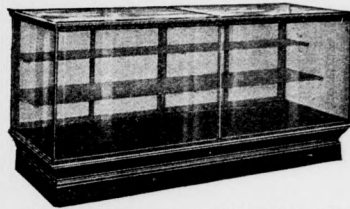
All Sizes—All Styles

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.

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The Largest Show Case Plant in the World



Our new narrow-top rail "Crackerjack" Case No. 42.

ASSETS OVER \$6,000,000

This Bank's Pre-eminence

has long been acknowledged. Conducted at all times on the soundest financial principles, it is naturally the chosen depository of careful and conservative persons from every walk of life.

Those who appreciate modern facilities, combined with unquestioned stability, will find this bank's service the most satisfactory that can be rendered by any financial institution.

OLD NATIONAL BANK

FIFTY YEARS AT 1 CANAL STREET.

NEW YORK MARKET

Special Features of the Grocery and Produce Trade.

Special Correspondence.

New York, Oct. 6.—Coffee has declined both in the speculative and actual markets. The whole week has been rather unsatisfactory for sellers and it is hard to see anything in the immediate future that will prevent a continuation of this depression. The official rate on spot was lowered $\frac{3}{4}$ c, making Rio No. 7 quotable at $8\frac{1}{4}$ c. Jobbers report simply an average sort of trade. In store and afloat there are 3,569,772 bags, against 4,320,190 bags at the same time last year. Mild grades are in moderate request and rates are held fairly steady. Good Cucuta, 95 $\frac{1}{2}$ c. There is no change in East Indias.

Refined sugar is fairly steady. One refinery marked rates down five points, bringing so many orders it went back again, and then put on another five points, making 4.70 for prompt delivery. Others still quote 4.90.

Slight but steady improvement is to be seen in the tea market, taken as a whole. New Japans are firm and holders anticipate a steady advance. Formosas sell in an average manner at well-sustained rates.

Rice is firm. Stocks are running light here and the general tendency is steadily upward. Quotations can not be said to have shown any actual advance as yet, but it seems almost inevitable that such should be the case.

Quietude prevails in the spice market. Jobbers report a light trade, although possibly it will average with other seasons. No change in prices.

Improved demand continues for molasses. Stocks are comparatively light and quotations are firmly maintained. Good to prime centrifugal, 18@28c, and open kettle, 30@38c. Syrups are rather dull, but holders are very firm in their views. Good to prime, 18@24c.

Canned goods have been rather quiet. A big demand seems all at once to have sprung up for California asparagus—probably because it can not be had. Tomatoes are well held and the range is from 92 $\frac{1}{2}$ @95c f. o. b. for 3 pound standard Marylands. The latter figure is stoutly adhered to in many instances and, if one may judge from the reports of the weather, it will be easily obtained before long. Corn is dull, with "Maine style" of Maryland pack quotable at 55c and New York State at 60@65c. There is a demand for peas, but most of the call is for cheap grades.

Butter retains its strength and the quotation of 26 $\frac{1}{2}$ c for extra creamery is easily obtained. Firsts, 23 $\frac{1}{2}$ @25 $\frac{1}{2}$ c; seconds, 21@23c; imitation creamery, 19@22c; Western factory, 17 $\frac{1}{2}$ @19 $\frac{1}{2}$ c for seconds to firsts. Renovated through every fraction from 16@22c.

Cheese is steady, with full cream

worth 13 $\frac{1}{4}$ c. Rates have reached a point that is taking supplies from cold storage and the market generally is in favor of the buyer.

The market is rather easy for almost every grade of eggs except nearby stock and supplies have been quite sufficient to meet most of the demands. Selected Western, 26c; firsts, 25@25 $\frac{1}{2}$ c; seconds, 22@24c.

Purifying and Softening Water.

In a method for purifying, softening and treating water the hard water is led into a tank divided into two compartments by a partition, in which are arranged two adjustable weirs, one placing the two compartments in communication with each other and the other allowing the water to flow into a line tank. Alkali is supplied from a tank into a tipping basin in one compartment connected with a ball float in the other compartment. The level of the alkali in the basin is regulated by a ball cock and the quantity of alkali added to the water is governed by a slit in the side of the basin and by the action of the ball float. A portion of the hard water, after passing over one of the weirs, enters a chamber where it comes in contact with a layer of lime and then flows down a pipe to the bottom of a tank. The nozzle of the pipe is provided with baffle plates. In this tank any excess of lime settles out and the water then passes from the top of the tank down a pipe, where it meets the main supply of water already treated with alkali. Both supplies enter a settling tank through a helical pipe, and upon the top of this settling tank the softened water is led into a second settling tank provided at the top with a dish plate on which are placed a layer of jagged metallic bodies and a layer of filtering material, such as peat. The softened water is finally drawn off below this filter, but above the dish plate. In an alternative apparatus only one settling tank is employed and the supply of water to the lime tank is regulated by a water wheel and revolving standpipe.—National Provisioner.

Substitutes for Codfish.

It is possible for those who have charge of the enforcement of the National Pure Food Law to draw some very fine lines if they choose to bring cases for the misbranding of codfish. Already the attention of the Federal authorities, it is reported from Washington, has been called to the sale of cheaper fish, such as haddock, hake and cusk as codfish.

Section 8 of the National Pure Food Law provides that an article of food shall be considered misbranded if it be an imitation of or offered for sale under the distinctive name of another article.

While it is true that to some extent haddock has been used as a substitute for codfish, we believe that no great deception has been practiced on the public, as complaints are rare, probably owing to the fact that in appearance and flavor there is almost no difference. In the sale

of bulk codfish, haddock is frequently mixed with it, whether sold in the form of boneless cod or in brick form. Strictly speaking, however, it violates the law.

The inferiority of hake and cusk brings them clearly within the meaning of the law when they are used as a substitute for or branded as codfish, and a criminal action will lie against any person so using them in interstate commerce.—Food Law Bulletin.

The Way To His Heart.

There is in the service of a Philadelphia lady a decidedly pretty Irish girl. She has, of course, many admirers. In fact, asserts her mistress, the kitchen is in the evening seldom without one of Flora's callers.

On one occasion the mistress of the house, who, though she entirely disapproves of her cook's large visiting list, hesitates to make too strong an objection thereto through fear of losing the girl's valuable services, referred to the advent of a new admirer.

"I should like to know, Flora," said the lady, "why your latest caller keeps such a deathly silence when with you in the kitchen?"

The girl grinned broadly. "Oh, mam," said she, "as yit the poor fellow is that bashful he does nawthin' but ate!"

The new woman would probably enter the ministry if it wasn't for her aversion to taking orders.



IT'S A MONEY MAKER

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

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Made
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Very Purest
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Always Guaranteed to Meet
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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.

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Coffee & Spice Mills
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Tradesman Company, Grand Rapids

CASH CUSTOMERS.

Too Often Discriminated Against by Merchants.

Written for the Tradesman.

"Mr. Goodman, I wish to ask you something."

The village postmaster and notion dealer sat down under his awning and accepted Andy Cameron's proffered cigar. Cameron, who had once been a "city plug," but in recent years was making telling strides toward prosperity by means of a fruit farm, settled himself in his chair and looked happy if not wise.

"Well, Andy, what's on your mind now? Mother and the babies well, I trust?"

"Yes, all well and hearty; 'tisn't that," said Andy. "I've been thinking over some of my past experience before I came up country to rusticate and grow fat."

"Some town experience, eh? I tell you, Andy, some of the mossbacks wondered when they saw you here, plugging away on that stump forty. A good many of them prophesied disaster, you know."

"Yes, and it came pretty near to that, too, Sam. I was at a stand for a long time whether to give up the ghost and cry quits or keep pegging away as Old Abe did in wartime. I did the latter and—well, you see what's come of it. Nothing to brag about, yet—"

"Yet you are comfortably heeled, Andy."

"Yes, I feel that way, thanks to 'Manda's clear grit. She pulled up hill like a hero while I was rolling and tugging the other way. But it isn't that that I wish to speak about, Sam. I've been thinking what a queer world this is—how some people toil and sweat and fret and get nothing but a bare living out of it all, while others—some of them small intellects at that—prosper at every turn, roll in riches and die hogs at the last."

"Well?"

"Why is it, Sam, that cash customers are treated less fairly by the merchant than the credit ones? I can not quite understand that."

"It would puzzle anybody if your statement is a fact, Andy, but is it?"

"It is a sad truth, my friend."

"I don't think you will find it true in many instances, Andy. It isn't goon sense, you know. Business men

aren't fools enough to cut off their own noses in any such manner. I always give the cash customer the big end of the bargain. Now—"

"Now, Sam Goodman, let me cite you to an instance."

"Certainly."

"In the town where I held a good paying berth before illness sent me seeking health in the country was a mercantile firm that mostly monopolized the factory trade. Members of the firm were fine men, and had pretty fair lot of salesmen, yet I caught them doing things that never quite justified with my ideas of fairness. I traded there myself; in fact, for a good many years the store of Thompson, Andrews & Co. got about all my money for everything. The store was run on the department plan. One could find anything and everything going to make up the wants of a family. I liked the men, especially jolly Jim Thompson, the senior partner.

"I had been giving them several hundreds cash every year for a long time and had reason to believe that I was a valued customer."

"Of course you were, there can be no doubt of that."

"Yes. Well, one evening I came into the big store when it was not crowded with customers. I saw Kent Williams, one of the foremen in the factory, pay over a roll of money to Mr. Thompson. I heard enough of the conversation to learn that Williams was settling his account of three months' standing. The merchant was smilingly profuse in thanks and immediately called the customer aside and said:

"Now, Mr. Williams, just step this way and see what you can find in the way of a dress for your wife."

"I followed them with my eye. Few of the clerks were present and the proprietor was attending Williams himself. Curious to learn the outcome I sauntered to the dry goods counter, saw the man pick out a rich dress pattern, worth at least ten dollars, saw Thompson roll it up, together with all the fixings pertaining thereto, and present it to the customer with the compliments of Thompson, Andrews & Co.

"Now, my grievance is this: I had traded several years with this firm, and invariably paid cash for everything and no doubt my bill was fully as large as that of this man who 'ran

his face.' But during all this time I never received one cent's worth of anything in the way of a present. Williams never paid cash, was ever slack in meeting his bills and was rewarded when settlement day came as I have described.

"Honestly now, do you blame me for feeling a little piqued? I confess that what I saw touched a spot that gave me an unpleasant half hour. Jim Thompson was one of my friends—or seemed to be—yet he treated a scaly customer better than a dependable one. I ask you: Was it right?"

"I imagine the merchant gave the present out of pure delight at getting his pay at all. Then, again, perhaps this was the only way in which he could hold his customer."

"Which means that, being sure of me, a good cash customer, he went out of his way to coddle a dead-beat in order to hold his trade. I didn't like it and, to tell the truth, I split my trade after that. So you see, Thompson, Andrews & Co. did not make such methods pay large dividends in the end."

"I suppose you went to them with your grievance, Andy?" said Mr. Goodman.

"Nothing of the kind. That isn't my style. When I find a merchant dealing unfairly with me I drop him without a word."

"Well now, aren't you unfair, Andy? No doubt if you had mentioned this to Mr. Thompson he would have seen to it that you got your present—"

"See here, Sam Goodman, what do you take me for? I don't beg favors of anybody. I pay my way as I go, and treat everybody white. It isn't that I care the snap of my finger for anything in the gift line—it's the principle of the thing that I contend for. Of course, if the merchants I speak of were the only ones it would be different. I kept an eye on the indicator after that a little and made the discovery that nearly all the dealers were doing the same thing—discriminating in favor of the credit men. I ask you again: Is it right?"

"It may not be exactly on the square, Andy, but you did wrong in not making a kick."

"As I said before, that isn't my style. I depend on merchants doing the fair thing without being bludgeoned into it. When I catch one of

them playing hog or doing dirt I drop him."

"And then what? If nearly all of the dealers are unfair it must keep you hopping from frying pan into the fire all the time."

"Not quite. There are the mail order houses, you know."

"True, and you do patronize some of them occasionally, Andy. I have heard about it—"

"Of course you have. Some jealous local dealer has aired it. Well, let the galled jade wince, as the poet or some other guy has it, I pay cash and send it where it will do the most good—that's me every time, Sam."

"Exactly, old man. Now, as for the mail order houses. Some might think that by sending your money out of the country you were unfair—"

"Never mind that old gag, Sam. I have business out east just now. Will discuss anything you like some other day."

Andrew Cameron got up, tossed his cigar stump aside and sprang into his buggy, driving away in a whirl of dust.

J. M. M.

It Was the Second Time Around.

The superintendent of a Western railway while recently on a tour of inspection of his division made the trip in the cab of an engine with the engineer, instead of in a special car, as is usually done.

The superintendent had observed that the steam-gauge registered only fifty pounds of steam. Continuing to watch the indicator, the superintendent saw that at the top of a hill the instrument indicated a decrease in the pressure to about thirty-five pounds. It at once occurred to him that the engineer was not as careful as he might be, and he was fearful lest the engine should be stalled on the hill. So, suddenly turning to the engineer, he said:

"Why are you carrying only thirty-five pounds of steam? The regulations call for at least one hundred. You won't be able to get up the next hill."

The engineer smiled. "Oh," said he, "we have more steam than that."

"The indicator shows only thirty-five pounds."

"Well, sir," responded the engineer, as he "let her out" a notch on the down grade, "that's the second time around."

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.

TYPEWRITER SALESMEN.

Why They All Play the Same Tune.

Certain relatives of mine are fond of recalling the brilliant promise of my youthful days. But even they never have accused me of anything brilliant in the way of handwriting. I have faint recollections of standing in an exalted position, with writing exercises pinned to my coat, so that all the other children might mark, learn, and imitate not. Only last week my banker told me I need have no fear of any one forging my signature, but that, should my balance ever run into four figures, it might be as well if I got some one to fill in my checks for me. Sorrowfully I reassured him. But when the sole editor with whom I am on writing terms sent me an affectionate farewell (he really couldn't see his way to give his compositors the 50 per cent. increase they demanded for setting up my copy), I began to make inquiries as to the road to the poorhouse. It was then that a poster caught my eye and revived my drooping spirits. For it ran: "You cannot afford to do your writing in the old way. Try a typewriter!" And I knew that writing on the wall was meant for me.

I hastened round to the store where I buy my window screens and lawn mowers and such things. Did they keep typewriters? No, they had none in stock, but could get some for me. What sort did I require?

"What sort?" I stammered. "Why, a—typewriter!"

"Bless you!" grinned my friend. "There's about as many sorts of 'em as there are of bicycles!"

My heart sank. Once upon a time I owned a bicycle. For all I know I own it now. If it isn't somewhere under the last load of coal, I am credibly informed, the janitor must have changed his mind and taken it away after all. When my friends ask me why I cycle no longer I tell them that I'm too busy, or it doesn't agree with me, or I prefer motoring. But the real reason is that I simply haven't the moral courage to go through the ordeal of buying again.

But, alas! my present need brooked no delay. Gloomily I went downtown once more in search of the best. Imagine my relief to find all my misgivings vanish as soon as I crossed the threshold of the "Smiler Typewriter." The manager was of an affability no mere bicycle seller could approach. He at least had no doubt as to the best. Nervously I confided to him my first impression, and he promptly said it was correct; there was only one typewriter, and that was the "Smiler." He swept his hands over the keys, and before I could say "Jack Robinson" a whole line of clear type was before me.

"Now is the time for all good men to come to the aid of the party."

"It is, indeed!" said I, searching for my address.

He stared. "Ah, yes, yes!" His hands hovered over the keyboard for another moment.

"There is betwixt that smile we would aspire to—" he wrote.

"Quite so!" I nodded, taking out my card case.

He smiled.

"Life is but a walking shadow!" came as a final crescendo.

"Too true!" I assented dreamily. "What is it at the best?"

The thought struck me. I shut up my card case with a snap. The machine seemed wonderful to me, but how did I know I was getting the best?

"I'll let you know," I said hurriedly, and took my leave.

It was a happy thought. Not that the manager of the "Amazon," a few doors off, said anything derogatory to the "Smiler"—he preferred not to, he told me frankly—but I could see by his eye I had had a narrow escape. He pointed out dozens of little things I hadn't noticed in the "Smiler," the lack of any one of which would make me miserable for life. And as for speed, I had only to look—

"Now is the time for all good men to come to the aid of the party," he wrote in the twinkling of an eye.

"Yes, certainly," I assented mechanically. But then, "What a marvellous coincidence!" I burst out.

But he already had executed another tour de force:

"There is betwixt that smile we would aspire to—"

Was I dreaming—or what?

"No other machine has so velvety a touch," he went on. "Just look!" And before I could get a word in he had printed:

"Life is but a walking shadow!"

I couldn't make head or tail of it. Were the machines tuned up to these particular sentiments, like so many phonographs I resolved to try the "Banger," over the way.

The "Banger" salesman was, if possible, even more affable than his confreres. He laughed aloud when I told him where I had been. Who could have suspected that the "Smiler" and the "Amazon" only eked out a miserable existence by means of the "Banger's" castoff patents?

"Now, this is what I call a machine!" He stroked it lovingly. "Watch!" And with magic speed he wrote:

"Now is the time for all good men to come to the aid of the party."

"Go on!" I gasped.

"There is betwixt that smile we would aspire to—" I knew too well what was coming.

I sank into a chair.

"Anything the matter?" he asked solicitously.

"Life is but a walking shadow!" was all that I could utter.

He jumped up threateningly.

"Why the dickens didn't you tell me you were in the business, too?" he cried in a rage.

Two more visits to the stores of different makers, and at each the method of showing the machine's speed was the writing of these sentiments. Each concern showed me new appliances, without which each claimed I might as well write by hand.

T. H. English.

Many of our prayers are waiting the indorsement of our deeds.

MONEY FOR IDEAS.

Simple Things Which Have Not Been Invented.

There are lots of chances for inventors still. It is an old saying that the simplest devices are the ones which prove most profitable to their originators. The field is not yet exhausted.

For instance, it is asserted that the genius who conceives a process for loading coal on ocean-going steamships which will effect a saving of one-half a cent a ton over the present methods employed can get a check for \$1,000,000 for his idea the minute he is ready to demonstrate the practicability of his plan.

But, valuable as would be such an idea, it is a question whether it would bring a larger price than a method of treating straw hats to prevent them from changing color with the weather.

There is also a demand in the American household, as well as in large canning establishments, for an effective and rapidly working device for sealing cans. Fully fifty patents have been granted for contrivances aimed to meet this want, but the ideal has not yet been reached.

A typewriter that will do its work without the present nerve-racking clicking and clacking would bring a good return to the inventor, and would be as great a boon to humanity as a speechless barber.

In the airship field there is ample opportunity for fortune making, and the submarine boat can still be improved upon profitably. A flying machine that will go up and come down, and a submarine boat that will go down and come up at the pleasure of the operator are mightily to be desired and would be of vast financial value.

The genius who contrives a motor actuated solely by the rays of the sun or the waves of the sea, and of practical use, is assured of a fortune and a niche in the hall of fame.

Shoe manufacturers have long sought a neat and durable substitute for leather, and they are willing to pay handsomely the man who solves this riddle for them.

Millions of dollars await the man who invents a substitute for coal. One of the biggest bills of the world of civilization is its fuel bill. Cut this down a trifle a year by any new means and a fortune surpassing Rockefeller's will be the reward.

A device that will entirely obliterate the grating mechanical sounds of the talking machine will find a dozen bidders with certified checks waiting to purchase it.

The man who devises a method of cleaning a ship's bottom without docking it, will never have to work another day in his life, and can take a trip abroad in his own private yacht if he desires to do so.

It is estimated that millions of dollars are locked up in waste of various kinds from factories. Any scheme that will effectually utilize this waste and save the millions will fill the coffers of the inventor with coin.

Probably 500 patents have been secured on non-reusable boxes and five

times as many on non-refillable bottles, but no one of these meets all the requirements. The inventor of the perfect thing in either of these classes will live on the fat of the land for the rest of his days.

Automatic chicken pickers and oyster shuckers are in demand.

One of the ideas upon which the inventor may exercise his ability with profitable results if he is successful is an automatic gas cock that will shut off the flow as soon as the gas is extinguished.

There is a self-sharpening paper cutter, which keeps its blade on edge, through the varied process of cutting paper. There is a tidy sum of \$100,000 waiting for the man who can apply the same principle to scissors and shears.

A pen that will not corrode, a pin that will not dull, a gasoline for automobiles that will not smell, an ink that will not evaporate; coloring matter for light dress goods that will not fade, a self-lubricating sewing machine, an automatically puncture-closing pneumatic tire for bicycles and automobiles, a perfect smoke consumer, a device for accurately timing camera exposures, a typewriter key that will not clog and hundreds of other schemes that will aid to the comfort and economy of living are all waiting to be brought to that stage of perfection that will make them serviceable.—Chicago Sun.

True Competition.

Lord Wellington, when petitioned by his officers, before a desperate assault was undertaken, to take some less exposed position and permit a subordinate officer to lead the charge, replied: "Certainly, boys; any of you are welcome to ride before me—if you can," and put spurs to his horse.

His was the true spirit of competition; not the sort that takes delight in holding back or crippling a competitor or in competing with one who is not a worthy foe in equipment and natural ability; but the sort that wins the victory by doing something first, thinking something, being something worth while; the spirit of "Ride before me if you can ride as fast."

Competition of that sort is the kind that is the life of trade in its highest sense; the kind that builds up trade and all who are associated with it.

White lead is manufactured in England by three different methods. The French method starts with litharge which is acted upon by acetic acid. The Dutch method starts with metallic lead which is converted into a carbonate by means of carbonic acid gas and the vapors of vinegar. The English method recently introduced started with litharge which is acted upon by a solution of oxide of lead and glycerine, carbonic acid gas also entering into the process. It is claimed that a very pure and white article is obtained in this way and the English method is about to replace both the French and Dutch processes.

Human hearts are the only pages on which church history can be written.

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.



Demand for American Poultry and Eggs in Cuba.

The domestic disturbances now prevailing in Cuba have caused a feeling of uncertainty to prevail among merchants in New York, and probably at other points, relative to the effect that these troubles may have toward restricting future business in food products from the States. Operators are seemingly not thoroughly familiar with the situation but inclined to think that business, in some lines at least, may be disturbed very little.

The period of shipping eggs from New York to Cuba commences this month and shippers have been busy candling and otherwise arranging for this trade, as usual. The quantity of poultry in Cuba is not large enough to supply home requirements, the shortage in eggs amounting to perhaps 20 per cent. annually, which quantity is drawn from the United States. The flush of the egg season in Cuba commences shortly after January 1, when the hens commence laying sufficiently to practically supply the demand. The shrinkage, however, is large, Havana dealers claiming that when the weather is hot the eggs lose as much as 40 per cent., equal to about 75 to 100 eggs to the case. About March the local eggs become so weak and show so many hot weather defects that Galveston and New Orleans are able to make shipments profitably and from March to June Havana uses perhaps 1,000 to 1,500 cases weekly from Texas and Louisiana. Then season closes for these eggs and Tennessee supplies the shortage in Havana with shipments of perhaps 2,500 cases weekly, stock being shipped from points throughout the entire State, and these conditions prevail until September, when the season opens for refrigerator eggs, and the New York market, together with one or two large packers, ships 3,000 to 3,500 cases weekly until January, when the Cuban hens commence laying freely again.

It is expected that the season this year will be very good for these refrigerator eggs, as the past rainy season in Cuba has been more severe than in a number of years and usually continued wet weather affects poultry very materially so that the supply of Cuban eggs is expected to be lighter than usual. These refrigerator eggs from the States usually sell in the Havana market at about \$1 (Spanish money) per case less than fresh eggs. Eggs are not sold by the dozen in Cuba as here but are sold so many for a peseta (20c) or peso (\$1 Spanish) and in a wholesale way by the case.

The poultry raising business in Cuba has been rather unsatisfactory and it seems difficult to stock the Island with a sufficient quantity of poultry to supply the demand. For some reason or other the poultry

seems to be susceptible to disease and epidemics are continually breaking out, which at times kill off large quantities of poultry in many sections, in some cases the disease seeming to spread over almost the entire poultry raising sections.

Sore head, or what the natives call "smallpox," is probably the most dreaded disease among the poultry and also a disease similar to roup, which causes death by extending the liver out of all proportion. It is probable that these epidemics may be controlled by education, and those interested in poultry raising should avail themselves of the many excellent poultry bulletins issued by the United States Government and also the poultry trade papers, of which there are many published.

One of the largest operators in Havana states that he has seriously studied the conditions and is of the opinion that Cuba will never be able to raise sufficient poultry for home use, any more than some of the Southern States, including Florida, Georgia, South Carolina, etc. His idea was that the low ground bordering the salt water caused unhealthy conditions for poultry. This gentleman evidently loses sight of the fact that these Southern States are rapidly increasing their production of poultry and from present indications it seems probable that in comparatively few years these various states will be able to at least raise sufficient poultry for their own use. And it is our opinion that Cuba will be able to raise sufficient poultry to supply not only the demand now prevailing, but a much larger demand which would develop with more attention to the industry, and it would seem that the secret of success in these sections and states which have not given much attention to poultry in former years has been largely brought about by educating the poultrymen; and the experiment stations, together with Government bulletins and poultry papers, have certainly done their share toward doing this.

The demand for dressed poultry in Cuba is naturally limited and confined principally to the large roasting poultry, small broilers and fryers usually being the cheapest grade of poultry in the market. Turkeys in Cuba are claimed to be of fine quality, but comparatively few are raised and large quantities of frozen are shipped from the States.

Some years ago New York shipped considerable quantities of live poultry to Cuba, carloads going there almost every week, but this trade was finally lost, and secured by more southerly sections, especially Tennessee, but of late shipments have been much smaller and principally from New Orleans, one reason for the smaller quantity going from Tennessee being that freight rates were increased to such an extent that shipments could not be made from there regularly.—N. Y. Produce Review.

The man who kicks most when the train is late is often the last one to get to church.

Redland Navel Oranges

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

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Peas, Potatoes, Onions,
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We Sell All Kinds

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

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Your BUTTER, EGGS, VEAL, POULTRY, ETC? No cartage, no commission, quick returns. If you once begin shipping us you will continue.

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71 Canal St., Grand Rapids, Mich.

NEW CHEESE

"Warner's Cheese"

BEST BY TEST

Manufactured and sold by

FRED M. WARNER, Farmington, Mich.

Butter, Eggs, Potatoes and Beans

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

R. HIRT, JR., DETROIT, MICH.

Egg Cases and Egg Case Fillers

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

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

Clover and Timothy

All orders filled promptly at market value.

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

OTTAWA AND LOUIS STREETS

BRIGHT'S DISEASE.

Why So Many Eminent Men Contract It.

"Why do so many prominent men die of Bright's disease?" is a question often asked. If this class of well known people furnish the largest number of victims, it is because of something in their manner of life and experience that makes them susceptible. The strain of the effort demanded in attaining eminence and the continued strain in maintaining it is predisposing to disease in general, and if coupled, as it easily may be, with the formation of habits of excessive eating and drinking, this general disposition to break down finds local expression in the overworked and irritated kidney.

If an amount of food habitually is taken in excess of the nutritive requirement of the body the kidney, whose office it is to separate for excretion this waste, is overworked habitually. What is of more consequence, the concentrated chemical waste principles with which it deals are a direct irritant to its highly organized and sensitive structure, inviting inflammatory processes, and if in addition to this the blood coursing through its vessels is tinctured with alcohol, an additional irritant is added and in time symptoms show the acquirement of Bright's disease.

A study of the mortuary statistics of six of our most populous cities shows that this malady has increased until it ranks second among the chronic diseases causing death, yielding priority to consumption alone; a fateful eminence attained only by ravaging all classes.

The writer is indebted to the office of the Commissioner of Health of Chicago for statistics that show that about a generation ago in the decade from 1866 to 1875 the average death from this disease was 1.02 in 10,000 of population, while for the decade closed last year—1896 to 1905—it had increased to 7.31 in 10,000 of the population, which means an increase of 616.67 per cent. The New York health office publishes an increase of 300 per cent. of Bright's disease in recent years. A year and a half ago the bulletin of the Commissioner of Health of Chicago commented upon the fact that 6 per cent. of select, robust men, who had made application for positions on the fire department, were rejected for reasons of the presence of some form of Bright's disease, and inasmuch as the examinations covered nearly 500 men it argued that 6 per cent. of Chicago's young manhood had latent or active Bright's disease, and, continuing, moralized as follows: "When it is reflected that the chief cause of such trouble is exposure to wet and cold after a drinking bout, the figures do

not speak well of Chicago's young manhood. The high tension of modern life—nowhere higher than in Chicago, with its besetting temptations to irregular habits and to excesses of various kinds, and its great strain upon the most complex and most important mechanism of life—is something the sanitarian can but recognize and regret; its relief and remedy will come only through saner views and modes of life."

Bright regarded the disease which goes by his name as a disease of the kidneys exclusively. Now what is called Bright's disease is known to be a disease of kidneys, heart and blood vessels. It may affect first the kidneys and secondarily the blood vessels and heart, or it may affect the heart or blood vessels primarily and secondarily the kidneys, or produce disease in all these organs simultaneously; or it even may be that the noxious elements producing Bright's disease may affect only the chief organs of circulation—heart and blood vessels—and produce death without affecting the kidneys at all. The office of the kidney is to separate water and principles of waste from the blood and drain these away for excretion. The kidney is one of the most intricate, delicate and finely adjusted anatomic structures in the body with tubules lined with cells that exercise a selective quality for separating fluid from the blood, and others lined with other cells with a selective affinity for excrementitious substances and power to separate and direct these into the watery stream, thus completing the excretory office.

If the blood in the general circulation is poor in quality, if diseases in other parts of the body not only impoverish it, but perhaps load it with morbid products that irritate the kidney cells (and some diseases do this in a marked degree, notably scarlet fever, diphtheria, typhoid, la grippe, etc.) is it not evident that disease will overtake this organ, which can not rest until it recovers from these injuries, but must carry on its work? All forms of alcohol are direct irritants to the cells of the kidney. If heavy food is indulged in continually with occasional insults in the form of gorgings accompanied by wines, impaired functionment will come, for an overworked scavenger suffers from the consequences of overdoing as well as from the noxious products of his calling. If, in addition to this, there is exposure to cold and the body surfaces are chilled, driving the blood into the warm centers, will the kidneys not become congested and disease be established?

Other causes of Bright's disease are not prevented so easily, such as disease in other organs, heart disease, pleurisy, tuberculosis; the acute infectious diseases already mentioned;

poisons such as arsenic, lead, mercury, etc.; but the great preponderance of cases that give the exhibited increase of prevalence arise from preventable causes.

This sets us preaching for simplicity in living, for temperance in eating and drinking and all things, for the elimination of dissipations of all kinds and the substitution of the soberer pleasures; and let us utter the strict injunction that slight illness—for such often inaugurates this formidable disease—be heeded, particularly if associated with elevation of temperature, and that rest be taken until better, under direction of the family physician, strictly complying with his advice, for the oft heard boast that "my doctor ordered me to bed and I went to work" is the boasting of the foolish and its harvest is death.

Stuart Johnstone.

New Linen and Paper Plant.

The American Consul at Rio de Janeiro reports the discovery of a wild plant in Brazil which promises under cultivation to furnish a great supply of raw material for the manufacture of linen and also of paper. The plant has been named Brazilian linen plant and its cultivation has passed the experimental stage. In fact, its possibilities for manufacturing purposes and its commercial value have been so thoroughly demonstrated that the product of large plantations established for its culture has been contracted for by British interests and costly machinery has been ordered for its treatment.

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BRINGS UP THE PAST.

How a Newspaper Item Saddened Two Hearts.

Written for the Tradesman.

"What are you looking so blue about, Timson?" queried Harker as he slapped his old friend on the shoulder and drew a chair and sat down beside him. "You look like the last rose of summer left blooming alone."

"And that's exactly how I feel, Harker," replied the veteran, "with all my companions withered and gone." And the old man sighed and fixed his gaze on the distant wood.

Merchant Tom came out to hang up some useful articles of wearing apparel on the wires under the awning. He remarked that the day promised to be hot and suggested that the two oldtimers come inside.

"It's all right here," said Harker, lighting his pipe.

Timson's cigar had gone out, the ashes falling in a gray trail across his homespun knee. His hands lay crushing the county paper in his lap. He sighed again, saying, "Seventy-four years old and dead in the poorhouse!"

"Well, now, Tim, what's come over you? You're mooning like a sick calf. Somebody's dead—I can figure that out right enough—but what—"

"She was a daisy in those days, Jim, the light of the valley."

"Completely daft, by gum!" ejaculated Harker.

There was a faraway look in the old eyes of Timson. He was plainly reveling in the halls of a bygone existence. His companion seized the paper and glanced down the page. He saw in a remote corner an obituary notice.

"Mrs. Nathan Hodgkins died at the County Farm, after a short illness, of heart failure. Deceased was 74 years old and had been an inmate of the county house about a year."

"Old Mrs. Hodgkins dead, eh?" remarked Harker with a chuckle. "Well, I'm sure she's better off, poor, lone old woman! Can't be you are mourning over her, Timson?"

"Poor Lucy!" murmured the veteran. "Why, it seems only yesterday that she occupied the highest place in the affections of the people of Sundown district, and smiled like an angel when we boys forgot our lessons. She was too good to reprimand the meanest kid in the bunch, the sweetest nature in all the earth. Lucy Lane was my first sweetheart, Jim."

"Oh, I can well understand that if it is of Miss Lane you are talking, Timson; but—"

"She died yesterday, a poor, lone, broken-hearted old woman, Jim. How little we know, when we start in life, how the ending is to be. I thought Lucy Lane entitled to the best the earth afforded, and of course saw her in my mind married to the richest man in the Muskegon Valley. It wasn't to be, however. One never knows how things will turn out. Gosh, Jim, weren't those days at old Sundown more joyful than anything in all Lotus Land?"

And sprightly Lucy was the sunshine of every one of us. I can think back to the days before the war and believe that it's Lucy that lies unburied at the County Farm, Jim."

"Oh, don't worry; they'll bury her all right, Tim—"

"And to think she should marry old Jake Hodgkins and go to live on the pine barrens like the veriest Indian squaw!"

Timson rubbed his eyes and tried to blink the tears away. Harker simply grinned and continued to puff at his lightly colored corncob.

"I remember a good many things just now, Jim. If ever there was a true moral soul it was Lucy Lane; and as smart as a steel trap, too, with the most book learning of anybody in the Valley. My mother said, when the school board talked of turning Lucy down for some stranger, that her children wouldn't get their education from anybody but Lucy."

"Oh, yes, to be sure. The whole settlement was gone on Miss Lane. She had a brother in the California gold diggings who was expected to come back some day loaded and make Miss Lucy rich as a Jew. What became of that fellow, Tim—I never heard? Maybe he was a myth after all."

"No, he wasn't. Lucy got letters often from her brother Ned. She had his picture, too, and no end of gold things he sent her from the mines. I remember it all as though it were yester' 'stead of fifty years ago. And to think that old Mrs. Hodgkins, dead in the almshouse, is that same happy, handsome Lucy! It doesn't seem possible."

"Well, no. I don't think it does myself. What in creation did she throw herself away on that fellow for? There must have been a soft spot somewhere in the girl's head, after all."

Harker smoked and reflected. His companion tossed his cigar stub into the street and sighed. At length he spoke again.

"I almost wish I could go to the burial, Jim. But it wouldn't seem just right, either. I lost track of our old schoolma'am years ago, soon after she married Hodgkins. Even before that I hadn't met her in years. You wonder why she threw herself away on that man. So do I. Women do strange things, sometimes. I have an idea, though, that she got tired of an old maid's life and jumped at his offer of a home. Hodgkins was a contractor, and making money when she married him. Whisky and poor luck did him up and now his widow dies in the poorhouse!"

"I can't help but think it might have been otherwise if Jack Lawson had lived to come home from the war. He was a dandy looker, Jim, and in love with Lucy. They corresponded all the time until he was killed at Five Forks. Too bad, wasn't it, when the war was so near ended? I sha'n't ever forget how Lucy looked when I fetched the paper to her with the news."

"So it was you—"

"I saw the news of his death in the paper, his among many others, and lost no time in going to Lucy

with it. It was at the opening of her last term of school at Sundown. My, but the shock just about did her up! She was clear grit, though, and never lost a day in her teaching; but she got down to a shadow after that. People thought she had consumption. She had, too—consumption of the heart—and she never got over it."

"Say, Timson, speaking of old times, remember that blackberry trip we fellows made to the Old Mixon rollway? My, but that was a time! You were older than I, and you led the gang into Sam Danton's cornfield, from which we took enough roasting ears to feed a small army. That was great. Did we get any berries? Really, I've forgotten. I know—"

"I was a wild young idiot in those days," broke in Timson, "but it was Andy Morgan and not I who led the raid on Danton's corn. I was a close second, however, and you weren't far behind, Jim Harker."

"I'll admit that, but I was a mere gosling. Mother blessed me good for that scrape, and it still lingers in my memory—"

"And Lucy Lane!"

"Was one of the party. There were several of the older girls, too."

"Yes, and Lucy rebuked me privately for my part in stealing that corn. I thought it a cute caper till she got after me. You remember she wouldn't eat a mouthful, though we roasted it nicely in the old fireplace in the deserted logging shanty. I didn't know what was the trouble till she got after me later and lectured me on the sin of stealing. If Lucy

Lane had been younger, or I older, she should never have married old Hodgkins, in which case she would not now be lying dead and forgotten at the poorhouse morgue."

"Dead, but not forgotten, Timson," corrected Harker.

"Well, no, that's a fact," said Timson, wiping his eyes. "Poor Lucy. I tell you, Jim, the poet had it right when he said:

"Of all sad words of tongue or pen The saddest are these: 'It might have been.'"

And with a heavy sigh Timson got up and entered the store, followed by his friend Harker. Old Timer.

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DEPOSITS BAD POLICY.

Money Thus Put Up Is Very Often Lost.

There are few persons that at some time or another in their lives haven't had experience in paying a deposit on something either deliberately or on the spur of the moment only to find the article of purchase or contract—as well as the deposit—a little later, and forever after a minus quantity. Whatever the consideration may have been the inducement was sufficiently potent to extract the deposit, then for some reason or another the redemption failed to follow, and the deposit money, in consequence, was forfeited.

The deposit practice, although not necessarily confined to them, probably is most common with the poorer classes, and the usual reason for forfeiting is lack of money, or its unexpected or more urgent needs for other purposes—although often there are other reasons of various sorts which can be grouped conveniently under the general head of "change of mind."

The husband or father may be earning his \$12 or \$15 a week, and the good wife or daughter—either on a shopping tour or by some glib agent—gets implicated in a little matter that looks all right, with the result that she pays down the few dollars she has handy and trusts to hubby's or papa's pay day—singular or plural, as the case might demand—for the balance.

Then hubby, or papa, comes home, and she tells him all about it, of course, but, alas! she learns to her dismay he already has incurred some little obligation that will use up all his spare cash for some time to come. So the matter is debated pro and con, and it finally is decided that the burden would be too great. If possible they get the money back; if not, they lose it. Or, the man may come home with the bad news of a lay off, if not worse, or a spell of sickness may come up.

If it is not the wife or daughter who makes the deposit, then it may be the husband or father, or it may be the young man or woman who is going it alone in the world. And often the transaction is regretted even before the victim is beyond the magnetic influence of the seller—in such instances most neatly confirming the trite saying, "Act in haste, repent at leisure."

The lines in which this deposit paying is a feature are many. It is common with tailoring firms (for men or women), jewelry firms, art goods and bric-a-brac stores, special line establishments, auction houses and subscription propositions.

The various causes for deposit giving could be multiplied indefinitely. But the serious question would seem to be, How can they be dissipated or at least mitigated in sufficient measure to prevent these one sided effects? In the first place, there are those who pay the deposit on a spontaneous impulse or under the stress of suasion and without any afterthought as to whether or not they will be able or even will care to pay the

balance. In the second place there are those who pay the deposit thinking they can easily meet the balance, and from their present standpoint they can, but who, from some unexpected cause, when the time comes find they can not.

Third, are those who, as above, pay the deposit, thinking they can pay the balance, too—and can—but who, for any one of a number of possible reasons, when the time comes find they do not care to do so. Fourth, those who pay the deposit without present prospect of their ability to meet the balance, but who trust to circumstances to favor them so they will be able to pay it when the time comes, and those who thus at the last moment, finding themselves able to pay the balance, for any one of a number of possible reasons, as above, do not care to do so.

To find a satisfactory remedy for the trouble would seem no easy matter. The solution certainly doesn't lie with the merchants or the parties of the first part. Self-protection is the first law of business, and they wouldn't ask the deposit if it were not for this basic principle. They do not require a deposit of everybody. They ask it only of those whom they dare not trust. If you have been paying deposits in any legitimate cause, it was because you are not known as trustworthy. So the solution practically lies with yourself. Once you can tear down this partition of business partiality and prejudice, the victory is yours. Advertise yourself as trustworthy.

For the facile accomplishment of this there are two essential rules. First, never to buy or contract for a thing until absolutely sure it is an actual want—if not a necessity—and second, never to buy or contract for a thing until satisfied beyond the shadow of a reasonable doubt you will be able to pay for or live up to it. The constant practice of these two rules eventually will attain to a species of character stability highly prized indeed by the business world and rewarded very liberally by the little word called credit. Once you have that you need never pay another deposit.

C. D. Romero.

How Nerves Are Affected by Color.

A French specialist has discovered that the wearing of yellow glasses has a perceptible influence on even the most phlegmatic people. The yellow or orange glasses exercise a sedative effect on the optic nerves of the wearer. He not only is soothed and calmed but his spirits rise. The reason is said to be that yellow suppresses the chemical rays of the sun. On similar grounds the use of yellow writing paper is recommended. From another source comes confirmation of the same peculiar fact. Prof. Edward B. Warman has found that the wearing of yellow handkerchiefs gives safety from sunstroke and entirely alleviates the headaches which some people suffer from excessive heat. Red is said to be the most trying color to the eyes and nerves, and the wearing of red veils is said to be almost maddening to persons of nervous tendency.



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Nearly 2,000 years have rolled by since the birth of the Prince of Peace, whose advent was announced by the angelic host singing "Glory to God in the highest, and on earth peace, good will to men." Christ's mission on earth was to establish a triple peace in the hearts of men—peace with God by the observance of his commandments, peace with our fellow men by the practice of justice and charity, and peace within our own breasts by keeping our passions subject to reason and our reason in harmony with the divine law. He came, above all, to break down the wall or partition that divided nation from nation, that alienated tribe from tribe and people from people, and to make them all one family acknowledging the fatherhood of God and the brotherhood of Christ.

When looking back and contemplating the wars that have ravaged the Christian world during the last twenty centuries, some persons might be tempted at first sight to exclaim in anguish of heart that the mission of Christ was a failure. My purpose is to disabuse the faint hearted of this discouraging impression and to show that Christ's mission has not failed, but that the cause of peace has made decisive and reassuring progress. It is by comparisons and contrasts that we most effectively can gauge the results of Christian civilization. Let us compare the military history of the Roman empire, from its foundation to the time of Augustus Caesar, with the military record of our American republic from the close of the revolution to the present time. In pagan Rome war was the rule, peace was the exception. The temple of Janus in Rome always was open in time of war and was closed in time of peace. From the reign of Romulus to the time of Augustus Caesar, embracing a period of 700 years, the temple of Janus always was open except twice, when it was closed for only six years. It was closed at the birth of Christ, as if to symbolize the pacific mission of the Redeemer of mankind.

The United States has existed as a sovereign nation for about 120 years, since the close of the revolution. During that period we have had four wars—the war with England, from 1812 to 1815; the war with Mexico, from 1845 to 1848; the civil war, from 1861 to 1865, and the recent Spanish war. The combined length of these campaigns was about ten years. Hence we see that the United States has enjoyed twelve years of peace for one year of war, while the Roman empire enjoyed less than one year of tranquility for every century of military engagements. I may remark, in passing, that at least three of these four military campaigns might have been averted by peaceful arbitration, and that a large share of the responsibility rests at our doors.

What is the history of the Hebrew people, as recorded in the Old Testament, but a narrative of war-

fare? The sacred chronicle, from Moses to the Maccabees, comprising 1,400 years, presents an almost unbroken series of wars of defense, of invasion, or of extermination. So continuous were military campaigns that a sacred writer refers to a time in the year when hostilities annually were resumed: "It came to pass at the return of the year, at the time when kings go forth to war." They had their season for fighting as well marked as we have our seasons for planting and reaping. But the blessed influence of our Christian civilization has been experienced not only in reducing the number of wars but still more in mitigating the horrors of military strife. Prior to the dawn of Christianity the motto of the conqueror was: "Vae victis," "Woe to the vanquished." The captured cities were pillaged and laid waste. The wives and daughters of the defeated nation became the prey of the ruthless soldiery. The conquered generals and army were obliged to grace the triumphs of the victors before they were condemned to death or to ignominious bondage. Alexander the Great, after the capture of the city of Tyre, ordered 2,000 of the inhabitants to be crucified, and the remainder of the population were put to death or sold into slavery.

How different was the conduct of Gen. Scott after his successful siege of the City of Mexico. As soon as the enemy surrendered not a single soldier or citizen was sacrificed to the vengeance of the victorious army, and not a single family were exiled from their native land.

During the siege of Jerusalem, in the year 70 of the Christian era, under Titus, the Roman general, more than a million of Jews perished by the sword or by famine. Nearly 100,000 Jews were carried into captivity. The sacred vessels of the temple of Jerusalem were borne away by the blood stained hands of the Roman army. Simon, the Jewish chieftain, with the flower of the Jewish troops, was conducted to Rome, where he graced the triumph of the Roman general, and then a rope was thrown around his neck and he was dragged to the forum, where he was tormented and put to death. And yet Titus was not accused by his contemporaries of exceptional cruelty. On the contrary, he was regarded as a benevolent ruler and was called "the delight of the human race." Let us contrast the conduct of Titus towards the Jews with Gen. Grant's treatment of the defeated confederate forces. When Gen. Lee surrendered his sword to Grant at Appomattox Court-house he and his brave army were permitted to return without molestation to their respective homes.

I can recall at least four instances within the last twenty years in which international conflicts have been settled amicably by arbitration. The dispute between Germany and Spain regarding the Caroline Islands was adjusted by Pope Leo XIII. in 1886. The Samoan difficulty between Germany and the United States was settled by a conference held in Berlin in 1889. A treaty of peace between the United States and Mexico was

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NEW YORK CITY.

signed in Washington at the close of Cleveland's administration. And a few weeks ago a war between France and Germany—perhaps a general European conflict—was averted by the Algeiras conference in Morocco.

Let us cherish the hope that the day is not far off when the reign of the Prince of Peace will be established firmly on the earth, and the spirit of the gospel will so far sway the minds and hearts of rulers and cabinets that international disputes will be decided not by standing armies but by permanent courts of arbitration—when they will be settled not on the battlefield but in the halls of conciliation, and will be adjusted not by the sword but by the pen.

May the nations of the earth study and take to heart this lesson, that "peace hath her victories no less renowned than war!"—aye, victories more substantial and more enduring. May they learn that all schemes conceived in passion and fomented by lawless ambition are destined, like the mountain torrent, to carry terror before them and to leave ruin and desolation after them; whilst the peaceful counsels of men, under the guidance of Almighty God, are sure to shed their silent blessings around them, like the gentle dew of heaven, and to bring forth abundant fruit in due season. Cardinal Gibbons.

Trifles Which Sometimes Cause Strikes.

Three hundred telephone girls employed at the Chicago central exchange who struck recently because they were forbidden to enter at the front door of the Title and Trust building had a genuine grievance compared with some other strikers.

A force of carpenters and builders once quit work in Pittsburg because the boss refused to furnish them lemonade. He thought to give the men a treat one day and ordered a barrel of pink lemonade, and the men appreciated it so much that they quit work in a body the next morning because the second barrel was not forthcoming. The officers of the union proposed to arbitrate the question, but the contractor refused. "The men will be wanting champagne next," he said, "and I can't afford to arbitrate. After due consideration the business agents told the men they would have to go back to work on plain ice water.

One of the oddest one man strikes occurred when the machinists inaugurated their national movement for shorter hours. In a shop of some size at Atlanta the proprietor was congratulating himself because none of the men in his plant belonged to the union. But there happened to be one man out of several hundred who belonged to the organization. When this solitary worker received a circular from union headquarters notifying him of the strike he called a meeting, appointed himself a committee, called upon the boss, and duly and formally made his demands. He got his raise.

When the Methodist conference met at Brooklyn several hundred ministers stopped at one hotel. The waiters immediately went on strike. The wondering hotel man let them

go and hired a new force. After the first meal the new men also took off their white jackets and aprons and left the hotel. Here was a mystery. "What's the matter with you fellows?" asked the steward. "The preachers never give us any tips," said one of the strikers. "We won't wait on them unless you double our pay."

In China the executioners once struck because they declared business had become so dull they couldn't make a living at chopping off heads at 25 cents apiece. They laid their complaints before a mandarin in their district and he carried the matter before the Empress. That grim old dowager listened in silence while he told his troubles. "You may tell the men that unless they return instantly to their blocks there will be a great revival of business for their successors." The hint was sufficient. The executioners went back to work without even suggesting arbitration.

A deadlock recently occurred in New York between the hodcarriers and wheelbarrow men engaged on a large building. The dispute was without precedent, even the union officers could not settle it for a time, and the entire job threatened to be tied up. At last somebody suggested flipping a coin, heads or tails. The men agreed to leave it to luck. An umpire was appointed and he tossed the coin. The losers were so much disappointed that they threatened to strike, and with difficulty were persuaded to accept this form of arbitration.

Even more remarkable was a strike of deaf and dumb workmen in Australia. These silent workers had a strong union, and when they gathered in the street around the beleaguered factory and excitedly began to wriggle their fingers at each other the sight was worth seeing. It is said that much unlawful and riot provoking language was used without one word being spoken.

Seamen on a lake boat once struck because the cook served the potatoes boiled day after day. They wanted mashed potatoes part of the time, and the cook saw a great light when the matter thus forcibly was brought to his attention.

Clyde Haynes.

How Water Receives Its Tints.

Pure water is blue, and not white. This was learned long ago. What causes the greenish and yellowish tints of water has been much discussed. It has been discovered recently that some of these tints, if not all, are caused by extraneous substances held in solution. The brown and yellow colors are due to iron salts. They disappear for some reason when calcium salts are added to the water. The calcium salts alone have no effect on the color of the water, but when the yellow iron salts are added the precipitating action of the calcium establishes an equilibrium and the greenish tints appear.

Lots of men succeed in fooling the world, but a man's wife usually knows his true size.

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

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

Sure!

That's why your trade is growing.

Clear as water to us.

Straub Bros. & Amiotte

Traverse City, Mich.



Putnam's Menthol Cough Drops

Packed 40 five cent packages in carton. Price \$1.00.

Each carton contains a certificate, ten of which entitle the dealer to

**One Full Size Carton
Free**

when returned to us or your jobber properly endorsed.

PUTNAM FACTORY, National Candy Co.
Makers
GRAND RAPIDS, MICH.

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.

No change whatever has been made in the distinctive Franklin engineering, design or construction. Their correctness has been demonstrated during the past season more triumphantly than ever. But, in these 1907 models, the abundant, net, always-available Franklin power, Franklin economy and Franklin comfort are carried to the highest point.

Type G—Four-Cylinder Light Touring-Car \$1,850

Five passengers. 12 "Franklin horse-power." Three-speed sliding-gear transmission. Shaft drive. 35 miles per hour. 1,450 pounds.

The most popular of all family cars. Light, strong, and in performance equal to any "twenty." The only small four-cylinder touring-car made in America.

Type D—Four-Cylinder Touring-Car \$2,800

Five passengers. 20 "Franklin horse-power." Three-speed sliding-gear transmission. Shaft drive. 45 miles per hour. 1,900 pounds.

The ablest and most luxuriously comfortable on American roads of all four-cylinder cars.

Type H—Six-Cylinder Touring-Car \$4,000

Seven passengers. 30 "Franklin horse-power." Three-speed sliding-gear transmission. Shaft drive. 50 miles per hour. 2,400 pounds.

Six-cylinder perfection. An unmatched combination of power, strength, smoothness, flexible control and light weight.

Write for 1907 catalogue showing above models and shaft-driven Runabout, Tandulet and Limousine.

ADAMS & HART, 47-49 No. Division St.

NIPPED IN THE BUD.

A Game That Two Can Easily Play At.

Written for the Tradesman.

There was a good deal of head-shaking indulged in when Blackstone Rivers and Ethel Goodrich were engaged, and both sides, man and woman, took part in it. "In the main" the hes asserted, "there's nothing the matter with Black. He never was intended to set the river afire. He isn't too lazy and there isn't any likelihood of his overdoing. Set him up a good time and he knows what to do with it, and nine times out of ten he won't run the thing into the ground; but"—and the word was pronounced in substantial capitals—"how Black Rivers is going to get along with one girl after being the pet of something less than five hundred is beyond me. Pretty risky business! Pretty risky business! If that Goodrich girl knows what's good for herself she'll hook on to some feller not quite so popular as Black."

The woman side of the house, woman fashion, had only to know what "he" thought about it to differ with "him" in toto.

"Well, I don't know about that," responded Hepsey Barber when Josiah came home and said that they were talking over t' the Corners that the Goodrich girl and Black Rivers were gotten pretty thick, "'s fur's I c'n see men folks are pretty nigh all alike merried 'r single. Beforehand and along at first it's all goody goody, and after, my lan! it's anything but that—I notice you didn't bring in that armful o' wood that I told you so long ago that you've forgot all about it—'n' so I don't see what there is so dreadful about Black. He's good lookin'—'bout the only one is 'round here, old 'r young; he's good to his mother, you can't deny that; he's got a pair of good stout hands and has the faculty to turn off work, 'n' as for his bein' able to get along with one, it looks to me it's goin' to be a pretty even thing. Edith Goodrich hain't been pinin' for beaux before or sence she had her dresses le' down; 'n' you'd better say to that gang of he-gossips over t' the Corners, Josi,' that as long as the sewin' soci'ty meet next Thursd'y afternoon, they'd better take their thimbles 'n' come over 'n' settle it once for all."

The distance between the Goodrich residence and the Barber back-door was not great and, as soon as the breakfast dishes were done up Aunt Hepsey evolved her long kitchen apron still fastened at the waist into a sunbonnet and was soon seated in the old but exceedingly comfortable rocker by the window and not far from the dishpan in the Goodrich kitchen, where Ethel Goodrich, neat and trim and pretty, was showing with all her might how just plain everyday dish-wiping can be depended on to display to the greatest advantage a pretty hand and arm.

It was altogether evident that the visitor had an errand, and Ethel hastened to relieve her of the burden.

"What is it, Aunt Hep?"

"Josi' came from the store last night with the cramps. The men folks have got it down fine that

your merryin' Black is a blunder because, they say, after playing tag with a dooryard full of girls he ain't never goin' to be contented to se' down and play tit-tat-two with one; 'n' I d' know but there's suthin' in it. Have you thought over that part of it, Ethel? If you have, I hain't got nothing t' say; 'n' if you hain't, I want to put you on your guard. Of course, you'll have your set-to's 'long at first—I wouldn't give much for either one of you if you didn't—but three or four years from now I don't want my Ethel and my Black looking savagely at each other and talking about South Dakota and incombatibility. Better have it all combatibility, I say, and fight it out."

Then the black eyes looked good naturedly at the woman waiting to hear what was coming and the dish she was wiping received an extra polish as the "maiden fair to see" made answer:

"Oh, Aunt Hepsey, you settled all that for me years and years ago when you told me never to try to cross the river until I got to it, and I'm not going to. I know Black pretty well and he knows me. I'm not going to borrow any trouble and I'm not out looking for it. I'm not up in geography and I hope I sha'n't nag nor pester nor plague my husband. Then if trouble comes I'll look it squarely in the face. That's all either of us can do; but I've an idea that nobody else will ever know anything about it;" and Aunt Hepsey went home just as wise as she came and Ethel, the maiden, sang as she worked, thinking all the time what a good thing it was that she and Black were in it.

Invitations? Just one and that included everybody. Church? No. It was too small to hold a tenth of all who wanted to come; so what did the Goodriches do but decide to have the ceremony solemnized out under the big elm in the dooryard. Early in the spring Black and Ethel planted at the foot of the elm some morning-glory seeds and the minute they got their heads above ground they saw what was wanted of them and at it they went. Of course, they received the best of care and when sometime in the early May the young people fashioned some wire in the shape of a bell and suspended it from one of the tree's lower branches the ambitious vines went for it with a zeal which inanimate nature sometimes assumes, so that when the day came—that "the" ought to be in capitals a foot high—not only was the big elm-trunk curtained with morning-glory leaves, but the big bell also, and when the marriage morning came—the sun itself got up earlier that morning, just to see—thick as the leaves were the bell-blossoms from tree trunk to suspended marriage bell; and when the bridal pair stood there and the minister before them pronounced the concluding sentence, which made them man and wife, don't pretend to tell me that you don't believe that the big bell above them swung; that every blossom, rung by the joy-burdened breeze, was a pearl of good will, and that heaven and earth together—it was a "rare" June day—

Sell

Your Customers

YEAST
FOAM

It is a Little Thing,

But Pays You

A Big Profit

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

were doing their level best to give the young folks a "send-off" upon a journey, brightened with sunshine and genial showers, for I know better.

From the marriage ceremony and festivities the groom and bride went to their own home, "a neat little cottage with a creeping vine," on the outskirts of the village out on the Winden road. There the household gods were set up and with a satisfied, "There!" the gossiping tongues waited patiently for "the next."

Two, it may have been three, years went by when the same gossips began to look at one another with enquiring eyes. Finally, when patience had ceased to be a virtue, Aunt Hepsey, who still hovered over her own Black and Ethel like the guardian angel she was, remarked, "Well, what now?" to a questioning tongue and a pair of lifted eyebrows, and when the reply, "What, haven't you heard?" came, answered with a very discouraging "No." The gossip, however, who is out on business is never disturbed by a little thing like that, and soon out came the astounding information, "They do say that Blackstone Rivers is having a good deal to say to May Rogers and that Ethel is beginning to look daggers at both of 'em. It's just what I told ye. A leopard can't change its spots any more than an old dog can learn new tricks. Ethel is too much like her father to stand that sort of thing and there's going to be the mischief to pay one of these days, now I tell you."

It did begin to look so, and excepting the dagger-look things were about as they were described. Ethel, however, did not seem to know what was going on. She had the same good-natured laugh for everybody, the little home had the little touches of Paradise all over it which only a happy, contented woman can give, and so far as May Rogers was concerned she and Ethel were constantly together and hardly a day passed that did not see May as a guest at the cottage. From that it happened naturally enough that Black would walk home with May when spending the evening lengthened into the night, and it also happened that Black after leaving May at her own front door would go home round through the village and, if anybody was at the store and story-telling was going on he would stay until the storekeeper was ready to close up.

After a time, however, it began to occur to Mistress Ethel that something more interesting than stale stories was detaining her companionable and good-looking husband after the time when honest folks were abed, and when she became convinced that the story-telling was a myth, like the sensible girl she was, she concluded that theory had passed into condition and must be treated accordingly. At first her resentment centered upon May Rogers and then fighting against the thought as she might she was compelled to admit that Blackstone Rivers had a way with him that women found it hard to resist at first and then they didn't try to resist it. Then, like Maud

Muller, "singing she wrought," and the spirit of several distinguished ancestors coming to her relief she went to work.

All at once she became a devotee of the pure air theory. It was reasonable while the warm weather lasted to keep open the doors and windows; but after the frosts came and the temperature sank to zero, and especially after fires were built it did seem senseless to try to heat all outdoors and "What in thunder?" etc.; but doors and windows were still wide open and it had then begun to be late in October. Then in the time of the "Hunter's Moon"—that comes in October, doesn't it?—when May had been over to spend the day and Black had gone home with her and he had come home something after 12, as he stood in his stocking feet coaxing the bolt of the front door into its place without noise, the air in the hall greeted him tainted with the unmistakable odor of a dead cigar.

"Cigar smoke in my house!" was his first upsetting thought. From the very first day until that one smoking had been the one thing tabooed, and—sniff, sniff—here in his castle with the windows open it smelled like a bar-room! Still, midnight was no time to start an investigation, and just then he rather listen to Ethel's breathing—how sweet it was!—than to hear what she might be prompted to say if she should know where he was at that time of night. So wisely deciding to keep his own counsel he took his morning paper after breakfast to his easy chair by the sitting room window. Of course the window was wide open and in closing it the wind blew the heavy lace curtain squarely into his face. It was impregnated with cigar smoke! So that was the reason for the open doors and windows! That was why

his furnace was warming that section of country! M-hm! Who smoked the cigar! Things had come to a pretty pass if he couldn't go home with a neighbor and come back without finding that his wife had been entertaining—friends until along towards morning! But the breakfast found the same charming woman behind the shining urn at the faultless breakfast table—and she was charming—talking and laughing just as if, Black said to himself, she hadn't been entertaining all the evening the man with the cigar!

Of course May Rogers was on hand the next afternoon and stayed to supper and, of course, she stayed late to have Black go home with her; but when that gentleman noticed his wife's new neckribbon fastened with her best pin, like Iago, he liked it not. So when going-home time came he suggested that Ethel should go too, and her yes was so hearty and so like her own old-time self that he put himself down for a fool to think there had been a man in the house with a cigar. To make a long story short, he became convinced that the tobacco smoke was no dream; but to give his wife the benefit of every doubt, he would give her one more trial.

He did. The next night he went home with May and he did not return until sometime after 1. The moon was full and "the night was but the daylight sick." As he approached the house he saw that a horse, hitched to the post by the front gate, had in its impatience pawed up the earth about it. Mad clear through, he entered the house to be met by a tobacco-smoke atmosphere strong enough to strangle him. On lighting a lamp the first things to attract his attention were Ethel's hat and cloak on an arm of the sofa and there in the middle of the apart-

ment was a little table for two with the remains of what had been a pretty substantial supper, to judge from the chicken bones and cake and a demoralized bottle of wine. To "put the button on" there was his ashes-holder with two short cigar stumps on it and the ash-heap which the cigars had furnished.

That was the last straw and with a voice the bulls of Basan might have envied he exclaimed, "Ethel, where have you been and what have you been about this time o' night?" "Blackstone," the answer came, "where have you been and what have you been about until this time in the morning?"

Blackstone's reply was the slam of his bedroom door, which completely drowned the bubbling laugh from Mrs. Black's chamber.

The next morning, after a sleepless night, the wretched husband called out as soon as he heard his wife moving, "Say, Eth, I'll stop 'f you will." And the prettiest, wisest Portia in the United States answered as cheerily as the sunshine, "All right, Blacky, I will;" and that man does not know to this day who smoked his cigars and drank his wine nor has ever a gossip, he or she, been able to throw any light on the subject.

Richard Malcolm Strong.

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

IT WILL BE YOUR BEST CUSTOMERS,

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

HAND SAPOLIO

Always supply it and you
will keep their good will.

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

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

KILL THE GERM.

How Scientists Are Trying to Make Milk Pure.

They are making pure Jersey milk out of Holstein, Hereford, Durham, or even just "scrub" milk within a few miles of Chicago. In the processes requisite to the transformation a branch medical laboratory is first. The laboratory on Thursday of last week was removing 2,320,000 bacteria from each 15.5 drops of the milk as delivered, leaving only 44,000 of the original 2,320,000 bacteria in these drops to continue on into Chicago. But of these mere trifling 3,000-odd bacteria to a drop of purified milk the Columbus medical laboratories in Chicago will begin attesting tomorrow morning by seal upon the bottles that not one of these minute organisms may menace the digestive economy in man or beast.

"Ozonated" milk from this new plant is to be different. For weeks in the Columbus laboratories it has been injected into the abdominal cavities of two guinea pigs a day, and notwithstanding the fact that this milk has lain outside the digestive apparatus of the little creatures they have gone on eating and eating, as only a guinea pig can do, without stopping.

This laboratory in the plant is unique. There is nothing like it anywhere else in the country. Through its memoranda it has been discovered that you can't even look at milk without danger of contaminating it. Dr. John A. Wesener of the chemistry department of the Columbus laboratories admits that merely by peeping into tanks and vats in the beginning of the experiments some of the milk that ran through the processes had more bacteria in it in the bottle than it had in the farmer's can.

But nowadays no one may see the milk from the time it is sniffed sharply at the receiving platform by the weigher until it has had a few thousand gallons of McHenry county air forced through it and has slipped into the bottle from the bottler and is fitted in a second with paper and metal cap. It is not believed that any one is ugly enough to sour milk by looking at it, but it is the proof of laboratory methods that raising the lid of a vat for a man to look in may undo all the work of steam, ozone, and ammonia coils in the process.

For this reason wherever the moving milk in the plant might otherwise come in contact with air it must percolate through sterilized cotton batting. In the sterilizing tank, where steam at 140 deg to 143 deg. is turned upon it for half an hour, it is moved constantly to prevent the possibility of scorching.

When it is time to turn the country air into the vat the greatest precaution is taken. An air tank, boiler tight, is connected with a fan, and the fan in turn connects with the milk vat. The air tank is provided at the bottom with sterilized absorbent cotton twenty-four inches deep, through which the air drawn in is filtered. This air is blown at high pressure through the milk in the vat, aerating

it and cooling it to a temperature of 60 deg. or below.

From the vat the milk is forced again to the second story of the plant, and into a room where from troughs at the ceiling the milk is allowed to trickle down over a series of pipes cooled by an ice machine. Here the fluid is reduced to the temperature of the ordinary ice box and from this point flows again to the bottling machine at the front door of the plant. A cardboard cap inserted in the neck and a metal cap put over the other completes the bottling for the certifying tag of the Columbus laboratories. This reads:

"We certify that this bottle of ozonated milk contains fat, 3.6 to 4.6 per cent; solids, not fat, 9.3 per cent. Is free from preservatives and disease bacteria."

The laboratory knows that the milk is free from disease bacteria, for the reason that not the longest lived of these germs will stand 140 deg. of heat for thirty minutes. These bacteria that may menace in ordinary milk are those of tuberculosis, typhoid fever, pus germs, and possibly those of anthrax. Of the 44,000 that may escape into each 15.5 drops of the milk most of them are the bacteria of lactic-acid, butyric acid, and sarcinia. Any of the disease germs that may have been in the milk are dead; any bacteria of the second group are harmless, many of them serving the purpose of flavoring.

The greatest work of the laboratory in the handling of this milk is to make it germ proof between the dairy and the consumer. To do this the routine necessary before the laboratory seal is placed would appall the old time farmer of a generation ago, when milk on the farm was more or less a nuisance, anyhow. But the laboratory, not satisfied with treating the milk, is doing some unexampled missionary work among the dairy farmers of McHenry county. The result is that many of the uninitiated consumers of milk in that section of the country are noting the absence of "that cow taste" in milk that never has been through the doors of the plant.

At Cornell and Leland Stanford universities within a year the public at large had occasion to awake to the pathological side of milk. It learned that contaminated water could contaminate the milk of the cow that drank the water, and that the milk in turn could be the instrument of death in an epidemic of typhoid. For years the same public has known, through scientific investigation, that a tuberculous cow gave tuberculous milk, which transmits consumption to the human being. But this same public has not known that a cow tested repeatedly for tuberculous infection when she has not the disease may fail to react after awhile when she may have contracted the ill. "Kill the germ in the milk" therefore has been the philosophy of the laboratory.

It is not uncommon to find 400,000 bacteria in the regulation 15.5 drops of milk as it comes to the dairy. For milk received in the city to show

only 50,000 bacteria, without treatment, is phenomenal. But this method has taken milk with 2,000,000 germs and reduced it to 12,000 within an hour.

It is not easy to colonize these bacteria in only 15.5 drops of milk as it comes to the plant. Each man delivering milk at the station has his cans emptied into the weighing tank and before the fluid is started down stairs in pipes a sample is dipped from it, bottled, and passed to the laboratory with the farmer's number on the top. To find the butter fats and to test the solids are simple enough. To get a line on the germ contents takes time and care and patience.

The glass dishes in which the cultures are made are taken from the paper in which they were wrapped at the time they were washed and in which they have been submitted to a heat scorching the paper till it will crumble away from the dish and its cap. Three drops of milk are taken from the sample bottle and put into a sterilized bottle containing 1,500 drops of sterilized water and from this mixture of milk and water three drops of the solution are put into the culture dish and fed with the bouillon substance upon which the laboratory germ feeds and thrives. In four days these germs are ripe for the counting.

At the bottom of the culture dish they assemble in colonies, some of them of gray, furry appearance, and as large as the print of a man's thumb; others a mere furry dot not larger than the head of a pin. In counting, the clear glass is placed over a diagram ruled from a common center to cut the circle into eighths. A little addition, multiplication, and division determines the bacteria to be found in the basic 15.5 drops of milk.

In addition to the work of this branch laboratory the main laboratory in Chicago has been receiving the same sample from the bulk of the assembled supply at the plant and testing it for disease germs by inoculating guinea pigs. Two animals every day have been subjected to the test. This consists in forcing the milk into the abdominal cavity of the pig and waiting for developments. Tuberculosis, typhoid fever, anthrax, or pus germs have marked reaction on these little animals but in the experience of the laboratory with the pigs only one of the little creatures died.

"Experiment stations in the several states have had chemical laboratory methods in experimental plants," said Dr. Wesener, "but for the first time we have made the laboratory a business adjunct to a commercial milk business. It is time that this was done. Pure milk has been talked of for years, but the question of what milk is pure is as hard to decide today as it was ten years ago. Only the laboratory test and laboratory supervision can make certain.

"This country never has given the attention it should have given to pure milk products. Denmark of all the countries of Europe has undertaken through the government to provide inspection and regulation of the

dairies of the kingdom with the result that Danish butter is known and sought all over Europe. In our laboratory methods we are showing the need for the proper handling not only of the milk, but of the cows that produce the milk.

"In a general way the average farmer in the United States knows that experiment stations are studying dairying as they are studying other farm specialties, but somehow they don't come in touch with stations' results. They miss the bulletins, or they read and say: 'Well, this is experimental work with experimental conditions, and doesn't apply here.'

"In McHenry county, however, we are bringing the farmer up short with the exactions of laboratory methods. It isn't a question any more if it be a practical thing for him; he meets laboratory demands, or he goes elsewhere to sell his milk. Cleanliness in his stables, in his manner of handling milk, the cooling of it, the hauling of it, and the treatment of the vessels used in milking are subjects of vital interest to the purchasers of the product of his farm, and when he has done all that is required to the best of his knowledge he recognizes that the laboratory simply is a little better prepared to take this product and make it safe for the human system."

Charles Goebel.

Monkeys Know Colors.

What is a monkey's favorite color? The theory that the sense of color is possessed to a high degree by animals, and especially by birds, furnished a basis for some of the most beautiful and fruitful of the Darwinian theories of sexual selection. Still scientific documents in support of the hypothesis are rare. Prof. Dahl has made some interesting experiments with a monkey. He colored some sweets with a certain colored dye and some bitter substance with another color. He declares that after a few attempts the monkey learned to leave without tasting those articles of food colored with the dye which indicated the bitter substances, and seized at once upon those which indicated the sweets. Varying the experiments sufficiently he discovered that the monkey distinguished all the different colors except dark blue. He calls attention to the fact that it has been stated that many savage tribes can not distinguish dark blue from black, and that even children do not distinguish this color until after they have learned to know all the others.

A Milwaukee young man who by industry and thrift had accumulated the sum of \$500 became engaged to a young lady recently, and to test her love informed her just before the ceremony that he had lost his money in speculation. She refused to marry him and the youth went on his way a sadder but a wiser man. What an interesting lot of stories of this kind would be written if some of our swells should lose their millions or the European dukes their titles.

Where the life knows no waste the heart knows no wealth.

SIT UP AND TAKE NOTICE

==A Chance Like This==

Doesn't Happen Every Day

We have a magnificent Kohler & Campbell Upright Piano, in Mahogany, burled walnut or quartered oak, veneered double inside and outside; $7\frac{1}{3}$ octaves; height 4 feet, 6 inches. The makers tell us that the retail price of this piano in New York City is \$300, and that it is a splendid, reliable instrument.

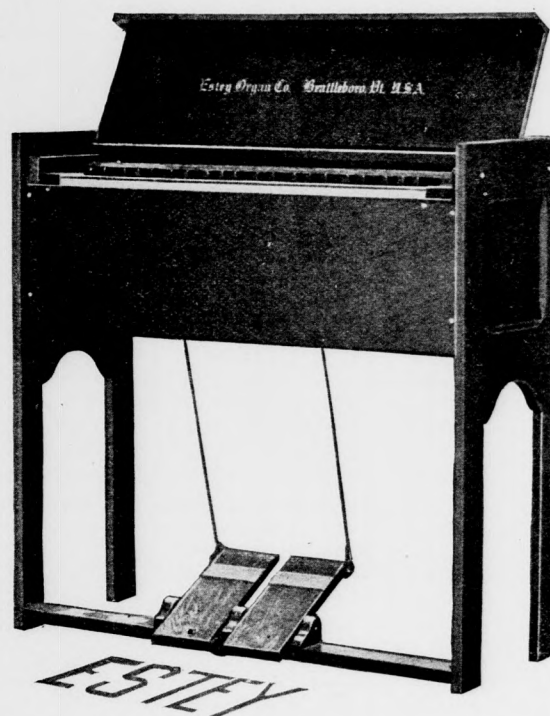
We will ship this piano to any retail grocer on receipt of 1,200 Arbuckles' Coffee Vouchers. That means that the grocer must sell 24,000 pounds of Arbuckles' **Ariosa Coffee** to earn this piano free—2,000 pounds a month. Think of it—a \$300 piano FREE for selling 24,000 pounds of coffee that he would sell ANYHOW. Or we will ship the piano on receipt of the CASH price, and refund the money in proportion to the vouchers you accumulate and send to us for the purpose before April 1, 1907.

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ARBUCKLE BROTHERS
NEW YORK CITY



Shyness Is the Humility of True Love.

Women who desire to know whether or no men are in love with them have only to possess their souls in patience, and await developments. It is a clear case of "All things that are for thee gravitate to thee." The old Persian proverb: "Love, and a cough, and a fire, can not be hid," is true of man's love.

"I'm in love with Mistress Prue, Faith, I can't conceal it!"

is ordinarily the attitude of the masculine lover. Men are not taught, as women are, to suffer in silence. Usually they clamor for what they desire, also, often in consequence of that clamor, they get it. As O. Henry has said: "Man is too thoroughly an egoist not to be also an egotist. If he loves the object shall know it. During a lifetime he may conceal it through stress of expediency and honor, but it shall bubble from his dying lips, although it disrupt a neighborhood. It is known, however, that most men do not wait so long to disclose their passion." Therefore let the woman who hopes bide her time cheerfully and patiently; to attempt to hurry matters were as disastrous as to open a bud without leaving the process to Nature.

True, it often is the unexpected which happens; one's wishes often lead one's judgment astray. Moreover, few if any men make love in precisely the same way, since no two men ever lived who were exact counterparts the one of the other. Love attacks men and women under as many different guises and phases as the modern scourge, the grip, is said to assume. It often produces such a transformation of character as to astonish even those who have hitherto been most intimately acquainted with its willing victims. It makes the practical man romantic, the dreamer practical, the bold man timid, the timid man brave, and so on through a thousand contradictions and infringements of what have seemed to be fixed habits of life.

The most common transformation of all is that of sudden and unaccountable shyness. And this shyness afflicts them only in the presence of the beloved. They are as shrewd as ever in business, cool and collected in the ordinary affairs of life, but figuratively, sometimes actually, they tremble in the presence of the woman whom they love, and who perhaps returns their affection and would be only too glad to tell them so. They are as bold as the traditional lion when they are alone, and probably invent for themselves wonderful speeches, melting glances, effective actions, which are to tell their tale convincingly, persuasively, to the object of their affection. But when the opportunity arrives they lose their nerve; they are tongue tied, like actors who have forgotten their parts. They can not remember, still

less interpret intelligently, even one of the well rehearsed situations which seemed so easy before. What has come over them? Simply one of the most unmistakable signs of true love.

It is the sign called shyness, sometimes awkwardness, by the casual observer, but humility by those who have eyes to see below the surface and sense to understand that while men may be giants of strength and absolutely confident as men among men, when Love really pierces their hearts with one of his magic darts they lose all self-confidence, and become unutterable cowards. A woman with intuition and ready sympathy will be touched by this diffidence and understand it for the humility of true love.

Middle aged lovers, who, by the way, especially are prone to diffidence; homely lovers, who as a rule are apt to be jealous of handsomer rivals; and others who feel themselves handicapped in the race may be encouraged when they notice this symptom in their case. Because, with the humility which arises from an overwhelming sense of the preciousness of the prize which they desire comes the balancing charm of a nameless something, a tender deference which the woman who is worth while surely will notice and appreciate. The middle aged lover is a boy again to the woman whom he adores, a boy with a boy's fearlessness of fate and freshness of love. The homely lover is the epitome of honest whole heartedness, unselfish and devoted. Even the lover who otherwise is dull and slow becomes intelligence personified in all the little attentions which are so dear to a woman, the anticipating and fulfilling her desires before they are expressed. A lover's shy humility is an added sense, an unconsciously acquired and attractive characteristic in the furtherance of his suit. It is all the more certain as a sign of love when the couple have, beforehand, been upon terms of ordinary friendship. When a woman observes a sudden change in the manners of a man whom she has known for years, when, instead of being polite and pleasant, he becomes taciturn, almost rude, in his behavior, she naturally is surprised and unable to understand the why and wherefore of such conduct. But she also would best be patient and bide her time—that is, if she cares for the man. The beginning of love often is heralded by peculiar and contrary ways like these. Indeed, sometimes the smitten man goes so far as actually to avoid the object of his suddenly discovered passion, either in the hope to overcome it, or from fear that by his stupidity he may spoil his chances of success.

"O, darn it all! afraid of a gal, And me jest six feet two!"

For by a queer dispensation of affairs it often is the biggest men who are most afraid of the smallest women. So he keeps away from the girl whose image is impressed upon his heart, broods much upon the ways of women and makes himself a burden to his friends as well as to himself, until at length his wits come

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back to him, and, realizing the truth of the old saying, "Nothing venture, nothing have," in love as in all other concerns of life, he behaves like a man of sense and goes forth to woo with the determination to win.

The man of experience who is versed in the recognized modes of approach to the citadel of a woman's heart is apt to employ such devices as making conventional offerings to his admired one. If she is fond of books he discusses them with her, offers to lend those which she wishes to read, and thus through their mutual tastes endeavors to open the door for his love. Or, more pointed still, he learns what are her favorite flowers, and keeps her supplied with them, or if she has a sweet tooth he sends her those sweets which she likes best. It should be remembered, however, that this sign of love is not what old fashioned folk would call a true one, unless it quickly be followed by more marked attentions. It may be merely a signal of a passing interest which may flag later without blossoming into any warmer feeling. So, always, a woman may encourage but not pursue, may receive but not advance, nor must dare be certain of a man's love until he himself declares it unmistakably.

Dorothy Dix.

Some Ways To Be Beautiful Although Ugly.

Written for the Tradesman.

If the working girl would make her mind more comfortable as to her raiment, let her eschew all unnecessary finery and come down to just plain tucks and perhaps a little flat embroidery. Her laundry bill will not be so steep as with so many flumadiddles. She will be able to enjoy the consciousness that she is scrupulously clean at much less expense than formerly, when her mind all ran to elaborate lingerie. It may be very fine for you to say you "won't wear this" and you "wouldn't be seen dead in t'other." In other ways, also, it would be a great deal better for you if you wore cheaper clothes, for thereby could you begin to save up a nice little nestegg in the bank.

To be properly dressed for summer, an office girl needs simple linen and a plenty of it. Of course, if she does her own sewing, and is so situated that she can "do up" her waists herself, she is more independent as to the quality and quantity she may wear, as she saves on the seamstress and doesn't have to stick her fingers in her pocketbook and fish out from 20c up every time she puts on a fresh piece.

The office girl may fairly revel in white waists, for there's nothing so neat and appropriate. She may, of course, get fearfully tired of wearing the same sort of garb day after day, year in and year out, but she is secure in the thought that it is suitable to her occupation, and that's an item to be considered. I remember once hearing a bright business woman, to whom a shirt waist is extremely becoming, say that she fairly longed to be dressing in dainty fluffy things as she used to do before she went into business, but that such de-

lights were utterly impossible to her now.

It goes without saying that the girl in an office, or other working capacity where there are men about, should not wear during working hours so-called peek-a-boo waists. If she does she must expect some "rubbering," for she challenges it.

An employed girl may make up for lack of variety in her daily dress by paying most rigid attention to all tiny details of her toilette, regarding none of them as unimportant to produce a perfect effect.

Read what Mrs. John Van Vorst has to quote in a recent issue of The Saturday Evening Post, anent this particularity, the lack of which brought on our devoted heads this scorching—but too, too true—criticism of a noted French dressmaker:

"There is some little negligence whereby we can always distinguish the American. It may be a stitch needed here or there, a button off the glove, a bit of lace torn on the underskirt, a shoestring untied, a lock of hair straying loose. Only a detail, to be sure, the 'little nothing' which the humblest French woman considers more important in contributing to the harmony of her get-up than is her gown itself."

A walk up or down our streets at any hour of the day would demonstrate to the skeptical the deservability of the exceptions taken by the French robe-maker. Scarcely one woman in twenty "gets into" her clothes correctly—especially as to her shirtwaist. The nineteen are slovenly about getting the center of the latter exactly with the center of the skirt, both back and front. This is a fatal error to fine appearance. And the woman of wealth is as reprehensible in this minutia as is the girl minus the ducats. Only recently I noticed in a store the daughter of a very wealthy Grand Rapids man. She had on an expensive linen skirt (nothing mercerized about it) and a shirtwaist that was a mass of costly Swiss embroidery and filmy lace medallions. The former garment was all wrinkled and the latter looked mussed. Between the two was a silk girdle in a beautiful Dresden pattern, also soiled, and, as if this combination was not enough to disgust the lover of the immaculate in women, the waist "skugeed" two inches to the right, while the skirt was out of plumb two inches in the other direction, and the top and bottom points of the girdle itself hit nothing they should on either waist or skirt. The young lady seemed entirely unconcerned as to her attire and I don't suppose her shiftless aspect bothered her in the least, for this isn't the first time I have seen her got together at sixes and sevens; and she has all the time in the world at her disposal.

Often a point of error is in the collar: it will be too large or too small for the neckband; or the collar is buttoned wrong, bringing the short end overlapping. More likely than not buttons are off up and down the front or on the sleeves, marching us under the ban of that scathing French dressmaker. Or the waist is

not pinned down properly. And here is one of the most lamentable lacks in our toilettes. If the fleshy woman or girl who is inclined to be round shouldered lets her waist bunch out in the back, it just accentuates her weak point. The waist should be pulled down trig in the back, making the creases all come to a V, to give her correct lines. The woman inclined to embonpoint or the girl with a tendency to plumpness must be very careful, in selecting her shirtwaists, as to how the tucks and bands of insertion or lace are used. For her to wear anything that broadens her at the wrong place is suicide. No matter how beautiful a waist may be in itself, if the lines are not right for a fat person it is not for her—she must drop it like a hot cake.

A shirtwaist must never be too "skinny," either for large or lean. A big girl looks all the bigger if her shirtwaist is "skintight," for if it is generous in proportions it hides her flesh. As to the poor little "skinny," her bones are ten times as apparent in a skimpy waist; she should wear a waist of great fullness, and a much beruffled "push" besides. Then no one but herself is aware of the scrawniness concealed beneath the pitying voluminousness. A woman or girl with a poor figure may pass for one of fine shape just by the way she dresses and carries herself.

If you are tall beyond the ordinary don't stoop. That doesn't help matters, it only makes your height more marked. Carry your lengthiness as if you were proud of it; then people

won't commiserate you. If you are dumpy, still carry yourself erect, so as to get the advantage of every one of your inches. If you are fat or if you are the reverse "hold up your head up."

Don't drag your feet. Step with springiness, as if your heart was so light you could scarcely keep your feet on the ground. Be like a Kentucky thoroughbred—a highstepper. A very plain girl I know passes for a very beauty just by the way she walks—all grace and airiness. Clothes count for a whole lot, but they are not all, by any manner of means. Wellfitting and properly constructed tailormades and a fine carriage will do for femininity what Nature has denied.

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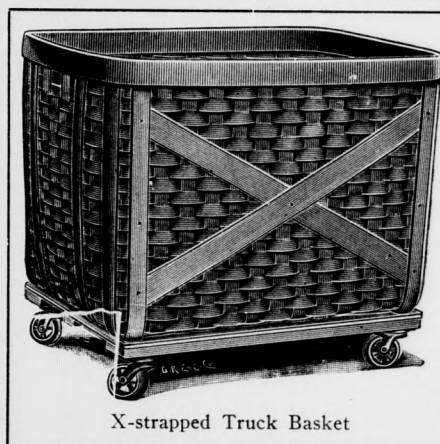
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NOT SOUND AT HEART.

Men Who Weaken at the Sight of Trouble.

Written for the Tradesman.

"I think you might find something for Max to do," said the customer to the druggist.

"Is he out of work still?"

"Seems to be."

"What's the trouble?"

"Oh, times are a little dull, I guess."

"I find plenty of business," said the druggist.

"There you are," said the customer. "You have a business forty years old. You have capital and credit. You can go and come as you please. If you fall down on one scheme you have others bringing in money to make up. You are all right, and you think every other man ought to be as well settled in life as you are."

"Max was in business at Howlerville, wasn't he?" asked the druggist.

"For a time, yes."

"Why didn't he stay there?"

"Why, there was no use in staying there and watching his stock rot and rust on the shelves. There is not room for two drug stores over there, and his was the second one. And there you are."

"Why didn't he go where there just room for two?"

"I guess he thought that he did."

"How long did he stick?"

"About six months."

"Do you think that long enough for a try-out?"

"No; but his bills came due and he had to sell out."

"Old druggist bought him out, eh?"

"Yes; at a sacrifice."

The druggist mused silently over his cigar.

"It was a case of must, all right," continued the customer.

"I can't see it in that way," replied the druggist. "If there had been no field there for him the old druggist wouldn't have bought him out."

"Why, he thought Max was ready for a long fight."

"Didn't know the shape he was in, eh?"

"If he had he wouldn't have bought him out."

"What has Max been doing since that time?"

"Waiting for something to turn up."

"And it doesn't turn?"

"Not yet."

"Does he try to make it turn?"

"There you are again," said the customer. "You have money and influence to shape things as you think they ought to go, at least so far as your own financial affairs are concerned. You can make things turn up, all right, but what about a man who has just gone out of business in debt, who has no credit, no friends in high places? He can't make things turn up by getting out and running up and down the street and howling for business openings. He's got to keep trying and wait."

The druggist smiled at the other's arraignment of his private notions.

"Where does Max keep himself?" asked the druggist.

"Home, most of the time. He's pretty blue, I can tell you that."

"Pretty well broken up, is he?"

"I guess you would be if you were in his place."

"His loss was not so great."

"It was all that he had, and more. I think that is about all any one can stand and keep on living."

"Well," said the druggist, "if you are a friend of Max you go and stir him up. He is a fool to sit idling about the house, brooding over his troubles. Get him in motion. It is motion that brightens things—that purifies water and leaves the mud at the bottom."

"I have an idea that a good job would be about the right thing to brighten him up. He needs one bad."

"He has not asked me for one."

"I guess he's ashamed to come down here and apply for a place after leaving with that black head of his so high in the air."

The druggist lighted a cigar and smoked in silence.

"You see that tree out there?" he finally asked, pointing to a shade tree which had been broken over by a recent storm and not removed by the authorities.

"Certainly. What has that to do with it?"

"You see what's the matter with it?"

"Broken off, that's all."

"What made it break off in that little storm? There are other trees on the street that didn't break down."

"That's easy," laughed the other. "It wasn't a sound tree. It was rotten at the heart. That's why it blew over."

"There you are," said the druggist.

"Those other trees faced the same wind, but after the wind subsided they straightened up, shook their leaves and went on doing business with the sunshine and the rain."

"What has that to do with getting Max a job?"

"When a man seeks timber," continued the druggist, "he selects trees that are sound clear through. When he seeks men he selects those who are sound clear through—if he can find them. You can't tell, always, whether a tree is sound to the heart until it blows over, and so people get fooled in buying trees in the ground. You can't always tell whether a man is sound all through until a storm comes up, and so you get fooled in men as well as in trees. There is no way to test a man or a tree except by the storm. Now, I thought that tree out there, the one that tumbled down so easily, about the most desirable one in the street. It was a beauty, you remember."

"Well, what about that job for Max?"

"And I thought Max about as sturdy a young fellow as I had ever bumped up against," continued the druggist, "until he got into trouble over there at Howlerville. A year ago I would have said that he would have made the acquaintance of every man, woman and child in the town, and got his share of the trade by knowing them and their affairs. A year ago I would have said that he

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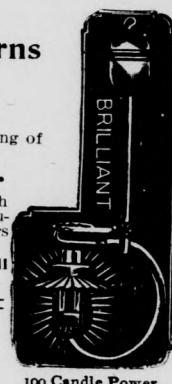
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would have sold out at a profit or not at all."

"That was impossible."

"A year ago I would have wagered that he would land on his feet under any circumstances, and not sit about the house whining like a boy with a bruised heel. I thought he was sound clear through."

"What would you have him do?"

"I had an idea that if trade got dull with him he'd find some way to brighten it up, that if he struck a game he couldn't possibly win at he'd drop it and bound up again like a rubber ball. I hadn't any idea that the first little breeze would knock the breath out of him. You go and stir him up."

"And about the job?"

"Men look for sound trees and for sound men," continued the druggist. "Let us find out about Max before we condemn him. If you'll get him braced up so he will know he is alive I'll see what I can do. But I'm sorry I saw him lie down and brood after he fell down. Business men want clerks who are sound clear through, and don't you forget it, my friend."

Max got the job, and, better than all, he got the lecture the druggist gave him as he pointed out the tree with the rotten heart.

Alfred B. Tozer.

Factory Farming Systems.

Factory farms are Chicago's onion farms, reached for a single fare on the electric cars from the heart of the city's congested districts. Polish and Italian women are the farm hands, and the farm crops are set onions. In the spring the seed is planted in rows on farms of about 500 acres in size. Soon after the news is spread to the women that they are needed for weeding. With their coming the farm assumes the aspect of a factory rather than a farm. The women are marshaled thirty to the acre, each at the beginning of a row of the sprouting onions, and then on their knees they go down the long rows, pulling up the weeds from between the young onions with their fingers. Three or four times each summer this is repeated, the women returning to their city homes each evening. At harvest time all the available women and boys are pressed into service. One of the farms of 250 acres requires 1,500 women and runs a special train every morning from the city for them. A gang of seventy-five women working on their knees can gather the onions from an acre in a day. The average yield of onions in a good year is given as 700 bushels to the acre. The Chicago onion farms are an excellent illustration of highly intensified farming in America.

Fond du Lac shows the progressiveness of all Western cities and with a commendable interest in its citizens has established a "hall of shame" for those who deserve it. Those men who can not take a drink or two and stop at that are to be photographed and stuck up in this temple of infamy. The trouble is the shame of their ways doesn't bother men of that class very much.

Brain-Tax of the Daily Newspaper.

The habit of daily newspaper reading results in mental deterioration, declares Dr. Frederick Peterson, Professor of Psychiatry, Columbia College. This statement is enforced by presenting, in Collier's Weekly, an examination of the mental effort necessary to the consumption of the daily paper. To quote:

"Manifestly one does not read all the printed matter of his daily newspaper, but he selects such articles or paragraphs as especially appeal to his interest. Yet in order to make his selection, the reader scans head-line after head-line, sometimes selecting what he desires, but quite as often lured by a novel or startling title to peruse matter quite apart from his original selective intention. The newspaper reader may not read all the newspaper, but he reads all the head-lines. Each head-line excites in his mind a current of thought with possibly many associated concepts, but only momentarily as he skips from one of little to one of greater interest. And it is not an orderly array of impressions that is thus made upon his brain, but, on the contrary, one of extreme disorder; a stream of facts widely dissociated, an incoherent medley of concepts, which must, in the nature of things, gradually wear out the power of the brain-cells to take impressions, render the impressions themselves unstable, and diminish the faculty of the tissues for permanent registration. And herein lies the real peril of the press. This goes on day after day and year after year, and the injury done is directly proportionate to the amount of time devoted to such reading.

"We begin to cultivate the art of forgetting. Instead of a progressive improvement in the building up of the faculty of memory, which should be the law of our intellectual growth, we are obliged to acquire the habit of obliterating impressions merely as a means of protection from this enormous onslaught of stimuli. What will be the result as to mental progress in a brain daily exercised in the art of forgetting, beset by innumerable concepts utterly incoherent as to their alinement in consciousness, all too generally inane, frivolous, unimportant, and whose chief effects are upon the morbidly emotional side of our nature?"

Without claiming absolute scientific value, the writer brings forward a tentative answer to the question he here advances. Thus:

"It is pretty well believed that there is in the brain a center of conservation distinct from the center of perception. We, of course, know nothing as to the nature of the relation of brain-cells to percepts and conservation, but we do know that there must be a relation. The latest researches (Hammerberg and Thomson) show that the number of cells in the brain is nine billion two hundred million. * * * The reading center of the brain occupies a comparatively small area in the back of the left hemisphere, and consequently must possess a very small portion of the nine billion cells referred to above. We can only guess at the

number, but a fair estimate would be about a twentieth, or say five hundred million, which, in a lifetime of sixty years, would allow us about twenty-five thousand cells daily for the perception and conservation of words and sentences read. * * * These figures emphasize a great fact, and that is that our brain capacity is limited and that we should be sparing of the cells we daily squander on newspapers and periodicals, if we are to have any left for literature, history, science, art, and all else that makes for intellectual development."

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

Guns and Ammunition



Complete line of
Shotguns, Rifles and Revolvers
Loaded Shells
Camp Equipment Big Game Rifles

FOSTER STEVENS & CO.

Grand Rapids, Michigan

THE CARELESS MAN.

He Is Even Worse Than the Villain.

"I didn't know it was loaded"—"I never thought"—"I didn't mean to do it"—these are the stock excuses of those careless souls, worse than the plagues of Egypt, who continually bring disaster into the world. They cause more sorrow and destroy more property in a day than do the willfully wicked in a month.

The boy who shoots his sister with the unloaded gun and the man who rocks the boat are common types of the careless ones, but the effects of their lack of thought are insignificant compared with the great catastrophes sometimes caused by a man who "didn't think."

In the fall of 1869 a party of army officers rode out from Fort Hays for a few days' sport after wild turkeys. It had not rained for weeks. The wind was blowing a hurricane and the long grass in the great unplowed Kansas prairie rolled in brown billows before the blast. Every one knew or was supposed to know the danger of fire. One of the officers, lately come from the East, sheltered himself behind his horse, lighted his pipe, and tossed the blazing match carelessly from him.

When the Westerners saw what he had done they uttered a cry of horror and rushed to the spot. They tried to stamp out the flames, but it was too late. The red fiend was racing across the prairie with the speed of an express train. It was all the horsemen could do to save themselves, and they were behind the fire. What hope was there for those who might flee before it?

That fire spread like a great fan across Kansas into what now is Oklahoma. It burned out an area larger than New Hampshire. It destroyed more than two score farm houses. Thousands of cattle and horses perished. The property damage was beyond calculation, and at least three human lives were lost.

The officer from the East didn't stop to think. Throwing down a half burned match was the natural act of a careless man, and one finds it hard to censure him too severely. He resigned his commission, but that did not put out the fire. It is said that the officer secretly and anonymously devoted his entire fortune to relieving the distress of the sufferers. But how much better for himself and the others if he had stopped to think!

A hundred railroad wrecks have been caused by carelessness. Twenty years ago a thoughtless boy lighted a fire in a ravine along the line of the old Toledo, Peoria and Western Railway near Chatsworth, Ill. He went home and forgot all about the little blaze he had started. But at midnight that night a heavy excursion train, conveying a thousand from Bloomington to Niagara Falls, came roaring across the rich fields at a high speed. The engineer suddenly saw a red glow immediately in front of him, and to his horror realized that a wooden trestle was burning.

It was impossible to stop the train,

so he did the next best thing—opened the throttle and drove on at full speed. The engine got across in safety, but the charred timbers broke under the coaches, which crashed into the ravine below. One hundred and sixty happy holiday makers were killed outright and hundreds were injured.

The carelessness of a clerk who put a period in the wrong place is said to have caused the Jameson raid and the Boer war. When things were at a strained point between Oom Paul Kruger's countrymen and the Uitlander population a letter was sent to Dr. Jameson from Johannesburg, signed by Cecil Rhodes and others. The critical condition of things was outlined by the writers, who used this sentence: "It is under these circumstances that we feel constrained to call upon you for aid should disturbances arise here. Circumstances are so extreme—etc."

In the message received by Dr. Jameson the period was placed after "aid" instead of after "here." Thus the qualifying clause was cut off and became part of the next sentence. The Rhodesians instantly came galloping across the frontier on their ill fated mission—and the Boer war became inevitable.

How great a disaster may be caused by the most trivial act of carelessness the State of Massachusetts had bitter proof. In 1868 a naturalist carelessly laid some gypsy moth eggs upon the sill of an open window, and a puff of wind blew them into the garden. The naturalist forgot all about the moth eggs until the next year, when he was surprised to find a large colony of gray caterpillars with red and blue spots upon a tree near the house. He killed as many as he could see, but the next year they were more numerous than ever. Twenty years rolled by, and then came a hot summer, and the place swarmed with caterpillars. The hungry animals spread in every direction. So terrible was the plague that the ground was covered with the dead

bodies of the crawling creatures and the stench was appalling.

Since then the State has spent hundreds of thousands of dollars in a desperate effort to stay the slowly spreading plague.

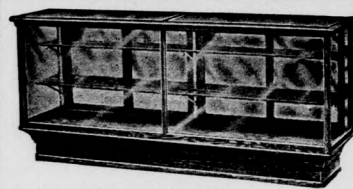
Bankers say that people especially are careless about writing checks. The Supreme Court of Maine recently decided a case where the negligence of a man who drew a check was the sole point at issue. The Treasurer of an electric company, in payment of a bill, had made a check for an even hundred dollars. The words "one hundred" were written in the middle of the line and a space was left between the dollar mark and the figures, thus: "\$ 100." Nothing could have been easier than to write "eighty" in the one line and "8" in the other. The check in the hands of the unscrupulous payer became "eighty-one hundred dollars." The signature was genuine, and the bank paid out the money without question.

The Supreme Court held, and rightly, that the loss should not fall upon the bank, but upon the corporation whose careless officer neglected an ordinary precaution. T. H. English.

The True Standard of Superiority.

Not the man who owns the largest number of acres, and who thereby keeps the largest number of his fellow beings from owning any land at all, but the man who puts whatever land he holds to the best possible use, is worthy of the homage of his fellows. The farmer who by the use of intensive cultivation, irrigation and "brains" draws an income of \$5,000 a year from ten acres of ground—and there are such farmers—is worth twenty times as much to the community as he who gets a bare living off of one hundred acres. The country will by and by, it is hoped, abandon the false standard which makes the mere possession of many acres a token of superiority, and award the palm to the man who gets the most out of an acre.

You do not escape from temptation by fleeing from trial.



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.

A Mine of Wealth

A well-equipped creamery is the best possession any neighborhood in a dairy section can possibly have, for the following reasons:

1. It furnishes the farmer a constant and profitable market for his milk or cream.
2. It relieves the merchant from the annoyance and loss incident to the purchase and sale of dairy butter.
3. It is a profitable investment for the stockholders.

We erect and equip creameries complete and shall be pleased to furnish, on application, estimates for new plants or for refitting old plants which have not been kept up. We constantly employ engineers, architects and superintendents, who are at the command of our customers. Correspondence solicited.

Hastings Industrial Co.
 Chicago, Ill.

One Grocer Says:

COLUMBIA, ILL., NOV. 13, 1905.

S. F. BOWSER & Co., Fort Wayne, Ind.

GENTLEMEN—We are highly pleased with your tank, and it gives us entire satisfaction. Since we are using your tank we have less waste in oil than we have had before. The loss on oil by measuring with the gallon measure will more than pay for one of your tanks in one year. Besides this, they provide a clean and rapid manner for handling the oil. We would not be without one of these tanks today, and would have bought one before had we known where to get them.

We can highly recommend your tanks to anyone wishing to have a good one.

Stenog. No. 1.

Yours respectfully,

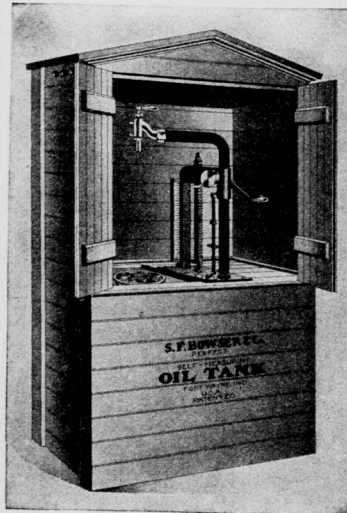
PFEFFER MERC. CO.

Can you say as much about your tank?

S. F. BOWSER & CO.

Manufacturers of Kerosene and Gasolene Tanks
 Fort Wayne, Indiana

For Information, Send for Catalog M.



Outdoor Cabinet
 Especially for Gasolene
 Cut No. 10



Swan-Song Order Which Was a Lu Lu.

It is just as unnatural for a shirt-maker to note, unconsciously, the style of a man's shirt whom he meets casually, as it is for the stone-mason to give a critical glance at every stone or brick wall he passes, or the tailor to note all of the styles of clothing which pass him. The barber notes hair cuts and beard trimming, the physician can't help seeing the tell-tale "liver color" in the passing stranger's face, and the cigar man sniffs at every cigar which passes him.

So with the shoemaker and the shoe dealer. We can no more help noting everything in the line of footwear than can all those other people help seeing the things which are in their various lines. If I should suddenly wake up in China to-morrow the first thing I would, naturally, be impressed with, would be the strange footgear.

The sabots of Holland, the sandals of the East, the fantastic slippers of the Orient, the high heels of the Western cowboy are the first things which attract the devotees of the covered foot, in whichever direction we may travel.

When a tramp goes slouching past, his unkempt beard may attract the attention of the barber, his wonderfully well nourished condition the attention of the physician or the social worker and his motley garb the clothing man's wondering eye, but, for me, the way he covers his feet is the object of the first glance.

Lowly thoughts, eh? But we shoe store folks are simple, lowly people, and when we allow our eyes, too much, to get above our business, sometimes we get reprimanded.

I was out walking in the country a few Sundays ago, and for a short stretch I counted ties on the railroad which runs near Lasterville. I met a real tramp, or rather I overtook him, in spite of myself, and for a short distance we wandered side by side.

His feet were a sight. One of them was encased in what had once been a boot, but it looked at this last stage like a misshapen valise. The top had been cut off, probably by the enterprising and thrifty farmer who gave it to the Knight of the road, for the purpose of making hinges for hen house doors or washers for the cistern pump or any of the thousand and two uses which the average farm finds for "a bit o' luther."

Long before the original owner had finished with it, evidently, the sole had been condemned, and had been rudely replaced by a section of heavy leather belting, securely tacked to place with harness nails. The heel had long ago been worn to the quick, and now rested on the corner, except for a rudimentary heel, which was spared simply because

the whole affair had been run over so far that at the last moment it had escaped the last throes of wear before it had begun to come to the top.

The good old cowhide had made good on wear. The top was red, and dried out, and wrinkled, the upper had separated itself from the sole at the toe, both old sole and annexed sole, and there was an opening there like the jaws of a young alligator, only wider. The stitching up the side had succumbed long since, as why shouldn't it, having been cut at the top, and rotted at the bottom?

The shank was broken-hearted, and the hollow of the Knight's foot made a hole in the ground in the good old Irish way, or would have done so had the way not been so hard.

The tramp's other foot was clad in a rubber, tied on with a bit of clothes line, knotted over the instep. The rubber could not have been warranted to shed water, or even moisture, but it shed cinders, and gravel if not too coarse, after a fashion, and was better than nothing.

Do you know, I don't remember much what the fellow had on in the way of clothes. They didn't strike me very forcibly; we have no clothing department, but perhaps you can imagine. His foot-coverings I remember photographically.

We engaged in courteous conversation. When I felt safe in doing so I ventured to query in a jovial way if he was suffering with tenderness in the feet as the occasion of his large and roomy, well ventilated and open faced footwear.

"Well, not exactly, any more than always. A farmer in Hampshire give me that boot remnant after I had split wood for an hour, for my breakfast. He was going to give me the whole boot and make me split wood another half hour for it, but I told him I had to be going as I had an appointment the following week, and so he finally took the top off and let me have the rest. The mate to it, he said, was too good to let go. He'd wait until his new pair was wore down, so one was better than t'other, and then take the better one to put with it for a pair for the hired boy.

"I had a purty good shoe on the other foot then so I didn't need it very bad, but I was sleepin' in the woods one night down in Lower Jersey with my shoes under my head, and when I woke up some son-of-a-gun had walked off with my shoe. Left the boot. I remember dreamin' one time that I got a little jolt on the head from a fly cop, but I never woke up, an' I've been pickin' up rubbers from ash heaps and other places where I trade when times is hard ever since.

"You see, the trouble is I can't ever git anythin' give me that's big enough. Lor' sakes! If I could wear women's shoes I could be step-pin' in kid all the time. But with the free-out-door life a feller's feet get so enterprisin' that the widths and lengths don't come right.

"Funny, but big footed men some-way don't seem to be generous. Any-way, not about their shoes. Maybe



We Know & You Know

That boys and girls are extra hard on shoes.

And we know and want you to know that we make them so well and out of such good stock that they stand hard abuse better than any other juvenile footwear made.

Our Star line for boys and Ideals and Cordovans for girls will satisfy in every way your school shoe demands.

Rindge, Kalmbach, Logie & Co., Ltd.

Grand Rapids, Mich.

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.

it isn't that they're close, only a big-footed man gets more attached to his shoes when they get old and comfortable than a little-footed, dainty sort of a feller. I could get any quantity of fine shoes, five and a half and six, C and D wide, but what use would they be to me? I bet my foot draws darn near 12 and goodness knows what width."

I looked up in surprise. This language sounded natural.

"Don't you ever buy shoes in the regular way?" I asked.

"It's been a good many years. Funny, but the last time I bought any new shoes, in a regular way, as you call it, was a good many years ago now and at wholesale."

"At wholesale?"

"That's what I said. At wholesale. It don't sound hardly reasonable, but I used to be in the business in a way."

"You surprise me," I said.

"I don't wonder. I don't look much like a man who was once able to get rid of \$20,000 worth of footwear between April 1 and the 31st of the next March, and do it year after year."

"Well—em!—"

"Oh, you needn't be delicate about it. I've kicked myself so often that I'm callous."

"Would you mind telling about it?"

"Well, I've never told it much. If a man wasn't a shoe dealer he would not believe me."

"Well, I am."

"Yes, so I noticed."

"You noticed? How?"

"Oh, nothing, only I saw the end of a little silver shoehorn sticking out of one of your upper vest pockets, and a button hook out of your other vest pocket, there's a little gilt slipper on your watch chain and your right pant leg bags at the knee, besides—"

"Well, that's evidence enough."

"I wouldn't have talked to you as long as I have if I hadn't see that you were just the sort I was in '82."

"As far back as that?"

"Yes, that far back and farther. Nothing this side."

"I like shoe stories."

"You'll excuse me, please," his language had gradually become more conventional with a dropping of the vernacular of the road. "You'll excuse me from the story of the why of it. I don't like to think back to it even, to say nothing of talking about it, but that last order of mine was funny. It sure was funny. I think it made me feel so good that it saved me from going crazy, for every time in the months that followed, I got to going in my head over the trouble. I remembered that order and it saved me. There was a woman—two women, in fact—a good one, God bless her, and a bad one. I won't finish the comparisons—a little poker, some stocks on margins, a couple of notes signed for a brother of the other woman, and a few other little things between the \$20,000 a year and the end of matters."

"It was the day before I lighted out and left things for the creditors to quarrel over. Trade had been good all day and the day before."

There was \$167.50 in the cash drawer for the two days. That was what I took with me, and the most I have ever had at one time since. There was a bank account of \$1,700 to the good which I didn't touch, and that went a long way toward clearing my reputation, and was one reason why no particular trouble was ever made for me.

"I had made up my mind to skip on the evening train. It left at 6:30 and I was all ready for it. Along in the afternoon, who should drop in but Myles P. Miles, who at that time sold goods for never mind the firm. It was one of the 1882 firms and you wouldn't remember it probably. Now if there was one man on earth that I despised, it was Myles P. Miles. There were a whole lot of reasons for it, none of them very good ones. He had said some things about my ability as a buyer to a friend of mine. He had stuffed an order for me once, he had substituted without permission, he had run my order for women's goods down to 2s when I never bought below 2½, he had added a line of 'B' wide when I had ordered only widths of 'C' and above, and he was one of those drummers who always insist on telling 'women's stories,' and that's the one great thing I despise in a drummer."

"And he patronized me. That's the second worse thing that the retail dealer hates in a drummer. And lie! He was the worst liar I ever knew. If you happen to know a Myles P. Miles in the business don't lay these things to him, for I am giving you this name because it was not his. The fellow I am thinking and talking about was an all-around four-flusher, and for a long time I hadn't bought anything of him. My account had been a pretty good one, and he kept calling on me, hoping to get back, and trying to make a good fellow of himself and all that."

"Well, when he drifted in this afternoon, just as I was getting ready to drift out, I thought I'd just devote my last hour to getting even."

"Oh, how are you, Mr. Blank," he said effusively.

"How are you?" I replied coldly. "Now, see here," he said, "you have not bought anything of me in a long time, and I ought to stay out of here by rights, but for the sake of old times I wanted you to see this line I've got this trip, even if you don't order a sole."

"Don't care for 'em," I remarked without a single thaw.

"Well, will you look at them?"

"Prefer not to."

"Aren't you going to need any goods?"

"Haven't bought anything yet except a few manufacturers' lines," for you see Miles represented a jobber.

"You need goods for immediate shipment, don't you?"

"I suppose I do."

"Now, see here, Blank, let bygones be bygones, and I'll show you the greatest line of goods that you ever saw. There isn't a manufacturer on earth that can make you any better or cheaper. The old man owns big stock in all the factories

HATS

At Wholesale

For Ladies, Misses and Children
Corl, Knott & Co., Ltd.
20, 22, 24, 26 N. Div. St., Grand Rapids.

BUY

Mayer Shoes

And Watch

Your Business Grow

SKREEMER

The \$4.00 Shoe for Men

Nothing Better Made. All Styles. All Leathers.

Carried in stock by

MICHIGAN SHOE CO., DETROIT

Warm Goods for Cold Weather

Warm Lined Shoes, All Felt Bals and Bluchers, Nullifiers, etc.

Are you prepared for the demand for this class of goods? It will come before you realize it.

Our line of WARM GOODS is complete, up-to-date; comprised **only** of quick sellers, and we can "ship the same day order is received." Ask our salesman to show you our line when next in your town. Or order samples direct, as "We Guarantee Satisfaction."

Waldron, Alderton & Melze, Saginaw, Mich.

HARD PAN SHOES

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

THE SIGN OF GOOD BUSINESS.

Don't Buy Any More Shoes

that must stand the hard wear of every day use until you've sampled

Hard-Pan Shoes

They wear like the everlasting hills. Trial is proof. Send for a case today. Samples if you prefer them. But we prefer the wear test, and then we furnish the ammunition to push them. Prompt shipments right out of stock. Only one dealer in a town can have the line. The profits all belong to you if you are prompt enough.

Our Name on Every Pair

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

that make his big lines, and he saves you big money and gives you just as low prices or lower, bigger discounts and longer time. There're my trunks coming there now."

"I didn't make much response, was non-committal, and he went at it like a boy enthusiast at his first game of ball."

"There's a buskin," he said, "sixty-five cents."

"Oh, go on," I said, "don't give me things for bait. If I re-ordered that the price would be eighty or something like that."

"So help me, I'm not going to quote you a single price that I don't quote my regular trade. You haven't seen our line in so long you don't realize what we're offering."

"If I gave you an order of twenty dozen of those, you'd 'nig'."

"Would—would I? You just try me."

"All right, put me down ten dozen 'D' and ten dozen 'E.'"

"They're down."

"I didn't think you'd do it."

"I tell you I'm giving you regular prices. No wonder they surprise you, that solid leather slipper for women at 78."

"Seventy-eight cents?"

"That's what I said, six off ten, five off thirty, two off sixty, or four months net."

"I'll take twenty dozen of those, too, all 'E.' No, make it ten dozen. You're sure you aren't baiting me on those prices?"

"You wait and see. Don't believe me now, but I'm going to prove it to you," and so it went for two mortal hours and a half, while he toiled through some trunks and I sat in a chair and took it easy, and ordered, and ordered, case lots, hundred pair lots, two case lots, right off the reel, sandwiched in here and there with a show of cast-iron conservatism where nothing pleased.

Three long pages he filled in his order book. It footed up \$3,200, and when he finished up and handed me my duplicates I think he was the happiest man I ever saw, for I judge he sold on salary and commission. He took me out and blew me off handsome, brought a box of cigars in and gave them to the head clerk, and went away, walking on air. Before I lighted out that night I squandered 50 cents on a night message to his house, which read:

"Order given your Mr. Miles today by me a big fake. Kindly countermand for your own convenience. Miles is an amusing fellow and works hard."

"I saw Miles once since; it was about eight years ago. I carried his valise to the Q. & C. station for him at Cincinnati, but he didn't recognize me and I didn't introduce myself."

"Say," I said, earnestly, "can't you take a brace and get back; you're not so very old, and—"

"You'll pardon me if we don't go into that." We had stepped from the track while a freight train drew slowly up the grade. He did not offer to shake hands or say good-bye, but glancing around suddenly I discovered that he had jumped a low-down furniture car and was waving his

hand to me from between the cars.—Ike N. Fitem in Boot and Shoe Recorder.

Things Told by a Woman's Back.

A woman's back expresses a great deal more than one would fancy.

Observe a woman with stooped shoulders, an ill-fitting bodice, a collar pinned sloppily, a waistband escaping from the protection of the waist, and what hops into your mind?

Either that the woman is so crazed with trouble and hard luck that she isn't conscious of her appearance, or that she is simply a careless slip-shop, "no-count" mortal, to whom energy and ambition and neatness are unintelligible words.

Then look upon another back with the bodice lines straight and correct, the waist lines well placed, the collar securely and neatly fastened down, the skirt well-fitting, and the shoulders poised with firmness and grace.

What then?

You are pretty sure when you get a front view that you will see a pretty or serene face, with hair daintily dressed and neatly placed.

Sometimes, of course, you are disappointed.

A few women go in for beautiful backs and don't get any farther, but that is neither here nor there nor some place else.

Details make dress, just as the most trivial incidents contribute to the affairs of life.

An open placket and a skirtband creeping away from the waist are troubles that are not confined to any one particular class of women, for all are afflicted more or less.

Men have routed and fumed more about sagging waistbands than about scorched muffins and underdone steak.

There has been many a happily planned trip to the theater or a dinner marred by the masculine and scornful exclamation:

"Why don't you fix your belt? It looks like the dickens! You are coming all to pieces."

And as domestic happiness is about the greatest necessity—if one could live through this short span of existence with anything like tranquility—feminines had better look to the waistlines and see that they are not only carefully and correctly arranged, but artistic and becoming as well.

Remember that the public gazes more often and longer on your back than it does on your face.

Be sure that your back makes a good impression.

Made a Million in a General Store.

Elwood, Ind., Oct. 8.—Capt. R. L. Leeson, dead at his home in this city, following a surgical operation, for three decades conducted a merchandise business in this city that was the marvel of competitors in four counties. He left an estate valued at \$1,000,000, acquired principally through his dealings with the farmers of Madison, Tipton, Hamilton and Grant counties. Farmers outside of Madison county have traveled twice as far over almost impassable roads to trade at Leeson's as they

would have been forced to go had they wished to trade with other merchants.

Leeson came to Elwood from Metamora, Franklin county, in 1878, and began business on a small scale. After a few months his building was burned and he went to Richmond, discouraged, with no intention of returning. His brother, Silas Leeson, however, lent him a small sum and prevailed on him to make a new start. This he did, erecting a two-story brick building on ground that was so miry that it was generally predicted the structure would sink and disappear. To-day the building has been enlarged until it covers almost a block, another story having also been added.

Competitor after competitor was forced to the wall by the successful methods of Leeson and his three sons. The father, the leading genius of the firm, catered to the country trade, and for years he would not advertise. Leeson's trading checks were as good as bank notes and many farmers held as much as \$100 worth of this paper at a time. It was used by many as a regular medium of exchange. Leeson never paid cash for produce.

In his department store could be found almost everything from farming implements to all kinds of wearing apparel and groceries. His store was a meeting place for farmers from all directions. He maintained a hitchyard for their use directly adjoining his store. This ground includes half a city block and is rated with the most valuable in the city. All efforts to buy it for building purposes have failed, however.

Leeson was a captain in the Civil War and took a prominent part in the battle of Chickamauga, where he was shot through the hand. He was prominent in G. A. R. work. A few years ago he opened a branch department store at Alexandria, where he was highly successful. His sons will continue to operate the two big stores.

Had To Justify Excitement.

A young woman who had her purse snatched from her hand recently by a thief while boarding a car, in relating her experience, said that she lost her voice for at least a second after the incident.

"I tried to yell 'thief' at the top of my voice," she said, "but my lips seemed to be paralyzed. When I did recover my voice I made so much noise that everybody, women and all, leaped off the car and started in pursuit of the thief, who jumped over the Central Park wall and escaped."

"The funny thing then happened. All the passengers asked me how much money I had in the purse. Of course, I had made so much noise that I simply had to exaggerate fearfully. I remember saying 'a hundred or so,' when in truth I only had a quarter in the purse, and I had just borrowed that from a girl friend to pay my car fare."—New York Globe.

When a woman offends a man she is never satisfied until he apologizes.

Good wine needs no bush, but it frequently produces a blossom.

Reeder

Grand Rapids, Mich.



No. 278

This cut is an exact reproduction of our men's coltskin shoe. We can ship these to you at a moment's notice in either bright or dull finish stock, Bal. or Blucher cut. We guarantee it to be as good as the best shoe on the market at the price.

\$1.60

State Agents



Geo. H. Reeder & Co.
Grand Rapids, Mich.



Some Special Features of the Clothing Trade.

The heavyweight season has been a very satisfactory one to manufacturing clothiers. Orders were placed early and buyers were generous in the amount of goods purchased. While there were a great many visiting merchants in the markets during July and August the house trade was not large and they were only placing filling-in orders and searching for novelties. As it happened there were few of the latter in the market as the volume of business already provided for was so large that the factories would be kept busy until late in the fall to supply the goods on order.

It is as yet too early to give any idea of the lines for the coming spring and summer season. Within a month, however, the closely guarded secrets of the designer will be ready for announcement and it is expected that the traveling salesmen will start on their first trips about the first of next month. It is not expected, however, that there will be many radical changes from the styles which were worn during the past summer. There is a well defined opinion that next summer will be one in which grays and blues will figure even more prominently than in the past, and the styles will be designed on lines which will assure comfort and grace combined.

A pleasing feature of the season is the fact that the majority of buyers purchased high grade garments and it is said that the volume of business on suits to retail from \$15 upward is larger than ever before. Every firm engaged in the manufacture of clothing endeavors to create the very highest class of clothing which his trade will purchase, and this fact has been the means of educating the purchasers to buy high grade garments. The general prosperity of the country has enabled the wearers of ready-made garments to satisfy their desire for better clothing and it is astonishing to note the progress which has been made in a few years in the manufacture of suits and overcoats.

In the opinion of buyers the best selling overcoats for the coming winter will be kerseys, meltons and patent beavers in blacks and blues. The style will be the Chesterfield in both single and double breasted effects. The fancy overcoats so much worn last season will not be worn so generally, nor will the surtouts or paddock coats. Of course there will be a great many of the latter styles sold, but they will chiefly be in high priced garments.

The demand for raincoats has not diminished in any respect during the season. While some manufacturers did not show as extensive lines as heretofore other manufacturers added this department to their sample

lines and the garments have been confined to a fewer number of styles. The best selling raincoat is a loose, roomy garment of ample length, cut on the Chesterfield pattern.

Fur coats promise to sell well during the coming winter and every retail clothier should have a few styles in stock to provide for the demand which is sure to come in the event of a cold winter. Among automobilists there is a ready market for these garments and in many sections they are being generally adopted as the proper coat for severe weather wear.

Fancy waistcoats are being purchased in every section of the country and the demand for them is as great during the winter months as during the summer. There is an indication that garments of worsted fabrics will be worn more generally this winter. The patterns will be pronounced and the colors prominent. Scotch mixtures and plaids in browns and tans will sell well. Both double and single breasted effects will be worn. In evening waistcoats some handsome styles in mercerized and silk effects are being shown.—Clothier and Furnisher.

Solving Mystery of Sleep.

"Go to bed, sleepy-head," and let Sir William Gowers investigate your delectable slumbers. Sleep is an attribute common to all the more highly organized terrestrial animals, although whether whales and dolphins ever slumber still is unknown, and there are quite a number of mammals which become torpid for a longer or shorter period either during the drought and heat of a tropical summer or in the cold weather of the Northern winters. The cause of sleep is attributed by recent investigations to the existence in the brain of a "make-and-break" action. When the whole apparatus is connected the brain is in full working order; when the disconnection is made, sleep is the probable result. The active working power of the brain lies in certain nerve cells. From these spring nerve cords, which in their turn divide and subdivide until they terminate in small knobs. Formerly these nerve cells were supposed to be in permanent connection by means of their terminal branches, but now it appears that the terminations of these branches are only in apposition, and are capable of being separated. The fact that narcotic substances induce it is an almost convincing proof that such separation is the immediate cause for slumber. It is added by Sir William Gowers, who lately has developed and explained the new theory, that by its means we readily are able to explain the phenomenon of sleep-walking.

France is perhaps not usually thought of as an agricultural country, but the wheat crop this year will amount to 350,630,000 bushels and she will not have to import any from outside her own territory. Considering the enormous surplus at home here the prospects for a profitable marketing of our own crop are not what you might call blindingly bright.

Some New Features in the Shirt Trade.

Selections should be made from spring lines of shirts earlier than ordinarily this year. Two considerations make this advisable, if not imperative. The retailer will now find a more varied and attractive assortment from which to choose than if he defers this urgent duty until a month or two have elapsed. The necessity is doubly apparent because not a few of the largest manufacturers were compelled to call in particularly effective patterns during the past season at a much earlier date than they ever anticipated. Though the output of the factories is being constantly augmented the demand is so strong and widespread that a repetition of the same policy is assured in connection with the offerings now on exhibit. Secondly, in the matter of deliveries it is a case of "first come," and a position far down the list may mean a distressing delay when the goods are most desired, at the launching of the new season.

Exhaustive inspection of the spring lines reveals a disposition on the part of manufacturers to obviate so far as possible the hitherto general complaint of a lack of diversity in patterns. The endeavor to get away from the commonplace has been an earnest one. Indeed, novelty is the conspicuous feature of the new lines. Madras and cheviot are decidedly prominent fabrics, while percales have declined markedly. Attached cuffs and the coat cut have become too firmly entrenched in popular favor for any disregard of the fact. By far the vast majority of the new goods embody these features. It has been an uphill but worth-while struggle.

Likewise, a disinclination on the part of merchants in the smaller communities to order the narrower cuff, 2½ inches, is gradually disappearing. In this connection, too, the endorsement of fashion has been a powerful factor. Some of the custom makers, both East and West, have adopted the turn-back cuff, in the knowledge that the ultra trade is not disposed to count the cost. In some quarters, judging from queries, the impression prevails that the heavier the cuff the less it is likely to crack after a few journeys to the laundry. The reverse is the fact, however. The custom makers who will feature the double cuff will have the fabric three-ply instead of four, having learned their lesson from experience. This style, however, is scarcely liable to appeal to the generality of men, as one large manufacturer found during the past season. The rounded corner cuff has become staple. It may be passed through the jacket sleeve with considerably greater facility than the square cornered, and the original outline is better preserved in the laundry—two important considerations.

Stripes, plaids, small figures and combinations are shown in about equal proportions in the spring lines. Plaids, however, have been overdone. The only pattern in them with a favorable prospect has a neat figure in the center of the check. Grouped

stripe effects will be good, and there is a growing demand for the cross-bosom design, a further indication of the yearning for novelty. Some of the latest custom shirts have fine, close, cross lines with woven or printed scroll designs of self or contrasting color. Notably smart are some recently imported garments with box pleats separated by a ¾ inch space, three vertical stripes appearing in these spaces. The center stripe is broad and in a shade contrasting with the light-toned body, which is either white or of a very light tint.

Regarding colors, the new lines show no daring departures. Tans are few, solid whites are plentiful in both corded and self-figured designs, while blues are in the preponderance. Pinks and helios are less conspicuous than heretofore, yet will continue to appeal to the classy trade. There's a distinct preference for pleated fronts and a still further decrease in stiff bosom garments. It begins to look seriously as though the plain negligé and pleated garment will eventually force the stiff-front shirt far into the background, so far as medium-priced goods, principally, are concerned.—Haberdasher.

Plans for Moving Sidewalk.

A continuous moving sidewalk or platform for the rapid transportation of passengers long has been the dream of engineers. It was seen that for urban travel, where population is congested and street railways scarcely can handle the crowds, even where cars follow one another almost continuously, the moving platform, or endless belt of cars, would form an ideal system of transportation. The cars would be going always. The greatest crowds in the rush hours could be handled without difficulty. Everybody could get a seat by waiting a moment until a less crowded section of the endless train appeared. The objection that naturally occurs is that it would be impossible, or at least dangerous, for passengers to board the platform while it was moving unless the rate of speed was too slow to be practicable. Many efforts have been made in theory to avoid this difficulty. At last a suggestion is made that seems practicable. An endless line of small cars will be run. They will slow up, almost stopping, at the stations, and run as fast as may be desired between stations. This apparently impossible feat is to be accomplished simply by the use as motive machinery of a shaft with screw threads of varying pitch, along the tops of which the cars are propelled. The cars literally are screwed along, and move fast or slow, according to the pitch of the threads. Between stations, where the threads are far apart, the cars draw apart from each other and move rapidly. At the stations, where the threads are close, the cars draw together and almost stop—and at the same time the speed of the screw shaft remains unchanged.

He who smiles adds one ray of sunshine to brighten the day.

What Salary Should a Competent Credit Man Receive?

Truly the above is a heartrending question and the editor can conceive of a deep personal interest in such a problem, even if unexpressed, by every toiler in the credit profession. It has long been a bone of contention, open or secret, between the abused credit manager and the cold-hearted head of the house for years beyond reckoning. When that happy day is in sight which establishes a definite standard of salaries for different duties and offices in the mercantile ladder, then will the credit manager come into his own.

Certain firms seem to believe that the supervision and collection of accounts is properly a side issue of the book-keeper's or head clerk's duties, not perhaps realizing that this patient individual has about enough troubles of his own in getting his trial balance from the cash already entered on his books without further consuming his gray matter in devising plans to accumulate even more items on the credit side of the customer's ledger leaves.

Some heads of houses do not seem to differentiate between routine book-keeping methods and the personal elements of fine judgment entailed in the opening and satisfactory conduct of a new account. "I know personally every desirable customer and what each of my accounts will stand for," says the boss and his dictum has to stand pat. This species of employer is generally so blind to the finer points of credit safety that two or three hard financial jolts are necessary to properly waken him to recognition of credit work as a specialized branch of mercantile pursuits.

To set an arbitrary standard for the compensation of an up-to-date, keen, progressive credit man is obviously impossible. In such houses as have recognized the value of detaching their credit management to one man, his remuneration is for the most part generous. Some wholesale houses, leaders in their particular fields, are, we are told, paying salaries of \$7,500 to \$10,000 a year. Department stores, which in recent years have so rapidly increased their charge business, are reputed to pay from \$2,500 to \$5,000, this latter figure being somewhat exceptional, it is true. Many of these houses, wholesale and retail, are in constant search for every available means of information to aid their credit men and neglect no opportunity to try out any plan which seems of value.

In brief, it would appear from outward indications that the day when a firm thought that the \$15 a week clerk should shoulder the responsibility of their accounts and protect them by some rare intuitive method not yet explained, in addition to his regular day's stunt on the books, is rapidly passing. Specialization was never so necessary as in these days and never so indispensable as in the credit profession, and specialists, whether in medicine, engineering or in mercantile affairs, must be recognized as such financially.

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 | Per 100 |
| 120 | 4 | 1 1/2 | 10 | 2 90 |
| 129 | 4 | 1 1/2 | 9 | 2 90 |
| 128 | 4 | 1 1/2 | 8 | 2 90 |
| 126 | 4 | 1 1/2 | 6 | 2 90 |
| 135 | 4 1/2 | 1 1/2 | 5 | 2 95 |
| 154 | 4 1/2 | 1 1/2 | 4 | 3 00 |
| 200 | 3 | 1 | 10 | 2 50 |
| 208 | 3 | 1 | 8 | 2 50 |
| 236 | 3 1/2 | 1 1/2 | 6 | 2 65 |
| 265 | 3 1/2 | 1 1/2 | 5 | 2 65 |
| 264 | 3 1/2 | 1 1/2 | 4 | 2 70 |
| Discount, one-third and five per cent. | | | | |
| Paper Shells—Not Loaded. | | | | |
| No. 10, pasteboard boxes 100, per 100. | 72 | | | |
| No. 12, pasteboard boxes 100, per 100. | 64 | | | |
| Gunpowder | | | | |
| Kegs, 25 lbs., per keg | 4 90 | | | |
| 1/2 Kegs, 12 1/2 lbs., per 1/2 keg | 2 90 | | | |
| 1/4 Kegs, 6 1/4 lbs., per 1/4 keg | 1 60 | | | |
| Shot | | | | |
| In sacks containing 25 lbs. | | | | |
| Drop, all sizes smaller than B. | 1 85 | | | |
| AUGURS AND BITS | | | | |
| Snell's | 60 | | | |
| Jennings' genuine | 25 | | | |
| Jennings' imitation | 50 | | | |
| AXES | | | | |
| First Quality, S. B. Bronze | 6 50 | | | |
| First Quality, D. B. Bronze | 9 00 | | | |
| First Quality, S. B. S. Steel | 7 00 | | | |
| First Quality, D. B. Steel | 10 50 | | | |
| BARROWS. | | | | |
| Railroad | 15 00 | | | |
| Garden | 33 00 | | | |
| BOLTS | | | | |
| Stove | 70 | | | |
| Carriage, new list | 70 | | | |
| Plow | 50 | | | |
| BUCKETS. | | | | |
| Well, plain | 4 50 | | | |
| BUTTS, CAST. | | | | |
| Cast Loose, Pin, figured | 70 | | | |
| Wrought, narrow | 60 | | | |
| CHAIN. | | | | |
| 1/4 in. 5-16 in. 1/2 in. 3/4 in. | | | | |
| Common | 7 c. | 6 c. | 6 c. | 4 1/2 c. |
| BB. | 8 1/2 c. | 7 1/2 c. | 6 1/2 c. | 6 c. |
| BBB. | 8 3/4 c. | 7 3/4 c. | 6 3/4 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. | 1 25 | | | |
| 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 Raps | 70 | | | |
| GALVANIZED IRON. | | | | |
| Nos. 16 to 20; 22 and 24; 25 and 26; 27, 28 | | | | |
| List | 12 13 14 15 16 17 | | | |
| Discount, 70. | | | | |
| GAUGES. | | | | |
| Stanley Rule and Level Co.'s | 60 & 10 | | | |
| GLASS | | | | |
| Single Strength, by box | 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 60 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 | 3 1/2 |
| MISCELLANEOUS | |
| Bird Cages | 40 |
| Pumps, Cistern | 75 & 10 |
| Screws, New List | 85 |
| Casters, Bed and Plate | 50 & 10 & 10 |
| Dampers, American | 50 |
| MOLASSES GATES | |
| Stebbins' Pattern | 60 & 10 |
| Enterprise, self-measuring | 30 |
| PANS | |
| Fry, Acme | 60 & 10 & 10 |
| Common, polished | 70 & 10 |
| PATENT PLANISHED IRON | |
| "A" Wood's pat. plan'd, No. 24-27..10 | 80 |
| "B" Wood's pat. plan'd, No. 25-27..9 | 80 |
| Broken packages 1/2c per lb. extra. | |
| PLANES | |
| Ohio Tool Co.'s fancy | 40 |
| Sciota Bench | 50 |
| Sandusky Tool Co.'s fancy | 40 |
| Bench, first quality | 45 |
| NAILS. | |
| Advance over base, on both Steel & Wire | |
| Steel nails, base | 2 35 |
| Wire nails, base | 2 15 |
| 20 to 60 advance | Base |
| 10 to 15 advance | 5 |
| 8 advance | 20 |
| 6 advance | 30 |
| 4 advance | 45 |
| 3 advance | 50 |
| 2 advance | 50 |
| Fine 3 advance | 15 |
| Casing 10 advance | 25 |
| Casing 8 advance | 35 |
| 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 |
| Nos. 27 | 4 40 |
| All sheets No. 18 and lighter, over 30 inches wide, not less than 2-10 extra. | |
| SHOVELS AND SPADES | |
| First Grade, Doz | 5 50 |
| Second Grade, Doz | 5 00 |
| SOLDER | |
| 1/2 @ 1/2 | 21 |
| The prices of the many other qualities of solder in the market indicated by private brands vary according to composition. | |
| SQUARES | |
| Steel and Iron | 60-10-5 |
| TIN—MELYN GRADE | |
| 10x14 IC, Charcoal | 10 50 |
| 14x20 IC, charcoal | 10 50 |
| 10x14 IX, Charcoal | 12 00 |
| Each additional X on this grade, \$1 25 | |
| TIN—ALLAWAY GRADE | |
| 10x14 IC, Charcoal | 9 00 |
| 14x20 IC, Charcoal | 9 00 |
| 10x14 IX, Charcoal | 10 50 |
| 14x20 IX, Charcoal | 10 50 |
| Each additional X on this grade, \$1 50 | |
| BOILER SIZE TIN PLATE | |
| 14x56 IX., for Nos. 8 & 9 boilers, per lb 13 | |
| TRAPS | |
| Steel, Game | 75 |
| Oneida Community, Newhouse's | 40 & 10 |
| Oneida Com'y, Hawley & Norton's | 65 |
| Mouse, choker, per doz. holes | 1 25 |
| Mouse, delusion, per doz. | 1 25 |
| WIRE | |
| Bright Market | 60 |
| Annealed Market | 60 |
| Coppered Market | 50 & 10 |
| Tinned Market | 50 & 10 |
| Coppered Spring Steel | 40 |
| Barbed Fence, Galvanized | 2 75 |
| Barbed Fence, Painted | 2 45 |
| WIRE GOODS | |
| Bright | 30-10 |
| Screw Eyes | 30-10 |
| Hooks | 30-10 |
| Gate Hooks and Eyes | 30-10 |
| WRENCHES | |
| Baxter's Adjustable, Nicked | 20 |
| 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 | 55 |
| 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 |
| 1/4 gal. per doz. | 42 |
| 1 to 5 gal., per gal. | 7 |
| SEALING WAX | |
| 5 lbs. in package, per lb. | 3 |
| LAMP BURNERS | |
| No. 0 Sun | 38 |
| No. 1 Sun | 40 |
| No. 2 Sun | 50 |
| No. 3 Sun | 87 |
| Tubular | 50 |
| Nutmeg | 50 |
| MASON FRUIT JARS | |
| With Porcelain Lined Caps | |
| Pints | Per gross |
| Quarts | 5 25 |
| 1/2 gallon | 5 50 |
| Caps. | 8 25 |
| Fruit Jars packed 1 dozen in box. | 2 25 |
| LAMP CHIMNEYS—Seconds. | |
| Per box of 6 doz. | |
| Anchor Carton Chimneys | |
| Each chimney in corrugated tube | |
| No. 0, Crimp top | 1 70 |
| No. 1, Crimp top | 1 75 |
| No. 2, Crimp top | 2 75 |
| Fine Flint Glass in Cartons | |
| No. 0, Crimp top | 3 00 |
| No. 1, Crimp top | 3 25 |
| No. 2, Crimp top | 4 10 |
| Lead Flint Glass in Cartons | |
| No. 0, Crimp top | 3 30 |
| No. 1, Crimp top | 4 00 |
| No. 2, Crimp top | 5 00 |
| Pearl Top in Cartons | |
| No. 1, wrapped and labeled | 4 60 |
| No. 2, wrapped and labeled | 5 30 |
| Rochester in Cartons | |
| No. 2 Fine Flint, 10 in. (85c doz.) | 4 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 85 |
| 5 gal. galv. iron with faucet, per doz. | 4 50 |
| 5 gal. Tilted 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 50 |
| No. 12 Tubular, side lamp | 12 00 |
| No. 3 Street lamp, each | 3 50 |
| LANTERN GLOBES | |
| No. 0 Tub., cases 1 doz. each, bx. 10c | 50 |
| No. 0 Tub., cases 2 doz. each, bx. 15c | 50 |
| No. 0 Tub., bbls. 5 doz. each, per bbl. | 1 90 |
| No. 0 Tub., Bull's eye, cases 1 dz. e. 1 25 | |
| BEST WHITE COTTON WICKS | |

PEDANTIC PHILOSOPHY.

Face World Conditions as You Find Them.

Written for the Tradesman.

Occasionally some correspondent writes me a letter in which he takes an academic exception to certain and divers observations and comments that appear in these columns. Perhaps the most striking of many of these exceptions is contained in a letter which came to my desk the other day, charging me with a "cold-blooded" outlook on life, and ending with the paragraph:

"Do try to take a human view of human affairs. 'To know all is to forgive all.' 'Perfect understanding is perfect sympathy.'"

As an example of sophomoric pedantry in its relation to the hard facts of a material world, one might search far and wide and find nothing better than these quotations. I take it that the author of the letter is a young man. If he wishes to discover just how little he can realize upon such pedantic obviousness, let him get into a position in this selfish world where it seems that the philosophy ought to work. Let him approach the self-interested second party to the situation and try to balance accounts in the spirit of these aphorisms!

When a man has milled with the world along the world's own lines of milling, in which "we rub each other's angles down," he is likely to hold a decreasing tolerance for academic philosophies. Not that I would deny my correspondent's quotations—I have accepted them in their pedantic obviousness. But I am in the position of one who disputes that such philosophies are legal tender in this material world. That young man who seeks to realize upon them in any other than academic idealism is doomed to disappointment and failure. If there is one persistent note which I have tried to sound always in these columns it is that the young man entering the world of workers must count upon relinquishing much of his academic theorizing and face world conditions as he finds them.

"Take a human view of human affairs!" I never have attempted anything else—never for a moment tried to take the theoretically "humane" view which has been overworked to such degree by the idealist and the sentimentalist. My position has been that the person going into the world of affairs with only a stock of pedantic philosophies to save the hard knocks becomes a martyr to academic goodness. He is the credulous cock, induced to fly down from his high perch that the fox of the fable might admire his beautiful feathers, on the acceptance of the story of universal peace.

To-day the world is suffering most from a plethora of teaching and a paucity of practical example. Suggestion is one of the strongest and yet least material of all the things that influence human action. With enough of subconscious suggestion the subject of the influence loses his material bearings. He "sees things" that are not there. Everywhere in modern life, as it is lived, we are in-

clined to accept as fact things that wholly are fiction, no matter in what field of human interest.

For example, it will be accepted that the oath administered and taken in high court procedure presses home to a witness one of the most solemn of all his obligations to his fellow men. He pledges himself to "tell the truth, and the whole truth, and nothing but the truth." But granting that the sworn witness attempts all of this, what are the conditions which deliberately are set and operated to make a perjurer of him?

He finds in practice that one or both sides to the cause will not have "the whole truth," for the reason that it is not wholly desirable, or else in the conduct of the case there is not the time for it. On a technicality the court itself may forbid his telling the "whole truth," while now and then the judge sits looking on while an attorney tries in all artfulness to lead the witness into telling an absolute lie, which is furthest from the witness' intent to tell!

As a bit of perfect English, making the suggestion of untruth impossible, the prescribed form of the oath could not be improved upon. But out of an academic understanding of his position under it, shall one say that the average untutored witness in the box for the first time is not handicapped to the extent that he takes a blind, self-conscious, insistent position as to his evidence?

"Seems, madam? Nay, it is—I know not seems."

No philosophic theories can combat this Shakespearean insistence upon fact. "Facts are stubborn things." They are not to be dissolved by sentiment. We have accepted the theory of honesty as a best policy, but it will not be disputed for a moment that in a thousand ways in this material world the necessity of honesty is discounted in business. For yourself, convince the employer who has put you in a position of vast trust that you are inherently honest, and leave him satisfied as to your honesty—that same employer will regard as a safer risk that other employe who, with vaster sums than you under his hands and some small trickeries in his makeup, has given bond in double sum with an established surety company. "Just honest enough" has come to satisfy the world of business in far greater measure than the academic preacher would have you believe—perhaps in far greater degree than he knows out of experience.

I recall a memorable meeting in a western city, at which the evangelist, Sam Jones, was speaking in a characteristic way to a house crowded with men, women, and children. In characteristic buffoonery Jones challenged the morals of every adult in the crowded house. Finally he challenged the virtue of every man in the meeting, called upon the possible one virtuous man there to stand up if he dared assert his purity. In answer to the challenge one man rose furtively and unsteadily to his feet.

And 2,000 men and women hissed him as he stood!

Theoretically, in accordance with all teachings, a thousand shamefaced men should have left the room, leaving the one man standing there with folded arms—a hero. In cold fact, this man was forced to steal from the brazen immoralities of his fellows, carrying perhaps even the pity of the evangelist himself.

There is no virtue in blinding oneself to conditions. To be able to meet conditions sanely and effectively one must have knowledge of those conditions. Why should one prepare to cross a wide river on a bridge when it is the common knowledge of experience that he must swim it?

John A. Howland.

Prefers Married Men.

One of the largest packing houses in Chicago, that employs thousands of men, has decided to discriminate in favor of married employes, on the ground that married men do not come to work in the morning with muddled brains, bleared eyes or qualmish stomachs. When an employe gets married, the company sends him an envelope with something in it to help him establish a home and when men are laid off the unmarried men are selected. This is not done as a matter of sentiment but on business principle. The married men, having responsibilities, are not so ready to breed trouble among employes and are more regular and steady about their work.

The fellow who is imbued with the idea that the world owes him a living can get it in the penitentiary.



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| 275 | Shawl Fascinators... | 1 doz. | 36 x 36 | Assorted fancy colors | 4.50 |
| 2108 | Shawl Fascinators... | 1 doz. | Round | White, light blue and assort'd combinations | 4.50 |
| 640 | Wool Shawls | 1 doz. | 36 x 36 | Pink, blue and combination colors | 4.50 |
| 304 | Shetland Shawls | 1 doz. | 24 x 36 | Assorted, white, white and pink, etc. | 4.50 |
| 1373 | Shetland Shawls | 1/2 doz. | 30 x 42 | White, pink, blue and combinations | 6.00 |
| 763 | Shetland Shawls | 1/2 doz. | 50 x 50 | Black and white | 9.00 |
| 766 | Shetland Shawls | 1/2 doz. | 50 x 50 | Black and white | 9.00 |
| 762 | Hand Knit Scarfs | 1/2 doz. | 12 x 72 | Assorted colors | 4.50 |
| 977 | Newports | 1/2 doz. | 15 x 72 | Black, white and red | 9.00 |
| 975 | Newports | 1/2 doz. | | Black, white and combination colors | 9.00 |
| 4351 | Infants' Knit Skirts | 1/2 doz. | | Assorted dark colors | 2.25 |
| 4415 | Women's Knit Skirts | 1/2 doz. | | Assorted dark colors | 4.50 |
| 4499 | Women's Knit Skirts | 1/2 doz. | | Black, cardinal, Oxford and navy | 6.00 |

The Wm. Barie Dry Goods Co.

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Saginaw, Michigan

SQUARE YOURSELF.

No Adequate Defense For Suffering in Silence.

In the millings of the business world, especially in the great, complex offices where scores and hundreds of personalities are involved, the young man frequently faces the question of whether he shall speak or keep silent. It is a momentous question for him. There is no half way ground. He must do the one thing or the other, and the chances are that he has at most only a few hours in which to decide.

Perhaps the typical case calling for the decision is one in which the act of a fellow employe promises to involve him to his discredit. These actions or words may be coldly calculating on one extreme or they may be as unstudied and unconscious as possible on the other. But out of the situation the one innocently most concerned finds himself in the position of speaking to a superior in office or of maintaining a calm silence and waiting possible consequences. Shall he speak in self-defense?

Conventionality urges him to silence. From his first day in public school he has felt the popular intolerance accorded the tattler. Experiences of early youth have been such as to lay emphasis upon this intolerance. In business relations the reputation of the "knocker" has come to him with all its unsavoriness. Over all this he finds the conventional virtue which the conventional person draws to himself from the conventional principle of "never speaking ill of any one."

Can greater emphasis than this suggested be laid upon the young man who is asking himself, "Shall I speak or be silent?"

Human nature, trained to the adult recognition that vindication of conscience brings peace of mind, nevertheless shrinks in some measure from shouldering criticism, however that criticism may have been earned. Human nature, to the extent that it is not trained, will shirk and shift under the condition. Self-preservation is a primal instinct in man—the stronger as the man feels his weakness in community competition. As he knows and feels his strength the compunction of silence under criticism is greater.

Here we have the proposition of the weaker inclined to shift upon the stronger without conscience, or upon the weaker also, though with some possible qualms. Putting aside the strong man from the situation, the question of speaking or silence comes home with its greatest force to this weaker one, who innocently, through the actions of another, feels the impulse to speak to "square" himself.

I have in mind three young men of my acquaintance who are employed in a certain house. Two of these young men have identical positions, doing like work. The third man ranks with the others slightly in a department that is in touch with the other two. The other day this third man confided to me that it was too bad that one of these young men was

"knocking" the other steadily and persistently.

"The pity is that while Jones is 'knocking' Smith hasn't any idea of the fact," confided my young friend.

"Why don't you tell Smith?" I asked bluntly, at which my young friend was horror struck. He can not bear to be regarded as a tattler even by me.

"But you recognize that Smith is far the better man in every way, while Jones' influences are working against him?" I said. "As one ranking with both are you going to be a silent partner in Smith's undoing?"

Brown has wrestled with the proposition, but he is sitting there in silence to-day, as he is likely to be sitting there this time next year if the conditions can remain the same. If he should tell Smith can any one say if it might be more than a shifting of the burden of silence upon Smith himself?

One sententious sentence from "Tom Brown at Rugby" has been in my memory for many years. I forget the incident giving rise to it. I am no longer sure of the principals to the speech. But the pressure of the faculty is upon Tom to tell something, and he will not tell. He is under punishment for his silence, when in the presence of Tom a schoolmate asks the guilty one what he would do under the circumstances.

"Tell, let it cut where it will!" It is a matchless situation: The guilty one, strong enough to admit his double weakness, and the innocent one weak (?) enough to cling to his conventional sense of strength!

If my reader will admit of the interrogation point in the above paragraph I will ask him how far the acceptance of the question mark may simplify his own state of doubtful silence. In the best interests of community life the coward and sneak can claim no immunity at the hands of honor. If honor shall concede the immunity on the grounds of honor it must be a mistaken concession.

In the last analysis there are few persons in this world so entrenched in strength of honesty as to afford not to exact to the full the honesty that is due them. Only by dealing honestly with himself can a man be honest with his fellows. In asking and insisting upon honest consideration of himself the honest man has no more need of apology for the insistence than he would have need of apology for granting it. No sneak or shirk ever was balked by honesty in his sneakings or shirkings without recognition in his heart of the justice of his deserts. And no honest third party to the exposure ever was appealed to without conceding the justice of the appeal.

In a thousand situations of the kind not only is there no virtue in silence but persistent silence may become an active vice. Silence under injustice breeds a train of evils in the personality of the injured one. The same silence fosters another train of ills in the immunity which it gives the transgressors, and the greatest of these is license. When the man strong enough to protest fails to do so can he estimate the

countless other victims later who may be too weak to do so?

Are you honest and suffering in silence? If so, there is no adequate defense of your position.

John A. Howland.

Either or Ayther.

Two Irishmen, Pat and Mike, stood looking at bricklayers who were working on a building that was being erected, when the following conversation was overheard:

Mike: Pat, kin yez tell me what kapes them bricks together?

Pat: Sure, Mike; it's the mortar.

Mike: Not by a dom sight; that kapes them apart.

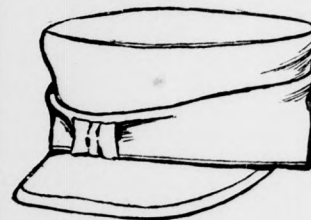
There is more good in a bad boy than in the best of dead men.

Wm. Connor

Wholesale

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Grand Rapids, Mich.

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70c, 75c, 90c, \$1.10, \$1.25, \$2.00 and \$2.25 per dozen. This includes every style worth having, such as knit wrists, gauntlets, leather fingers and palm, fur lined palm, tick lined, napped outside, etc.

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a big stock of leather gloves and mittens, as well as golf gloves, mittens and other yarn goods for men's, women's, misses' and boys' wear. Look over our line if you want good values and ready sellers.

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Grand Rapids Council No. 131, U. C. T.
Senior Counselor, Thomas E. Dryden;
Secretary and Treasurer, O. F. Jackson.

Hard Buyers the Bane of the Traveler.

As Watkins, the general dry goods salesman, and his college boy packer, John C., the son of the old man, paced the floor in the depot at Denver, waiting for their delayed train, one of his friends, with a sour look on his face, came out of the baggage room, rattling his checks.

"Hello, Sam, how are you?" asked Watkins. "You're looking a little glum."

"I have had the confoundedest time to-night wrestling with a buyer."

"Buyer, eh?" exclaimed the veteran. "Deliver me from him. There's a screw loose too often when you must deal with a buyer."

"Yes, you bet your life," answered Sam, the New York clothing man.

"This one I had this afternoon monkeyed around with me so long that I almost missed my train."

"What train are you taking?" asked Watkins.

"Denver and Rio Grande to Pueblo."

"Good! We can go along together."

"Rio Grande! Colorado Springs, Pueblo, and all points west on the main line," bawled out the caller.

"Got all the grips, Johnnie?" asked Watkins.

Soon after the train rumbled out Watkins, John C., the clothing man, and several of their friends filled the smoking compartment of their sleeper. Watkins began to joke his friend Sam about the buyer.

"All right," said Sam. "Rub it in! Rub it in! But just the same, this dealing with the buyer is the bane of the life of us boys on the road."

"You bet he's a problem," put in a big fat shoeman who sat in one of the willow chairs. "The main trouble in selling to a buyer is the uncertainty of it. He may either be a grafter, want you to bum with him, stand you off until he 'goes East,' have the swelled head, or maybe the other fellow is the one who stands in. To be sure, there are lots of honest, conscientious buyers in the country, but, as a rule, I much prefer to establish my trade where I can deal with the man whose money pays for the goods he buys."

"Yes, you bet your life. That's the system I play," observed the clothing man, "but still we must wrestle with them once in a while just the same. The worst fellow to deal with is the one who puts out the mit and wants a little graft. Now, for example, I was out in one of my big

Western towns last year about the end of my trip. The house advised me that I might close out several carry-over lots. I braced the proprietor of one of the clothing stores. My song sounded good to him and he called over his buyer and told him to go over with me and see what I had. I tried to get the proprietor himself to go along, but he said, 'No, I let my buyer here attend to all that. He'll know whether or not you have anything we can use, and it's up to him.' Mr. Buyer went down to the hotel with me. I showed him the stuff I had to close and I know the prices on it were all right. He didn't look at the stuff carefully, and, do you know, I could feel in my bones that he was out grafting. Now, here was just the fix I was in. I wouldn't offer to give him a handout. I don't believe in that sort of business. And I couldn't go up to the proprietor and tell him what I thought. The result was that I didn't do any business, when I had every right in the world to do it. I know the stuff was right in price, because afterwards I went to a larger store and got the proprietor himself to come down with me, and he picked up the lots as he would money on the sidewalk."

"Yes, and these grafters have a smooth way sometimes of getting the handout," remarked the fat shoeman, squaring himself in his chair. "I used to strike a fellow over in the Dakotas for a couple of years I could never do anything with. Finally one day he came over to my sample room. He looked over my line for a little while and then began to visit. Of course you know when we have a man in our sample rooms we don't want to force things along at all. It is then that we like to take things easy, and if we can get to visiting with a man and get acquainted with him, so much the better."

"After we had talked for half an hour or so—it was then 3 o'clock in the afternoon—starting to the door, he said to me, 'I think we can use some shoes all right. I'll go over and run through the stock and then I can give you the order in the morning. By the way, I'm sure you'll like a little sport and we can stir up two or three of the boys and have a little sociable game of poker after we close up.'"

"Well, how much did it cost you?" asked Watkins.

"Oh, I came out even. I didn't play. I looked at my watch and said: 'I'd like if possible to get West to-night on the midnight train, and don't you think you can get the stock looked up and see me this afternoon?' You know I long since learned that it's a good idea to cut out these long winded fellows anyhow. 'I shall drop over and see you later.' I went on about my business, and sold another man. Very much as I expected, the buyer, when I called at his store, said that he found they had enough."

"Yes, it's hard enough," remarked another clothing man from Philadelphia, "when we catch them at home. I had an experience this trip, since you are talking about buyers. I ran

up against one that had the swelled head. This was down in Kansas. I had been doing business in a certain store there for a long time. My old friend was getting old and he had an idea that it would be a good thing for him to get younger blood in the house—so he hired this young fellow to take charge of the clothing department. This same chap had been clerking in another town. He had knocked on my goods once and I called him down. When I went into my old friend and customer's store this time I spoke to all the boys, including the buyer—he soon told me he had become the buyer, and he was proud of it. The old gentleman hadn't come down so I said to the new buyer, 'Well, I'll go over and get opened up and be around to see you a little later on.' 'Well, there is no use coming to see us,' said he. 'We don't want any of your stuff in this store as long as I'm here.' And up and down he walked as pompous as a peacock."

"All right," said I, 'we'll see by and by.' 'Well, there won't be anything to see about. I am the buyer in that department and you can bet your life I'll never buy any of your goods.'"

"When I came back from the sample room my old customer was sitting back in the office. I walked back to where he was, and when I got around to business he said: 'Well, my young man here that I've put in charge of the clothing department will go over with you.' Then I told him of the way I had been greeted when I came earlier in the morning. 'Well, we'll see about this, Mark,' and with this he went up to the young man and said: 'Look here, you go over with this gentleman and buy some clothing. I've been handling it here for twenty years now. I have a nice home up on the hill and money in the bank. I've made money on it. I have thought well of you, but let me tell you, here's a man I have been dealing with for nearly a quarter of a century. We are going to keep on having his clothing in this house. Now, come on, and we'll go over together.'"

"When we got into the sample room the young buyer said:

"Let me see your \$5 line.' My boy spread them out. Then he said: 'Let me see your \$6 line.' He commenced to look at the buttonholes and turn up the collars, and he said: 'Well, these are not hand felled collars and hand made buttonholes—the patterns and cut of your clothing I don't like,' and he said it in a sneering kind of a way that made me mad as fire. Said I: 'Look here, young man, I've been in the clothing business for just forty years. You can't come into my sample room and before a customer of mine condemn my merchandise.'"

"I'll be hanged higher than Haman ever hung before I'll let a young chap like you do that. I know what's the matter with you, and I'm going to tell your boss right here the whole story. You have the swelled head. You say you 'aren't going to buy my merchandise because you are the buyer down here in this store.' Just about one more crack like that and I'll see that you get

fired. The idea of a young snip like you trying to tell old clothing merchants something about their business!

"Now, Dave," said I to my old friend, 'send this boy on up to the store where he belongs. Maybe he can pile coats all right, but you see plainly that he doesn't know how to buy clothing. Why, here he comes and asks me for hand made buttonholes on \$6 suits. He might just as well expect a set of four karat diamond earrings for a dollar and a half. If he wants well made clothing he must pay for it. I don't want him comparing my \$6 stuff with some other man's \$12 line. The trouble is some other man has been along here and opened up a couple of bottles of wine and swelled his head."

"And, besides, he hasn't forgot the time when I gave him a calling down that he badly needed when he was clerking over here in this other town. Look here, young man," said I to the buyer, 'I guess we haven't any more business with you and I'll not let any one stay in my sample room and knock on my line of goods.' Then said I to my merchant friend: 'Dave, you and I have been doing business together for twenty years, and don't you think we can get along without this young fellow?' 'Yes, I guess we can, Mark,' said he, and he sent the buyer back to the store."

"When I got around six months afterwards my old friend said to me: 'Well, Mark, do you know that fellow lasted just one month after you left. I couldn't stand him. He thought he knew more about my business than I did.'"

Charles N. Crewdson.

One of the important things in fire fighting which ought to have more attention than is given it is the need, indeed the absolute necessity, for uniformity in the size of hose couplings. It frequently happens that when there is a serious conflagration and help is called for from another city or village, the apparatus thus brought is useless because it cannot be attached or made a part of that of the department to which the help has come. Hose that lacks length and will not be joined to other hose might as well be left at home. Through the organizations of volunteer and paid firemen and as well through state and national legislation this end could be accomplished. It is something which ought to be done and that speedily.

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

Movements of Michigan Gideons.

J. A. Sherick, 531 South Lafayette street, Grand Rapids, of Camp No. 2, received the sad news from his wife that his son had been hit by a train at Dansville, Ill., and he took the first train to be with his loved one.

Grand Rapids Camp of Gideons will meet at class meeting and evening service on Sunday at Trinity M. E. church: W. L. Alexander, pastor. Arrangements have been made with C. F. Louthain, 15 Commerce street, which ensures an enjoyable time. All traveling men are invited.

National President Charles M. Smith, of Detroit, will be in Rochester, N. Y., Oct. 20 and 21 to aid in organizing the State. Oct. 28 and 29 he will meet with the National Gideon Cabinet in Chicago.

Sept. 29 and 30 the annual Iowa State Gideon convention was held at Mason City, and the following officers were elected for the ensuing year: President, A. B. T. Moore, Cedar Rapids; Vice-President, S. B. Nichols, Mason City; Secretary-Treasurer, T. G. Betts, Cedar Rapids; Chaplain, W. G. Wright, Nevada.

The fourth annual convention of Missouri Gideons was held at Springfield Sept. 29 and 30 and the following officers were elected for the ensuing year: President, L. C. Stumpf, St. Louis; Secretary-Treasurer, J. F. Luckett, St. Louis; Chaplain, Edward Card, St. Louis. The closing mass meeting was led by National Secretary Frank A. Garlick, of Chicago. The Gideon Circle was formed and wclosed by singing, "Blest be the tie that binds."

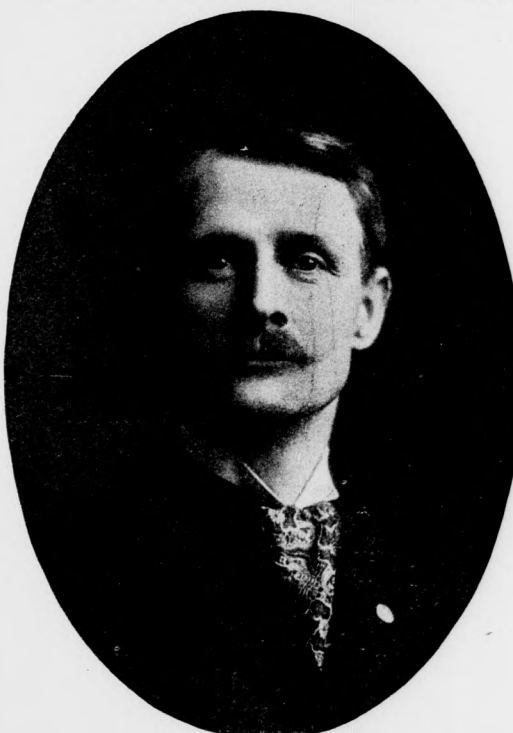
Charles A. Maxson, President of Kalamazoo Camp, No. 3, is now in Omaha, on his Western trip.

H. W. Meeker, Secretary of Kalamazoo Camp, No. 3, is at home nursing rheumatism. He does not enjoy this, but he does his Bible, as this book contains the mind of God, the state of man, the way of salvation, the doom of the sinner and the happiness of believers. Its doctrines are holy, its precepts are binding, its history is true and its decisions are immutable. Read it to be wise, believe it to be safe and practice it to be holy. It contains light to direct you, food to support you and comfort to cheer you. It is the traveler's map, the pilgrim's staff, the pilot's compass, the soldier's sword and the Christian's charter. Here paradise is restored, heaven opened and the gates of hell disclosed. Christ is the grand object, our good its design, and the glory of God its end. It should fill the memory, rule the heart and guide the feet. It is a mine of wealth, a paradise of glory and a river of pleasure. It is given you in life, will be opened in judgment, and will be remembered forever. It involves the highest responsibilities, will reward the greatest labor and will condemn all who trifle with its sacred contents.

Aaron B. Gates.

Splendid Gathering of Gideons at Jackson.

Jackson, Oct. 8—The Jackson Gideons met in the Otsego Hotel Saturday evening, Oct. 6, and, besides ap-



Charles M. Smith.

The subject of this article, Mr. Charles M. Smith, whose picture we present, is one of the best known traveling men in the State of Michigan, having represented the Michigan Drug Co. for the past twenty years and who has the distinction of being the leading salesman for that large concern, having sold more goods during the year than any of the other men connected with the company. He does not, however, take the credit for this wonderful achievement, for his manner is not of the boastful sort, but he allows the Higher Power to lead as all men ought to do in order to obtain real success.

Mr. Smith has been a faithful member of the Gideons for the past four years, having filled all the offices in connection with the organization, being local President of Detroit Camp; then elected State Secretary; last April was elected State President and

pointing a committee to draft by-laws for the Gideon mission, welcomed the visiting Gideons. There were present from out the city Chas. M. Smith, National President, and Aaron B. Gates, State Secretary, of Detroit; H. F. Huntley, State President, and Geo. A. Pierce, of Grand Rapids. Besides the local Gideons there were present a number of the mission workers of the city. An enjoyable time was had and an informal discussion of "ways and means" of mission work, also some "good for the order" talks. Brother Pierce put some Holy Ghost fire into the little meeting by giving some of his experiences. The meeting was finally adjourned to the Mission, where a testimony and song service was held.

A Gideon hotel meeting was held in the parlor of the Otsego Hotel Sunday evening, Oct. 6. National President Chas. M. Smith had the meeting in charge and we had a glorious time and one soul was born into the kingdom. Twelve persons

at the National Convention, held at Winona, Ind., July 20, 21 and 22, was elected National President of the Gideons, the highest office in the gift of the organization, thereby honoring Detroit and Michigan for the first time in having within its borders the National President. Mr. Smith has justly earned the appointment and is well qualified to fill the office in an extraordinarily satisfactory way. There is no busier man in the State of Michigan than Mr. Smith, nevertheless, the spare moments that many men allow to slip away he is devoting to Christian work and in this way he has gained the admiration of all his acquaintances. He is a member of the Cass Avenue Methodist church.

He is a brother of Congressman Sam. Smith, of Pontiac.

He is just the man who can fill the office of National President in its entirety.

were present, seven of whom were Gideons, and another unseen one, the Holy Spirit, was also present in great power. The meeting lasted until nearly 12:30, but no one thought it was long, every one having a testimony. Oh, that we might have more such blessed seasons!

H. W. Beals, Sec'y.

Butter, Eggs, Poultry and Beans at Buffalo.

Buffalo, Oct. 10—Creamery, fresh, 22@26½c; dairy, fresh, 20@23c; poor to common, 16@19c.

Eggs—Fancy caddled, 27@28c; choice, 25@26c.

Live Poultry—Springs, 11@12c; fowls, 11@12c; ducks, 12½@13½c; old cox, 8@9c.

Dressed Poultry—Fowls, iced, 13@13½c; old cox, 9@10c.

Beans—Pea, hand-picked, \$1.50@1.60; marrow, \$2.50; mediums, \$1.60@1.65; red kidney, \$2.40@2.50.

At any rate, the loser is never accused of cheating.

Looking Out for Number One.

Written for the Tradesman.

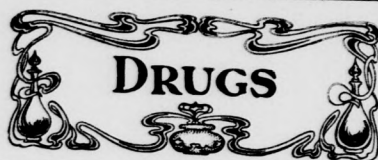
It is both right and natural that every person should look out for number one. But there is a limit to the extent to which this policy may rightfully be carried. To do so to the exclusion of one's duty to the general public is wrong. The rights of others must be respected; otherwise one is not a good citizen. Those who enjoy the privileges and protection afforded by popular government should at least endeavor to be good citizens.

Too often we see one class arrayed against another, each one striving to secure advantages for itself regardless of the injuries which may thus be inflicted upon the other. The prosperity of each may be equally of benefit to the public; the decline of either one may also be detrimental to the public good. In fact, the permanent welfare of one may depend upon the continued prosperity of that other against which the first is arrayed. An advantage gained may for a time seem to result in decided benefit, yet a continuation of the triumph over the other may prove a permanent loss to the one who inaugurated the aggressive movement. "He that diggeth a pit shall himself fall therein," is a well-demonstrated truth.

Human endeavor becomes unbalanced when this self-seeking policy is followed. A corrective force may be found necessary to restore and maintain an equilibrium. This is indicated in the scriptural injunction: "Thou shalt love thy neighbor as thyself." The rule for its application is also from the same source, and easy to be understood: "As ye would that men should do to you, do ye even so to them." E. E. Whitney.

Arthur W. Kelly, the veteran Detroit shoe salesman, is again in the harness. There are not many salesmen on the road who remember when "Old Man" Kelly first picked up his grip; but there are any number who like and respect him; and he has friends in every town in the State. Mr. Kelly's first experience was in the tobacco line, with the firm which preceded the Globe Tobacco Co. Six years later he went with H. S. Robinson & Burtenshaw, the firm with which many of Detroit's present shoe men learned the business. He spent twenty years with them, leaving only when all the original firm were gone from the field. Then he formed a connection with the Keith shoe people of Brockton, Mass., retiring a few months ago on account of his wife's illness. Mr. Kelly's devotion to his wife was touching, and her death last summer was a heartbreaking blow. Advised to take up his work again, he was promptly engaged by Henry D. Menzies, the elk skin shoe man, who had worked with him for the old firm. His first trip demonstrated, as he said, that "the old man can sell shoes." Many of his former customers told him to spread out his samples and made their own orders.

He who locks his tongue in locks a good deal of trouble out.



Michigan Board of Pharmacy.
 President—Henry H. Helm, Saginaw.
 Secretary—Sid. A. Erwin, Battle Creek.
 Treasurer—W. E. Collins, Owosso; J. D. Muir, Grand Rapids; Arthur H. Webber, Cadillac.
 Next meeting—Third Tuesday in November.

Michigan State Pharmaceutical Association.
 President—John L. Wallace, Kalamazoo.
 First Vice-President—G. W. Stevens, Detroit.
 Second Vice-President—Frank L. Shilley, Reading.
 Third Vice-President—Owen Raymo, Wayne.
 Secretary—E. E. Calkins, Ann Arbor.
 Treasurer—H. G. Spring, Unionville.
 Executive Committee—J. O. Schlottbeck, Ann Arbor; F. N. Maus, Kalamazoo; John S. Bennett, Lansing; Minor E. Keyes, Detroit; J. E. Way, Jackson.

WORTH CASH.

Common Weeds Used in the Drug Trade.

That the American gardener, farmer or planter is unaware of the great demand and the immense profit to be made from the cultivation of medicinal plants is proven clearly when one considers the vast amount of these crude materials imported into this country each year. In round numbers over \$18,000,000 annually is sent to foreign countries for the purchase of these plants, roots, etc., a great many of which could be raised at little expense by the American farmer.

Just think of the drug mills of this country sending to foreign lands for their supply of the common burdock, dandelion, and couch grass. This may seem absurd to some, but, upon the authority of the Department of Agriculture, many tons of these roots are imported annually. Every one is familiar with the burdock or dandelion. They may be seen growing on almost any vacant lot or along any road. There is no place in the world where these plants grow more plentifully than in the United States; still the drug mills are obliged to import many thousands of pounds annually to meet their requirements.

Not many years ago the golden seal was so abundant in many sections of this country, especially in the East and in the Ohio Valley, that it was considered a pest by farmers, who tore it up, burned it off, and smothered it to keep it from overrunning their fields and pastures.

Through these determined efforts at destroying it there has been a steadily increasing shortage, until today it is worth from 95 cents to \$1.25 a pound, and oftentimes much higher prices are quoted. Over 700,000 pounds of golden seal is used by the drug mills of this country every year in the manufacture of medicine. Of this amount only 150,000 pounds are purchased here, the remaining 550,000 pounds being imported.

Seneca root or snake root, like golden seal, at one time was plentiful in this country, but through burning, etc., it has been so nearly exterminated that at the present time the market is supplied with difficulty. The cultivation of seneca root would

be as profitable as the cultivation of golden seal, and it does not require near the care in raising it.

Anise and coriander seed are imported in large quantities. All that is needed to insure successful cultivation of these plants is a well drained, rich soil. The seeds are gathered just before they ripen.

A few acres devoted to sage growing undoubtedly will yield excellent returns on the money and labor invested. As rich soil is not necessary for the growing of sage it can be raised successfully in nearly all parts of the country, although the South is the best adapted to its cultivation.

There are many plants which could be cultivated by the American farmer and gardener at little expense, and the results are sure and the market price always is increasing. Following is a list of plants which thrive in this country and which can be raised with great profit. The demand for these is steady:

Boneset.
 Wild lettuce.
 Burdock.
 Indian turnip.
 Lemon palm.
 Rhubarb.
 Fireweed.
 Peppermint.
 Hoarhound.
 Solomon's seal.
 Catnip.
 Yarrow.
 Marigold.
 Black root.
 Golden seal.
 Southernweed.
 Goldenrod.
 Sweet basil.
 American senna.
 Scullcap.
 Lobelia.
 Sweet fern.
 Spikeweed.
 Angelica.
 Fleabane.
 Rue.
 Opium poppy.
 Saffron.
 Savory.
 Burnet.
 Pennyroyal.
 Sweet bugle.
 Dandelion.
 Milkweed.
 Jimson.
 Carpenter's square.
 Spearmint.
 Smartweed.
 Blood root.
 Wild ginger.
 Black snake root.
 American Columba.
 Life-everlasting.
 Queen of the meadow.
 Motherwort.
 Quassia.
 Mullein.
 Sage.
 Pink root.
 Poke.
 Capsicum.
 Chamomile flowers.
 Sarsaparilla.
 Thyme.
 Fennel.
 Elder flowers.
 Parsley.
 Briony.
 Skunk cabbage.

Water lily.
 Mandrake.
 Yellow dock.

The cleaning and preserving of medicinal plants is the most important branch of the work. The seasons when the various herbs have their fullest flavor are as follows: Basil, from the middle of August to middle of September; marjoram, throughout July; winter savory, end of July and throughout August; summer savory, the same; thyme of various kinds, through June and July; mints of various kinds, latter end of June and during July; sage, August and September; tarragon and burnet, June, July and August; fennel, chervil, parsley, elder flowers, May, June and July.

Gather them when they first begin to blossom, on a dry day and before the sun has been long on them. Clean from dirt, etc., by washing and dry off with soft towels. After this lay the wilted herbs in a warm oven and dry gradually with gentle heat. When dry, assemble in bags made of paper and tie in bundles; after which hang in a dry, cool place, out of reach of direct sunlight. To prepare roots for the market rub in water, preferably running, to get rid of the dirt and some of the surface mucous matter, which if left on would render them moldy. The large ones should be cut, split or peeled.

Aromatic plants, however, never should be peeled, the odor residing largely in the bark. Spread out on sieves or hurdles and let dry at a temperature of not over 120 deg. Fahrenheit. This may be done by placing the sieve over a stove, or in a drying closet, taking care to move the roots about and change the surfaces exposed to the direct action of the air. Thick and juicy roots, such as rhubarb, briony, pond lily, etc., are cut in slices, the latter strung on threads and hung in a temperature of about 90 to 100 deg. Fahrenheit. Squills are scaled and threaded and hung around a stove pipe, not too near the fire, or put them in a drying closet. Rhubarb should be re-washed to separate the mucous principle, which would otherwise render it black and soft when powdered. Tubers are sliced, strung on threads and dried in a steam closet. If insects or worms get into the roots or herbs about the best plan to get rid of them is by subjecting the material to the action of sulphurous acid gas, or the fumes of burning sulphur, shut up in a tight box.

George A. Russ.

A Spoiled Cat.

A certain little girl, living in a town in Tennessee, owns a puppy and a family of kittens, and one of the puppy's tricks is to bury a kitten in a sand pile back of the house and watch it squirm out.

One day, however, he played the trick once too often; the kitten failed to come forth, and the little girl found her pet dead. Carrying it to the house in her apron, she held the limp thing out to her mother and exclaimed in indignation:

"Just look at that, mamma: a perfectly good cat spoiled!"

Told From the Inside.

A red-faced man was holding the attention of a little group with some wonderful recitals.

"The most exciting chase I ever had," he said, "happened a short time ago in Russia. One night, when sleighing about ten miles from my destination I discovered, to my intense horror, that I was being followed by a pack of wolves. I fired blindly into the pack, killing one of the brutes, and to my delight saw the others stop to devour it. After doing this, however, they came on again. I kept on repeating the dose, with the same result, and each respite gave me an opportunity to whip up my horses. Finally there was only one wolf left, yet on it came, with its fierce eyes glaring in anticipation of a good, hot supper—"

Here the man who had been sitting in the corner burst forth into a fit of laughter.

"Why, man," he said, "by your way of reckoning, that last wolf must have had the rest of the pack inside of him!"

"Ah!" said the red-faced man without a tremor, "now I remember, it did wobble a bit."

The preachers of New Brunswick, N. J., have formed a union and are affiliated with the central body of that city. The proposition, as we understand it, is that no one shall be permitted to preach the gospel in New Brunswick who can not show a union card, and that no other brand of doctrine than that bearing the union label will be permitted expression in the New Brunswick pulpits. St. Peter has been notified that if he admits any one who does not wear the union button heaven will be listed as unfair and members of the union will be recommended to patronize the other place.



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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.

Advanced—
Advanced—Citric Acid, Oil Peppermint, Camphor.

| | | |
|-----------------------------------|--|---------------------------|
| Aceticum 6@ 8 | Copaiba 1 15@ 1 25 | Scillae Co 6@ 8 |
| Benzolcum, Ger. 70@ 75 | Cubebae 1 35@ 1 40 | Tolutan 6@ 8 |
| Boracic 27@ 17 | Evechthitos 1 00@ 1 10 | Prunus virg 6@ 8 |
| Carbolicum 26@ 29 | Erigeron 1 00@ 1 10 | |
| Citricum 52@ 55 | Gaultheria 2 25@ 2 35 | Tinctures |
| Hydrochlor 3@ 5 | Geranium 1 00@ 1 10 | Anconitum Nap's R |
| Nitricum 8@ 12 | Gossipii Sem gal 50@ 60 | Anconitum Nap's F |
| Ossalicum 10@ 12 | Hedeoma 2 40@ 2 60 | Aloes |
| Phosphorium, dil. 6@ 15 | Juniperia 40@ 40 20 | Arnica |
| Salicylicum 42@ 45 | Lavendula 90@ 2 75 | Aloes & Myrrh |
| Sulphuricum 13@ 15 | Limonis 1 35@ 1 40 | Asafoetida |
| Tannicum 75@ 85 | Mentha Piper 3 50@ 3 60 | Atropae Belladonna |
| Tartaricum 38@ 40 | Morruhae Verid 5 00@ 5 50 | Aurant Cortex |
| | Myrrica 3 00@ 3 50 | Benzoin |
| Ammonia | Olive 75@ 80 | Benzoin Co |
| Aqua, 18 deg. 4@ 6 | Picls Liquida 10@ 12 | Barosma |
| Aqua, 20 deg. 6@ 8 | Picls Liquida gal 35@ 35 | Cantharides |
| Carbonas 13@ 15 | Ricina 1 02@ 1 05 | Capsicum |
| Chloridum 12@ 14 | Rosmarini 1 01@ 1 05 | Cardamon |
| Aniline | Rosae oz 5 60@ 6 00 | Cardamon Co |
| Black 3 00@ 3 25 | Succini 40@ 45 | Castor |
| Brown 80@ 1 00 | Sabina 90 1 00 | Catechu |
| Red 45@ 50 | Santal 2 35@ 2 40 | Cinchona |
| Yellow 2 50@ 3 00 | Sassafras 75@ 80 | Cinchona Co |
| Baccae | Sinapis, cas, oz. 6@ 65 | Columbia |
| Cubebae 1 22@ 1 25 | Tigil 10@ 1 20 | Cubebae |
| Juniperus 7@ 8 | Thyme 40@ 50 | Cassia Acutifol |
| Xanthoxylum 30@ 35 | Thyme, opt 6@ 60 | Cassia Acutifol Co |
| Balsamum | Theobromas 15@ 20 | Digitalis |
| Copaiba 45@ 50 | | Erigeron |
| Peru 6@ 10 | Potassium | Ferri Chloridum |
| Terabin, Canada 60@ 65 | Bi-Carb 15@ 18 | Gentian |
| Tolutan 35@ 40 | Bichromate 13@ 15 | Gentian Co |
| Cortex | Bromide 25@ 30 | Guaiac |
| Abies, Canadian. 18 | Carb 12@ 15 | Guaiac ammon |
| Cassia 45 | Chlorate 12@ 14 | Hyocyanus |
| Cinchona Flava. 18 | Cyanide 34@ 38 | Iodine |
| Buonymus atro. 45 | Iodide 2 50@ 2 60 | Iodine, colorless |
| Myrica Cerifera 15 | Potassa, Bitart pr 30@ 32 | Kino |
| Prunus Virgin. 15 | Potass Nitras opt 7@ 10 | Lobelia |
| Quillaja, gr'd 12 | Potass Nitras 6@ 65 | Myrrh |
| Sassafras 24 | Prussiate 23@ 26 | Nux Vomica |
| Ulmus 25 | Sulphate po 15@ 18 | Opil |
| Extractum | Radix | Opil, camphorated |
| Glycyrrhiza Gla. 24@ 30 | Aconitum 20@ 25 | Opil, deodorized. |
| Glycyrrhiza, po. 28@ 30 | Althae 30@ 35 | Quassia |
| Haematox 11@ 12 | Anchusa 10@ 12 | Rhatany |
| Haematox, 1s 13@ 14 | Arum po 25@ 25 | Rhei |
| Haematox, 1/4s 14@ 15 | Calamus 20@ 40 | Sanguinaria |
| Haematox, 1/4s 16@ 17 | Gentiana po 15 12@ 15 | Serpentaria |
| Carbonate Precip. 15 | Glycyrrhiza pv 15 16@ 18 | Stramonium |
| Citrate and Quina 2 00 | Hydrastis, Canada 1 90 | Tolutan |
| Citrate Soluble 55 | Hydrastis, Can. po 2 00 | Valerian |
| Ferrocyanidum S 40 | Heliosc, Alba. 12@ 15 | Veratrum Veride. |
| Solut. Chloride 15 | Inula, pr 15@ 22 | Zingiber |
| Sulphate, com'l. 2 | Ipecac, po 2 40@ 2 50 | |
| Sulphate, com'l. by 70 | Iris plox 35@ 40 | |
| bbl. pr cwt. 70 | Jalapra, pr 25@ 30 | |
| Sulphate, pure 70 | Maranta, 1/4s 35@ 35 | |
| | Podophyllum po. 15@ 18 | |
| Flora | Rhei 75@ 100 | |
| Arnica 15@ 18 | Rhei, cut 1 00@ 1 25 | |
| Anthemlis 30@ 35 | Rhei, pv 75@ 100 | |
| Matricaria 30@ 35 | Spigella 1 45@ 1 50 | |
| Folia | Sanguinari, po 18 6@ 15 | |
| Barosma 30@ 38 | Serpentaria 50@ 55 | |
| Cassia Acutifol. | Senega 85@ 90 | |
| Thinnevely 15@ 20 | Smlax, off's H. 4@ 48 | |
| Cassia, Acutifol. 25@ 30 | Smlax, M 4@ 48 | |
| Salvia officinalis. 18@ 20 | Scillae po 45 20@ 25 | |
| 1/4s and 1/4s 8@ 10 | Symplocarpus 6@ 25 | |
| Uva Ursi 8@ 10 | Valeriana Eng 6@ 25 | |
| Gummi | Valeriana, Ger. 15@ 20 | |
| Acacia, 1st pkd. | Zingiber a 12@ 14 | |
| Acacia, 2nd pkd. | Zingiber j 22@ 25 | |
| Acacia, 3rd pkd. | | |
| Acacia, sifted sts. | Semen | |
| Acacia, po. 45@ 65 | Anisum po 20. 16@ 16 | |
| Aloe Barb 22@ 25 | Apium (grave)'s 13@ 15 | |
| Aloe, Cape 25@ 25 | Bird, 1s 4@ 6 | |
| Aloe, Socotri 45@ 45 | Carul po 15 12@ 14 | |
| Ammoniac 55@ 60 | Cardamon 70@ 90 | |
| Asafoetida 25@ 40 | Corlandrum 12@ 14 | |
| Benzoinum 50@ 55 | Cannabis Sativa 7@ 8 | |
| Catechu, 1s 13@ 13 | Cydontum 75@ 100 | |
| Catechu, 1/4s 14@ 14 | Chenopodium 25@ 30 | |
| Catechu, 3/4s 14@ 14 | Dipterix Odorate. 80@ 100 | |
| Camphora 1 12@ 1 21 | Foeniculum 13@ 18 | |
| Galbanum 1@ 10 | Foenugreek, po. 7@ 9 | |
| Gamboge, po. 1 35@ 1 41 | Lini 4@ 6 | |
| Guaiacum po 35 45@ 45 | Lini, grd. bbl. 2 1/2 3@ 6 | |
| Kino.....po 45c 35@ 35 | Lobella 75@ 80 | |
| Mastic 40@ 40 | Phalaris Cana'n 9@ 10 | |
| Myrrh.....po 50 45@ 45 | Rapa 5@ 6 | |
| oil 3 30@ 3 35 | Sinapis Alba 7@ 9 | |
| Shellac 60@ 70 | Sinapis Nigra 9@ 10 | |
| Shellac, bleached 60@ 65 | | |
| Tragacanth 70@ 100 | Spiritus | |
| Herba | Frumenti W D. 2 00@ 2 50 | |
| Absinthium 4 50@ 4 60 | Frumenti 1 25@ 1 50 | |
| Eupatorium oz pk 25 | Juniperis Co O T 1 65@ 2 00 | |
| Lobella.....oz pk 25 | Juniperis Co 1 75@ 2 00 | |
| Majorum.....oz pk 28 | Saccharum N E 1 90@ 2 10 | |
| Mentra Pip. oz pk 23 | Spt Vini Galli 1 75@ 2 00 | |
| Mentra Ver. oz pk 35 | Vini Oporto 1 25@ 2 00 | |
| Rue.....oz pk 29 | Vina Alba 1 25@ 2 00 | |
| Tanacetum V. 22 | | |
| Thymus V. oz pk 22 | Sponges | |
| Magnesia | Florida Sheeps' wool | |
| Calced, Pat 55@ 60 | carriage 1 00@ 3 50 | |
| Carbonate, Pat. 18@ 20 | Nassau sheeps' wool | |
| Carbonate, K-M. 18@ 20 | carriage 3 50@ 3 75 | |
| Carbonate 18@ 20 | Velvet extra sheeps' wool, carriage. 2 00 | |
| Oleum | Extra yellow sheeps' wool, carriage. 1 25 | |
| Absinthium 4 90@ 5 00 | Grass sheeps' wool, carriage 2 25 | |
| Amygdalae, Dulc. 50@ 60 | Hard, slate use. 7@ 100 | |
| Amygdalae, Ama 8 00@ 8 25 | Yellow Reef, for slate use 1 40 | |
| Anisi 1 75@ 1 80 | Syrups | |
| Aurant Cortex 2 75@ 2 85 | Acacia 60@ 60 | |
| Bergamoti 2 85@ 3 00 | Aurant Cortex 60@ 60 | |
| Caliputri 1 40@ 1 50 | Zingiber 60@ 60 | |
| Carophilli 1 40@ 1 50 | Ipecac 60@ 60 | |
| Cedar 50@ 50 | Ferri Iod 60@ 60 | |
| Chenopadii 3 75@ 4 00 | Rhei Arom 60@ 60 | |
| Cinnamoni 1 50@ 1 60 | Smlax Off's 50@ 50 | |
| Citronella 40@ 40 | | |
| Cedronum Moe 80@ 80 | | |

| | | | | | | |
|-----------------------|-----------------|----------------------|-------------------|--------------------|-------------------|-----------|
| Liquor Arsen et | | Rubia Tinctorum | 12@ 14 | Vanilla |9 00@ | |
| Hydrarg Iod .. | 25 | Saccharum La's. | 22@ 25 | Zinci Sulph |7@ | 8 |
| Liq Potass Arsnit | 10@ 12 | Salacin |4 50@ 4 75 | | | |
| Magnesia, Sulph. | 2@ 3 | Sanguis Drac's | 42@ 50 | Oils | | |
| Mannia, Sulph bbl | 1@ 1 1/2 | Sapo, W | 10@ 14 | Whale, winter | ..... | bbl. gal. |
| Manna, S F | 45@ 50 | Sapo, M | 10@ 12 | Lard, extra | ..... | 70@ 70 |
| Menthol |3 40@ 3 50 | Sapo, G | 10@ 15 | Lard, No. 1 | ..... | 60@ 65 |
| Morphia, S P & W | 35@ 36 | Selditz Mixture | 20@ 22 | Linseed, pure raw | ..... | 35@ 41 |
| Morphia, S N Y Q | 32@ 39 | Sinapis |@ 18 | Linseed, boiled | ..... | 30@ 42 |
| Morphia, Mal. | 2 35@ 2 60 | Sinapis, opt |@ 30 | Neat's-foot, w str | ..... | 65@ 78 |
| Moschus Canton. | | Snuff, Maccaboy, | | Spts. Turpentine | ..... | Market |
| Myristica, No. 1 | 25@ 30 | DeVos |@ 51 | Paints | | bbl. L. |
| Nux Vomica po 15 | @ 10 | Snuff, S'h DeVos |@ 51 | Red Venetian |1 1/2 | 2 @3 |
| Os Sepia |25@ 28 | Soda, Boras |9@ 11 | Ochre, yel Mar |1 1/2 | 2 @4 |
| Pepsin Saac, H & | | Soda, Boras, po. |9@ 11 | Ocre, yel Ber |1 1/2 | 2 @4 |
| P D Co |@ 1 00 | Soda et Pot's Tart | 25@ 28 | Putty, commer'l | 2 1/2@ 2 1/2 | @3 |
| Pcis Liq N N 1/4 | | Soda, Carb | 1 1/2@ 2 | Putty, strictly pr | 2 1/2@ 2 1/2 | @3 |
| gal doz |@ 2 00 | Soda, Bi-Carb |3@ 5 | Vermillion, Prime | | |
| Pcis Liq qts |@ 1 00 | Soda, Ash |3 1/2@ 4 | American | ..... | 13@ 15 |
| Pcis Liq. pints. |@ 60 | Soda, Sulphas |@ 2 | Vermillion, Eng. | 75@ 80 | |
| Pil Hydrarg po |@ 50 | Spts, Cologne |@ 2 60 | Green, Paris |24 | @30 |
| Pil Nigra po |@ 18 | Spts, Ether Co. | 50@ 55 | Green, Pennsular |13 | @16 |
| Piper Alb po |@ 30 | Spts, Myrcia Dom |@ 2 00 | Lead, red |7 1/4@ 7 1/4 | @7 1/2 |
| Pix Burgum |@ 8 | Spts, Vini Rect bbl |@ | Whiting, white S'n | ..... | @ 90 |
| Plumbi Acet |12@ 15 | Spts, V'l Rect 1/2 b |@ | Whiting, Gliders | ..... | @ 95 |
| Pulvis Ip'e et Opil 1 | 30@ 1 50 | Spts, V'l R't 10 gl |@ | White, Paris Am'r | ..... | @ 1 25 |
| Pyrethrum, bxs H |@ 75 | Spts, V'l R't 5 gal |@ | Whit'g Paris Eng | ..... | cliff |
| P & D Co. doz |@ 75 | Strychnia, Cryst'l | 1 05@ 1 25 | Universal Prep'd | 1 10@ 1 20 | |
| Pyrethrum, pv |20@ 25 | Sulphur Subl |1 00@ 1 25 | Varnishes | | |
| Quassiae |@ 10 | Sulphur, Roll |2 1/2@ 3 1/2 | No. 1 Turp Coachl | 10@ 1 20 | |
| Quina, S P & W |17@ 27 | Tamarinds |@ 8 10 | Extra Turp |1 60@ 1 70 | |
| Quina, S Ger |17@ 27 | Terebenth Venice |28@ 30 | | | |
| Quina, N. Y. |17@ 27 | 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

| Col | 1 | 2 |
|--------------------|----------------------------------|--------------------------------|
| A | ARCTIC AMMONIA | OYSTERS |
| Ammonia | 12 oz. ovals 2 doz. box | Cove, 1lb. @ 90 |
| Axle Grease | 1lb. tin boxes, 3 doz. 2.85 | Cove, 2lb. @ 1.65 |
| | 3 1/2 lb. tin boxes, 2 doz. 4.25 | Cove, 1lb. Oval @ 1.65 |
| B | BAKED BEANS | PLUMS |
| Baked Beans | 10lb. pails, per doz. 6.00 | Marrowfat @ 1.00 |
| Bluing | 15lb. pails, per doz. 7.20 | Early June 1.00 @ 1.60 |
| Brooms | 25lb. pails, per doz. 12.00 | Early June Sifted 1.25 @ 1.65 |
| Brushes | BAKED BEANS | PEACHES |
| Butter Color | 1lb. can, per doz. 90 | Pie 1.00 @ 1.15 |
| | 2lb. can, per doz. 1.40 | Yellow 1.50 @ 2.25 |
| | 3lb. can, per doz. 1.80 | Grated Pineapple 1.25 @ 2.75 |
| C | BATH BRICK | Sliced Pumpkin 1.35 @ 2.55 |
| Candles | American 75 | Fair 70 |
| Canned Goods | English 85 | Good 80 |
| Carbon Oils | BLUING | Fancy 1.00 |
| Catsup | 6 oz. ovals 3 doz. box \$ 40 | Gallon 2.00 |
| Cereals | 16 oz. round 2 doz. box 75 | RASPBERRIES |
| Cheese | Sawyer's Pepper Box | Standard @ |
| Chewing Gum | No. 3, 3 doz. wood | Russian Caviar |
| Chicory | No. 3, 3 doz. wood | 1/4 lb. cans 3.75 |
| Chocolate | No. 5, 3 doz. wood | 1/2 lb. cans 7.00 |
| Clothes Lines | boxes 7.00 | 1lb. cans 12.00 |
| Cocoa | BROOMS | SALMON |
| Cocoa Shells | No. 1 Carpet 2.75 | Col'a River, falls 1.80 @ 1.85 |
| Coffee | No. 2 Carpet 2.35 | Col'a River, flats 1.90 @ 1.95 |
| Confections | No. 3 Carpet 2.15 | Red Alaska 1.20 @ 1.30 |
| Crackers | No. 4 Carpet 1.75 | Pink Alaska 1.00 @ 1.00 |
| Cream Tartar | Parlor Gem 2.40 | SARDINES |
| | Common Whisk 85 | Domestic 1/4 s 3/4 @ 3/4 |
| D | Fancy Whisk 1.20 | Domestic 1/4 s 6 @ 9 |
| Dried Fruits | Warehouse 3.00 | California 1/4 s 11 @ 24 |
| | BRUSHES | California 1/4 s 17 @ 24 |
| Farinaceous Goods | Scrub | French 1/4 s 7 @ 14 |
| Fish and Oysters | Solid Back 8 in. 75 | French 1/4 s 18 @ 28 |
| Fishing Tackle | Solid Back, 11 in. 95 | SHRIMPS |
| Flavoring Extracts | Pointed Ends 85 | Standard 1.20 @ 1.40 |
| Fresh Meats | Stove | Succotash |
| | No. 3 75 | Fair 85 |
| | No. 2 1.10 | Good 1.00 |
| | No. 1 1.75 | Fancy 1.25 @ 1.40 |
| G | SHOE | STRAWBERRIES |
| Gelatine | No. 8 1.00 | Standard 1.10 |
| Grain Bags | No. 7 1.30 | Fancy 1.40 @ 2.00 |
| Grains and Flour | No. 4 1.70 | TOMATOES |
| | No. 3 1.90 | Fair @ 95 |
| H | BUTTER COLOR | Good @ 1.00 |
| Herbs | W. R. & Co.'s, 15c size 1.25 | Fancy @ 1.20 |
| Hides and Pelts | W. R. & Co.'s, 25c size 2.00 | Gallons @ 3.00 |
| I | CANDLES | CARBON OILS |
| Jelly | Electric Light, 8s. 9 1/2 | Perfection @ 10 |
| | Electric Light, 16s. 10 | Water White @ 9 1/2 |
| L | Paraffine, 6s. 9 | D. S. Gasoline @ 16 |
| Licorice | Paraffine, 12s. 9 1/2 | 76 Gasoline @ 19 |
| | Wicking 20 | 87 Gasoline @ 19 |
| M | CANNED GOODS | Deodor' Nap'a @ 13 1/2 |
| Matches | 3lb. Standards 1.00 | Cylinder 29 @ 34 1/2 |
| Meat Extracts | Gallon 1.75 | Engine 16 @ 22 |
| Mince Meat | 2lb. Blackberries 90 @ 1.75 | Black, winter 9 @ 10 1/2 |
| Molasses | Standards gallons 90 @ 1.75 | CEREALS |
| Mustard | BEANS | Breakfast Foods |
| | Baked 80 @ 1.30 | Bordeau Flakes, 36 lb. 2.50 |
| N | Red Kidney 85 @ 95 | Cream of Wheat, 36 lb. 4.50 |
| Nuts | String 70 @ 1.15 | Egg-O-See, 36 pkgs. 2.85 |
| | Wax 75 @ 1.25 | Excella Flakes, 36 lb. 2.60 |
| O | BLUEBERRIES | Excella, large pkgs. 4.50 |
| Olives | Standard @ 1.40 | Force, 36 2 lb. 4.50 |
| P | Gallon | Grape Nuts, 2 doz. 2.70 |
| Pipes | BROOK TROUT | Malta Ceres, 24 lb. 2.40 |
| Pickles | 2lb. cans, spiced 1.90 | Malta Vita, 36 lb. 2.85 |
| Playing Cards | CLAMS | Maple-Flake, 36 lb. 4.05 |
| Potash | Little Neck, 1lb. 1.00 @ 1.25 | Pillsbury's Vitos, 3 dz. 4.25 |
| Provisions | Little Neck, 2lb. @ 1.50 | Ralston, 36 2lb. 4.50 |
| | CLAM BOUILLON | Sunlight Flakes, 36 lb. 2.85 |
| R | Burnham's 1/2 pt. 1.90 | Sunlight Flakes, 20 lbs 4.00 |
| Rice | Burnham's pts. 3.60 | Vigor, 36 pkgs. 2.75 |
| | Burnham's qts. 7.20 | Zest, 20 2lb. 4.10 |
| S | CHEERIES | Zest, 36 small pkgs. 2.75 |
| Salad Dressing | Red Standards 1.30 @ 1.50 | CRESCENT FLAKES |
| Saleratus | White 1.50 | One case 2.50 |
| Salt | Fair 60 @ 75 | Five cases 2.40 |
| Salt Soda | Good 55 @ 90 | Special deal until Oct. 1. |
| Salt Fish | Fancy 1.25 | One-half case free with |
| Seeds | FRENCH PEAS | 5 1/2 cases. |
| Shoe Blacking | Sur Extra Fine 22 | One-fourth case free with |
| Snuff | Extra Fine 19 | 2 1/2 cases. |
| Soap | Fine 15 | Freight allowed |
| Soda | Moyen 11 | Rolled Cots |
| Soups | GOOSEBERRIES | Rolled Avena, nbl. 5.19 |
| Spices | Standard 90 | Steel Cut, 100 lb. sacks 2.85 |
| Starch | HOMINY | Monarch, bbl. 4.60 |
| Syrups | Standard 95 | Monarch, 90 lb. sacks 2.40 |
| T | LOBSTER | Quaker, cases 3.10 |
| Tea | Star, 1/2 lb. 2.15 | CRACKED WHEAT |
| Tobacco | Star, 1lb. 3.90 | Bulk 24 2 lb. packages 2.50 |
| Twine | Picnic Tails 2.60 | CATSUP |
| V | MACKEREL | Columbia 25 pts. 4.50 |
| Vinegar | Mustard, 1lb. 1.80 | Columbia, 25 1/2 pts. 2.60 |
| | Mustard, 2lb. 2.80 | Snider's quarts 3.25 |
| W | Soused, 1 1/2 lb. 1.80 | Snider's pints 2.25 |
| Wicking | Soused, 2lb. 2.80 | Snider's 1/2 pints 1.30 |
| Woodenware | Tomato, 1lb. 1.30 | CHEESE |
| Wrapping Paper | Tomato, 2lb. 2.80 | Acme @ 14 |
| | MUSHROOMS | Carson City @ 14 |
| Y | Hotels 15 @ 20 | Elsie @ 14 |
| Yeast Cake | 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 i'y Fingers 12 | London Layers, 4 cr |
| Peerless @ 13 1/2 | Cocoanut Macaroons .18 | Cluster, 5 crown |
| Riverside @ 14 | Dixie Sugar Cookie .9 | Loose Muscates, 2 cr |
| Springdale @ 13 1/2 | Fruit Honey Squares 12 1/2 | Loose Muscates, 3 cr @ 7 1/2 |
| Warner's @ 14 1/2 | Frosted Cream .....8 | Loose Muscates, 4 cr @ 7 1/2 |
| Brick @ 14 | Fluted Cocoanut .....10 | L. M. Seeded, 1 lb. 8 @ 8 1/2 |
| Leiden @ 15 | Fig Sticks .....12 | L. M. Seeded, 1/2 lb. |
| Limburger @ 13 | Ginger Gems .....8 | Sultanas, bulk |
| Pineapple @ 40 | Graham Crackers .....8 | Sultanas, package 7 1/2 @ 8 |
| Sap Sago @ 60 | Ginger Snaps, N. B. C. 7 | FARINACEOUS GOODS |
| Swiss, domestic @ 15 | Hazelnut .....11 | Beans |
| Swiss, imported @ 20 | Hippodrome .....10 | Dried Lima .....6 |
| CHEWING GUM | Honey Cake, N. B. C. 12 | Med. Hd Pk'd .1 75 @ 1.65 |
| American Flag Spruce 50 | Honey Fingers, As Ice. 12 | Brown Holland .....2 25 |
| Beeman's Pepsin .....55 | Honey Jumbles .....12 | Farina |
| Madam .....45 | Household Cookies As 8 | 24 1lb. packages .....1.75 |
| Best Pepsin .....45 | Iced Honey Crumpets 10 | Bulk, per 100 lbs. ....3.00 |
| Best Pepsin, 5 boxes. 2.00 | Imperial .....8 | Hominy |
| Black Jack .....50 | Jersey Lunch .....8 | Flake, 50lb. sack .....1.00 |
| Largest Gum Made .....55 | Jamaica Gingers .....10 | Pearl, 200lb. sack .....3.70 |
| Sen Sen .....50 | Kream Klips .....20 | Pearl, 100lb. sack .....1.85 |
| Sen Sen Breath Perf. 95 | Lady Fingers .....12 | Maccaroni and Vermicelli |
| Sugar Loaf .....50 | Lem Yen .....11 | Domestic, 10lb. box. 60 |
| Yucatan .....50 | Lemon Gems .....10 | Imported, 25lb. box. 2.50 |
| CHICORY | Lemon Biscuit Sq. ....8 | Pearl Barley |
| Bulk .....4 | Lemon Wafer .....16 | Common .....2.15 |
| Red .....4 | Lemon Cookie .....8 | Chester .....2.25 |
| Eagle .....4 | Malaga .....11 | Empire .....3.25 |
| Frank's .....4 | Mary Ann .....8 | Peas |
| Schener's .....6 | Marshmallow Walnuts 16 | Green, Wisconsin, bu. 1.25 |
| CHOCOLATE | Muskegon Branch, iced 11 | Green, Scotch, bu. 1.30 |
| Walter Baker & Co.'s | Molasses Cakes .....8 | Split, lb. ....4 |
| Premium .....23 | Mouthful of Sweetness 14 | Sago |
| Vanilla .....30 | Mixed Picnic .....11 1/2 | East India .....6 1/2 |
| Caracas .....31 | Mich. Frosted Honey. 12 | German, sacks .....6 1/2 |
| Eagle .....35 | Mich. Frosted Honey. 12 | German, broken pkg. |
| COCOA | Mich. Frosted Honey. 12 | Taploca |
| Baker's .....38 | Mich. Frosted Honey. 12 | Flake, 110 lb. sacks .....7 |
| Cleveland .....41 | Mich. Frosted Honey. 12 | Pearl, 130 lb. sacks .....7 |
| Colonial, 1/4 s .....35 | Mich. Frosted Honey. 12 | Pearl, 24 lb. pkgs. ....7 1/2 |
| Colonial, 1/2 s .....33 | Mich. Frosted Honey. 12 | FLAVORING EXTRACTS |
| Epps .....42 | Mich. Frosted Honey. 12 | Footie & Jenks |
| Huyler .....45 | Mich. Frosted Honey. 12 | Coleman's Van. Lem. 2.00 |
| Van Houten, 1/4 s .....12 | Mich. Frosted Honey. 12 | 2 oz. Panel .....1.20 |
| Van Houten, 1/2 s .....20 | Mich. Frosted Honey. 12 | 3 oz. Taper .....2.00 |
| Van Houten, 1/4 s .....40 | Mich. Frosted Honey. 12 | No. 4 Rich. Blake 2.00 1.50 |
| Van Houten, 1s .....72 | Mich. Frosted Honey. 12 | Jennings |
| Webb .....30 | Mich. Frosted Honey. 12 | Terpeness Ext. Lemon |
| Wilbur, 1/4 s .....41 | Mich. Frosted Honey. 12 | No. 2 Panel D. C. ....75 |
| Wilbur, 1/2 s .....42 | Mich. Frosted Honey. 12 | No. 4 Panel D. C. ....1.50 |
| COCOA SHELLS | Mich. Frosted Honey. 12 | No. 6 Panel D. C. ....2.00 |
| 20lb. bags .....2 1/2 | Mich. Frosted Honey. 12 | Taper Panel D. C. ....1.50 |
| Less quantity .....3 | Mich. Frosted Honey. 12 | 1 oz. Full Meas. D. C. 65 |
| Pound packages .....4 | Mich. Frosted Honey. 12 | 2 oz. Full Meas. D. C. 1.60 |
| COFFEE | Mich. Frosted Honey. 12 | 4 oz. Full Meas. D. C. 2.25 |
| Rio | Mich. Frosted Honey. 12 | Jennings |
| Common .....13 1/2 | Mich. Frosted Honey. 12 | Mexican Extract Vanilla |
| Fair .....14 1/2 | Mich. Frosted Honey. 12 | No. 2 Panel D. C. ....1.20 |
| Choice .....15 1/2 | Mich. Frosted Honey. 12 | No. 4 Panel D. C. ....2.00 |
| Fancy .....16 1/2 | Mich. Frosted Honey. 12 | No. 6 Panel D. C. ....3.00 |
| Santos | Mich. Frosted Honey. 12 | Taper Panel D. C. ....2.00 |
| Common .....13 1/2 | Mich. Frosted Honey. 12 | 1 oz. Full Meas. D. C. 85 |
| Fair .....14 1/2 | Mich. Frosted Honey. 12 | 2 oz. Full Meas. D. C. 1.60 |
| Choice .....15 1/2 | Mich. Frosted Honey. 12 | 4 oz. Full Meas. D. C. 3.00 |
| Fancy .....16 1/2 | Mich. Frosted Honey. 12 | GRAIN BAGS |
| Peaberry .....19 | Mich. Frosted Honey. 12 | Amoskeag, 100 in bale 19 |
| In-er Seal Goods. | Mich. Frosted Honey. 12 | Amoskeag, less than bl 19 1/2 |
| Almond Bon Bon .....1.50 | Mich. Frosted Honey. 12 | GRAINS AND FLOUR |
| Albert Biscuit .....1.00 | Mich. Frosted Honey. 12 | No. 1 White .....68 |
| Animals .....1.00 | Mich. Frosted Honey. 12 | No. 2 Red .....69 |
| Breemner's But. Wafers 1.00 | Mich. Frosted Honey. 12 | Winter Wheat Flour |
| Butter Thin Biscuit. 1.00 | Mich. Frosted Honey. 12 | Local Brands |
| Cheese Sandwich .....1.00 | Mich. Frosted Honey. 12 | Patents .....4.30 |
| Cocoanut Macaroons .250 | Mich. Frosted Honey. 12 | Second Patents .....4.10 |
| Cracker Meal .....75 | Mich. Frosted Honey. 12 | Straight .....3.90 |
| Faust Oyster .....1.00 | Mich. Frosted Honey. 12 | Second Straight .....3.70 |
| Fig Newtons .....1.00 | Mich. Frosted Honey. 12 | Clear .....3.30 |
| Five O'clock Tea .....1.00 | Mich. Frosted Honey. 12 | Graham .....3.50 |
| Frosted Coffee Cake. 1.00 | Mich. Frosted Honey. 12 | Buckwheat .....5.50 |
| Frotana .....1.00 | Mich. Frosted Honey. 12 | Rye .....3.75 |
| Ginger Snaps, N. B. C. 1.00 | Mich. Frosted Honey. 12 | Subject to usual cash discount. |
| Lemon Snaps .....1.50 | Mich. Frosted Honey. 12 | Flour in barrels, 25c per |
| Marshmallow Dainties 1.00 | Mich. Frosted Honey. 12 | barrel additional. |
| Oatmeal Crackers .....1.00 | Mich. Frosted Honey. 12 | Worden Grocer Co.'s Brand |
| Oysterettes .....50 | Mich. Frosted Honey. 12 | Quaker, paper .....3.90 |
| Pretzellettes, H. M. 1.00 | Mich. Frosted Honey. 12 | Quaker, cloth .....4.10 |
| Royal Toast .....1.00 | Mich. Frosted Honey. 12 | Wykes-Schroeder Co. |
| Saltine .....1.00 | Mich. Frosted Honey. 12 | Eclipse |
| Saratoga Flakes .....1.50 | Mich. Frosted Honey. 12 | Kansas Hard Wheat Flour |
| Seymour Butter .....1.00 | Mich. Frosted Honey. 12 | Judson Grocer Co. |
| Social Tea .....1.00 | Mich. Frosted Honey. 12 | Fanchon, 1/4 s cloth .4 30 |
| Soda, N. B. C. ....1.00 | Mich. Frosted Honey. 12 | Spring Wheat Flour |
| Soda, Select .....1.00 | Mich. Frosted Honey. 12 | Roy Baker's Brand |
| Sponge Lady Fingers 1.00 | Mich. Frosted Honey. 12 | Golden Horn, family. 4.50 |
| Sultana Fruit Biscuit. 1.50 | Mich. Frosted Honey. 12 | Golden Horn, baker's. 4.40 |
| Unedda Biscuit .....50 | Mich. Frosted Honey. 12 | Calumet .....4.15 |
| Unedda Jinjer Wayfer 1.00 | Mich. Frosted Honey. 12 | Wisconsin Rye .....3.40 |
| Unedda Milk Biscuit. 50 | Mich. Frosted Honey. 12 | Judson Grocer Co.'s Brand |
| Vanilla Wafers .....1.00 | Mich. Frosted Honey. 12 | Ceresota, 1/4 s .....5.00 |
| Water Thin .....1.00 | Mich. Frosted Honey. 12 | Ceresota, 1/4 s .....4.90 |
| Zu Zu Ginger Snaps. 50 | Mich. Frosted Honey. 12 | Ceresota, 1/4 s .....4.80 |
| Zwieback .....1.00 | Mich. Frosted Honey. 12 | Gold Mine, 1/4 s cloth. 4.50 |
| CREAM TARTAR | Mich. Frosted Honey. 12 | Gold Mine, 1/4 s cloth. 4.40 |
| Barrels or drums .....29 | Mich. Frosted Honey. 12 | Gold Mine, 1/4 s cloth. 4.30 |
| Boxes .....30 | Mich. Frosted Honey. 12 | Gold Mine, 1/4 s paper. 4.30 |
| Square cans .....32 | Mich. Frosted Honey. 12 | Gold Mine, 1/4 s paper. 4.30 |
| Fancy caddies .....35 | Mich. Frosted Honey. 12 | Lemon & Wheeler's Brand |
| DRIED FRUITS | Mich. Frosted Honey. 12 | Wingold, 1/4 s .....4.80 |
| Apples | Mich. Frosted Honey. 12 | Wingold, 1/4 s .....4.70 |
| Sundried .....40 | Mich. Frosted Honey. 12 | Wingold, 1/4 s .....4.60 |
| Evaporated | Mich. Frosted Honey. 12 | Pillsbury's Brand |
| California Prunes | Mich. Frosted Honey. 12 | Best, 1/4 s cloth .....4.90 |
| 100-125 25lb. boxes. | Mich. Frosted Honey. 12 | Best, 1/4 s cloth .....4.80 |
| 60-100 25lb. boxes. @ 6 1/2 | Mich. Frosted Honey. 12 | Best, 1/4 s cloth .....4.70 |
| 80-90 25lb. boxes. @ 6 1/2 | Mich. Frosted Honey. 12 | Best, 1/4 s paper .....4.75 |
| 70-80 25lb. boxes. @ 6 1/2 | Mich. Frosted Honey. 12 | Best, 1/4 s paper .....4.75 |
| 60-70 25lb. boxes. @ 7 1/4 | Mich. Frosted Honey. 12 | Best, wood .....5.00 |
| 50-60 25lb. boxes. @ 7 1/4 | Mich. Frosted Honey. 12 | Worden Grocer Co.'s Brand |
| 40-50 25lb. boxes. @ 8 1/4 | Mich. Frosted Honey. 12 | Laurel, 1/4 s cloth .....4.90 |
| 30-40 25lb. boxes. @ 8 1/4 | Mich. Frosted Honey. 12 | Laurel, 1/4 s cloth .....4.80 |
| 1/2 c less in 50lb. cases | Mich. Frosted Honey. 12 | Laurel, 1/4 s & 1/4 s paper 4.70 |
| Citron | Mich. Frosted Honey. 12 | Laurel, 1/4 s .....4.70 |
| Coriscan @ 22 | Mich. Frosted Honey. 12 | Wykes-Schroeder Co. |
| Imp'd 1 lb. pkg. @ 8 1/2 | Mich. Frosted Honey. 12 | Sleepy Eye, 1/4 s cloth. 4.70 |
| Imported bulk @ 8 1/2 | Mich. Frosted Honey. 12 | Sleepy Eye, 1/4 s cloth. 4.60 |
| Peel | Mich. Frosted Honey. 12 | Sleepy Eye, 1/4 s cloth. 4.50 |
| Lemon American .....14 | Mich. Frosted Honey. 12 | Sleepy Eye, 1/4 s paper. 4.50 |
| Orange American .....13 | Mich. Frosted Honey. 12 | Sleepy Eye, 1/4 s paper. 4.50 |
| Chocolate Drops | Mich. Frosted Honey. 12 | |

| 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 21 00 Corn Meal, coarse 21 00 Oil Meal, old proc. 32 00 Winter Wheat Bran 19 50 Winter Wheat Midg'g 21 50 Cow Feed 20 00 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 1 85 15 lb. pails, per 4 00 30 lb. pails, per 7 00 LICORICE Pure 30 Calabria 23 Sicily 14 Root 11 MATCHES C. D. Crittenden Co. Saginaw Noiseless Tip 4 50 @ 4 75 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 26 Good 22 Half barrels 2c extra. MINCE MEAT Columbia, per case 2 75 MUSTARD Horse Radish, 1 dz. 1 75 Horse Radish, 2 dz. 3 50 OLIVES Bulk, 1 gal. kegs 1 65 Bulk, 2 gal. kegs 1 60 Bulk, 5 gal. kegs 1 55 Manzanilla, 8 oz. 90 Queen, pints 2 50 Queen, 19 oz. 4 50 Queen, 28 oz. 7 00 Stuffed, 5 oz. 90 Stuffed, 8 oz. 1 45 Stuffed, 10 oz. 2 40 PIPES Clay, No. 216 1 70 Clay, T. D., full count 65 Cob, No. 3 85 PICKLES Medium Barrels, 1,200 count 6 00 Half bbls., 600 count 3 50 Small Barrels, 2,400 count 7 50 Half bbls., 1,200 count 4 25 PLAYING CARDS No. 90 Steamboat 85 No. 15, Rival, assorted 1 20 No. 20, Rover enameled 1 60 No. 572, Special 1 75 No. 98 Golf, satin finish 2 00 No. 808 Bicycle 2 00 No. 632 Tourist whist. 2 25 POTASH 48 cans in case 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 1/4 Bellies 11 1/4 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 Bacon, dried beef sets 13 1/2 Bacon, clear 13 California Hams 8 1/4 Picnic Boiled Ham 14 Boiled Ham 19 1/2 Berlin Ham, pressed 8 Mince Ham 9 Lard Compound 7 1/2 Pure 10 80 lb. tubs, advance 1/4 60 lb. tubs, advance 1/4 50 lb. tubs, advance 1/4 20 lb. tubs, advance 1/4 10 lb. pails, advance 1/4 5 lb. pails, advance 1/4 3 lb. pails, advance 1/4 Sausages Bologna 5 Liver 6 1/2 Frankfort 7 Pork 7 Veal 7 Tongue 7 Headcheese 7 Beef Extra Mess 10 00 Boneless 9 50 Rump, new 10 50 Pig's Feet 1/4 bbls. 1 10 1/2 bbls., 40 lbs. 1 85 1/2 bbls. 3 25 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, 1/4s 45 Potted ham, 1/2s 85 Deviled ham, 1/4s 45 Deviled ham, 1/2s 85 Potted tongue, 1/4s 45 Potted tongue, 1/2s 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 L. P. 3 00 Wyandotte, 100 1/4s 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 @ 6 1/4 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, 8 lbs. 1 65 Mess, 8 lbs. 1 40 No. 1, 100 lbs. 12 50 No. 1, 4 lbs. 5 50 No. 1, 10 lbs. 1 55 No. 1, 8 lbs. 1 28 Whitefish No. 1, No. 2 Fam 100lb. 9 75 50lb. 5 25 10lb. 1 12 8lb. 92 SEEDS Anise 10 Canary, Smyrna 5 1/2 Caraway 9 Cardamom, Malabar 1 00 Celery 18 Hemp, Russian 4 1/2 Mixed Bird 3 Mustard, white 3 Poppy 9 Rape 4 1/2 Cattle Bone 25 SHOE BLACKING Handy Box, large, 3 dz. 2 50 Handy Box, small, 1 25 Bixby's Royal Polish 85 Miller's Crown Polish 85 SNUFF Scotch, in bladders 37 Maccaboy, in jars 35 French Rappie in jars 43 SOAP J. S. Kirk & Co. American Family 4 00 Dusky Diamond, 50 8 oz. 2 80 Dusky D'nd, 100 6 oz. 3 80 Jap Rose, 50 bars 3 75 Savon Imperial 3 00 White Russian 3 10 Dome, oval bars 3 00 Satinet, oval 2 15 Snowberry, 100 cakes 4 00 Proctor & Gamble Co. Lenox 3 00 Ivory, 6 oz. 4 00 Ivory, 10 oz. 6 75 Star 3 25 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. Wisley Good Cheer 4 00 Old Country 3 40 Soap Powders Lautz Bros. & Co. Snow Boy 4 00 Gold Dust, 24 large 4 50 Gold Dust, 100-5c 4 00 Kirkoline, 24 4lb. 3 80 Pearline 3 75 Soapine 4 10 Babbitt's 1776 3 75 Roseine 3 50 Armour's 3 70 Wisdom 3 80 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 gr lots 5 00 Sapolio, single boxes 2 25 Sapolio, hand 2 25 Scourine Manufacturing Co Scourine, 50 cakes 1 80 Scourine, 100 cakes 3 50 SODA Boxes 5 1/2 Kegs, English 4 1/4 SOUPS Columbia 3 00 Red Letter 90 SPICES Whole Spices Allspice 12 Cassia, China in mats. 12 Cassia, Canton 16 Cassia, Batavia, bund. 28 Cassia, Saigon, broken. 55 Cassia, Saigon, in rolls. 55 Cloves, Amboyina 25 Cloves, Zanzibar 18 Mace 55 Nutmegs, 75-80 45 Nutmegs, 105-10 35 Nutmegs, 115-20 30 Pepper, Singapore, blk. 15 Pepper, Singap. white. 25 Pepper, shot 17 Pure Ground in Bulk Allspice 16 Cassia, Batavia 28 Cassia, Saigon 48 Cloves, Zanzibar 18 Ginger, African 15 Ginger, Cochiti 15 Ginger, Jamaica 25 Mace 65 Mustard 18 Pepper, Singapore, blk. 17 Pepper, Singap. white. 28 Pepper, Cayenne 20 Sage 20 STARCH Common Gloss 1lb. packages 4 @ 5 3lb. packages 4 @ 1/2 6lb. packages 5 @ 1/2 40lb. and 50lb. boxes 3 @ 3 1/2 Barrels @ 3 Common Corn 20lb. packages 5 40lb. packages 4 @ 7 SYRUPS Corn Barrels 25 Half Barrels 27 20lb. cans 1/4 dz. in case 1 80 10lb. cans 1/2 dz. in case 1 75 5lb. cans 2 dz. in case 1 85 2 1/2 lb. 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 40 Sweet Burley 44 Tiger 40 Plug Red Cross 31 Palo 35 Hiawatha 41 Kylow 35 Battle Ax 37 American Eagle 33 Standard Navy 37 Spear Head, 7 oz. 47 Spear Head, 1 1/4 oz. 44 Nobby Twist 39 Jolly Tar 39 Old Honesty 43 Toddy 34 J. T. 38 Piper Heidsieck 66 Root Jack 80 Honey Dip Twist 40 Black Standard 40 Cadillac 40 Forge 34 Nickel Twist 52 Mill 32 Great Navy 36 Smoking Sweet Core 34 Flat Car 32 Warpath 26 Bamboo, 16 oz. 25 I X L, 5lb. 27 I X L, 16 oz. pails 31 Honey Dew 40 Gold Block 40 Flagman 40 Chips 33 Kiln Dried 21 Duke's Mixture 40 Duke's Cameo 43 Myrtle Navy 44 Yum Yum, 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. 35 Peerless, 1 1/2 oz. 38 Air Brake 36 Ant Hook 30 Country Club 32-34 Forex-XXXX 30 Good Indian 25 Self Binder, 16oz. 8oz. 20-22 Silver Foam 24 Sweet Marie 24 Royal Smoke 42 TWINE Cotton, 3 ply 22 Cotton, 4 ply 22 Jute, 2 ply 14 Hemp, 6 ply 14 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, med 6 00 Willow, Clothes, small 5 00 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 Barrel, 15 gal., each 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 85 12lb. cotton mop heads 1 40 Ideal No. 7 90 Pails 2-hoop Standard 1 60 3-hoop Standard 1 75 2-wire, Cable 1 70 3-wire, Cable 1 90 Cedar, all red, brass 25 Paper, Eureka 2 70 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 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 18-in. Cable, No. 1 7 50 16-in. Cable, No. 2 6 50 No. 1 Fibre 10 80 No. 2 Fibre 9 45 No. 3 Fibre 8 55 Wash Boards Bronze Globe 2 50 Dewey 1 75 Double Acme 2 75 Single Acme 2 25 Double Peerless 3 50 Single Peerless 3 50 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 2 25 WRAPPING PAPER Common Straw 1 1/2 Fibre Manila, white 2 1/4 Fibre Manila, colored 4 No. 1 Manila 4 Cream Manila 3 Butcher's Manila 2 1/4 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. 50 Yeast Foam, 3 doz. 1 15 Yeast Cream, 3 doz. 1 00 Yeast Foam, 1 1/2 doz. 58 FRESH FISH Jumbo Whitefish @ 15 No. 1 Whitefish @ 14 Trout @ 14 Halibut @ 10 Ciscocoe or Herring @ 8 Bluefish @ 11 Live Lobster @ 25 Boiled Lobster @ 30 Cod @ 12 Haddock @ 10 Pickrel @ 8 Pike @ 8 Perch, dressed @ 12 1/2 Smoked, White @ 15 Red Snapper @ 16 Col. River Salmon 1/4 @ 16 Mackerel 1/4 @ 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 Lambs 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 Pails Standard 7 Standard H H 7 1/2 Standard Twist 7 1/2 Jumbo, 32 lb. Cases Extra H H 7 Boston Cream 10 Olde 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 Ribbon 10 Broken 10 Cut Loaf 7 1/2 Leader 8 1/2 Kindergarten 8 Bon Ton Cream 8 1/2 French Cream 8 1/2 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 11 Eclipse Chocolates 11 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 Wafles 12 Old Fashioned Molasses Kisses, 10lb. box 1 20 Orange Jellies 50 Fancy-in 5lb. Boxes Lemon Sours 50 Peppermint Drops 60 Chocolates 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 55 Mottos 60 Cream Bar 60 G. M. Peanut Bar 55 Hand Made C'ms. 80 @ 90 String Buttons 65 String Rock 60 Wintergreen Berries 60 Old Time Assorted 2 75 Buster Brown Goodies 3 50 Up-to-date Asstnt. 3 75 Ten Strike No. 1 6 50 Ten Strike No. 2 6 50 Ten Strike, Summer assortment 6 75 Scientific Asst't. 18 00 Pop Corn Dandy Smack, 24s 65 Dandy Smack, 100s. 2 75 Pop Corn Fritters, 100s 50 Pop Corn Toast, 100s 50 Cracker Jack 3 25 Checkers, 5c pkg. case 3 50 Pop Corn Balls, 200s 1 20 Cicero Corn Cakes 5 per box 60 Azulikit 100s 3 00 Cough Drops Putnam Menthol 1 00 Smith Bros. 1 25 NUTS--Whole Almonds, Tarragona 15 Almonds, Avica 15 @ 16 Almonds, California sft. shell 15 @ 16 Brazil 14 @ 15 Filberts @ 12 Cal. No. 1 @ 17 Walnuts, soft shelled @ 16 Walnuts, marbot @ Table nuts, fancy @ 13 Pecans, med. @ 14 Pecans, ex. large @ 15 Pecans, Jumbos @ 16 1/2 Hickory Nuts per bu. Ohio new @ 5 Cocanuts @ 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 Alicante Almonds @ 33 Jordan Almonds @ 47 Peanuts Fancy, H. P. Suns 5 1/4 Roasted, H. P. Suns 6 1/4 @ 7 Choice, H. P. Jumbo 6 1/4 Choice, H. P. Jumbo 6 1/4 Roasted 7 1/4 | | | | | |

Special Price Current

AXLE GREASE



Mica, tin boxes... 75 9 00
Paragon 55 6 00

BAKING POWDER

Royal



10c size 90
1/4 lb. cans 1 35
6oz. cans 1 90
1/2 lb. cans 2 50
3/4 lb. cans 3 75
1 lb. cans 4 80
3 lb. cans 13 00
5 lb. cans 21 50

BLUING



C. P. Bluing

Doz.
Small size, 1 doz. box... 40
Large size, 1 doz. box... 75

CIGARS



G J Johnson Cigar Co.'s bd.
Less than 500 33
500 or more 32
1,000 or more 31

Worden Grocer Co. brand
Ben Hur

Perfection 35
Perfection Extras 35
Londres 35
Londres Grand 35
Standard 35
Puritans 35
Panatellas, Finas 35
Panatellas, Bock 35
Jockey Club 35

COCOANUT

Baker's Brazil Shredded



70 1/4 lb. pkg. per case 2 60
35 1/2 lb. pkg. per case 2 60
38 1/4 lb. pkg. per case 2 60
16 1/2 lb. pkg. per case 2 60

FRESH MEATS

Beef

Carcass 4 1/2 @ 8 3/4
Hindquarters 6 1/2 @ 10
Loins 8 @ 14
Ribs 8 @ 12
Rounds 5 1/2 @ 8
Chucks 5 @ 5 1/2
Plates 4 @ 4
Livers 3 @ 3

Pork

Loins @ 13 1/2
Dressed @ 12
Boston Butts @ 12
Shoulders @ 10
Leaf Lard @ 9 1/4

Mutton
Carcass @ 9
Lambs @ 13
Spring Lambs 13 @ 14

Veal
Carcass 5 1/2 @ 8

CLOTHES LINES

Sisal
60ft. 3 thread, extra... 1 00
72ft. 3 thread, extra... 1 40
90ft. 3 thread, extra... 1 70
60ft. 6 thread, extra... 1 29
72ft. 6 thread, extra...

Jute
60ft. 75
72ft. 90
90ft. 1 05
120ft. 1 50

Cotton Victor
50ft. 1 10
60ft. 1 35
70ft. 1 60

Cotton Windsor
50ft. 1 30
60ft. 1 44
70ft. 1 80
80ft. 2 00

Cotton Braided
40ft. 95
50ft. 1 35
60ft. 1 65

Galvanized Wire
No. 20, each 100ft. long 1 90
No. 19, each 100ft. long 2 10

COFFEE
Roasted
Dwinell-Wright Co.'s B'ds.



White House, 1 lb.
White House, 2 lb.
Excelsior, M & J, 1 lb.
Excelsior, M & J, 2 lb.
Tip Top, M & J, 1 lb.
Royal Java
Royal Java and Mocha
Java and Mocha Blend
Boston Combination
Distributed by Judson
Grocer Co., Grand Rapids;
Lee & Cady, Detroit; Sym-
ons Bros. & Co., Saginaw;
Brown, Davis & Warner,
Jackson; Godsmark, Du-
rand & Co., Battle Creek;
Fielbach Co., Toledo.

Peerless Evap'd Cream 4 00

FISHING TACKLE

1/2 to 1 in. 6
1 1/4 to 2 in. 7
1 1/2 to 2 in. 9
1 3/4 to 2 in. 11
2 in. 15
3 in. 20

Cotton Lines

No. 1, 10 feet 5
No. 2, 15 feet 7
No. 3, 15 feet 9
No. 4, 15 feet 10
No. 5, 15 feet 11
No. 6, 15 feet 12
No. 7, 15 feet 15
No. 8, 15 feet 18
No. 9, 15 feet 20

Linen Lines

Small 20
Medium 24
Large 26

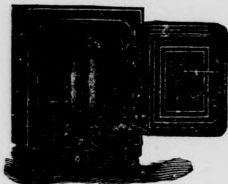
Poles

Bamboo, 14 ft., per doz. 55
Bamboo, 16 ft., per doz. 60
Bamboo, 18 ft., per doz. 80

GELATINE

Cox's 1 qt. size 1 10
Cox's 2 qt. size 1 61
Knox's Sparkling, doz. 1 20
Knox's Sparkling, gro. 14 00
Knox's Acidu'd, doz. 1 20
Knox's Acidu'd, gro. 14 00
Nelson's 1 50
Oxford 75
Plymouth Rock 1 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, large 3 75
Halford, small 2 25

Use

Tradesman

Coupon

Books

Made by

Tradesman Company

Grand Rapids, Mich.

We sell more 5 and 10
Cent Goods Than Any
Other Twenty Whole-
sale Houses in the
Country.

WHY?

Because our houses are the recog-
nized headquarters for these
goods.

Because our prices are the lowest.
Because our service is the best.

Because our goods are always
exactly as we tell you they are.

Because we carry the largest
assortment in this line in the
world.

Because our assortment is always
kept up-to-date and free from
stickers.

Because we aim to make this one
of our chief lines and give to
it our best thought and atten-
tion.

Our current catalogue lists the most com-
plete offerings in this line in the world.
We shall be glad to send it to any merchant
who will ask for it. Send for Catalogue J.

BUTLER BROTHERS

Wholesalers of Everything—By Catalogue Only

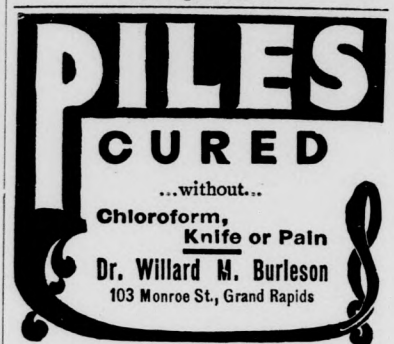
New York Chicago St. Louis

School Supplies

Holiday Goods

Wait for the big line.

FRED BRUNDAGE Wholesale Druggist
Muskegon, Mich.



Booklet free on application

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

Coupon Books

are used to place your business on a
cash basis and do away with the de-
tails of bookkeeping. We can refer
you to thousands of merchants who
use coupon books and would never
do business without them again.

We manufacture four kinds of
coupon books, selling them all at
the same price. We will cheerfully
send you samples and full informa-
tion.



Tradesman Company

Grand Rapids, Mich.

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—The best retail shoe business in Northern Illinois. Store finely equipped. Also another good staple shoe stock that will be sold in part or the whole, suit the purchaser. Address P. O. Box 106, Aurora, Ill. 188
- For Sale—A clean up-to-date stock of groceries and meats, invoicing about \$6,000. In a good hustling town. A good chance to make money. Must be taken at once. Goetz & Welles, Harbor Springs, Mich. 182
- Wanted—Small shoe, clothing or general stock in Southern Michigan or will put in stock. Address Lock Box 3, Springport, Mich. 180
- For Rent—Best location brick store in best town 1,250 in Michigan. Grand location for drugs, general, clothing or furniture stock. Write now. N. J. Bissell, Milford, Mich. 179
- For Sale—Bakery and grocery in good location, doing good business. Good chance for good baker, can do three times present business in short time. Address 205 Ransom, Phone 7831, Grand Rapids, Mich. 176
- For Sale—Dry goods stock. Best paying store in Southern Michigan. Best reasons for selling. Only one other dry goods store here. A snap for anyone. Address A. Z., care Michigan Tradesman. 174
- Wanted—Drug store, invoicing about \$2,000, in Northern Michigan. Town of about 2,000. Must be doing good business. Will pay cash. Address 714 Portage Ave., Three Rivers, Mich. 175
- 480 acres Minnesota land, \$15 per acre. Will trade for merchandise. Geo. J. Thomassen, Pella, Iowa. 177
- I have a group of 7 mining claims and one mill site located in one of the best gold gulches of San Juan county, Colo., surrounded by big mines, for which I want either partner or party to organize a company to furnish money for development; the group is patented; address owner, references given. Otto Brendel, Howardsville, San Juan county, Colo. 178
- For Sale—Land Bargains—I have choice Stutsman and Morton County wild and improved farms for sale on easy terms. For further information apply to F. M. Klein, Jamestown, N. D. 185
- For Sale—Dental office in Illinois town; good location; other business. My address, J. M. Logan, D. D. S., Neoga, Ill. 181
- Money saved, why not yourself save the retailer's profit. Don't pay exorbitant price when you can procure my large solid gold perfection curve elastic spring guaranteed fountain pen, postpaid, sixty cents. Elwood D. Haws, Rochester, N. Y. 183
- In State of Washington, I have several saw mill, shingle mill and logging opportunities for sale, also farm lands. Correspondence solicited. F. W. Mitchell, Seattle, Wash. 184
- 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—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
- 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
- Wanted—To buy a bazaar stock in some good town in Michigan. Address T. S. Cornell, P. O. Box 205, Kalamazoo, Mich. 173
- 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
- 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
- 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. A1 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
- 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. Hartzler & Sons, Topeka, Ind. 137
- 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
- North Dakota Real Estate; must be sold; have big bargains. Address the First National Bank, Mandan, N. D. 133
- For Sale—110 acres 80 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
- 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
- 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
- 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
- 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—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
- 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. Feyreisen & Co., 12 State St., Chicago, Ill. 548

POSITIONS WANTED

- Position wanted by an experienced shoe clerk. Best of references. Address Box 522, Belding, Mich. 187
- Wanted—Position in general store by a young man of experience. Best of references. Address Box 66, Muir, Mich. 145

HELP WANTED.

- Tinsmith—Good all round man on furnaces and general work. For steady and reliable men we have customers enquiring daily, for men of that class. Good wages and steady work. Write Merrick, Anderson & Co., Winnipeg, Canada or The Lennox Furnace Co., Marshalltown, Iowa. 186
- 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.

Michigan Ohio And Indiana Merchants

have money to pay for what they want. They have the trade with as great a purchasing power per capita as any states. Are you getting all the trade you want? The Tradesman can "put you next" to more possible buyers of your goods than any other one—possibly two—mediums published. The dealers of Michigan, Ohio and Indiana

Have The Money

and they are willing to spend it. If you want it, put your advertisements in the Tradesman and tell your story. If it is a good one and your goods have merit, our subscribers are ready to buy. We can not sell your goods, but we can introduce you to our people—seven thousand of them—then it is up to you. We can help you. Use the Tradesman, use it right, and you can not fall down on results. Give us a chance.

SALARY INCREASES.

They Are Logical Rewards of An Acceptable Service.

"How can I get my salary raised?"

No other question in all the ranks of the employed comes with such force and insistence to the worker. It matters little what the amount of the salary and how many times it has been increased in a certain period. "What can I do that I may get more money for my work?" In the mere fact that this question comes perennially as the green leaf on the tree lies much of the difficulty. No physician to social economics ever has written a prescription that approaches a specific for the complaint. Every case is individual in the double sense of involving employe and employer alike. In a sense, every case of the kind is unique, standing alone in its environment.

Before the question presses home to the employe two conditions may be regarded as having led up to it. In the first place, he will have felt the need of a greater income because of increased expenditures or the necessity of greater savings. In the second place, he will have need to feel that his employer is not paying him proportionately well for his services.

Satisfied on these two points neither the employe nor his adviser can make a move without taking into full consideration the character and individual situation of the employer with reference to his competitors. Under no other circumstances in the relation of employe and employer do the personalities of the two men weigh stronger in the balances than in this request of the one for more salary from the other.

Specialization in nearly every line of human endeavor has done more than any other one thing toward fixing a certain salary to a certain work. In confining the specialist to his special work the employer expects that work only of his employe. Opportunity for fitting himself to other work may be denied by circumstances to the most ambitious and capable of men. Thus a certain work by virtue of its evolution carries with it a fixed recompense. With no opportunity to do more comes the logical inability to get more for the service.

Were a bureau of consultation established for advising men how to get more salary in their present position, its first counter question of the applicant would be, "What are you doing to make your services more valuable?" As an applicant, can you imagine your position if you must make answer, "Why, there isn't anything I can do?"

Yet this is the condition of thousands of men who are seeking ways and means to larger salaries. They are in the position of doing a certain work which commands a certain price. They have been unable to reach out to new opportunities while giving so much of themselves to their work. For the average employe in this position to ask for an increase in salary is for that employe to suggest to the employer the possibility of

having the work done well enough for even a little less money than he has been paying.

As a first proposition there are thousands of employers who are inclined to resent a request for a salary increase. There are thousands of these men in employers' positions today who are proud to say for themselves, "I never in my life asked for an increase in salary." To the extent that an employer recalls this fact he is likely to resent one of his own employes asking for more money. He is inclined to regard the request as something between a holdup and a challenge of his own honesty and liberality. He is likely to recall that when he was the age of this employe he was getting less than one-third the salary of the dissatisfied man, forgetting in all probability that the salary of which he speaks may be earned now by a day laborer in a ditch.

What shall the employe under such a man do to get more salary? Recognizing that the individual on either side counts for much in the question, it is worth this employe's while to consider a new position with a new employer. Times have changed and are changing. The man who will not recognize it in his pay roll is likely to underestimate the fact in his business operations. For any man to tie himself to a fixed specialty at a fixed salary while in the course of sane things his necessary expenses are growing heavier and taxing his income—this is folly if at the expense of a change he has a better chance for the future.

Whatever may have been the advantages of trade unionism to the great majority of the workers, the influences of organization have made for specialization and for the resulting fixed price for a fixed work. Thousands who come under the union regulations as to hours and wages are coming against a condition which is limiting increases in salary almost to hopelessness.

ut in spite of these things it still is true that a vast army of the world's workers are in positions where in answer to the question: "How can I get my salary raised?" the logical counter question is: "What are you doing to get it raised?" Until this last question is answered, too, the applicant has no standing as an inquisitor in his own behalf.

In the evolution of the modern salaried employe this counter question may not be easy to answer. Turning the key to a time clock promptly at 8 o'clock in the morning and again promptly at 5 o'clock in the afternoon, day after day, does not answer the question. Doing well merely those things which come to the employe to do may not be enough. Yet attempting to do more than this in so many salaried positions may be constructed as a gratuity that may call for resentment, even, and threaten the employe in the position he already holds.

In almost any case of an increase in salary coming at the request of the employe himself, that increase which promises most to the employe comes

to the employe who has in highest degree judgment, experience and tact. Without these qualities, many a man has obtained his salary increase and provided for a resulting discharge from service at the first opportunity offered his employer.

No matter by what process an employer has come to fix the wage of an employe, he is prepared to justify himself in the figure. To the extent that he fails of this justification the demands of the employe are a challenge of his methods. Thus the demand itself becomes an act of insubordination; at the least it suggests dissatisfaction and a degree of disloyalty. Especially is stress laid upon disloyalty if the demands of the employe are based upon a statement that in a competing house the employe has been offered more money than he has been receiving from his present employer. At the least, the employer has been put upon the defensive by an employe who has been paid for uncomplaining service.

This is not a desirable condition existing between the two principals. At the same time modern conditions in the business world are making it more and more unexpected of the employer that he shall gauge the work of his employe and of his own volition make a salary increase. Somehow the first move must be made by the employe, and it is in the making of this move that all the judgment, tact, and knowledge of men and things possible to the employe become capital in this attempt to improve his condition.

Specializing in the world's work is making it harder for the employe in one position to prove his worth in another. But this proof is not impossible, and in the attempt to gain the opportunity the employe's first chance for display of his intelligence is given. Not to get into a place where hide-bound circumstances can dictate is a possible first exercise of this intelligence. If ambitious effort is to be nursed it must have a worthy nursery. In the ability to choose this nursery wisely the worker has taken his first decisive step toward his goal.

"But," it may be said, "circumstances may force one to take a position in which he doesn't expect to remain?"

Here is one of the pitfalls for the man of ambition. He takes such a place in emergency; the atmosphere is pleasant and the pay in the beginning might be worse. Associations grow up around him, he begins to take things for granted, and perhaps before he realizes it he is in a position where he hesitates to change from a certainty to the world of chance, yet finds himself dissatisfied and without recourse where he is. This is the type of man and this the exemplification of the position where the employe finds himself at last earning an insufficient salary, which his employer refuses to raise.

In this position the employe is likely to overlook the fact that the employer may have some reasons for refusing the increase. No man can work long in a position of convenience for what he feels is insufficient salary without dropping into the rut

of time serving. No matter if the employe has it brought to mind that he is under the eye of his employer seeking results, it is a little more than human nature can encompass to hold himself to the hard line of his best efforts. If somewhere in the employer's plans he is looking for a man for another and better position, the time server in the hand is not as attractive as the wide awake new applicant in the bush. And always the introduction of a new and untried one over the head of the old employe serves only to settle the time server deeper in the rut.

What are the salary limits of this position? is the employe's first essential inquiry bearing upon his future income in the place. After this question he must decide for himself in the personality of his employer whether this is the man who will recognize meritorious service. He must make sure, as he progresses, of all the tactful ways and means for bringing this recognition to his employer's consciousness without ruffling him.

Then when he has proved himself as a business proposition and has mustered all the forces of his personality—past, present, and especially future—he may find himself in position to get an increase in salary without entangling in his methods to that end a lasting prejudice on the part of his employer.

For salary increases are not to be had for the asking. They are the logical rewards of an acceptable, capable service. Asking may be necessary in a few cases, but the activities of the past and present and the promise of the future will have loudest voice in results. John A. Howland.

To Keep Sauerkraut.

Most retail grocers keep their kraut in a barrel, covered with a board, on which they place a stone. With this scheme both the board and the stone have to be lifted out every time a sale is made. This involves a lot of work.

A better plan is to use a stone crock which about fits in the barrel. Between the crock and the barrel there is only about enough margin to enable the crock to be easily lifted in and out. In the morning about enough kraut to last through the day is transferred to the crock, and the latter is then lifted in the barrel and takes the place of the board and the stone. The crock has a lid, and when an order is obtained enough is taken from the crock to fill it.

BUSINESS CHANCES.

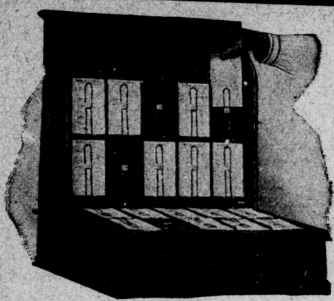
For Sale—Modern steam laundry. Proprietor going to leave town. R. L. Briggs, Ovid, Mich. 189

For Sale—Barber shop with 3 chairs, 1 bath tub, electric fan and massage; shining stand and compressed air outfit, all complete. Will sell at a bargain if taken at once. Address P. O. Box 595, Tecumseh, Mich. 190

For Sale or Exchange—Good business in southeast Kansas. Address No. 193, care Tradesman. 193

For Sale—\$8,000 stock general merchandise; all staple goods, store and dwelling combined; located in one of the best farming sections of Michigan; can reduce stock; other business; terms cash. Address Box 10, Hilliards, Mich. 192

For Sale—Feed mill; good location; good business. Bargain if taken soon. For further particulars address J. C. Springer, Big Prairie, Mich. 191



Do You Get Results Now?

DO YOU KNOW—each month

- The Amount of Merchandise Bought?
- The Amount of Merchandise Paid for?
- The Amount of Discount you have Saved?
- The Amount of Merchandise you have on hand?
- The Amount of your Credit Sales?
- The Amount your Customers owe you in Total?

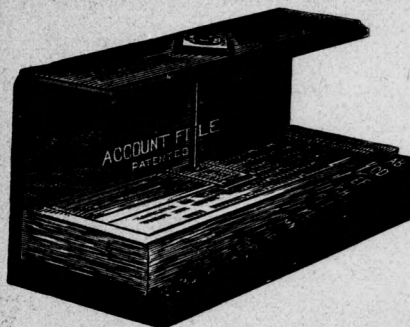
You can get all this information at a glance when your accounts are kept by the McCaskey System. Our catalogue is free.

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Mfrs. of the Famous Duplicating Order Pad. Every Other Sheet a Carbon Back.

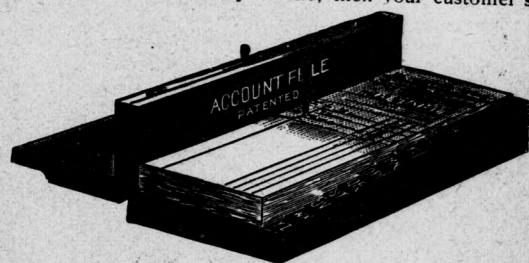
J. A. Plank, State Agent, Tradesman Bldg., Grand Rapids, Mich.

Simple Account File



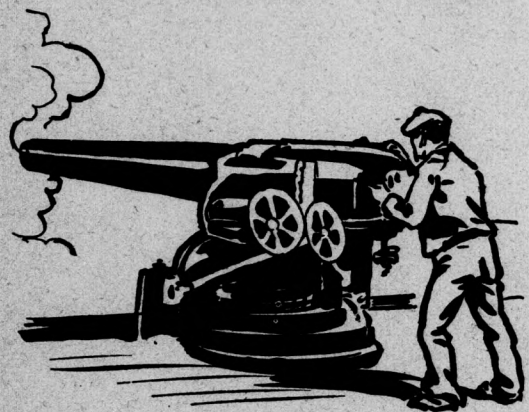
A quick and easy method of keeping your accounts. Especially handy for keeping account of goods let out on approval, and for petty accounts with which one does not like to encumber the regular ledger. By using this file or ledger for charging accounts, it will save one-half the time and cost of keeping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

Are You Protected



against loss where the chance for loss is greatest? What would you think of Uncle Sam if he should fortify Cape May and other unimportant places and leave New York City unprotected?

Yet there are some grocers and butchers, careful about guarding against losses, who are using old style scales and are therefore unprotected at their most vulnerable point.

Butchers and grocers lose more money over their old style scales than in any other way.

Moneyweight Scales



SAVE ALL LOSS in overweight. SAVE ALL LOSS in time hunting for and lifting weights. SAVE ALL LOSS in time spent adjusting scales for each weight. SAVE ALL LOSS in time consumed in figuring values with old style scales. SAVE ALL LOSS in errors in figuring by the old method. SAVE ALL LOSS of customers dissatisfied with old methods, imperfect weighing, time wasted and errors made in figuring.

Every Grocery or Meat Market of average size not using MONEYWEIGHT Scales is sustaining a yearly waste in overweight alone sufficient to pay for at least two.

Why not invest that loss in MONEYWEIGHT Scales and stop that leak?

SEND IN THE COUPON and have a MONEYWEIGHT Scale demonstrated to you. This places you under no obligation to purchase.

The Computing Scale Company
MANUFACTURERS
DAYTON, OHIO.

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Distributors of HONEST Scales GUARANTEED Commercially Correct
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| NAME..... | STATE..... |
| 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. | |

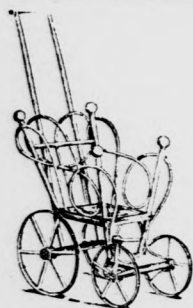
P. S.—If you are using MONEYWEIGHT Scales purchased some years ago send for our exchange price list and exchange for one of our latest scales.

Suggestions for Christmas

Every family in your town will soon be buying CHRISTMAS PRESENTS. Every family will want something in Dolls, China, Games, Books, Toys, Glassware, Toilet Goods, Celluloid Goods, Fancy Lamps, Silverware, Dinner Sets or Novelties of some description. We have them!

The Greatest Wholesale Stock We Have Ever Shown

Come In If Possible and See Our Line In Person



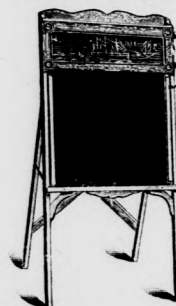
T10-Doll's Go-Cart. White rattan body, 5 and 7 inch wheels, 1 dozen in crate **\$2.15**
Per dozen
Others up to \$2.00 each.



T10-Stuffed Cloth Dolls. Boys or girls. Entirely made of cloth, printed in bright and fast colors. Big! **45c**
5 cent value. Per dozen.....



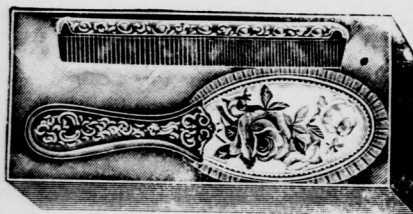
T10-Doll Carriage. 18 inch willow body, braided edge, straight handle, 6 inch iron tire wheels. One dozen in crate. Per dozen..... **\$2.85**



T10-Combination Blackboard and Desk. Drop front, pockets inside for stationery and crayons. Size board 14x15 inches. Per dozen **\$2.00**



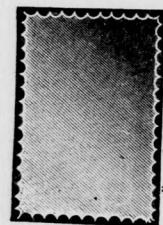
T10-Dressed Dolls. We are headquarters for all kinds of dolls. Finely dressed dolls, 6 styles in box. Per dozen..... **\$1.90**
Others up to \$1.00 each.



T10-Beautiful Brush and Comb Set with artistic hand-polished porcelain back brush and 7 inch white comb, both mounted in embossed, guaranteed silver plated metal handle and back. **70c**
Per set.....



T10-Board Covered Juvenile Books. Four assorted titles; size 6 x 8 1/2 inches, 64 pages of pictures and text, printed on excellent paper, bound in fine art covers in ten colors **\$1.80** and gold, cloth backs. Splendid 35c values. Per doz.
All kinds of books in stock from one penny up to 85c each.



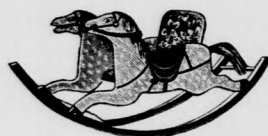
T10-Easel Back Toilet Mirror, 3x5 inches, plate glass, chipped edges, metal back and frame, 1 dozen in box. Per **84c**
dozen
Others from 40c per doz. up to \$4.00 each.



T10-Nickel plated 10c Safe with combination lock, 3 1/2 x 3 1/2 inches. Per dozen..... **88c**
Our line of iron and earthen banks is worthy of your careful consideration.



T10-Assorted Novelty Trinket Boxes. 3x3x1 1/4 inches, six assorted in a box. Raised tinted celluloid top with picture underlay. Splendid **88c** sellers at a dime. Per dozen.....



T10-Shoo-Fly Rockers, finished on the natural and stenciled. Pack-
ed 1/2 dozen in crate. In **\$4.25**
crate lots. Per dozen.....



T10-Toy Wheelbarrow. A ten cent retailer, varnished on the natural, 4 inch solid wheel; 20 inch handles. Per dozen..... **84c**



China Three Piece Tea Sets

We show a most extraordinarily beautiful line; new shapes, new decorations and a splendid value every one. Prices range from **\$3.90** up to **\$21** per dozen.



T10-Handsome "Crash" Novelty Photo Rack with decorated motto sides, height 8 inches. Per dozen..... **\$3.90**
Several other styles up to \$10.

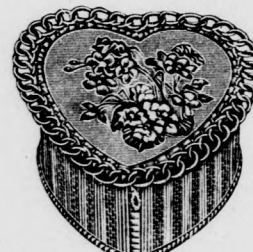


T10-A Splendid 25c Cuff and Collar Box. Fancy paper covered and paper lined. Separate compartment for cuffs. Words "collars and cuffs" embossed on lid. Per doz... **\$2.25**



Celluloid Toilet Cases

The unsurpassed values we show in this line must be seen to be fully appreciated. Over 40 different kinds now on display, priced from **\$4.25** up to **\$24** per dozen.



T10-25c Basket Novelties. These are among the most popular and rapidly selling novelties obtainable. Six assorted kinds all with decorated celluloid covers. 1/2 dozen in box. Per dozen... **\$2.00**



T10-25c Metal Novelties. Ash trays, inkstands, thermometers, etc., assorted burnished nickel and copper finish and with English hunting scene panels. 1/2 dozen in box. Per dozen **\$2.00**

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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.

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