

MICHIGAN TRADESMAN

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Twenty-Fourth Year

GRAND RAPIDS, WEDNESDAY, OCTOBER 17, 1906

Number 1204

The Dreamer

I am tired of planning and toiling
In the crowded hives of men;
Heart-weary of building and spoiling,
And spoiling and building again.
And I long for the dear old river
Where I dreamed my youth away;
For a dreamer lives forever,
And a toiler dies in a day.

I am sick of the showy seeming
Of the life that is half a lie—
Of the faces lined with scheming
In the throng that hurries by.
From the sleepless thoughts' endeavor
I would go where the children play;
For a dreamer lives forever,
And a thinker dies in a day.

I can feel no pride, but pity
For the burdens the rich endure;
There is nothing sweet in the city
But the patient lives of the poor.
Oh, the little hands too skilful,
And the child-mind choked with weeds.
The daughter's heart grown wilful,
And the father's heart that bleeds!

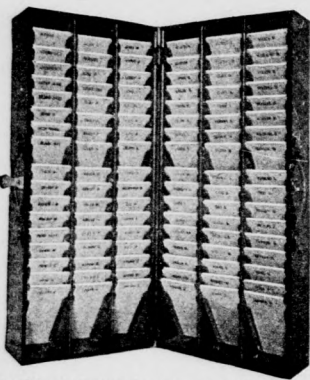
No, no! from the street's rude bustle,
From the trophies of mart and stage,
I would fly to the woods' low rustle
And the meadow's kindly page.
Let me dream as of old by the river,
And be loved for the dream alway;
For a dreamer lives forever,
And a toiler dies in a day.

John Boyle O'Reilly

DO IT NOW

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.
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Pat. March 8, 1898, June 1, 1898, March 19, 1901

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.



Buckwheat Flour

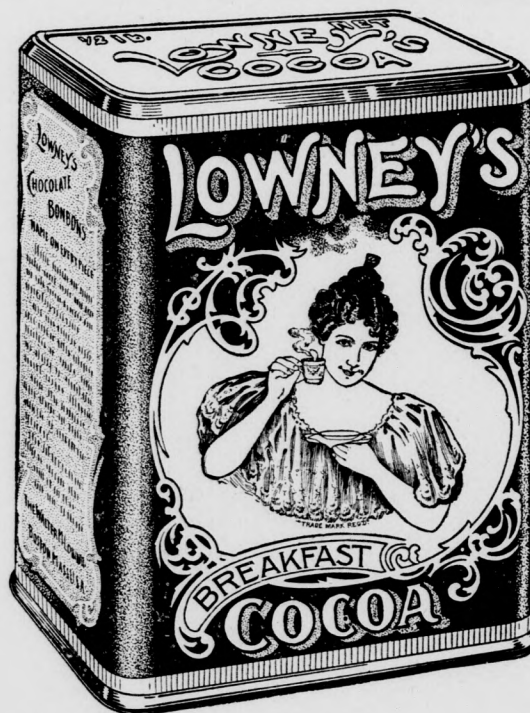
Season Is Now On

Below you will find some very attractive prices
for the best B. W. Flour on the market:

Penn Yenn, N. Y., B. W. Flour 125 lb. Grain Bags, 10 Sacks inside, per hundred.....	\$2.75
Penn Yenn, N. Y., B. W. Flour, 10-10 Cotton Sacks in Jute bale, per hundred.....	2.95
Pure Gold Mich. B. W. Flour, 10-10 Cotton Sacks, per hundred	2.50
Henkle's Self Raising B. W. Flour, 12-3, per dozen90

JUDSON GROCER CO.

Grand Rapids, Mich.



LOWNEY'S COCOA is purely
the choicest, highest cost, cocoa
beans, ground to flour fineness,
and NOTHING ELSE.

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

Makes Clothes Whiter-Work Easier-Kitchen Cleaner.

SNOW BOY WASHING POWDER.

GOOD GOODS — GOOD PROFITS.

MICHIGAN TRADESMAN

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Number 1204

GRAND RAPIDS FIRE INSURANCE AGENCY

W. FRED McBAIN, President

Grand Rapids, Mich. The Leading Agency

ELLIOT O. GROSVENOR

Late State Food Commissioner

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

2321 Majestic Building, Detroit, Mich

TRACE YOUR DELAYED FREIGHT Easily

and Quickly. We can tell you how.

BARLOW BROS.,

Grand Rapids, Mich

We Buy and Sell

Total Issues

of

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

BONDS

Correspondence Solicited!

H. W. NOBLE & COMPANY
BANKERS

Penobscot Building, Detroit, Mich.

The Kent County Savings Bank

OF GRAND RAPIDS, MICH

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

3½ Per Cent.

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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
TRADESMAN CO.

SPECIAL FEATURES.

2. Window Trimming.
4. Around the State.
5. Grand Rapids Gossip.
6. Simple Lifers.
8. Editorial.
9. An Official Cupid.
10. New York Market.
12. Shoes.
14. The Discharged Clerk.
16. Good Roads.
18. The Country Roadside.
20. The Daily Paper.
22. Farm Entrances.
24. Twin Secrets of Success.
26. Scientific Principles.
28. Woman's World.
30. Clerks' Corner.
32. Cut-Order Carpets.
33. Ideal Manager.
34. Dry Goods.
36. Beautiful Roads.
38. Trees in the Highway.
40. Commercial Travelers.
42. Drugs.
43. Drug Price Current.
44. Grocery Price Current.
47. Special Price Current.

OUR WATER SUPPLY.

Once in a while things happen in other states of the Union which remind us of the situation in Grand Rapids and of the fact that we have a State Board of Health. The city of Burlington, Vt., takes its supply of water for domestic and industrial purposes from Lake Champlain, which, before it delivers water to the Burlington intakes, drains Lake George and other areas for a distance of about eighty miles.

The Vermont State Board of Health made surveys and tests of the watershed contributing to this supply and notified Burlington that because numerous small cities discharged sewage into Lake Champlain and because the surface drainage from adjacent territory is badly contaminated by farm and quarry buildings, slaughter houses, etc., the water taken by the city is unfit for use. The Board did even more: It ordered the city of Burlington to install a filtration plant. The city declined to obey orders and the State at once posted warnings at all taps and public drinking fountains, and it compelled the shutting off the water supply in public schools and hotels and restaurants were required to boil all water served to guests.

Needless to say, a filtration plant costing \$65,000 has been ordered by the city authorities.

The people of Grand Rapids are to-day paying—for bottled water that has been purified or is supposed to be naturally pure; for filtering tanks and for various other reasons—a greater tax than they would be required to meet if a two million dollar liability had been assumed by the city for bringing water from Lake Michigan or a half million had been invested in the bringing a daily supply of twenty-five million gallons of pure Thornapple River water into the city.

If the surface drainage in rocky Vermont contaminates a territory about 12,000 miles in area, what must be the effect upon our present city supply of water after the drainage

from about an equal area has been discharged into Grand River?

We have had surveys, tests, committees and reports galore the past few years, and from the present aspect of things the spirit of temporizing and penuriousness will continue indefinitely.

Grand Rapids is already a city of 120,000 people and it will be idle nonsense to provide any plan for supplying water which may not be readily adjusted, as our certain growth may demand, to meet the needs of a population and a business representing a quarter of a million people. Incidentally, the State Board of Health might wake up and realize that Grand Rapids is still on the map of Michigan.

NO MUNICIPAL OWNERSHIP.

Again the Tradesman takes up its original and the first proposition to be made, that if railway facilities are desired at any point on the city's public market on Market street, those facilities should be provided and maintained, open to all railways in the city, by a local company. And that company should be made up of the owners of property having frontages on said line.

The Common Council, the Board of Trade, the Retail Grocers' Association and one or two minor journals have declared in favor of the municipal ownership of such a road. This position the Tradesman unalterably opposes because of its open door to political chicanery and graft, and it seems beyond belief that an organization so level headed and so earnest in its efforts for the public good as is the Board of Trade should advocate municipal ownership.

If it is necessary and desirable to have such railway facilities—a claim which the Tradesman is not prepared to support—it is the rational, fair and businesslike thing for the city to offer the opportunity to build the tracks and maintain them to the men, women and estates who will be most affected, for good or ill, by such an enterprise. If the offer is rejected by these interests, then it will be time to think of turning the prize over to the Pere Marquette and other railway companies.

The originator of this municipal ownership proposition is Mr. W. H. Anderson, President of the Fourth National Bank, and "it is dollars to doughnuts" that upon second thought he will wish to revise his ideas on this subject.

It always is the man who looks at though his religion disagreed with him who insists on others taking his dose.

The sharp dealing that hurts is that which cuts into the soul.

SUPERVISING ARCHITECT.

It is expected that James K. Taylor, Supervising Architect of the U. S. Treasury Department, will be in the city to-morrow, and as he comes at the earnest solicitation of the Grand Rapids Board of Trade, backed by the personal influence of Congressman Wm. Alden Smith, his visit is an important one.

Mr. Taylor not only represents the U. S. Government, but he represents the American Institute of Architects, through whose influence he received his appointment. Therefore, again, his visit is important. Chosen on his merit as an architect, he has already demonstrated in the designing and construction of many Government buildings that he is a better architect than politician—a compliment not possible to bestow upon some of those who preceded him in the office a few years ago.

The gentleman comes to look over our present Government building and to hear the opinions of representative and public spirited citizens as to our needs and the possibilities which may reveal themselves to him. There is not much on the subject, probably, which he does not already know, but there may be one factor which he may not know.

That is that Grand Rapids has been growing rapidly in all its departments of endeavor and that the location of our city, the character of our State and the spirit of our people all combine to guarantee not only a continuation but a steady increase in the percentage of our city's growth. Therefore, the chief consideration—always excepting the purely esthetic essential—which he is called upon to bestow is the probable population of our city, the probable volume of business of our city and the probable demand made upon our postoffice and United States courts by the time the proposed new building is completed. With these estimates fairly fixed in his mind he will then readily realize that what his design must comprehend will be a building and equipment adequate for the needs of a city of 250,000 population twenty-five years hence.

Of course, Mr. Taylor will be hospitably received and will learn a lot of details about our city which will be of value to him, and possibly a lot of other details of no value; but he can make no mistake if he recommends and designs a building to meet the needs of a city of a quarter of a million people, and that means an additional appropriation, a fact which need not disturb him in the slightest degree.

The recording angel isn't wasting any ink over the good you intend to do.



The Motor Infatuation a Boon To Certain Manufacturers.

In the Grand Rapids windows today are to be seen many ideas of a new sort. The beaded canvas work of our grandmothers is again coming into play in the shape of belts in elaborate designs. These are generally provided with a raised buckle covered with black beaded canvas, about the only buckle that could be appropriately used on such belts. A girl or woman possessing ingenuity or patience, plus time (better all three), can fashion for herself, at small expense, a handsome belt of this description; but not many have the stick-to-itiveness to do the work themselves and, as the price is not exorbitant, are perfectly willing to let somebody else do the beading for them. These belts should be worn by very slender persons. They make a small woman look large and a large one look perfectly immense—"like once and a half around a barrel," as one old lady expresses it.

Some of the fall belts have a foundation of black satin, also evening shades, on which there are beaded designs at intervals, the buckle of these, also, being of raised beads. These latter belts are not quite so suicidal to good appearance for ye poor fat woman as those described in the above paragraph.

But such a belt must be chosen with great discretion as to the gown it is to be worn with; therein lies the secret of its worth.

Jet, colored and black china and steel beads are all employed, either separate or in conjunction, in the making of these "waist-huggers," as one "mere man" designates them.

Another belt was made of several rows (four, to particularize) of black silk tape, in the shape of a girdle. These tapes were caught together in the back under a beaded ornament and in front was a similar buckle.

A novelty leather belt, white, had three rows of plain stitching on each edge. In the center of the back were three mother-of-pearl eyeless buttons, while in the front were six of these. It fastened with a snap like a glove.

* * *

The displays of the season's leather bags are very attractive. They come in all the popular dark shades—hunters', olive and sage green, brown, wine, navy blue, mode, etc.—to match the toilette. 'Twere hard, indeed, not to find "just the thing" in bags to go with a costume. One I noticed had a flat oblong base and a heavy gilt clasp. The handles were round and were set in the sides, with gilt fastenings, about a third of the way from the top. Most of the handbags are now convenience with pockets containing a tiny mirror and powder puff or chamois.

* * *

Some of the rough-and-ready stocks are made up entirely of heavy

grosgrain silk in Roman stripes. Others have the collar proper of black or plain colored silk, with a four-in-hand of the stripes. They are quite effective, but have to be chosen with discretion, as the combination of bright colors is generally trying to the complexion and the harsh lines of the stripes seem to bring out prominently all the wrinkles in the face feminine. A storekeeper should be chary to urge such neck fixings on a woman past her prime. She is sure to be dissatisfied, without, perhaps, knowing the reason why.

Small motifs of lace are still used on stocks of a dressy description.

* * *

Chiffon scarfs are as well liked as ever and are a gainful thing for the drygoodsman to tie to. They come in different lengths and an endless variety of colors and patterns, are congruous with the style of the majority of women and so perishable in texture that they don't last long, and that, as said, is to the merchant's good. An augmented impetus has been given to their sale for motoring, as they serve the double purpose of protecting the hair from the dust and wind and, with their lovely cloud-like fleeciness, make a pretty woman even prettier.

* * *

Automobiling, as every observing one knows, has developed trade in certain directions to a wonderful extent, for with no other sport are the identical togs worn. Some of them might have been used for carriage driving or bicycling, but they were not, and the clothing manufacturers may thank their lucky stars for the new craze, and the strongest factor in its favor, for them, is that it has come to stay.

I quote the following from an eminent authority in a motor magazine:

"While the selection of clothes for a motor trip will always depend upon the length of the journey, the kind of a car, whether open or closed, the weather and the purpose of the ride, whether social or for a mere drive, etc., it all comes back in the end to the woman's first choice being some sort of a long coat which will surely act as a complete wrap and a protection to the dress beneath it. To render her quite independent of the kind of weather she is most likely to experience during the remainder of the year the motorwoman must now be provided with a waterproof coat that closes all the way up to her neck and has a high storm collar to boot. The proofed materials nowadays are so exquisitely light and supple that they are as comfortable and smart-looking as an ordinary cloth material. There are, of course, proofed homespun and other dress cloths that show no trace whatever of having been subjected to a process for rendering them rainproof, and goods such as these are great favorites with motorists. Equally fashionable are the shining silk-faced waterproofs of the new kind, that are having a great sale just now. Putty color is, perhaps, the prime favorite in these silk-faced goods, although admirers are not lacking for those in dark green, red and blue, while silver-gray water-

proofs remain as always more or less popular. It is fashionable to supply these shining waterproofs with velvet collars. Velvet buttons are sometimes added, while another choice rests with large buttons of dark or light pearl. A black velvet collar and buttons to match on a putty-colored waterproof result in something very smart, while a red velvet collar and pearl buttons on a dark blue coat strike an effective note. In fact, it seems as though the women are to be made by Dame Fortune to return to the amusements of their childhood for the styles of their womanhood. From all indications the dear old dame intends that, to be in the running this fall, it will be a game of "Button, button, who has the button?" for the most expensive overgarments for their own use, as well as those intended solely for the comfort and adornment of their lords and masters, are most plentifully and expensively bebuttoned. The new metal buttons are rather larger than those old-fashioned people of the horse-drawn era would have thought good form. These sporting garment-fastenings have a finely-cut touring car stamped directly in the center, with the rest of the button's surface perfectly smooth. In imitation silver and dull or bright gilt they are handsome, and will be most appropriate for the heavy fall and winter coats intended to be worn when motoring. Of the more elaborate of these buttons that sell for \$4 and \$5 apiece none is handsomer than the one resembling a cameo cut in ivory. These

will be stunning worn on dark fur or leather coats. One of the most striking of these styles shows a cupid's head wearing the regulation automobile cap and looking as much like a real chauffeur as a cupid ever looks like anything human. The head is so chiseled in the ivory that it appears to have just pushed through, leaving the edges ragged where the hole was made. The button is round and about as large as a 50 cent piece—a convenient size for manipulating when fingers are numbed from exposure to the frosty air, as they soon will be now."

Smoking Reform in Germany.

Nicotineless cigars interest the fatherland. In spite of the fact that German cigars, as a whole, are light in complexion as compared with those of other countries, there has been considerable local agitation as to the harmful effects of smoking, and of over-smoking in particular. Some factories now are producing cigars known as "free of nicotine" or "poor in nicotine," which are gaining in popular estimation. An effort is being made in Saxony to fix the maximum that a cigar "poor in nicotine" may contain in order to be sold as such, and the tobacco of the cigars claimed as "free" must in reality be so cured that a chemical analysis will be unable to reveal the presence of nicotine. There is no question of adulteration or deceptive elimination with a view to cheapening the product.

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.

Meeting of Michigan Association of Master Bakers.

Lowell, Oct. 16—You are invited to attend the third annual convention of the Michigan Association of Master Bakers, to be held at the Downey House in Lansing on Wednesday, Oct. 31, and Thursday, Nov. 1, 1906. There will be an exhibit of baked goods from all parts of the State.

The following resolution was passed at the last meeting held in Kalamazoo, March 14, 1906:

It was decided to have an exhibit of baked goods at the annual meeting, to be held at Lansing the last week in October. There are to be no prizes offered or no judges, as it is desired to make the exhibit a purely educational one.

Each member will be asked to bring a sample of his goods taken from his regular stock—nothing special to be made. Each sample of bread, cake, pie, etc., to be numbered and listed, so that any member wishing to make enquiries can ascertain from the committee in charge who made any particular piece of goods, and in that way find the owner and ask such questions as he may desire.

The object is to bring together from all parts of the State the various baked goods that bakers are making and selling.

This ought to be of interest to all master bakers. Another feature will be the question box. This will, no doubt, bring out discussion on matters that will interest all who attend. You are urged to attend this meeting

and bring your wives, as a very nice programme has been arranged for their especial benefit.

If you are not a member you should be. The expense (\$5 per year) is very small and this entitles you to the annual banquet.

Plan to go to Lansing Oct. 31 and Nov. 1 and be sure to bring your wife or sweetheart. It will pay you. There will be a committee to receive you at the Downey House. No matter whether you are a member or not, come anyway.

Weldon Smith, Sec'y.

October 31, 2 p. m.

Call to order by the President.

Address of Welcome—Mayor of Lansing.

President's response.

Secretary's report.

Treasurer's report.

Question box.

Paper.

Nomination of officers for ensuing year.

8:30 p. m.

Banquet at Downey House.

November 1, 9 a. m.

Paper.

Question box—discussion.

Election of officers.

Selection of place for next annual meeting.

Adjournment.

Ladies' Programme.

First Day.

2 p. m.

Seeing Lansing.

Auto trip to the State School for the Blind.

8:30 p. m.

Banquet Downey House.

Second Day.

10 a. m.

Visit to the State Capitol.

1:30 p. m.

Auto trip to the Industrial School for Boys and the Michigan Agricultural College.

This Language of Ours.

Baby powder—Powder to put on babies after bathing them.

Insect powder—Not a parallel case.

Grass seed—Seed from which grass is produced.

Bird seed—Irrelevant again.

Fish food—Food for fishes to eat.

Sea food—Different.

Horse shoes—Shoes for horses to wear.

Kid gloves—Rule doesn't hold.

Baby buggy—Buggy for baby to ride in.

Top buggy—Not a buggy for a top to ride in.

Boot tree—A tree to shape boots on.

Apple tree—Not a tree to shape apples on.

Milk cart—A cart to haul milk in.

Pushcart—Not a cart to haul the push in.

Kitten—A small cat.

Mitten—Not a small mat.

The man who steadily tries to scatter happiness need not worry about his stores of holiness.

Good wishes often grow up before they come home again.

Products of the Turtle.

Turtle soup and tortoise shell combs come from the hawk's bill turtle of the Gulf of Mexico and the Caribbean Sea. This turtle is recognized by the low, wide head, a long narrow mouth, the upper jaw prolonged and hooked like the beak of a hawk. The shell is flattened and serrated behind, with five vertebral and eight latent plates overlapping one another like scales of a fish. The color is yellowish above, mottled with chestnut brown and yellowish white below. Young turtles have a black spot on the four rear pairs of plates. Old turtles have a thin yellow plate on the belly which is much sought after and commands a high price. This hawk's bill turtle feeds on seaweeds, crabs, mollusks and fish. Being mostly carnivorous, the meat is not considered wholesome, differing in this respect from the herbivorous turtle. When the turtles approach the shore to deposit eggs, which are laid on the sandy beaches above high water mark, at night, holes are dug about one and one-half feet deep and the eggs deposited therein; generally about three layings are made during a period of nine weeks. The eggs are lightly covered with sand and left to be hatched out by the heat of the sun. The turtles are caught either while on shore or by means of nets in the water. During the year 1905 the total amount of tortoise shell shipped from the entire Colon district to all countries was estimated at 16,000 pounds.

Have You a Saw Mill?

I HAVE about 30,000,000 feet of long leaf yellow pine timber in South Baldwin County, Ala., that was blown down by the recent hurricane. As it had been raining for some time prior to the storm the ground was very soft, and a much larger proportion of the trees were uprooted, very few of them being broken off.

20,000,000 feet of this timber is contiguous to Foley on the Bay Minette & Ft. Morgan Branch of the L. & N. Ry., none of it being more than 5½ miles from the station.

10,000,000 feet in another part of my tract contiguous to Weeks Bay and Fish River. I have a semi-portable saw mill in another part of the tract, about four miles from the station, where the timber has been cut out, which could be easily moved. In addition, I have eight or ten million feet of timber that is scattered and that could be easily worked by portable mills.

I would be glad to communicate with those who would be interested in this proposition, and who can act quickly. A splendid chance to make money.

JOHN B. FOLEY,

92-96 Ohio Street, Chicago, Ill.



Movements of Merchants.

Ludington—J. G. Johnson has sold his stock of dry goods to S. Jacobson, dealer in clothing and men's furnishings.

Calumet—John Kostola, who recently purchased the meat market of Wm. Frederickson, has re-opened the store.

Beulah—F. L. Orcutt will close out his stock of merchandise and devote his entire attention to his produce business.

Durand—F. J. Tubbs has purchased the grocery stock of F. A. Saunders and will conduct the business at the same stand.

* Howell—Geo. Purdy has sold his bakery to V. E. Hill, of Plymouth, who will continue the business at the same stand.

Sherman—Jourdan & Burnett have sold their stock of general merchandise to Morrell & Lyle, who have taken possession.

Hubbell—T. C. Corbell, Jr., is closing out his stock of general merchandise here preparatory to engaging in business in Houghton.

Port Huron—A new bakery will soon be opened here by L. E. Whitney. John Green will have charge of the baking department.

Battle Creek—Michael O'Malley, proprietor of the cigar store on East Main street, will soon open a store in the new Ward block.

Belleville—Dohmstreich Bros. have closed out their stock of dry goods and groceries and will re-engage in business at Wyandotte.

Eaton Rapids—Fred Culver has purchased the grocery and crockery stock of Mrs. F. E. Whitehead and will continue the business.

Battle Creek—W. H. Brown has purchased the interest of H. T. Brown in the creamery business of Brown Bros. and will continue same.

Algansee—A. J. Ransom has sold his interest in the general merchandise store to his partner, A. Dollard, who will continue the business.

Carleton—C. H. Money has sold his grocery stock to Benjamin Vandervoort, who has taken possession. Mr. Mooney contemplates going South for his health.

Big Rapids—The stationery and musical instrument firm of Groulx & Bidwell have dissolved partnership. Mr. Bidwell continuing the stationery business. Mr. Groulx retains the piano and organ business.

Fennville—Fred Bentham, who has been engaged in fruit and produce here for some time past, has purchased the grocery and boot and shoe stock of Geo. Tucker, who will devote his time to agricultural pursuits.

Battle Creek—Edward P. Gros, formerly engaged with his father in the grocery and dry goods business under the style of Gros & Son, has purchased the grocery and seed stock of Frank G. Sherwin and taken possession of the store.

Hopkins Station—Furber & Kidder, who have been engaged in the banking business here for the past dozen years, have merged the business into the Hopkins State Bank, with a capital stock of \$20,000.

Detroit—A corporation has been formed under the style of the Talbot Coal Co., which has an authorized capital stock of \$10,000, of which amount \$5,000 has been subscribed, \$300 having been paid in in cash and \$3,300 in property.

Kalamazoo—Ernest F. Schroder, who has been employed for the past three years in the carpet department of the W. H. Elliott Co., at Detroit, has returned to this city and will engage in the grocery business in the Auditorium building.

St. Joseph—Walter A. Hamilton, formerly identified with the O. & W. Thum Co., of Grand Rapids, has purchased the jewelry stock of his brother, Hermon A. Hamilton and will continue same. H. A. Hamilton will go West later in the season.

Central Lake—The Fisk-Kelly Co., Ltd., has been dissolved, F. R. Kelly retiring from the firm. The hardware business will be conducted in future by J. P. and G. M. Fisk under the style of the Fisk Hardware Co. Mr. Kelly has not as yet announced his plans for the future.

Detroit—A corporation has been formed under the style of the Buckeye Sand Co., which will deal in sand and gravel. The authorized capital stock of the company is \$10,000, of which amount \$5,000 has been subscribed, \$1,000 being paid in in cash and \$1,000 in property.

Pontiac—Kudner & Malcolm, bakers, have dissolved partnership and Edward B. Kudner, who has been actively engaged in the bakery business for the past thirty-three years will continue same. Mr. Malcolm withdraws to devote his attention to his farm west of Orchard Lake.

Harbor Springs—Goetz & Welles, who purchased the grocery stock of Wm. J. Clarke about a year ago, have decided to discontinue business and are closing out their stock. Mr. Goetz will return to his former home, where he has an interest in a general store. Mr. Welles is undecided as to his future operations.

Muskegon—Enoch Peterson has resigned his position as manager for the Peterson Grocer Co. and has gone to Chicago to enter the employ of a firm in that city as a traveling salesman. He retains his interest in the Peterson Grocer Co., which is now in charge of A. D. Berry and Mr. Peterson's brother, Abel Peterson.

Manufacturing Matters.

Ionia—The Marvel Washing Machine Co. has increased its capital stock from \$15,000 to \$50,000.

Saginaw—The capital stock of the Michigan Sugar Co. has been increased from \$62,500 to \$12,500,000.

Cheboygan—The Pfister-Vogel Leather Co., at this place, will, between now and next spring, enlarge its plant to double the present capacity, and when the changes are completed will give employment to 500 workmen.

Lansing—The National Coil Co., which manufactures spark coils, has increased its capital stock from \$20,000 to \$40,000.

Flint—The Cook Cooler Co. has outgrown its present quarters and will erect a new factory, 50x150 feet, early in the spring.

Ludington—The Tubbs Manufacturing Co., which manufactures wood and iron specialties, has increased its capital stock from \$150,000 to \$200,000.

Cheboygan—Lombard & Rittenhouse have bought the Carp Lake sawmill and are now making general repairs. They will manufacture lumber, lath and shingles.

Owosso—The Owosso Carriage & Sleigh Co. has been compelled to increase its force of workmen recently, and is now shipping two carloads of its product each day.

Lake Odessa—The Lake Odessa Malted Cereal Co. has outgrown its present quarters and will build an addition if the village council will vacate a short street adjoining its plant.

Newport—A. Bruner & Sons are erecting a new hoop factory. It consists of two large buildings, and when completed will employ about forty men. This means a good boom for the village.

Grand Marais—The Marais Lumber Co. was unable to secure enough men to operate its night shift and suspended the night run last week. For months the plant has been running short handed.

Allegan—The Allegan Preserving Co. is negotiating for the canning factory at Galesburg, which has been idle for some time, and if the deal goes through the plant will be put into operation at once.

Hart—W. C. Bennett & Co. have purchased the planing mill business of Bart Farmer and will move the machinery to their plant. Mr. Farmer becomes a stockholder in the Bennett plant and also an employee.

Detroit—The general grain and milling business conducted by the Commercial Milling Co. has been merged into a stock company under the same style with an authorized capital stock of \$80,000, all of which has been subscribed and paid in in cash.

Detroit—The Concrete Edge Protector Co. has been incorporated to manufacture cement concrete. The company has an authorized capital stock of \$30,000, of which amount \$20,000 has been subscribed, \$2,500 being paid in in cash and \$15,000 in property.

Bay City—The Bay City Chemical & Color Co. has been organized and has purchased the old Wheeler stove mill site, on which a factory will be erected for utilizing hardwood for wood alcohol and other byproducts for stains and color material used in the furniture business.

Eaton Rapids—The manufacture of peat on a commercial basis has not proved successful in Central Michigan. The Michigan Peat Co. was one of the companies promoted. Its headquarters were at this place, and it set up apparatus at an adjacent peat swamp, but it could not success-

fully make peat for heating purposes. Then it entered into a contract with a fertilizing company of Chicago for its product. It is now announced that it has shut down for good.

Detroit—Jasper N. Dodge, who manufactures canoes and oars under the name of the Detroit Canoe & Oar Works, has merged his business into a stock company under the same style, with an authorized capital stock of \$20,000, of which amount \$10,000 has been subscribed and paid in in property.

Manistee—An effort is being made to organize a company under the style of the Nickle Plate Fence & Manufacturing Co. to manufacture the Anderson all-steel fence. Sufficient capital has been subscribed to cover the cost of the factory and M. S. Anderson states that sufficient business has already been secured or is in sight to pay the cost of the first equipment. It is probable that the company will secure the plant of the old Michigan Iron Works.

Laurium—The biggest logging operator in Houghton county is John S. Morrison, of this place, who supplies the Calumet & Hecla Mining Co. with the greater portion of its timber. Mr. Morrison will get out most of his timber this season along the Copper Range Railway. Along the Trap Rock River operations will be conducted by Contractor Phillips, while in Keweenaw county a number of different parties are planning to do logging work. The construction of the Keweenaw Central Railway in Keweenaw county will greatly facilitate the getting out of timber in that region.

Hillsdale—The Hillsdale Hub & Wheel Co. has decided to suspend business and dispose of its plant and property in this city as soon as possible. The plant has been idle for some time, and the stockholders have decided to dispose of the entire business. The company manufactured a solid low wheel and a new hub of merit, but being unable to get a practical man to superintend the business, did not make a success of it. It is hoped to dispose of the property to some practical man who will continue the business successfully. The property consists of a building and all necessary machinery.

Saginaw—A new maple flooring factory is being erected on Holland avenue, of which George Strable, formerly of Reed City, is the dominating factor, although the organization has not yet been perfected. The main building is 56x250 feet, constructed of brick and concrete. The boiler house is 32x64 feet, of the same material as the main factory. It will be equipped with two water tube boilers of 200 horsepower each. The engine house will be equipped with a 350 horsepower engine. The warehouse will be 56x200 feet. The whole plant will be as nearly fireproof as possible. There are three dry kilns, each 75 feet long, and they have solid concrete floors. It will be one of the largest flooring plants in the State. The company expects to be doing business early next year.



Baker & Co., 31 East Bridge street, have purchased a new stock of groceries of the Worden Grocer Co.

Shepard & Showerman, of Paw Paw, have put in a stock of groceries and purchased same of the Worden Grocer Co.

Anderson & McNaughton succeed G. W. & W. A. McWilliams in the grocery business at 703 South Division street.

Seegmiller Bros. have engaged in the grocery business at Cadillac. The Lemon & Wheeler Company furnished the stock.

The Worden Grocer Co. has furnished a stock of groceries to J. Kieras, who will conduct a store at 313 Diamond street.

A new stock of groceries has been put in at 275 Spencer avenue by Peter Elkhart, who gave his order to the Worden Grocer Co.

Schrouder & Stonehouse succeed Barth & Stonehouse in the drug business at the corner of Henry street and Wealthy avenue.

C. F. Martin & Son, dealers in lime, lumber and cement at Casnovia, have ordered a stock of groceries of the Worden Grocer Co.

Mrs. Bessie Luethe will engage in the grocery business at 708 Burton avenue, having purchased a new stock of the Worden Grocer Co.

Mrs. M. E. Meacham, confectioner at Boyne City, has added a line of groceries, which she purchased of the Lemon & Wheeler Company.

Dr. W. B. Knapp has sold his drug stock at the corner of Oakdale avenue and South East street to A. L. Randall, formerly of Dansville.

The Produce Market.

Apples—Barrel apples are in plentiful supply and an enormous business is being done on the basis of \$2.50 for Snows and \$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.

Butter—The market is firm at the recent advance on all grades. The cause is the short supply, which is just about normal for the season. The demand, however, is larger this year than last, and the market altogether is in a very healthy condition. Further slight advances are likely to occur from time to time. The quality of the present receipts is good. Creamery ranges from 26c for No. 1 to 27c for extras. Dairy grades fetch 22c for No. 1 and 17c for packing stock; renovated, 22c.

Cabbage—45c per doz.

Carrots—\$1.50 per bbl.

Celery—20c per bunch.

Cocoanuts—\$3.50 per bag of about 90.

Crabapples—75c per bu. for late varieties.

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

\$6.50 per bbl. Late Howes fetch \$8.25 per bbl.

Eggs—Local dealers pay 22c per doz., case count, holding fresh candled at 24c and cold storage candled at 22c. Even storage eggs are being firmly held. The general quality of the current receipts is improving and no change of note is looked for in the near future. The present demand for eggs is very good and the receipts are light.

Grapes—Malagas command \$4.25@4.75 per keg.

Green Onions—15c for silver skins. Honey—15@16c per lb. for white clover.

Lemons—Californias and Messinas are steady at \$7.50@7.75 per box.

Onions—Home grown, 65c per bu. Spanish, \$1.35 per 40 lb. crate.

Oranges—The new Floridas are making their appearance and substantiate the statements already made concerning them, for they are of good color and appearance. Floridas command \$2.75@3 and Valencias range from \$5.25@5.75.

Parsley—30c per doz. bunches.

Peaches—Smocks continue to come in on a basis of \$1.75 per bu.

Pears—Kieffers are still in liberal supply, commanding 60@75c per bu.

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

Poultry—There is not much change in the situation with regard to poultry, except for a partial cleaning up of the large supplies of stock which were in the market last week. There is no change in prices, but the market shows a little more animation.

Potatoes—40c per bu.

Squash—Hubbard, 1½c per lb.

Sweet Potatoes—\$1.75 per bbl. for Virginias and \$2.85 per bbl. for Jerseys.

White Pickling Onions—\$2.25 per bu.

The Grain Market.

Prices have declined about ½c per bushel on wheat the past week, bringing the May option down to 78½c per bushel on the close. The visible supply showed an increase for the week of 1,646,000 bushels. Wheat has been moving quite freely of late, and mills generally are running stronger, with an improvement in trade both for domestic and foreign shipment.

Corn has shown a decline of about ½c per bushel, but the movement of old corn is only moderate. A strong premium will be held on the same for some time to come. The visible supply showed a decrease of 660,000 bushels for the week. New corn will be on the market in moderate quantities within the next two or three weeks, but will be fit for grinding on orders for immediate consumption only, as the grain has not matured sufficiently for milling.

Oats, so far as the cash article is concerned, are selling at practically the same prices as one week ago, but the future has lost ½c. The visible showed a decrease of 50,000 bushels for the week.

Millfeeds are in good demand and prices are strong. Western feeds are scarce and bring an advance of 50c@ \$1 per ton. L. Fred Peabody.

The Grocery Market.

Sugar—Refined grades were declined 20 points last Friday. The quiet season is now on and the market is weak and unsettled.

Tea—A Japanese expert writes as follows: "The present prices asked for our teas are regarded as being just about right. Native growers and merchants consider it normal. Last year the price was exceptionally low, and there was no profit for anyone engaged in the tea business. This year, however, conditions are different, and if the present prices are maintained, I think all will be well in the future. Although the crop this year was a short one, and export to the United States and Canada was consequently smaller than in previous years, yet this season the teas exported were even smaller in quantity. There are two reasons for this: One of them is that the demand from the interior of Japan for medium grade teas, although high-grade are used chiefly, is largely increased this year. The other reason for the limited export business is that more low grade teas than ever before were shipped to Manchuria and Russia."

Coffee—Early last week there was a sharp slump in options, but the market had a partial reaction later. At this writing the market is not strong. Actual coffees show no material change. The cause of the weakness in the Brazil coffee market is the large crop. This seems likely to be even larger than was expected, and until it is gotten in a measure out of the way the strengthening influence of the valorization plan will probably not be felt to any serious extent. Mild coffees are steady and unchanged. Java and Mocha are in moderate demand at ruling prices.

Canned Goods—The situation in the tomato market presents nothing that is really new. No further transactions of consequence are reported in gallons, the prices demanded being above buyers' views. Corn is still neglected. The enquiry for cheap peas continues, but there is a difference of opinion between buyers and sellers as to what is a low price, and comparatively little business is being done. In California fruits general conditions are about the same as for some time past, although, if anything, there is less buying interest, owing to the high prices that are demanded upon such stock as is available. Southern peaches offer sparingly, and have a strong upward tendency. Salmon is grist, but the market for all grades is firm. Domestic sardines are firm and unchanged. A feature of the market is the urgent demand for California asparagus. The pack this season fell far short of requirements, which of late years have grown immensely, and the consequent short deliveries by packers have made it necessary for jobbers to seek to secure additional quantities. Nothing is to be had from first hands, and none of the distributors seem to have anything to spare.

Dried Fruits—Apricots are unchanged and still very high. The short crop places them in the category with luxuries. Raisins are very

strong at unchanged prices. Apples are inclined to be weak although showing no change for the week. Fancy apples range from 7½@7½c in a large way. Prunes are still nominally on a 2½c basis, although goods can be bought at 2½c without much trouble. Size 40's, however, command a premium. Peaches are unchanged and very strong, with almost nothing offering. Currants are strong.

Rice—At New Orleans the market is up and there is little hope for any marked recession on extra fine white goods; this also applies to all styles outside of screenings. Mills have been compelled to shut down on account of light receipts of rough rice. The (Mississippi) river crop is practically all in, and is fully 100,000 sacks short of early estimates. In the interior—Southwest Louisiana and Texas—weather conditions for the past fortnight have been abnormally unfavorable, and the outlook for all late rice is most unpromising. Recent rains have compelled entire suspension of threshing, hence receipts are light and will be until clearing conditions maintain. Of the main crop quite 75 per cent. is still standing and much of the grain shows arrested development. While the acreage gave promise of a much larger yield than last year, such anticipations are now on the wane.

Provisions—The market is very firm at an advance of ½c on everything in the smoked meat line, including pure lard. Compound lard is firm and unchanged. The advance is due to short supply of all hog products and excellent demand. Dried beef is unchanged and in better demand. Barrel pork is unchanged and in dull trade. Canned meats are unchanged and dull.

Fish—Cod, hake and haddock show a firmer tendency, but no actual advance. Salmon is unchanged and steady. The mackerel market is even stronger than it has been. Norway mackerel are so scarce as to be almost unavailable for the present, and shore mackerel are also in very light supply. Both are extremely high in price. Sales of shore mackerel, average count 185, sold during the week at \$34, which is about twice what they should sell for.

New Rubber Boot and Shoe Factory.

A new rubber boot and shoe company, with a capital of \$1,000,000, organized on the co-operative plan, is being promoted here to manufacture a high grade line of rubber boots and shoes, to be sold direct to the retail dealer. The stock is being sold to retail dealers in ten different states. It is estimated there will be 3,000 stockholders, every one a customer and all working together to ensure its success. The factory will have from 350 to 400 employees and will be the second largest rubber factory outside of the trust. Milton Reeder, who for the past three years has had the management of the rubber end of the business of the largest shoe house in the world, is the promoter, and several of the most substantial business men of Grand Rapids are interested in the project.

SIMPLE LIFERS.

Devotes of New Fad Often Go To Excess.

The present day cult and fad for "simplicity" and "simple living" may be held responsible for almost as many undesired sins as the maligned and maltreated "liberty" of the French revolution. Almost everybody is trying, with anything but simplicity of means and endeavor, to translate the tempting sounding "simple life" into cold practice, and it apparently is as impossible for the ordinary human being to be simple without being rude as to be serious without being solemn. Particularly would this seem true in the realm of polite—or impolite—speech. Practically all ranks and grades of society are suffering from the "simple manner" microbe run wild.

A thoughtful, observant Chicago physician, who, because circumstances for some time compelled him to live the real and actual "simple life" in the Far West, escaped the beginning of the simplicity fad in his home city, recently returned to this city to meet with repeated shocks of surprise and amazement at the hands of various and varied "simple life" enthusiasts and faddists. Attending a meeting of a prominent medical society, he watched with breathless interest the astounding ways and manners of certain professional brethren whose anti-affectation cult has become in itself an affectation. These men represent the cream and flower of the group of Chicago physicians who, men of admirable life, scientific ardor, altruistic research, are determined to lead the "simple life" even if all sorts of elaborate schemes and maneuvers become necessary to do it.

The address of the evening was made by a national leader of an important phase of medical work and thought. Instead of advancing to the desk with the courteously dignified manner once considered inseparable from worthy platform effort, this earnest if mistaken "simple life" exponent strolled indolently to the front, nodded to the attentive audience as to a barely recognized acquaintance, dropped over his notes as if too weary for more erect posture, and went through the whole speech with mumbling tone and careless, indistinct enunciation, with the air of one fulfilling a tedious, unnecessary duty with none too good will. The case was less serious, perhaps, than it seemed, because all present knew that the paper, really valuable in substance, prepared with great and conscientious care, ultimately would be printed in a medical journal, and thus become the property of the entire medical fraternity. But not once was the languid voice clearly audible save to those immediately in front of the speaker, and the effort to catch an occasional utterance must have been hard on the tried listeners' nerves.

The speech over and duly applauded, up rose an older physician, wise with the observation and passing of many strange fads.

"The subject for consideration this

evening is of intense interest," he quietly remarked, his soft but distinct enunciation sending a thrill of grateful relief about the audience, "and I am sure, from what I know of Dr. B—, that it was treated most interestingly. I am sure I should have enjoyed his address could I have heard it. But, whether because I am growing old and deaf or for whatever reason, I did not hear or understand a single word."

Surely even a little of the oldtime oratorical manner the "simple life" enthusiasts are so determined to flee from would be better than this.

Things are much the same in society. Many a hostess, really warm hearted and hospitable, now feels it incumbent upon her to greet the invited guests to whom at least a mild degree of cordiality would seem due with a dull and languid salutation that makes the sensitive individual not personally enamored of this extreme and misleading "simplicity" think regretfully of home and the bygone days when it was considered correct to appear glad to see one's friends. But, on the other hand, many of the "simple life" guests "get even" in advance by scorning to show any cordiality toward the hostess. The "simple lifers," moreover, frequently can be picked out at random in an assemblage because of their carelessness of dress, manners and posture.

Even the pulpit ranks have been invaded, and there is a quaint tradition extant that a certain popular Chicago minister not long since addressed his people seated in a deep arm chair, his legs crossed in most unconventional posture, his hands folded behind his head, his eyes fixed on the ceiling. Numbers of men and women, old and well educated enough to know better, will listen to music or conversation in attitudes so "simple"—not to say unconventional—as to suggest spinal paralysis or extreme and dangerous lassitude to those not eager to be "simple" in just that particular way.

A spectacularly well known professor at the University of Chicago is said to meet his classes in a soiled sweater upon occasion, now and then substituting a loose coat that, flying widely open, betrays the total elimination of the supposedly indispensable shirt.

In business the "simplicity" germ has so eaten into the public manners that the thoughtful, nonsimple observer inevitably is reminded of the witty Irishman who insisted that "every man should do as he pleased and if he wouldn't he should be made to." Such long accepted and useful conventions as waiting until a man has ceased speaking before addressing him, or prefacing an opening remark by a pleasant "Good morning!" or refusing to interrupt a conversation already in progress, have quite gone by the board in certain quarters. "Here, you!" or "Say!" seems the accepted mode of address with many of those who confuse simplicity of manner with rudeness, and subsequent business proceedings are conducted on a similar basis—to the

ineffable disgust of followers of a different school.

"Hire that young woman!" recently exclaimed a capable editor, referring to a girl of undoubted ability, but bearing and personality decidedly rude or "simple," according to the point of view. "Not for a kingdom! I've never heard her begin a sentence with anything but 'Say!' and I don't want to hear that again!"

"O, yes, he did his work all right," admitted a business man more partial to moderate politeness than extreme "simplicity" of bearing, explaining why a certain brilliant young fellow was no longer in his employ, "but I simply couldn't stand the way he slopped over at his desk and his utter lack of decent manners. He was ruining my nerves and temper and losing me customers daily, so I let him go."

A young man, beginning his career in a large city, bore a letter of introduction to a woman whose social position and well known kindness

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FRED BRUNDAGE Wholesale Druggist
Muskegon, Mich.

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

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Write us for prices on

Feed, Flour and Grain

in carlots or less. Can supply mixed cars at close prices and immediate 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

San Francisco, California, Crowd.

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

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



Monopolize Your Business in Your City

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

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

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

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377-379 BROADWAY,
NEW YORK CITY.

might have done much for him. Presenting this letter his demeanor was such as to draw from the well bred hostess an irrepressibly astonished look.

"I believe in free and easy manners," said the young man, in answer to this look, less apologizing for than explaining his almost recumbent position.

"So I should infer," responded the hostess, with icy politeness, "and I fear you would not care for the dinner invitation I was about to offer, since I prefer a little formality in regard to that meal. But you will be welcome to take a nap in our veranda hammock any time you choose."

With which remark concluded her interest in and acquaintance with the young man.

Another lady, also of the old school, needed a clever man of business to look after her large and vested interests. Conveyed by a friend to the office of a young lawyer, whose wits are by no means so slow as his physical movements, she declined to be seated on the ground that she was hastening to an engagement and merely wished to make an appointment at that time. The lawyer, after a moment of drooping hesitation, sank again to his chair.

"It's a tired morning," he averred, feeling that such action did not altogether meet the approval of his new client.

"It would seem so," she agreed, with quiet sarcasm, "and I could not be so cruel as to bring upon so weary a person further work."

There are physicians who act as though too weary or bored or over-busy to take proper interest in their patients; merchants and salespeople too superior or "simple" to wait upon customers with anything like energy or vim; clergymen to whom the condition of their parishioners' souls seems as of no importance when compared with the perpetual weariness of their own bodies; teachers, club-women, business workers, tradesmen, professional pleasers who apparently regard the display of anything like enthusiasm or even normal interest in life as the culmination of bad form. Even upon the stage the "simple life" weariness and lackadaisical languor are making their pitiable way.

All of which suggests the need of reasonable thought on the part of those so sinning—ignorantly, it may be, possibly from excessive modesty, or laudable desire to escape undue formality or anything like stilted bearing. The fad for rudeness in the guise of "simplicity," the careless bearing, scorning any danger of false or forced politeness, is doomed to go the way of all fads, and that speedily; the effect of such mistaken indulgence will remain in sorrowful evidence much longer.

So, since true simplicity is as far removed from impoliteness as affectation, while good manners are ever a human being's best capital, it behooves those who would be permanently successful to be "simple" in the right way. John Coleman.

Many a popular actor finds himself struggling with hard lines.

How the Chinese Work.

Master builders are the Chinese carpenters, pre-eminent among the skilled craftsmen of the celestial empire. Although almost invariably wedded to the use of the tools of his ancestors and to the ancestors' methods he evidently is more efficient in his line than are the average of the foreign trained fitters and machinists in theirs. The Chinese small ax is a beautifully balanced tool which the carpenter is adept in using. He is able to work as true a surface therewith as can be obtained with an adz in the hands of the white man. On heavy work it is customary for two to hew together on opposite sides, striking alternate blows. Both hands are used and recover is over the shoulder, alternating right and left, and there is a freedom of swing with an accuracy of delivery that is a treat to watch. And the rapidity of the blows is bewildering. With the introduction of the nail into his craft the Chinese carpenter was in need of a hammer. His ax is provided with a sort of hammer face, so he came to use that. Although a good ax the tool is a bad hammer. Mr. Barrett Smith secured a small consignment of thoroughly good claw hammers from the West for trial with his men in China. A large proportion of the hammers first introduced into China from the West by importers were poor imitations of what a hammer should be, so that John Chinaman rightly judged it no better than his own and generally repudiated it. When shortly after the arrival of the consignment a man needed a hammer Mr. Smith presented him with a specimen from the Occident. He swung it with a smile of satisfaction and was soon wielding it with energy. In the course of a few days another native hammer was lost, and when the third ax had to be replaced, Mr. Smith had his suspicions aroused. When the fourth was lost he thought it time to begin investigations.

Cork-Sole Substitute.

The following item from a German paper should be of interest to American shoe manufacturers, relating, as it does, to an article that enters largely into their products:

"A substitute for cork to be used for cork soles, etc., is produced, according to experiments by Erdmann and Kothner, through the action of acetylene on copper, nickel or their oxides under a temperature of 200 to 250 degrees. The product is unusually light, and may be cut with a knife into any desired form. The density is about one-half as great as that of cork. It resists water and does not absorb it."

Heard in a Department Store.

Clerk—Will you have stamps with those shoes?

Colored Customer—Stamps?

Clerk—Yes, stamps. We give them with every sale.

Colored Customer—Well, I dunno. I believe we got stamps at home; guess I'll take souvenir postal cards.

Any man who is dead in love with himself should be buried in oblivion.

Washable Wash Goods

The application of the term "Wash Goods" to a piece of cotton dress goods is not always an indication that it is "washable" in the true sense of the word.

Dependon Batistes and Percales

are "washable" because the colors are fast—because the threads are evenly spun and shrunk—because the materials are perfectly woven.

Designs are of exceptionally high class—patterns are clear, and as the colors are absolutely fast the patterns will retain their clearness during numerous washings.

Other important and distinctive features of DEPENDON Wash Goods are: While the colors are fast the fabrics do not suffer in wearing quality from the application of the colors—prices are LOWER in every case than are generally asked for goods of "same" quality.

You can readily convince yourself that we are not making idle claims for these goods by examining the line of DEPENDON Wash Fabrics when our representative calls on you with Spring, 1907, samples.

The DEPENDON Book contains selling plans, special advertising matter, photographs and descriptions of effective window displays—will be off the press in the near future.

Free for the asking.

JOHN V. FARWELL COMPANY CHICAGO

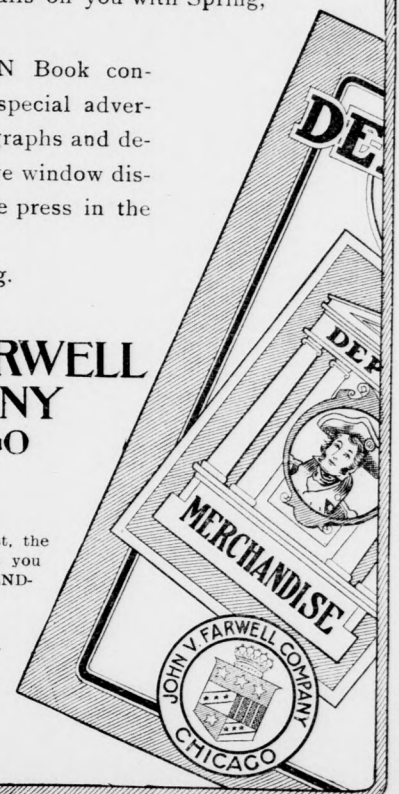
John V. Farwell Co.,
Chicago

Please send us, free of cost, the DEPENDON book in which you outline selling plans for DEPENDON merchandise.

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Town _____

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Entered at the Grand Rapids Postoffice.

E. A. STOWE, Editor.

Wednesday, October 17, 1906

THE BIG STEAMSHIPS.

The rate at which the size of ocean steamships has increased in recent years has tended to create the impression that there is no limit in the matter of size to which the marine architects may not aspire. While the purely mechanical problems have been so solved that it certainly does appear that no present limit to size can be fixed, at the same time something other than mere mechanical problems has intervened, over which the skill of the ship-builders has no control, which has put a very effectual limit, for the time being, on further progress in the matter of mere size.

While the ships have increased in size and power the facilities of the various ports have not developed in proportion. Some years ago twenty-five feet of draft was considered ample to accommodate any shipping that could possibly be constructed. Such a depth of water at the present day would be woefully deficient to accommodate even ships of medium size. Vessels have left this port, for instance, in the recent past, drawing nearly twenty-nine feet of water, and it is a well-known fact that the actual depth of a channel must allow a foot or two over and above the maximum draft of the ships using it, as all steamers when under headway have a tendency to squat; that is, they are forced down by the stern a foot or two more than their actual draft.

When the two big Cunarders, Lusitania and Mauritania, were designed it was understood the channel depth at New York, for which port these ships were especially intended, would be increased to a minimum of thirty-five feet at low water, which would furnish a depth of nearly forty feet at high tide, by the time the new ships would be ready for service, and that this mean low-water depth would be increased to forty feet within a few years. It is now certain that some years must elapse before New York secures the thirty-five foot-draft, and a still greater period before the forty-foot draft will be secured. There is thus a prospect that the new Cunarders will not be able to enter New York harbor when they are ready for service. The big ships are designed to draw about thirty-six feet loaded, which means that the

full forty-foot draft will be essential when entering or leaving New York.

Some of the new White Star Line ships, which are much smaller than the new Cunarders, are not able to load to their full capacity, owing to the lack of sufficient water in the present New York channel. This drawback detracts not a little from their earning capacity, and makes it important, even for ships of their class, that the New York channel should be deepened.

It is therefore evident that the improvement of American ports has not kept pace with the growth of the size of ships, and that consequently the limit of sizes has been reached until such time as the great ports of the world increase the depth of their channels. That New York will eventually increase the depth of the entrance to her harbor is reasonably certain, but if ships are to be constantly increased in size it will not be long before even a forty foot channel will prove insufficient.

These facts should serve to warn all ports that have an ambition to figure as ports of the first class that they must increase the depth of the channels from the sea. In some cases this will prove an almost insurmountable difficulty, as not only must the channel across a bar be deepened, but the whole harbor must be dredged. In the case of New Orleans no such difficulty presents itself. This port has a magnificent harbor, with an enormous depth of water and an unobstructed channel, to within a mile of the sea, of fully sixty feet. The bar across Southwest Pass is now being improved so that a navigable depth of thirty-five feet at low water will be secured in a short time. It would be almost as easy to secure forty feet of water, and that depth can be secured at the expenditure of but a small additional sum. Of course, thirty-five feet will meet all the present requirements of the port, but that will be for but a few years, when ships will desire to come here that will require forty feet, hence it is well to look ahead and in that sense it is gratifying to reflect that there exists no serious difficulty in the way of securing a minimum of forty feet in Southwest Pass.

ANCIENT HISTORY REVIVED.

The publication of extracts from the diary of the late Prince Von Hohenlohe, formerly Chancellor of the German Empire, giving the Prince's recollections of the final scenes in the retirement of Bismarck from control of the affairs of the German Empire, has caused a first-class sensation in Germany. That the facts are pretty much as narrated is not denied, but at the same time the official opinion condemns the publication of the memoirs at this time, when some of the actors are still very much alive, and all the facts are too fresh in everybody's memory to be calmly and dispassionately considered.

The account of the closing scenes in the public life of the great Chancellor are full of human pathos. The old statesman, chafing under the restraints imposed upon him by the

present Emperor, then a young and untried man, could not conceal his chagrin and his contempt for the new ideas that it was proposed to introduce. He noted with constantly increasing jealousy and irritation the direct relations of the Emperor with members of the Ministry. Previously all affairs were managed by the Chancellor, and other ministers reported only to him, and never to the Emperor direct. The discovery that the new Emperor was bent upon overturning the old regime and taking control of affairs in his own hands was gall and wormwood to Bismarck and the friction created became so intense that a prompt break between the Emperor and his grandfather's celebrated Chancellor became inevitable. In the words attributed to the Emperor by Von Hohenlohe, it became a matter of either the Bismarck or the Hohenzollern dynasty reigning in Germany.

The final cause of the retirement of Bismarck was the objection of the latter to the proposition of the Emperor to treat with the Socialists and labor agitators. Bismarck proposed to crush out these elements ruthlessly, but the young Emperor was opposed to any violent methods, being unwilling to commence his reign by shooting down his subjects. When Bismarck saw that the Emperor had approved the holding of the workmen's conference, he understood that the end had come and he suddenly retired to the privacy of his estate, to wear himself away in impotent rage and discontent with the new order of things.

It is natural that Emperor William should feel incensed at the revival of these dead and buried details, which, while they place him only in the most favorable light, nevertheless, stir up rancors that were best forgotten. Despite the cloud which overshadowed Bismarck's closing years, there can be no dimming the luster of his great career. Without his iron will and still more iron hand, the German Empire of to-day would have been impossible. Like many another great statesman, Bismarck lived too long for the good of his reputation, but posterity, more charitable than some of the Iron Chancellor's contemporaries, will remember only the great things he did for his country.

Other nations may have reason to blame Bismarck for his ruthlessness and hard-heartedness, but surely Germany can not share such sentiments, since the Empire benefited so largely by the stern and unbending tramping on the claims of others which made up so large a part of the career of the "Man of Blood and Iron." It speaks well for Emperor William that he disapproves of the recent publications. He ardently desires that his countrymen should remember only the Bismarck of the days of 1870, the loyal and devoted champion of the Fatherland, the empire builder, and the patriot, rather than the disappointed and broken old man, who passed the closing years of life in vain intrigue and useless regret.

Fruit for eternity needs the frosts of time.

DISCOVERY OF HEMISPHERE.

On the 14th of October, 1492, occurred the most important event in modern history, and one of the most important in the history of the world in every age.

This was the discovery by Christopher Columbus of the Western, or American, Hemisphere. It is astonishing that the ancient nations—at whose head, on account of their high attainments in art and literature, their elaboration of great systems of philosophy and ethics, and their prowess and conquests in war, considering how small a population their nationality embraced, were placed the Greeks—were absolutely ignorant of the existence of the vast hemisphere of the New World.

It is true that there were extant among them traditions of an invasion into Europe of a warlike race from Atlantis, a continent or island far to the westward of the European coast, and that the invaders had been finally defeated when news came that their island had sunk into the sea and all its people swallowed up, only those escaping who happened to be abroad or were able to secure ships at the time of the tremendous engulfment. There were also in vogue stories of the Fortunate Isles, in the Western Ocean, where were the Gardens of the Hesperides, in which were trees bearing golden apples (oranges), guarded by ferocious sea monsters. There was no lack of such narratives among the Greeks, but they were regarded as the creation of poetical imagination and related to no real things or conditions. It is a singular fact that the orange, which is an American as well as a Chinese fruit, is not mentioned either in the Bible writings or in Greek history or literature. The apple, the grape, the olive, the fig and the various other fruits known to the people of Southeastern Asia and Southern Europe are spoken of in their writings, but excepting such allegorical allusions to the apples of gold in pictures of silver of the Psalmist, and the golden apples of the Hesperides, three of which were successfully used by Hippomenes to gain the love of Atalanta, the swiftest-footed maiden in the ancient mythology, there seems to have been no acquaintance by these people with the orange, resulting from the fact that they had no communication with Eastern Asia and America.

However complete the ignorance in the Old World of the existence of the New, this hemisphere of ours seems to have been reserved by the Creator of worlds and their peoples for the planting and upgrowth of the greatest free nation which the human race has ever known, to give laws and liberty to all nations and to dominate the earth.

Some people sit up nights wondering whether the Lord knows enough to tell their pearls from other people's pumpkins.

The effect of true consecration always is to cut cleaner the lines of square dealing.

Secrets behind the hand often are but stabs in the back.

AN OFFICIAL CUPID.

What the Clothier Said to the Policeman.

Written for the Tradesman.

There is a door facing the side street, opening at the rear of the store, and here the clothier's desk is located. Intimate friends and policemen stop at the side door and talk with the clothier about the weather and other things. Yesterday a policeman came along, swinging his club, and placed one burly shoulder against the casing, the door being open.

"That's funny!"

The clothier looked up.

"What's funny?" he asked.

"Why, the way the old man tore around."

"Elucidate," suggested the clothier.

"I've just been assisting at a wedding," said the policeman.

"Officially?"

"Personally," was the reply. "You see, a couple from some blind siding up the road got off the 2:20 freight and stood looking around the depot as if they expected to have some coarse man jump out at 'em."

"Elopement?"

"Sure. I sized it up right at the first turn of the cards. The man was long and thin, with a growth of whiskers that looked as if he had to sit up nights to raise 'em, and the girl was a young thing about half his age."

"Looking for a preacher, were they?"

"It looked that way to me. The girl appeared to be scared about out of her wits, and the man kept urging her along."

"And you interfered, of course?"

"You bet I did—nit."

The clothier turned away to hide the look in his eyes. It was not a look of approval of the course of the policeman.

"I just stood there and waited, thinking something good would be coming off directly. It came according to schedule, all right."

"The girl's parents came, eh?"

"I should think so! I saw the man and girl give a jump, and down the street came a rig that must have occupied space in the ark. An old man was driving, whipping the raw-boned beast into a run as he saw the couple on the depot platform. The man made for the place where I was standing. 'Where's there a justice of the peace?' he asked."

"You didn't tell him?"

"Of course I told him. What's more, I went with them up the back stairs to Justice Wilson's office and kept the old man at bay until they had time to get spliced and get down the front stairs. Whew! It was a sight to see that old farmer hop around, trying to get up stairs. If he had had a gun he would have used it on me."

"It is a great pity that he didn't have a gun," said the clothier.

"What's that? You think I ought to have helped the old man?"

"Of course."

"But these people looked old enough to know their own business, and they wanted to get married."

"You said the girl was about half the age of the man?"

"Well, about that."

"About how old?"

"Eighteen, I should say."

"And the man about 35?"

"About that."

"You ought to be fired from the force," said the clothier.

"What for?"

"For not butting in there and preventing the marriage until the father could have explained the situation."

"Oh, he explained the situation, all right. He said the man was a thief, and a dead-beat, and had a wife back East somewhere. But, of course, he was angry, and I took his remarks for what they were worth."

"Still, they may be true."

"Oh, of course they may, but usually a man who wants to prevent a marriage begins with just that sort of talk."

"What do you think you are on the police force for?" asked the clothier.

"Why," said the policeman, "do you really think I did wrong in helping the couple get married? It is a common thing to assist lovers in that way. The preachers and the justices marry them, and everybody is ready to give them a boost."

"Yes, everybody is ready to give them a boost. People who will sit up nights to assist parents in restraining their children in anything else will put themselves out to aid children to disobey their parents when it comes to the most important move of their lives. If a man and a girl want to marry, everybody laughs and helps. It makes no difference whether the match is a suitable one or not. In this case the man was about old enough to be the father of the girl. You don't know where he came from, or what sort of a chap he is, yet you butted in and kept the father away while the marriage took place. You ought to be fired."

"I guess there's no great harm done."

"How do you know how much harm has been done? If the statements of the father are true, the man has committed the crime of bigamy and the girl is no more a lawful wife than that 10-year-old child playing across the street. The father should have had a chance to prove the truth of his words, and it was your duty as an officer to have assisted him."

"But the justice? What about him?"

"The justice did not have the information in the case that you did. It is a rotten shame the way young girls run away from home and marry men whom they have known but a short time. Preachers and justices ought to look well to the character of any couple they do not know. Why, this getting married is no joke. It is a life arrangement, and there is nothing worse than for two people of different tastes and ideas of life to tie themselves together. It fills the divorce court calendar and it turns young children out in the world to shift for themselves at a tender age—at the age when they are most likely to repeat the error of their parents."

"It's all in the interest of the Great American Home," said the policeman, with a grin. "We are all working for that."

"It is not in the interest of happy homes," replied the clothier, "and a home that is not a happy one should not exist. I am not a preacher nor the son of a preacher, but I'd like to howl on this subject until it set people to thinking."

"Some of the marriages which are hatched up in a day or two turn out best," said the policeman.

"That is a cheap observation," said the clothier. "Of course both girls and boys conceal their real selves and put their best foot forward, to use a homely expression, during courtship, but still they know a lot about each other, and know whether there are any previous complications. The fact is that people act like fools in the matter of marriage, and it is no wonder that there are so many divorce cases on call at every term of the Circuit Court."

"It will always be that way."

"It will be that way as long as every man, woman and child comes to the rescue whenever a chit of a girl, who ought to be playing with her dolls, wants to marry a dried-up old roue whom nobody knows anything about. I can't understand it. Why should a man who would spend time and money to enforce paternal decrees, in the matter of work, dress or amusement, do all in his power to assist a girl to set her parents' wishes aside in the matter of marriage?"

"I give it up," said the policeman, moving away.

"You'd better give up your badge and club," said the clothier. "If things go wrong with that girl I hope she'll haunt you night and day."

Alfred B. Tozer.

Lansing Bank in a New Home.

Lansing, Oct. 16.—Not even in Detroit or Grand Rapids is there handsomer bank quarters than those being fitted up by the City National Bank of Lansing. The Bank owns one of the best business corners on Washington and Michigan avenues, and this year it has entirely rebuilt its building 44x120 feet, adding two stories and greatly enlarging its quarters, which now occupy the entire ground floor. There is a wealth of marble and mahogany in the new fur-

nishings of the bank, and every convenience of a modern banking house has been provided. The bank itself is one of the most substantial and prosperous in the State.

This has been a great year for building in Lansing, but the next season promises well. Probably, the most pretentious structure in contemplation for next year is a row of six stores to be built on Washington avenue, south of Kalamazoo street, by J. W. Woolford and Frank G. Clark. The stores will be three stories in height, and constructed on lines entirely new in Lansing, a southern style having been selected.

The Michigan Screw Co., capital \$100,000, has been organized during the past week and preparations are being made to establish a factory in Lansing at once. The company will manufacture, beside screws, a large variety of small articles used in automobile construction. R. E. Olds is President, M. R. Potter, Secretary and Treasurer. Hugo Lumberg, of Detroit, general manager, and W. M. Roberts, of Detroit, sales manager. It is understood the location of the factory was first offered to Ypsilanti, but that city would not undertake to subscribe for any of the stock, although it was grabbed up by Lansing capitalists quickly.

Wabash Grocers Confronting a Boycott.

A boycott of all grocers and meat merchants in the Wabash Union Delivery Co., Wabash, Ind., was declared at a mass meeting of union men and women and sympathizers, held in Union Hall during the week. The boycott is unusual, for practically all the grocers and butchers in the city are in this co-operative delivery system, and the tendency will be to force union people to buy in the suburbs of the small firms. The delivery boys struck because they asserted they had too long hours. Two weeks later they organized. The merchants held that as they were not unionized when they struck it was not the cause of unionism and recognition could not be given. Despite this fact, a resolution was adopted supporting the delivery boys and the boycott was ordered general and a committee named to enforce it.

Success is often the result of a one-card draw in the game of life.

To the Economical We Say

H. M. R. Granite Coated Roofing Wears Longer

To the Artistic We Say

The Beautiful Brown Granite Is Attractive

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Our Granite Roofing Is Easily Laid

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H. M. REYNOLDS ROOFING CO.
Grand Rapids, Mich.





Special Features of the Grocery and Produce Trade.

Special Correspondence.

New York, Oct. 14.—Politics rage and the people imagine a vain thing. We read of blizzards in the West, and even in this State, and wonder if already we must get the furnaces started for the "long and dreary" winter. Of course the packing of tomatoes and anything else has come to a sudden end and the usual enquiries are being sent to canners to know how much they have saved to date. The big banking failure in this city and Cuba has knocked out the Seville Packing Co., which concern has been widely advertised from Maine to California, and there may be other failures in store. While politics has not occasioned the interruption to trade that occurs in presidential years, there is a close watch being kept, and business men wonder what actually will happen if Hearst is elected. He will certainly poll a big vote.

Jobbers report a fair trade in coffee, but quotations do not seem to carry the real strength hoped for. The Street quotation for Rio No. 7 is 8@8½c, or about ½c less than the "official" figure. Buyers are not alarmed over any prospective rise, and simply take sufficient to meet present wants. In store and afloat there are 3,610,705 bags, against 4,441,667 bags at the same time last year. Mild grades are moving in the usual rut and no appreciable change has been made.

There is a steady tone to the tea market, but the actual amount of trade is not large and even less than last week. Certain teas show some advance, and this is especially true of Souchong, India and Ceylon. Congous are in rather limited supply and are well sustained.

Refined sugars are lower and at the moment the whole market is somewhat upset. There has been a fair demand for this time of the year, but there is, of course, not a great rush, and it seems likely that the lower basis will be held, if not, indeed, beaten down still further.

Rice is strong. The market is in good shape. Supplies are not overabundant, and the demand is good for the season of the year. Sellers are very firm and buyers will find few, if any, "bargains in rice," unless every purchase at present figures is not one.

There is a satisfactory demand for spices, and this is bound to become more marked as the season advances. Orders are coming in from all sections and quotations are firmly maintained. Cloves, especially, are strong within the range of 15@15¼c for Zanzibar.

Molasses is firm. Orders come with increasing frequency and the situation favors the seller in every way, although rates are not as yet advanced. Good to prime centrif-

gal, 18@28c. Syrups are very well sustained and the market keeps well cleaned up.

The frosts have given strength, of course, to canned tomatoes. All over the great producing districts the end of the pack has come and the market is bound to respond. While 90c remains as yet about the correct figure for Maryland standards, there is every reason to think the dollar mark will be touched before long. Jobbers have had a good week in the way of trade and the whole line of canned goods is in good shape. Especially short is the pack of asparagus, peas and peaches, and prices on the same are hard to name with any confidence that they will be good "over night."

Butter is firm for the very top grades, which fetch 26½c. Seconds to firsts, 23@25½c; imitation creamery, 20@22c; Western factory, 16½@19½c; renovated, 18@22c.

Cheese is without any appreciable change. Full cream, 13¼c.

Eggs are firm, with finest selected Western, 26c; seconds, 22@25c. The market tends upward, but probably no pronounced advance will be made.

Do Not Mistake Vanity for Ambition.

As a bit of general philosophy for the young man starting out in life nothing is more pertinent than the necessity of recognizing one's limitations.

Looking over the world's history there are thousands of examples of men and women who have saved themselves to the world's remembrance through the mere recognition of that ambitious line which they knew they could not cross. In the great afterthroes of the civil war Grant risked his fame as a military strategist by accepting the call to the presidency of the United States. It might be hard to say that in doing so he did not act against his best inward judgment. But it is history that he will be remembered as a great military commander long after he is forgotten as the Chief Executive of a great nation. So distinctly is this recognized that it is a question if ever again in the history of the United States another man shall be called to the high office on the merits of a great military campaign.

In the case of Gen. Grant, however, his history in war was written too plainly for the shortcomings of his administration ever to wipe out or mar seriously his military achievements. In the workaday world of the present, however, there are millions who in their little field of effort are endangering themselves and their future by not drawing the sharp line of common sense between a worthy ambition and an unworthy, selfish vanity.

Ambition and vanity are allied so closely in the common acceptance of the world that a strong common sense is necessary to distinguish one from the other. Ambition in its best sense prompts a man to do his best in accomplishing that thing which he feels he best can do. To the extent that this man is led away by acquisitiveness or other forms of self-

ishness to attempt something which is beyond him vanity takes the place of ambition, and he enrolls his name among the foolish ones of the earth.

Not that there is not pressure of many kinds brought to bear upon that one who does not make a study of his limitations. Strong pressures may come and opportunity itself may appear to be knocking her one time at his door. Every day one may see the results of such misconceptions. A judge, wise upon the bench, is called to executive position, accepts the call—and fails. A good citizen of wide acquaintance and social standing lends his name to the presidency of a financial institution—and fails. Or perhaps a man of only social attainments that come of birth and wealth turns to a field of vain political or economic endeavor—and fails.

Failure to realize limitations is the common cause of all these.

There are influences at work to-day which are leading many a young man to believe that striving for the unattainable at the expense of that which he may and should attain is a virtue. It is a vice, rather; it is ignorance at the least, and ignorance is the mother of all viciousness. Had Darius Green made the successful flight through the air, as he anticipated, his name to-day would have been among the great ones in science. He could not recognize his limitations, however, and the despised "chatterin", sassy wren, no bigger'n my thumb, still continues to know a good deal "more'n men" of the secrets of navigating the upper air.

This necessity for one's searching for the boundaries of his limitations and fixing them sanely comes closer home to the average man than he often considers in his working life.

I know a man in business life whose appreciation of himself and his work is little short of egomania. He never was wrong in his life. There is nothing in the whole circle of his business vision which he does not understand, and there are few things in the system of that business which he would not reorganize—if he had the chance.

But, while he has no thought of his limitations himself, the great house of which he is an extremely valuable member where he is, long ago took that measure of limitation for him, and never, while the present heads of the institution rule its destinies, is that man to have an iota of further initiative and authority in the house. The house admits that in this man's especial line he has few equals; that to fill his place would be difficult; further, that if in the necessities of change in the house heads another man needs to be passed up over the head of the egotist the house likely will lose this egotist's services through his piqued vanity. But the house is prepared to lose him if it must. In such a possible circumstance it can not afford not to lose him.

But, on the other hand, there are thousands of men of similar temperament who are in positions where their superiors have not taken their measures. It is conceded them by virtue of their accomplishments that they are entitled to whatever degree of

vanity they may care to assume. Perhaps the various expressions of this vanity at times may wear upon those who, feeling that the person is valuable in his capacity, count upon their own position and show of authority above him for keeping him within bounds.

But in such a business organization as this, which has looked only to present conditions, an emergency easily may arise in which, as a seeming last chance, the man of unstudied limitations is put to the fore with a free initiative and unchecked responsibility. Sometimes this sense of responsibility itself may bring such a man to a sane realization of himself and his place. But far more frequently it is the finish of the man in his field of usefulness. With his vanity pricked to more radical expression in every form, he goes blindly upon the rocks. There, failing, he becomes a failure.

How many times does a stranger to a great general office enter the place to discover in some stranger underling in the office a pose and speech and bearing that are strikingly aggressive in comparison with the gentle simplicity of the head of the institution which that simple gentleness has built up? It is not impossible that this gentle simplicity of the institution's head has a specific need of his underling egotist—in an underling's place. But if this be true it requires no power of the seer for the caller to see that an underling's place for all time is the egotist's position with that house.

How many millions of people to-day are working under the supervision of men in underling capacities who know that with these men in full authority they would be forced to leave their places in order to hold even their self-respect? Managements of a thousand places of the kind may not have realized the fact. Thousands of egotists themselves have not seen and will not see. But, however the managements and the principals may not see, the competent ones working under the illimitable limitations of egotism may be counted upon to see and know and it is in the seeing and the knowing units of such an organization that the man who fails to study his limitations finally is undone. John A. Howland.

California Honey Crop Light.

The California honey crop is the lightest ever known. It will not exceed 10 per cent., except in Inyo county, California, which is near the Nevada line. This has a fair crop, amounting to about six cars. The Gregory Fruit Co., whose offices at Colton, California, are the principal handlers of honey on the coast, have bought up all the crop of California and Nevada, which will total ten cars of comb honey. They report that the coast markets will use practically the entire output. However, a few cars have gone East. The crop of extracted honey is somewhat better than the comb, probably 20 per cent. of a full crop. The bulk of this has already been shipped and prices ruled high.

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Shaving Cases	from 3.75 to	30.00 per dozen	Rattles	from .21 to	2.00 per dozen
Collar and Cuff Boxes	from 1.90 to	34.00 per dozen	Tops	from .25 each to	1.90 per dozen
Fancy Work Boxes	from .75 to	24.00 per dozen	Tin Toys	from .30 to	3.75 per dozen
Necktie Boxes	from 2.00 to	9.00 per dozen	Toy Drums	from 1.90 to	8.50 per dozen
Glove & Handkerchief Boxes	from 2.00 to	18.00 dozen sets	Toy Watches	from .80 per gross to	2.00 per dozen
Trinket Boxes	from .75 to	2.00 per dozen	Fur and Wood Animals	from .35 to	2.00 per dozen
Shell Novelties	from .33 to	8.00 per dozen	Voiced Bellows Toys	from .35 to	2.00 per dozen
Burnt Wood Supplies	from .42 per doz. to..	2.00 each	Clappers and Jumping Jacks	from .29 to	3.75 per dozen
Kid Body Dolls	from 1.75 to	21.00 per dozen	Iron Toys	from .35 to	18.00 per dozen
Dressed Dolls	from .30 to	48.00 per dozen	Iron Trains	from .70 to	8.50 per dozen
Christmas Ornaments	from .72 per gross to	.70 per dozen	Toy Banks	from .33 to	3.75 per dozen
Mechanical Automobiles	from 1.50 to	9.00 per dozen	Printing Presses	from .33 to	15.25 each
Mechanical Toys	from .75 to	9.00 per dozen	Doll Carriages	from 1.90 to	16.50 per dozen
Mechanical Trains on Tr'ks	from 1.90 per doz. to..	3.25 each	Sleighs	from 1.95 to	16.50 per dozen
Steam Engines	from 2.00 to	21.00 per dozen			

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We Sell to Dealers Only



Selling Slippers at Five Cents a Pair.

Slippers at five cents per pair were recently sold in large quantities by a syndicate of five and ten cent stores. This price is probably the lowest ever scored for wearable footwear. The slippers might be called, or sold as slippers, bath slippers or mules. They consisted chiefly of an outsole, an insole and a vamp, a black tape binding, and little metallic fastenings. There was no heel or counter on them. Neither was there a particle of leather in the shoes. The outsoles were of a coarse corded fabric something like bagging, and vamp was like a piece of burlap. The insole was of paper, covered with an imitation of leather, or varnished paper. These shoes were offered in all sizes for men and women, and in two colors, red and green. They were a mighty attractive looking shoe for a nickel a pair. They looked as if they were made abroad, but the clerk who was selling them didn't know from what market they came. Undoubtedly, they were a special bargain, for either the material, or the labor in them, looked worth more than the selling price, upon the American scale of wages and prices.

These five and ten cent store shoes may start some shoe retailers thinking, especially as the same concern is selling dolls' and infants' footwear at ten cents per pair, and, in some cases, better shoes at ten cents apiece. Many retailers may draw themselves up and pat themselves on the back as legitimate retailers, and scorn the five and ten cent trade, but if they will step around to the hardware dealer, in any town in which there is a five and ten cent store, they will get some new views on the subject. The five and ten cent stores gave the legitimate hardware retailers a hard run, and many hardware men had to meet their competition by putting in five and ten cent tools and findings.

Of course, the recent sale of five and ten cent shoes was an exceptional case. But these syndicates of five and ten cent stores have a habit of repeating former successes, and it is very probable that, in some way or another, they will duplicate, or at least rival their recent successful sale. It is reported that a shoe factory has recently been started in the vicinity of Boston to make cheap dolls' and infants' shoes for the five and ten cent store trade.

Another line of goods in which shoe retailers meet outside competition is sporting or storm shoes. Dealers in hardware, who handle sporting goods, and specialists in sporting boots, both figure in this competition. Many hardware men and the sporting goods dealers have found it profitable to handle hunting boots. These boots are built to keep out rain, snow and cold, and many

people soon found them as good footwear for the streets of the city as for the pathless forest. Consequently they went to the hardware and the sporting goods store and bought them.

The legitimate retail shoe trade quickly took up these storm boots, and in the last few years, many firms have built up an excellent and profitable trade in them. Progressive retailers realized that this trade did not belong to the hardware and the sporting goods dealers, and, not stopping to argue the question, nor to complain to the hardware or sporting goods man that he was stepping outside his bounds, they went in and took the trade that belonged to them. They pushed trade in storm boots, advertised them, featured them in their window display, and stocked up on them for men, women and children, and in various grades ranging in price from \$3.50 to \$15 per pair. Of course, the shoe retailer could afford to carry a better stock of these storm goods than the hardware man, or the sporting goods man, and having a better knowledge of the shoe trade, he naturally took the best part of the trade. There may be a number of retail firms who may not yet have taken their proper trade from the hardware and sporting goods men, and in this coming winter there is abundant opportunity for them to do so. This applies equally well to trade in moccasins, for house or woodland wear.

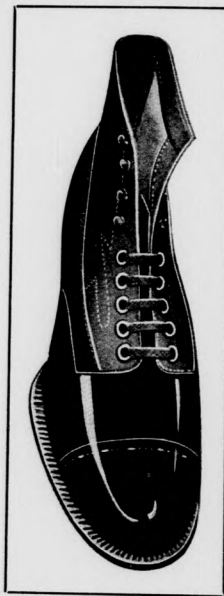
These hunting or storm boots, are sold at as high as \$15 per pair, and so the retailer who goes after trade in them seeks far bigger game than he does when he goes after the five and ten cent store competition.

The \$1.85 Goodyear welt shoe for women is a shoe that is attracting a great deal of attention in the present trade. It is built to retail at \$2.50, and several lines are said to be mighty good value in footwear for the money. The \$1.85 welt shoe, however, is in a peculiar position, and features about it give retailers much opportunity for thought.

The \$1.85 welt is considered by a number of manufacturers as one of their distinct triumphs in shoemaking. It has to be figured close, on account of the prevailing high prices of material and supplies. And a great deal of quality to be put into it, because it is in competition with other lines. For instance, there is a pretty battle between the \$1.85 welt and the \$1.60 McKay. The \$1.60 McKay has been so perfected by certain manufacturers that retailers have actually sold it at \$2.50, and have satisfied customers. Some retailers are getting \$2.50 for the welt shoe, and are representing it as a better shoe than the \$2.50 McKay. In some cities, these shoes come into competition in different retail stores, and their prices are cut, and it is not uncommon for the \$1.60 McKay to be sold as low as \$2.00 per pair, and the welt at \$2.25, or \$2.19. Several firms, both manufacturers and retailers, are straddling the issue between the \$1.60 McKay and the \$1.85 welt, and are handling both lines.

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.

Economy



Comfort

Wear

Why do men who do hard, rough work of all kinds prefer shoes branded with our trade-mark?

Because they are made of the right sort of leather over lasts that insure absolute comfort; and because they are made up into practical, good looking, common sense styles.

They combine economy, comfort and the best of wear.

Rindge, Kalmbach, Logie & Co., Ltd.

Grand Rapids, Mich.

The \$1.85 welt is also in competition with the \$2.00 welt. Of course, manufacturers can put more quality into a \$2.00 welt than they can into a \$1.85 welt, and some retailers prefer to handle the \$2.00 welt. They sell this shoe at \$2.50, and even \$2.75 per pair. Other retailers prefer to handle the \$1.85 welt and sell it at \$2.50. Local conditions in most cases govern the prices, for in a community where competition is hot, the lower price shoes are apt to get the preference, but, in many cases, retailers who make a feature of quality in their shoes handle the higher price shoes, and are satisfied with a smaller profit per pair, or, perhaps, hope to sell many pairs and thereby get a handsome total profit.

A new shoe on the market rejoices in the name of the Baby Balancer. It is exactly what its name implies. It balances babies on their feet when they first begin to stand up, and try to walk. The designer of these shoes believes he has scored a triumph in shoemaking. The shoes are made by the stitch down process, and of selected bottom stock, heavier than is ordinarily used in first step shoes, but so flexible that it will bend with the foot and yet strong enough to support the infant foot. The sole has an extension edge, all the way around, so that it gives the baby a firm base on which to stand, and helps to prevent him from tipping over as he totters around. The extension edge also serves to prevent him from banging his toes, or his heels against any objects. In these shoes is a counter, designed to aid the ankle, and prevent its turning. The shoes are unlined, and they may be washed with soap and water.—Fred A. Gannon in Boot and Shoe Recorder.

Figuring on a New Factory.

Jackson, Oct. 16—The Jackson Automobile Co., with two new factory buildings, including a forge shop, is preparing for an output of 1,300 automobiles for the present year, the selling value of the product being over \$1,250,000.

As indicating the prosperity of this company, orders for 1,213 machines have already been booked. The company will have the machinery running in the new factories, which are in addition to the present plant, by November 1.

Postmaster J. C. Richardson is in correspondence with an Eastern company which desires to locate in Jackson. It asks for a factory site and a donation of \$12,000 toward the building of a factory which will cost \$20,000, and is willing to guarantee a pay roll of \$30,000 per annum for a term of years. The name of the concern has not been made public, but it manufactures articles of standard use. It is likely an interesting proposition will be made the company.

The automobile manufacturing business has assumed large proportions in Jackson. The Buick business, which will be continued in Jackson under another company, is remarkably busy.

Utilize Refuse Formerly Dumped in the River.

Bay City, Oct. 16—The Bay City Chemical & Color Co. is the newest of the local industries, the company being organized last week with both outside and local capital. The so-called Wheeler property, in the south end, has been purchased and work will begin on a large main and several smaller buildings as soon as the necessary plans, etc., can be made.

The company will manufacture coal tar products, including both drugs and chemicals, and several coloring matters, from the refuse of hardwood mills. Of the nine mills in Bay City, eight cut hardwood.

This company will be the second to use mill refuse for the manufacture of chemicals. The W. D. Young Co. manufactures thousands of dollars worth of wood alcohol and other chemicals monthly, using the hardwood clippings from one mill alone. A load of kindling, formerly sold for \$1, will bring \$40 to \$100, depending upon the products made. Fifteen years ago this stuff was dumped into the river or burned to get rid of it.

The Board of Trade has begun a campaign for new members and started in Friday by securing fifty. The new officers of the Board announce that, while they will pass up no opportunities to do anything to advance the interests of the city, they will not make any further efforts for new industries until the Board is recruited up to 500 members, and the strongest civic and progressive spirit has been aroused.

President S. O. Fisher declares that every member of the Board must hustle if the Board expects him to act as President. He was an unanimous choice. His abilities as a worker are well known, and, although he has been in office only three days, two meetings of the board of directors, attended by every member, have been held. The directors this year are the strongest men, financially and in business, in the city. They are A. E. Bousfield, C. A. Eddy, H. G. Wendland, John Bromfield, Walter D. Young, L. E. Oppenheim, James Tanner and B. M. Wynkoop, with the President.

Conducting Municipal Lighting at a Loss.

Bay City, Oct. 16—Municipal commercial electric lighting schemes are sprung in Bay City periodically and the latest will come up for discussion at the next meeting of the Common Council. It has been discovered that the cost of manufacture of the current furnished private users on the east side is more than the consumers pay, leaving repairs, depreciation and delivery to be paid out of the tax rolls. A plan is now on foot to consolidate the east and west side plants in some central location; use what machinery that can be utilized and buy the remainder new. The council will be asked to make an appropriation for the purpose of investigating and securing estimates.

To let your light shine before men it isn't necessary to make a fireworks display.



Celebrated "Snow" Shoe

We have been made the Michigan distributors of the celebrated "Snow" Shoe, and have purchased the entire stock which the C. E. Smith Shoe Co., the former distributors, had on

hand, so that we might be able to fill orders at once and without delay, while more are coming through the works.

There is no shoe in this country that has so favorable a reputation for "snappy, up-to-date" goods, together with the fact that this manufacturer is the only one who guarantees his Patent Leather Shoes against cracking.

Those who have purchased of the C. E. Smith Shoe Co. can re-order of us, using same stock numbers, and while these last, you will receive old prices.

Do not forget that we are the Michigan distributors of the celebrated "Snow" Shoe.

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.

Forget It!

Forget the mistakes you have made in ordering shoes for boys' wear that looked good in the sample and fell down on the first pair you tried on your best customer and lost you their business. Get a line of

Hard-Pan Shoes

For Men and Boys

and be a success—without worry. Hard-Pan shoes will bring back your customer the next week—the next month, and bring along new trade. But don't forget that but one man in a town can get them. Your success depends on your action today—a postal will do the business if the other fellow hasn't got ahead.

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

Herold-Bertsch Shoe Co.
Makers of Shoes
Grand Rapids, Mich.

THE DISCHARGED CLERK.

How the Druggist Gave Him a Recommend.

Written for the Tradesman.

"What has become of all the drug clerks?" asked the man who operates a drug and fancy article store in a small town.

The city druggist took a seat on one corner of the slant-top table and said he had no idea where they were. He was sure he had not mislaid any of them.

"You had a bright-looking young fellow here not long ago," said the country dealer. "What has become of him? He might be all right for me. I've got to have some one right away. Registered, is he?"

"Yes, he's registered," replied the druggist. "He ought to be copy-righted. Some day some fellow will come along and infringe on some of his intellectual devices and then there will be two out of a job."

"I thought he knew his business," said the other. "He looked pretty good to me. What was the matter with him?"

"He should have been named Butinski," replied the druggist. "He was the limit for cutting in and nosing around. The boys used to pack bricks and soap up in neat parcels and lay them on the counter just to see him sneak up and pry around until he found out what was inside. Talk about cutting open a pair of bellows to see where the wind comes from! I believe this fellow would dissect a bell to see what made it ring."

"Wouldn't he stand for a call-down?"

"I exhausted the English language trying to reform him, and my partner can swear fluently in three foreign languages and he tried to reason with him for his own good, but it was no use."

"Is he a good mixer?" asked the country druggist.

"Good mixer! I should say so. He'd mix with a customer until he found out how many hairpins his wife had concealed under her store locks. He'd cut in when I was talking business, and approach and look over my shoulder with a bland smile when I was reading my mail."

"What I intended to ask is, Is he a good prescription clerk?"

"Yes, he knows how to put up prescriptions, and he'll never poison any one through carelessness or ignorance. But he has to have plenty of time. If he was putting up a prescription for a baby who was dying with croup and a man came in to tell what he didn't know about some other man's business, Mr. Butinski would stand there behind the counter with his mouth open and his ear cocked so as to catch the whole thing. We used to throw things at him, but that made no difference."

"If a man came in and asked for a prescription out of the ordinary, this Butinski would ask what he wanted it for, and if it really was any good for the purpose the man was buying it, and if it wouldn't be better to add something or leave out something. He came near making rough house

here once when a prominent prohibitionist bought a quart of alcohol for medicinal purposes and Butinski suggested that if he would use a little pepsin with the stuff it would prevent his nose becoming red.

"The young men of the city got so they wouldn't trade here because the fellow would grin and wink and punch 'em in the ribs when they bought perfume and other things. A drug clerk doesn't need to be so wise to the doings of others. It is none of his business what the boys buy so long as they have the price. Of course, it is a fine thing for a clerk anywhere to know a lot about his customers, but there are times when a drug clerk isn't supposed to know anything."

"That is one of the truest things you ever said."

"I don't know as Butinski could help it," continued the druggist, "but he poked his nose into things about the store until he had to be let out. He needed the place, too, and wanted to know just why he was let out. I told him, but he didn't believe me. He used to come in here and sit around, thinking, I presume, that he might catch me in a pinch and get back. Sit around here like a cat, he would, watching everything that was going on. You know how it makes a man feel to have a fellow around who just seems to swell up and fill the whole room with his presence. I finally told him to keep away."

"You seem to have it in for the fellow good and plenty."

"I've got nothing against him. He probably can't help being just the kind of a man he is. Neither can a bear set aside his appetite for human flesh, but that is no reason why I should have a bear around the store. Do you know that I have a queer notion about people? It is not new, but it is queer, all the same, and I believe in it. It is that every human being in some sense resembles a wild animal. Now, how do you account for that?"

"I don't account for it," said the other. "I don't believe it."

"That's because you've never taken notice. I know men who are snake-like in a hundred ways. They don't walk like a man. They glide. They wiggle. Their eyes shine with a venomous light. They give one the impression that they are about to strike. Then there are men who are not distantly connected with the hog. You know the fat hang-down jowl kind. They grunt and they are always looking for the best of a deal. You have seen the man-mule, of course. Everybody knows him. And the peacock is as well known in society as in the barnyard. Then there are the ape and the long-nosed fellow who makes you think of a horse. Pretty good sort of chaps, these horse-men."

"Why, I know a fellow who is just like a squirrel. He has the bright eyes, and the quick ways, and the pointed teeth, and he is always eating nuts. I wonder that he is not nicknamed the squirrel. I think the dog is represented in all its grades. There are men who are bulldogs. You know them. There are hounds, and ter-

riers, and curs in plenty. Wolves? You've seen 'em doing business every day of your business career. You don't believe in the theory that these people came down to their present shape through the animals they represent, of course, but they did, just the same."

"And this Butinski. What grade of animal life did he come through?"

"The cat. That's easy. You've seen a cat enter a room and begin to investigate? That is like Butinski. If a chair is moved a house cat will want to know why. That is Butinski. Now, a cat is one of the most selfish and cruel of animals. Where a dog is loyal a cat is treacherous. A cat never evinces affection for any person. That is, one person is as good as another to a cat. A dog will follow a family over the world if it moves. A cat will leave the family and cling to the house. Ever think of that? Yes, this man Butinski was like a cat. I used to imagine him sitting in front of a hole waiting for the mouse to come out. You can secure his valuable services if you want to, but you'll dream of him nights, and study up plans during the day to get him out of the store for a few minutes so you can get a rest."

The country druggist sat back in his chair and laughed.

"You've got 'em," he said. "You make me think of people who throw fits if there is a cat in the room. I know people who can smell a cat through a two-inch door and can't rest until it is removed. I guess Butinski affects you the same way."

"Butinski did get on my nerves," said the druggist, "and I am not a hard man to please, as a rule. There are others, too. Why can't a clerk go on about his business and not be watching everything that goes on in the store, and making suggestions, and showing a better way, and all that?"

"Because clerks are human," was the reply.

"Well, I'm not looking for an inhuman clerk," continued the druggist, "but I want one who does not mix in with every word that is spoken. I want him to do his work and retire into himself once in a while."

"I might hire Butinski until a better man shows up," suggested the druggist from out of town."

"All right," was the reply. "You'll be seeing him on the foot of your bed if you do. He'll butt in night and day. Let me know how you come out with him."

But Butinski remained with the out-of-town dealer just four days and then went to work in a machine shop, where he may make good, for the noise of the machinery drowns his voice when he tries to butt in. And there are others who ought to be in a machine shop.

Alfred B. Tozer.

Why He Invested.

"I've just bought a carload uv fertilizer," said Farmer Geehaw.

"Fer th' land's sake!" exclaimed Mrs. G.

"Yaas, that's what I bought it fer," replied the old granger.

Seriously Embarrassed By Car Famine.

Flint, Oct. 16—The threatened car famine which began to make itself felt here a couple of weeks ago has meanwhile developed into a very serious proposition. In spite of precautions which were taken at that time by some of the heavier shippers to prepare themselves for the anticipated emergency, they find themselves in a most embarrassing predicament through the failure of the railroad companies to furnish the cars necessary to handle the output of their factories.

The present is an unusually busy season for this time of the year among the local vehicle institutions, and the curtailment of shipping facilities puts them in a bad plight. During the past week shipments of vehicles for which the buyers are incessantly clamoring have been piling up in the warehouses, while the manufacturers are making urgent appeals to the railroads for more cars, with little or no present prospect of the desired result.

Flint was well represented at the New York Carriage Dealers' convention in New York city the past week, all of the local vehicle concerns having men on the ground to study the styles and pick up other stray pointers that might come handy in their business.

The Radium Sign Co., which recently started in business in this city, is meeting with substantial success, and is rapidly taking a place among the established local industries.

A Long Time.

In the service of a certain Committee of the Senate, the chairman of which is a Southern Senator, is a certain capable young stenographer and typewriter, in addition to the clerk of the Committee.

One day the chairman, missing the very capable stenographer, enquired of the clerk where he was.

"He is not here to-day, sir," responded the clerk. "His father is dead."

Some days later the chairman again asked for the missing employe, only to receive the same reply from the clerk:

"He is not here to-day, sir. His father is dead."

The chairman said nothing, but looked very much interested.

A full week thereafter the head of the Committee for the third time enquired as to the whereabouts of the stenographer. In reply the clerk began the usual announcement:

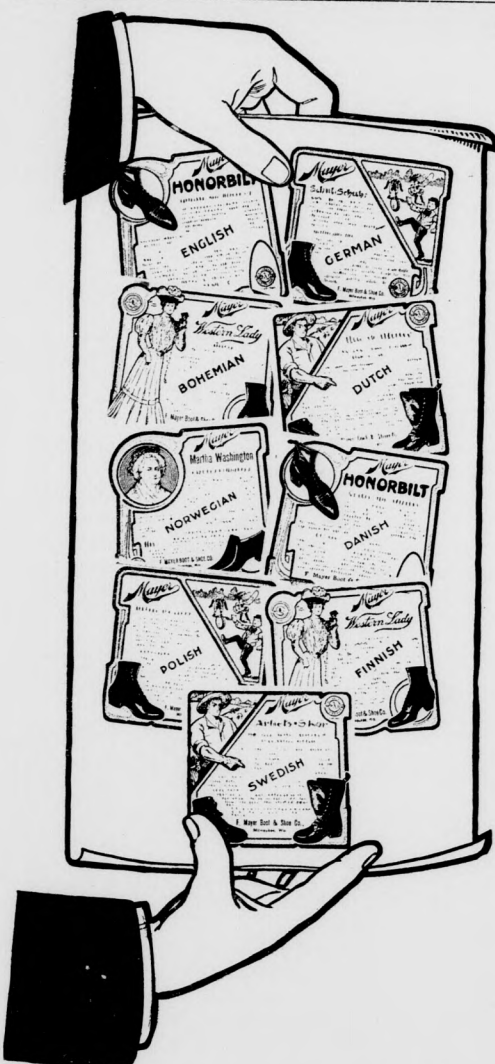
"He is not here to-day, sir. His—"

"Will you kindly advise me," interrupted the chairman, with alarming suavity, "whether that young man intends to stay away from his duties all the time his father is dead?"

As a Last Resort.

"Alas!" sighed the poet, "we can no longer keep the wolf from the door."

"Oh, I don't know," rejoined his wife. "You might sit on the front step and read one of your poems aloud."



Nine Languages

AND 2200 Newspapers AND

Periodicals are employed in bringing the attention of consumers to the superior features of Mayer Shoes

Just think what this means to the merchant—what an immense advantage it gives him over his competitor—how much more readily he can acquire New Trade—how much easier it is to hold Old Trade.

Why waste your time and energy with indifferent and obscure lines when you can secure

Mayer

CUSTOM MADE SHOES

known everywhere as the Shoes of Absolute Worth and Reliability? Acknowledged by every one, even competitors, as Shoes of the highest standard, never varying in quality, always built stylish and solid regardless of the cost of material or market conditions.

Best of all, MAYER SHOES are known by millions of people who have become familiar with their excellent wearing qualities through our extensive advertising.

You Can't Help Growing If You Handle Mayer Shoes

Our success means yours. We are growing rapidly—so will you. You simply can't help it, we'll just push things along—give you the best Shoes in the market and then help you sell them.

Fill out this coupon and let us prove that we make the Shoes you want.

Our specialties: "Honorbilt" shoes for men, "Western Lady" shoes for women, "Yerma Cushion" shoes for tender feet, "Martha Washington" shoes for comfort.

CUT THIS OUT

We will be pleased to inspect your line. M. T.

Name

Address

This in no wise obligates us to buy, but is simply an indication of our desire to see your line.

F. MAYER BOOT & SHOE CO., Milwaukee, Wis.

GOOD ROADS.

Suggestions from an Experienced Road Builder.

In grading the roadbed it is most important that the width of the grade be carefully considered. Mistakes are often made when building roads in grading the roadbed too wide. The narrow and quite crowning grade for our heavy or clay soil is much to be preferred.

The newly-graded roadbed will settle and widen very much in two or three years and the narrow grade will dry out much earlier in the spring or after a heavy rain; a little scraping will keep it smooth and in good condition, while the roadbed graded twenty or thirty feet wide will be muddy and in bad condition for a much longer time.

Highways should be drained, the same as we would drain a field for corn or wheat. Water standing by the roadside will, during the wet season, cause that piece of road to be muddy and out of condition.

My advice to overseers of highways is to take the worst piece of road in their district and improve it. Make a thorough job of it while you are at it. In doing so do not fail to finish the grade and clean up the roadside; keep at the worst places in the district until the roads under your care are in first-class condition.

Occasionally we hear of some overseer, whose duty it has been to look after certain highways, doing work in front of his farm or some friend's place. This should never be done, unless the piece of road to be improved is, as I have said before, the worst piece of road in the district.

It is not only the grade or center of the road that should be looked after by the overseer. The sides of the road as well should have his attention. The farmer who cultivates and levels the side of the road adjacent to his farm will always be the one who will be most appreciated by the public.

It seems to me that more attention should be given to the destroying of obnoxious weeds. They are not only very unsightly but often a menace to good health. People are always annoyed when walking along the highway where weeds are allowed to thrive. A little money used in exterminating them would be money well expended. Neither should we allow rubbish to remain by the roadside. The planting of trees should be encouraged and if farmers would give more thought and attention to improving and beautifying the highways the more valuable would be their property.

People in cities enjoy driving in the country and, now that so many automobiles are being used, they are more anxious than ever to find the best roads, and all appreciate the clump of beautiful sweet alder or the fragrance and beauty of the wild rose left by some thoughtful farmer to bloom by the wayside. Who can estimate the value of the forest trees and how much we all deplore the necessity for running wires through their branches?

I have just returned from a trip

through the State of Illinois and was surprised and pleased to see the care and attention given the highways in that State. Many of their roads are macadam and are nearly as good as the asphalt streets of our city. The counties in our own State which have adopted the county road system and have built roads leading for some distance into the country have done much to solve the good roads question. We find many good roads in our county, the best work having been done in the outlying townships.

We might well favor a plan giving the Board of Supervisors authority to offer a substantial cash premium to the township in the county having the best roads.

Now that the toll roads, which have served us so well, are gradually going out of existence, our county and city should adopt some method of

Power Building for Small Manufacturing Concerns.

Kalamazoo, Oct. 16—The Kalamazoo Commercial Club has issued a large industrial folder, which is being sent over the country to advertise the manufacturing industries and tell of the possibilities here. The folder shows 163 factories in steady operation with 7,659 men employed and a pay roll of more than \$4,000,000.

The Commercial Club has been having considerable trouble in getting quarters for small manufacturing companies, which do not care to erect buildings. The club is seriously considering the advisability of erecting places for these factories.

Work of tearing down the old Kalamazoo house, probably the oldest hotel building in this section of the State, began to-day. In its place will be erected an eight-story build-

The Baker-Smith Co. was incorporated this week with a capital stock of \$2,000. It will do a general printing business and manufacture folding paper boxes.

Joseph Adams, former city clerk, and J. C. Brander, a practical printer, are organizing a company to have a capital stock of \$5,000 to go into the job printing and special designing business. They have already secured quarters and will incorporate this week.

Cigar Factories Follow the Girls.

Detroit, Oct. 16—That the section about Hastings street and Forest avenue is designed to become the cigar manufacturing center of Detroit is assured by the proposed removal to that neighborhood of the Northwest Cigar Co., the largest union factory in the city, now located at 139 Jefferson avenue. As soon as the change is fully effected, it is reported that slave labor will be dispersed with and the factory operated on the non-union basis.

Mr. Roach announced last week that he had options on two sites and would build a large factory as soon as details could be arranged. Although he moved only three or four years ago, the present quarters are too small.

Both sites under consideration are within a block of the corner now occupied by the Independence Cigar Manufacturing Co. and Alexander Gordon, while the San Telmo Cigar Co. is a block east. A substantial brick building will be erected and the present force of 150 persons will be largely increased.

The locality selected presents advantages in available vacant property and its nearness to the thickly settled Polish section, which is essential to the amount of girl help necessary in a cigar factory. A downtown factory not only requires an expenditure of car fare on the part of the cigar-makers, but involves an expenditure for street clothes to be worn in going to and from work, items involving from \$1.50 to \$2 a week extra wages.

Light is thrown on the increase of property values in the Jefferson avenue section by the fact that the company was recently offered \$1,600 for its lease, which then had two years to run.

Old Mill To Give Way.

Monroe, Oct. 16—The Amendt Milling Co., proprietors of the City mills on Front street has closed down the old mill and will be located in the new plant by Saturday next. The historic old mill, which has been a landmark for the past sixty-five years, will be torn down immediately and in place of it will be erected a modern business block.

Invite Customers To Look Around.

Do your clerks encourage visitors to look around after making their purchases, or do they sort of hand them along out toward the door as soon as the bill is paid? Keep them looking around—even after their money is all spent. They might come again.



William H. Anderson

building and maintaining in good condition these many highways leading to and from our cities.

Unless some energetic work is taken up along this line the abandoned toll roads, which have been our main thoroughfares for many years, will soon be in very bad condition. We hailed them with delight when they were built and they have served us a good purpose. Let us think kindly of the men who were public spirited enough to invest their money in the building of toll roads, when they knew, at the time the investment was made, that the only return they would receive for the investment would be the possible dividends that the company might be able to pay during the life of the charter, after which time the capital invested would be gone.

Wm. H. Anderson.

ing in a part of which will be located a small factory of some kind. Edwards & Chamberlain and the Kalamazoo Savings Bank will occupy the ground floor.

The Lull Carriage Co. will occupy, in three weeks, the new buildings which are being added to its plant. The addition cost \$20,000 and the machinery as much more. The company increases the business one-third.

Work was started yesterday on the foundation for the new buildings to be erected at the Michigan Buggy Co.'s plant. The capacity of the plant is to be doubled. The improvements will cost in the neighborhood of \$60,000.

The seven-story building erected by the Kalamazoo Skirt & Overall Co. was dedicated on Tuesday night with a big ball. The ball was attended by 200 persons.



Perpetual

Half Fare

Trade Excursions

To Grand Rapids, Mich.

Good Every Day in the Week

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

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

Amount of Purchases Required

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

Read Carefully the Names

you are through buying in each place.

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

ACCOUNTING
A. H. Morrill & Co.—Kirkwood Short Credit System.

ART GLASS
Doring Art Glass Studio.

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Hill Bakery
National Biscuit Co.

BELTING AND MILL SUPPLIES
Studley & Barclay

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BILLIARD AND POOL TABLES AND BAR FIXTURES

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

Edwards-Hine Co.

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

BREWERS
Grand Rapids Brewing Co.

CARPET SWEEPERS
Bissel Carpet Sweeper Co.

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Brown & Sehler Co.
Sherwood Hall Co. Ltd.

CARRIAGE AND WAGON HARDWARE
Sherwood Hall Co. Ltd.

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

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E. E. Hewitt
Yuille-Zemurray Co.

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

CIGAR MANUFACTURERS

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

CROCKERY, HOUSE FURNISHINGS

Leonard Crockery Co.

DRUGS AND DRUG SUPPLIES
Hazeltime & Perkins Drug Co.

DRY GOODS
Grand Rapids Dry Goods Co.
F. Steketee & Sons

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M. B. Wheeler Co.

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Jennings Manufacturing Co.

GRAIN, FLOUR AND FEED
Valley City Milling Co.
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Judson Grocer Co.
Lemon & Wheeler Co.
Musselman Grocer Co.
Worden Grocer Co.
The Dettenthaler Market.

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

HARNESS AND COLLARS
Brown & Sehler Co.
Sherwood Hall Co. Ltd.

HOT WATER—STEAM AND BATH HEATERS.

Rapid Heater Co.

LIQUORS, WINES AND MINERAL WATERS.

The Dettenthaler Market.

MATTRESSES AND SPRINGS
H. B. Feather Co.

MEATS AND PROVISIONS.

The Dettenthaler Market.

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Julius A. J. Friedrich

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Standard Oil Co.

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V. C. Glass & Paint Co.
Walter French Glass Co.
Harvey & Seymour Co.
Heystek & Canfield Co.
Pittsburg Plate Glass Co.

PIPE, PUMPS, HEATING AND MILL SUPPLIES
Grand Rapids Supply Co.

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

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Ferguson Supply Co. Ltd.

READY ROOFING AND ROOFING MATERIAL

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The Woodhouse Co.

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WALL PAPER

Harvey & Seymour Co.
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WHOLESALE FRUITS
Vinkemulder & Company

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

THE COUNTRY ROADSIDE.

Impressions Recorded by a Humble Observer.*

To the man or woman on the lookout for facts that are well worth the while, there is none more universal or valuable than is the ever-present opportunity to learn something that can be stored up and utilized later, from every person one meets, no matter what may be his occupation or rank.

It was a keen appreciation of this fact, I presume, which prompted the members of the Horticultural Society to invite me to give, on this occasion, a few of my views on the subject of country roadways.

I feel very deeply the compliment you have bestowed upon me, but it is with much more intensity that I feel the responsibility I have assumed and the tremendous risk I have taken in attempting to handle, even in a cursory way, a subject so large and of such magnificent possibilities in the hands of a man more capable to handle it.

In the notice I received, telling me what I was expected to talk about, I learned that I had been selected because I have traveled over nearly every road in Kent county in my automobile.

With my childhood memories as a basis, I know of nothing quite so attractive to all my senses as is a country roadway. With my recent automobile experiences as a foundation, I find myself discussing with myself whether or no all automobile drivers have as sharp a sense of pleasure as I have when driving over such roads. When I am upon a country road, whether afoot, driving a horse or a motor car, I have the feeling that the wide, wide world is mine until, passing over a rise of ground or suddenly turning a well-wooded corner of the road, I see before me a country house—the dwelling having the word "Home" fairly bursting out of the windows, the doorways, the very chimneys; the word "Home" is spelled large in the front yard, in the kitchen garden, in the smoke house, barns, stables and tool house, and I envy the family living there. It is then that I enjoy going to the front gate and stopping, if I can see anybody within sound of my voice, and yelling out some simple enquiry just for the sake of getting into actual individual touch for an instant with such a home.

What kind of a home is it? It is snug, trim and thrifty. I knew it was at hand a quarter of a mile back when I noted the fences; when I saw that the gutters were well kept along either side of the road; when I saw that in several instances a point or two had been strained to preserve handsome shade trees; when I looked in vain over the fields for implements left out in the weather. Indeed, I was doubly sure when I observed that there were picturesque growths of vines and bushes in various areas, where, under other management, they might have been de-

voted to the raising of marketable products.

In my judgment the average country road comes nearest to being best which shows an unconscious care, on the part of those who keep it in order, of flowers, bushes and trees. It is such an easy thing, with a good sharp axe, to cut away such things when, from the esthetic standpoint and with no injury to crops or live stock, they might have been saved. Then, too, I love the path, the crooked winding path along the roadway side which tells the story of boys and girls avoiding the dusty or the muddy roadways going to and from the schools. And while I like the trim and well-sodded gutter, I must confess to a secret thrill of pleasure when now and then I can catch a glimpse of a broken, ragged edged sod showing the soil underneath.

Remember, I am not asked to speak of the roadway. I am expected to step to one side or the other, climb the fence or shin up a tree looking for impressions. I like a creek and its resonant little bridge; indeed, I don't object to a bit of a swail—with croaking frogs and clumsy turtles, if they don't come too close to my wheels track—and helps to make a picture. And a great dozy old log or the upturned roots of a fallen tree are fine details, so long as they do not trench upon the safety and comfort of the passers-by and are in no other way objectionable.

Right here in Kent county are a multitude of roadside pictures of glorious variety and perfectly splendid quality as to lines, color, lights and shades and composition, which, while I am utilitarian to the extent of appreciating and advocating good roadbeds and well-kept highways, I trust may never be disturbed by over cultivation. And by this I mean that it is possible to forget the two great factors in roadside beauty entirely and quite common to sacrifice one for the benefit of the other. Those two essentials are, respectively, the Prospect and the Aspect of any given location along any highway.

I may and I certainly do enjoy an attractive scene as I approach a rural home, but almost instantly find myself wondering whether or not the view in the opposite direction is equally good. I am enjoying the aspect and go up to the front porch or the side porch or back of the barn and take observations from those various points trying to pick out the prettiest and most effective prospect. I speak of this because, in so many instances, I have found that the picture is lost in one case or the other and needlessly. In almost every instance it is possible to so locate a dwelling house with its outbuildings that they will constitute delightful features in a charming scene and at the same time will command the most attractive and impressive view or prospect available.

Finally, I come to the purely practical in its relation to the esthetic part of roadside impressions. What can be more agreeable than to see a handsome span of even-drawing horses taking a twenty hundred load easily up a slight hill and over a good

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GRAND RAPIDS, MICH.

*Paper read by E. A. Stowe at monthly meeting Grand River Valley Horticultural Society.

road whereas, the same time a year ago, we found the same team stalled in the mud at the foot of a steep, long hill? What can produce a more genuine thrill of satisfaction than to realize, as you start for town one morning with your load of grain, that things are different with you now than they were last fall when, with but half a load and a miserable road, four or five hours of hard work were required in which to make the trip which to-day you will cover in less than half that time?

And so, after all, the esthetic impression is not so far removed from the purely utilitarian view. The country roadside is perfect only when both utility and beauty are treated with equal fairness.

A Pathetic Case.

A prominent lawyer of Bradford, New Hampshire, suspected his colored servant of tampering with a certain brand of fine whisky in his wine cellar. The employer decided to adopt measures to verify his suspicions. He allowed the demijohn holding his private stock to become empty, and then, instead of refilling it, placed the remainder in bottles and labeled each one "poison."

One evening, on returning home unexpectedly, he found his servant with one of his bottles. Seizing the bottle from the darky's hand, he exclaimed, in a tone of terror:

"Great heaven, Sam! Do you know what you have been doing? This bottle is marked 'poison.'"

The negro took the bottle and surveyed it closely. Then he sniffed at it. A melancholy smile passed over his dusky countenance, and he replied:

"Ise been fooled again."

"Fooled again?" repeated his master. "What do you mean?"

"Well, sah," continued the darky, in the same tone, "it am dis way. I knowed from de first, from de way you acted 'bout dat demijohn, dat you had yo' suspishuns ob me; and dat sho made me feel pretty blue. I got distressed, an' didn't care. Why, sah, fo' 'mos' two weeks now ise been trying to commit suicide outer dat bottle!"

The Last One.

The Bishop of Worcester was once traveling through Banbury by rail, and wishing to try their celebrated cakes, summoned a boy and asked him to procure him one. Learning that their price was "threepence" the Bishop gave the lad a "sixpence," telling him, "And with the other threepence buy a cake for yourself." The lad shortly returned, complacently munching his cake, and handing threepence back to the Bishop, exclaimed: "There was only one left, Gov'nor."

One Disadvantage of Great Riches.

One pathetic phase attending the accumulation of great riches is the necessity of dying. A millionaire recently deceased never used the word "death," and always resented its utterance in his presence. We know another man, quite as rich in worldly goods, who suffers from the same dislike in a degree even more intense. A standing order maintains in his household that all obituary notices be clipped from newspapers before they reach his eye. It is not because he is fearful of consequences in the hereafter, for he sincerely believes himself to be a good man, and if his name were given the consensus of opinion would be that he has lived a better life than the majority of human beings. Having this conviction, and being satisfied further that he can rely upon the justice at least of the One in whose image he himself was created, he feels no apprehension of an untoward fate. He simply can not bear the thought of dying. He loves to live to do good. It may be that, being human, he enjoys the distinction of his exceptional opportunities, and that, like Thomas Jefferson, he objects to going even to Heaven as one of a flock. The greatest of philosophers pronounced the building of a church or chapel by a rich man an act of cowardice. Mark Twain calls it hedging. But this man is not a coward; nor does he feel the necessity of currying favor with the Almighty. It simply is that the consciousness of what he can do now is present in his mind in every waking moment, and the apprehension that he may be less efficient in the Beyond is what troubles him. A shrewd analyst of character once remarked that the reason why our present Chief Magistrate occasionally compromises with forces that he himself pronounces immoral and even vicious is that he is constitutionally incapable of dying with a cause, being firmly convinced that even partial accomplishment is preferable to a mere possibility of complete resurrection. Whether or not this be true in the case of the President, it probably does apply to that of the very rich man. In business it is the difference between certainty and speculation. Proverbially, the gambler does not fear to die. Death is only one of his many hazards. But the truly good man, having much to lose, not only in worldly possessions, but in opportunities for doing good, is tormented often to the limit of endurance by his inability to pierce the clouds. Doubtless, if there were any prospect of success, a large fund could be raised to promote a Society of Enquiry that could discover what Croesus is now doing, and whether or not, or in what way, he is enjoy-

ing himself. Those who have less to lose naturally have smaller cause for worryment. So on the whole not only the merely well-to-do, but the very poor, may comfortably assume a reasonable equality in the distribution of happiness during earthly existence. As to the immediate value of material possessions, probably Disraeli was not far wrong when he declared that the most contented man is he who is known to have an income of five thousand pounds and who really has twice as much.

Plants Die from Thirst, Not Frost.

With the coming of frost we are reminded that plants do not freeze to death in the early winter, but perish from thirst. The process is simple. The cold causes the withdrawal of the water from the cells of the plant, forming ice crystals outside of the cells. The frost, cooling and contracting the surface, acts as a sort of pump, and as soon as the cell is emptied of its life giving fluid the plant dies. The truth of this theory has been proved during the present fall by numerous careful experiments. Great variation was found in the amount of cold necessary to cause the death of vegetation. Some plants dry out quickly and are killed before the freezing point is reached. Many plants will survive zero weather, and some only die at twenty degrees below. Certain vegetable growths never freeze. There are forms of bacteria that even when immersed in liquid air, the intensest cold available, come out of their bitter bath as chipper and lively as ever.

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THE DAILY PAPER.

Husband and Wife Prove Recreant To Their Ideals.

In the myriad of books on the simple life there is one matter that has escaped the attention of all writers on this subject. This seems beyond credence, but it is the case. We could not find anything in any of the books we had bought about the daily paper from the city.

Should a simple lifer have his daily paper?

This was the subject on which we found no helpful advice.

Is a daily paper compatible with the simple life? Or should it be eschewed, like Martini cocktails, high heeled shoes and other deleterious contrivances of a false civilization?

May and I debated the question at considerable length upon our arrival at the farm. While we were planning and preparing to leave the city we had wasted no thought on the matter. We were tired of the city then. We wanted to get far away from it and everything that concerned it. We didn't propose to have our peace of mind disturbed by what was going on in the rest of the world. Simplicity of existence was what we were after, and there is no simplicity in the make-up of the average daily paper.

But it was hard to get along without knowing what they were doing back in the city!

The thing that saved us in the beginning was the fact that the nearest postoffice was in town, and that the town was three long miles away. Obviously we couldn't drive in after the paper every day, and what in this great world is so cold and funereal, or at the best so "warmed over," as a daily paper that is a day or two old? So we decided to do without it and depend upon the local paper and the weeklies to inform us of what was going on in the world.

"Although why in the world we care what is going on in the world is more than I can see," I confessed to May. "All the world that concerns us is bounded by our own fences, and the rest doesn't matter in the least. Kingdoms might fall, presidents die or be impeached, the Senate might become gifted with a conscience, or any other great calamity or event take place, and our little place would go on here just the same. The sun would get up at the same time in the morning and set in the same old way at night, the chickens would lay, the sheep would pester us, and the hired man would keep on working and stuttering. We wouldn't be affected at all ourselves if we truly were simplified. But it seems that the curse of our previous artificial life hangs tenaciously to us and refuses to be shaken off. I suppose we'll have to wear it off gradually; and getting along without the daily paper and losing the run of daily events will cause our interest in them to diminish until finally we don't care whether anything happens or not."

You see, I am an optimist. I firmly believed what I said.

We did fairly well at first. There were so many things to attend to

around the farm and everything was so new and interesting to us, and our days were so full of variety and surprise, that never once did we stop to speculate on what the papers might be telling of the world's events. And always there was the hired man. When at last we did stop to think of the papers our interest had been diminished from the acute stage prevalent in the city to a moderate, almost somnolent, one. We didn't care much.

Then came the tempter. I don't suppose that when the great and good United States Government decided to grant the appeal of the farmers along our road for a rural free delivery mail route it thought for one single moment that it was going to act as the tempter of a pair of earnest, conscientious, simple lifers. The installation of mail boxes at every farmhouse was like bringing drink to an inebriate. It was so easy then! There was the mail box, and there was the carrier, and all that was needed to bring the paper to our door at 10 o'clock each morning was a note and a money order to the subscription department. Who could be blamed under these circumstances for thinking about a paper?

To our credit it must be said that we put up a good fight before we lost. When the mail came in the morning we accepted without comment the letters or parcels that came to us. We knew that our neighbors on every hand received along with their morning mail the daily paper from the city, but we didn't care. They were regular farmers; we were not. They never had their fill of city life; we had. This is the way we talked to each other at this time. Once or twice the carrier went so far out of his way as to observe that he noticed that we didn't get a daily paper. We told him that he was right; we didn't, and we didn't care about any. We looked at the bundle of papers in his wagon and laughed. What did we care about them?

Then one day the carrier left a neighbor's paper in our box. I took it out, and, lest May should get a glimpse at its contents and develop an unhealthy interest in the day's doings, I called to her that I would take it right up to the neighbor's, so that he might get it without much delay. She said that she didn't have much to do, that her time was not one-half as valuable about the farm as mine, and that she would save me the trouble by carrying the paper up herself.

I said no; I would do it. The road was muddy and wet from the last rain, and there was no sense in her going out and risking catching cold just over a common old paper. She said she was not afraid of cold, and as far as the road being wet, why, had we not both walked over it on the night before without getting our shoes muddied?

I thought it was time to assert myself, so I said, firmly, that I was going to carry up the paper, and promptly set off up the road. Now, upon my word of honor, I had intended to take that paper straight to the neighbor's, hand it to him with an explan-

ation as to how it came into my possession, and at once return home.

Fate was against me on this morning. There was a big story on the first page of the paper.

The absconding bank cashier had been caught. The story was continued from the first page to the sixth. After having read part of it I could not stop, so, opening the paper, I finished the story. Then I had the sporting sheet before me. Now I am not enthusiastic about sports. Beyond baseball they are nothing to me. But I found something strangely interesting in the detailed accounts of how a colored oyster opener from Baltimore had whipped a white man from San Francisco in a certain number of rounds. When a man has thirsted long he has a most catholic appetite.

I read all the sporting news. Then the rest of the news. Then the editorial page and the advertisements. Then it was so late that I ran the rest of the way to the neighbor's, delivered the paper, and ran back. When I came into our house May met me almost as much out of breath as was I.

"What is the news?" she demanded. I looked at her indignantly. But I saw that she knew, and so I told her all that I'd read. The next day we ordered the paper.

The paper came regularly after this and we looked for it eagerly each morning. In fact, I am forced to admit that the arrival of the mail carrier with the paper from the city became the great event of the day for us. I never had believed it possible that daily papers could be made as bright, readable and thoroughly interesting as the papers were that summer. In the city I had read my paper as the average city man reads it, without any particular enthusiasm, more as a duty or a necessity than a pleasure. Now this was all changed. The daily paper became a source of genuine pleasure for us; it was the great entertainment of the day.

Not that we did this openly. Neither of us cared to admit that we were as much interested as we really were. So we "just happened" to be in the vicinity of the mail box when the time for the arrival of the carrier approached. The time for his arrival was at 10, and usually at 9:59 we could hear the rattle of his cart, at 9:59½ he hove in sight, and one minute later we had the paper in our hands and were scanning the front page headlines.

The interest which we developed in the doings of the great world of which we now were not a part was surprising. It was none of our business whether anything happened or not, yet we read with the greatest avidity the tale of everything that occurred. It was nothing to us that Congress was wrestling with the matter of proper government for our insular possessions—what were the insular possessions to us, anyhow? Nevertheless, we followed the Washington correspondent with wonderful satisfaction. And little by little the fatal habit of talking about the day's news steeped into our lives and never a meal went by without some dis-

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

It goes twice
as far as other
Blues.

Sawyer Crystal Blue Co.

67 Broad Street,

BOSTON - MASS.

The National
Cream
Separator

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

Hastings Industrial
Company

General Sales Agents

Chicago, Ill.

cussion concerning that which had been read. We mixed national politics with our chickens, railroad accidents with the potato crop, and the doings of the National Federation of Women's Clubs with the affairs of the hired man.

It was this that eventually saved us. We came to realize just how far we had strayed from the true principles of the simple life. The discovery brought us up with a jerk. We saw that we had been paying more attention to the newspaper than to the cultivation of the proper spirit of simplicity.

"We've got to stop the paper," said May, aghast at the vision that flashed before her.

"So we have," I agreed, humbly; and so we did.

It took three days to do it, and each of these days we took to the papers as people take to water which they know they are soon to be deprived of. But then the paper ceased to come and we were saved.

We now began to devote ourselves seriously to the farm and we tried hard to shut out the memory of the papers from our minds. We succeeded fairly well. It was a week before May found that it was necessary for her to call on the Spencer family, the neighbors up the road who received the same paper as we had. At first there was nothing remarkable in this. May was a most sociable creature and while she had not made a specialty of calling on the neighbors on the farms there was no reason why she should not do so now. But when she repeated these visits three times in one week I thought it time to investigate. I went with her and—we read the Spencers' paper together.

After that it was a case of both of us paying strict attention to our social duties toward the Spencers. They were a nice family, and they dearly loved to have us call. At least they loved to have May call, for which they were not to be blamed, especially as the oldest girl was taking a correspondence course on the piano and needed some help. May was this help. And thus we managed to keep in touch with the world's news without admitting to ourselves or to each other that we possessed this besetting curiosity. Sometimes we managed to go for a week at a time without seeing a paper, but this was the longest, and the end of that period would see us paying a call to the Spencers.

"Nice people, the Spencers," May said, to explain her interest in the family.

"Yes," I admitted, enthusiastically. "Mr. Spencer is what might be called a gentleman of the old school."

"And Mrs. Spencer," said she, "is a surprisingly well educated woman for a farmer's wife."

"It's a good thing to have people like them for neighbors," I continued.

"It surely is," agreed my wife.

One day she came home from one of her visits up the road with genuine disappointment, not to say disgust, written upon her usually happy countenance.

"I'm severely disappointed in the

Spencers," she said, without any introduction of the subject of any kind. I had visions of a skeleton in the Spencer family closet which had been trotted out before May's vision. You can't tell about these families that seem so nice; sometimes their attitude of sociability is only a cloak to hide some grewsome scar in their family life.

"What is wrong with the Spencers, my dear?" I asked, apprehensively.

"Why, they've stopped their paper!" she exploded in anger.

Alas, it was all too true! Mr. Spencer had taken exception to something in the editorial columns of his paper, had written to the editor about it and his letter had evoked a firm, biting confirmation of the original expression. Mr. Spencer's next letter had gone to the circulating department; and so we were cut off absolutely from our near connection with the rest of the world.

I sat in silence for a long time. Obviously there is only one thing to say on such occasions, and I said it: "Who would have thought that of the Spencers?"

"Who would?" echoed May.

Then we remembered ourselves.

"Well," I said, "it's a good thing that it doesn't make any difference to us."

"Yes, isn't it?" said May.

We went along paperless for a long time, an awfully long time. There were two whole weeks when we didn't have a glimpse of a metropolitan paper of any kind.

One day we drove to town together, May to do some shopping for the household, I to purchase some utensils for the farm. It was evening when we started for home and moonlight, and it must have been the white moon that softened me. I leaned closer to May and said, "May, I have a confession to make to you."

She caught her breath and said quickly, "You didn't forget that feed for my chickens?"

"No," I replied, "my sin is not one of omission. It is just the opposite: I have resubscribed for the paper."

She uttered a half suppressed cry and looked up at me strangely.

"You have?" she asked in amazement.

"I have," I said.

She looked at me again, apprehensively this time.

"So have I," she said.

Lee MacQuoddy.

Supposed To Be Ignorant.

A certain little girl, who had just begun to attend school, brought home a pumpkin seed, and told her mother that the teacher said the pumpkin would be yellow although the seed was white.

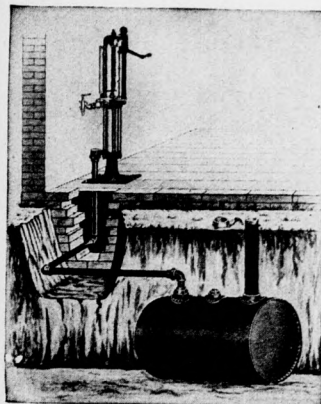
"And what will the color of the vine be?" asked the mother.

The little girl answered that the teacher had not taught her that.

"But," said the mother, "you know, dear, for we have pumpkin vines in our garden."

"Of course I do, mother; but we are not expected to know anything until we are taught."

Obey the Gasolene Law



Cut 42
Long Distance Outfit

The new laws regarding gasolene storage recently passed in so many American cities are merely putting into legal form the natural law of self-preservation. They all say that

Gasolene Must Be Stored Underground

and in tanks built the Bowser way.

Even if there is not yet a legal statute in your locality requiring underground storage,

would it not be wise to obey the law of self-preservation and install a Bowser Outfit?

The Bowser Long Distance Outfit complies with all laws regarding gasolene storage and, besides safety, furnishes a clean, economical and convenient system of handling this volatile fluid.

If you want information about the best system possible to manufacture, write for catalog M.

S. F. BOWSER & CO., INC.
FORT WAYNE INDIANA

More Profits More Steady Trade

This Is the Way:

First—Increase your sales by interesting the trade through proper display and advertising—superior quality—prompt service—attractive packages.

Second—Reduce cost by saving time, labor and ice and buying at a lower price.

To Accomplish This in Your Butter Business Use the

Kuttowait System

Displays butter in handsome glass paneled, sanitary refrigerator on the counter.

Enables you to sell tub butter in print form under your own brand—we print cartons to your order.

One solid piece, neat package, no scraps or driblets, pleases customers.

Push tub butter because it is the best—it retains its delicate flavor—and save 60c to \$1.20 on every tub.

The Kuttowait saves you print prices and all loss from overweight when "digging" out tub butter in the ordinary way.

Let Us Prove It, Mr. Grocer

Kuttowait Butter Cutter Company
68-70 North Jefferson St., Chicago, Ill.

FARM ENTRANCES.

They Should Invariably Create a Favorable Impression.

We all of us in some way or another emphasize the importance of first impressions. In discussing the question of what it was best to do to render our fair grounds more attractive, it was freely talked that an arrangement of buildings and trees and shrubs and other embellishments should first of all have in mind the giving of a favorable impression as the people entered the grounds. A committee of the Directors of our Fair Association, who visited the Detroit Fair, expressed their admiration of the arrangement of the exhibition in the fruit department, each one in his way voicing the thought that the arrangement was calculated to give a very favorable impression to the person who, from lack of time, was prevented from giving careful investigation, but could only take a glance at the interior from the entrance.

The applicant for a position, who is to appear before an employer or a body of people authorized to employ, desires, above all things, to make the first impression favorable. The artistic arrangement of an interior has this in mind; the landscape gardener, in developing his plan for a park, considers first of all the impression which he will make upon the visitor who first enters the grounds. To be sure, in all these instances, the importance of carrying out details so that the first impression shall be well supported afterward by careful consideration of other things can not be too strongly emphasized; but this is another story.

The farm entrance, in like manner, is always on dress parade; it is giving its impression to the passer-by and to the visitor concerning the character of the premises and the people who domicile there; and my view is that no other thought in connection with the arrangement should dominate the one of expressing peace and quietness and restfulness. I recognize the importance of the farm as a machine to be used in making money and the vast importance of having the business operations well planned; that inasmuch as farming is the business of the establishment, the purpose should not be lost sight of through the expression of mere sentiment. But this, too, is another story.

First of all, the entrance should express in its details neatness. We can not be too particular with regard to the tidiness of the roadside and the avenues to the homestead. The habit of leaving rubbish, farm tools and disreputable vehicles about the entrance of the farm is a pernicious one and has no excuse, either in the business management of the farm or in the satisfaction of ownership.

Stiffness of any kind in the planning of the entrance should be avoided. The planting of two trees so as to make them just balance each other, and keeping them trimmed to some prim form, is not in itself calculated to awaken a spirit of restfulness. The shearing of hedges so as to give exact form and primness to the border

of the premises and the sides of the entrance drive gives the impression of too much expense and care and anxiety. In connection with the farm one wants to secure beauty without giving the impression of expensiveness. The plan of a stiff drive alongside of the house toward the barn, lined on either side by trees, then a straight walk from the street to the front door, bordered by prim flower beds, even if the trees are beautiful and the flower beds gorgeous, gives a stiffness to the design which makes one think of stiff collars and uncomfortable clothing.

Trees may form the most important element in connection with an attractive farm entrance; it is because of their strong individuality and the opportunity, in their use, to give distinctiveness to the place as compared with other places. A fine sugar maple near the entrance is a thing to be remembered by people who visit the place; a great drooping elm gives character as well as beauty to the premises; a sycamore, with its strong characteristics, may be so strikingly in evidence as to even give name to the farm. One of the most attractive farm entrances that I have ever seen is on the road from Fenntown to Lake Michigan, and consists of a group of beeches which were left from the original forest. The drive to the house enters through this group and winds to avoid injury to the individual specimens. A group of pepperidge trees, which in our climate assume in the autumn the richest color of any of our forest trees, would make an attractive figure at the entrance of a farm domain. The tulip tree, which assumes a strong individuality in its growth and has attractive leafage and most interesting flowers, is an object worth having as a distinguishing feature of the entrance of a farmstead.

A most beautiful entrance may be arranged with vines, which, you know, are Nature's drapery. The wild grape vine, the bitter-sweet and the American ivy all lend themselves in a very delightful way to this purpose. At Burton Farm for years the most striking single attribute was an American larch covered with the Virginia creeper. Whether it was viewed in the springtime, when the larch puts on its fresh summer clothing; in the summer, when the creeper, through its sweet aromatic flowers, attracts the bees; or in the autumn, when the splendid coloring of both larch and creeper supplement each other in making a magnificent bouquet, it was always the one feature which the passer-by would recall in connection with the entrance. It was a sad day to us all, when, as a result of that extremely dry season of 1893, the larch died and this interesting embellishment, which had so long been a source of satisfaction to us, had to be removed.

Shrubs can be used in a most effective way as a feature of the farm entrance for the purpose of giving something of seclusion to the premises. One doesn't desire to exhibit all he has in the way of beauty about his homestead to every passer-by, but he secures a wholesome satisfaction by

giving, through his silvan arrangement, a taste of things which, if viewed more closely, would greatly increase the pleasure. I have no patience with that exclusiveness which builds high walls between one's premises and the highway, which hides through effective planting all there is of beauty within the premises; but I do admire just enough seclusion in the entrance planting to lead the passer-by to say, "This is very beautiful; but my! wouldn't I like to go inside and see it all."

In any farm entrance, as farms are carried on now, I would avoid all gates and fences. They are entirely unnecessary and, in their erection, place a barrier that awakens an unpleasant sensation on the part of the passer-by. The more elaborate the gate and the more in evidence the fence the worse the impression. Many times I have been charmed while passing through the Allen woods in the township of Paris (before they were ruthlessly destroyed) by the beauty of the entrances to the various logging roads which had been opened years ago from the main highway. Underneath the branches of the beech, the maple, the elm, the basswood, the oak, one could see an opening leading on beyond and the observer could see just enough of the attractiveness in the distance to desire to enter there and enjoy to the full what might be just around the turn. This thought is worth considering in the arrangement of the accompaniments of our farm entrances.

It is perfectly admissible in the ownership of an attractive farm to give it a name, and have that name in evidence near the entrance to the domain. It should not be obtrusive, but should be modest, and it would always make a pleasant appeal to the passer-by. If the name of the farm can be suggested by something connected with the planning of the entrance, it is well. I have known this to be accomplished in a most attractive way. A common basswood covered by a bitter-sweet once suggested the name to a farm which had a touch of historical interest as well. It was called "On Linden." An aged mother planted an elm at the entrance of a Wisconsin homestead when the country was new. Afterward the grandchildren desired to give a name to the premises and, in remembrance of the one who planted the elm and in recognition of the beauty of the elm and not forgetting a literary title, it was called "St. Elmo." A favorite aunt visiting at the home of her nephew, a farmer, and viewing some beautiful trees on the edge of his forest, said, "I think the most attractive trees upon this place are ash trees and I wonder you don't have one up near the house." Acting upon her suggestion, an ash was planted at the angle where the drive entered from the highway. It grew rapidly and became a distinguishing feature of the place, and the children, later desiring to give a name to their home, called it "Ashautie."

So it is perfectly possible, in connection with the entrance to the farm home, to add in many ways to the

satisfaction of the inmates as well as of the traveler upon the highway. But, above all things, in the planning of an entrance to a farm home, one thing should stand out as a leading object in view; and that is to give the impression to every one visiting there of "welcome to all who may enter here." Chas. W. Garfield.

Value of Tact in Salesmanship.

The first principle of salesmanship is never to actively antagonize a customer. Show him the fallacy of his ideas, but do not do so with reflecting in any way upon his own personal intelligence. If he is set in his opinions, try and get around them by careful strategy. Don't smash straight into them with bungling frontal attacks. Never forget that half of your power consists in what you say, the other half in the way you say it.

Always remember that when you are talking to a prospective customer you are like a man walking around in a dynamite factory—the slightest misstep is likely to blow you out through the roof—so far as any chances of landing a sale are concerned. Your customer isn't a bag of sand or a load of rock. He is a man made up of a lot of combustibles: pride, prejudice, vanity, sensitiveness, conceit. Be careful not to touch a match to any of these; avoid friction—it throws out sparks. Walk gently—make your advances with caution, as a man who feels his way in the dark. And at every stage of the proceedings remember that a spoonful of smile is worth a gallon of grouch.

Cheerfulness, courtesy and tact in a salesman's work are like oil on a machine: they help every wheel go around. Discourtesy and gloom are like sand on the axle: they hold everything back. A grouch never sold any goods; a smile thrown in with an explanation costs nothing and wins trade. Some salesmen have customers who couldn't be driven away with a club—it's safe to gamble that they didn't get them by growling at them.

Cultivate the smile that won't come off. It pays.—Macey Monthly.

Liquid Air at Small Cost.

Liquid air, first regarded by the public as a joke, then as a magnificent possibility, is attracting renewed attention because of English experiments which promise to reduce the price of the product to less than one-sixth of the present figure. Liquid air has been made commercially for several years, but because of the cost and the complicated method of manufacture it has not been used widely. In some of the Welsh coal mines it has figured as an explosive, especially in places where on account of the damp all forms of gunpowder are ineffective. By the new method of making it in England, after the process invented by a Dane, an ultimate price of 3 cents a gallon is promised. This would make it a commercial practicability in many lines.

Faith may move mountains, but it won't remove freckles.

305 Grand Rapids Grocers Sell LILY WHITE FLOUR

"The Flour the Best Cooks Use"

We sent letters to all the grocers in the city asking the following questions:

1. Do you sell Lily White Flour?
2. Do you sell more Lily White than any other flour?
3. If so, how much more?

305 grocers answered "Yes" to the first question.

188 grocers say they sell more Lily White than any other kind of flour.

12 did not reply, but the chances are they sell it.

1 does not handle flour.

3 do not sell Lily White.

1 grocer sells twenty sacks of Lily White to one of any other flour.

1 grocer sell sixteen sacks of Lily White to one of any other flour.

5 grocers sell ten sacks of Lily White to one of any other flour.

2 grocers sell nine sacks of Lily White to one of any other flour.

1 grocer sells eight sacks of Lily White to one of any other flour.

19 grocers sell three times as much Lily White as of any other flour.

23 grocers sell twice as much Lily White as of any other flour.

14 grocers sell one-half more Lily White than of any other flour.

13 grocers sell one-third more Lily White than of any other flour.

5 grocers sell two-thirds more Lily White than of any other flour.

4 grocers sell one-quarter more Lily White than of any other flour.

7 say that three-quarters of entire flour sale is Lily White.

2 say that seven eighths of entire flour sale is Lily White.

1 grocer can't sell any other flour.

5 sell nothing but Lily White.

3 sell more Lily White than all other kinds of flour put together.

3 sell as much Lily White as of all other kinds of flour put together.

4 sell a great deal more Lily White than of any other flour.

In addition to these retail grocers, all the jobbing houses and feed dealers sell Lily White. The above figures show conclusively that Lily White is the most popular flour in Grand Rapids. No other flour can show such a record as this.

We make over 800 barrels of flour every day. Our mills are provided with modern machinery throughout. We grind only the choicest wheat, which is thoroughly cleaned by machinery before entering the grinding rooms. Our millers are experienced. Our flour is uniform and reliable. It is put up in neat, attractive packages and every one is guaranteed to contain the best flour you can get for the money anywhere.

Lily White, "the flour the best cooks use," is the kind you ought to sell.

VALLEY CITY MILLING CO.

GRAND RAPIDS, Mich.

TWIN SECRETS OF SUCCESS.

They Are Energy and Studious Application To Work.

The twin secrets of success in business are energy and studious application to work on the part of the young man starting out on the journey of life. If this were remembered we would hear less discouraging complaints from that portion of the workers' army who seem to imagine that Fortune bears them a grudge.

I am nearing 70, and retired from the world of commerce five years ago, but have not lost interest in the welfare of the toilers at large and the principles upon which modern business is conducted. For after all work is the foundation upon which the whole social fabric is erected, and is or should be the paramount attraction in the life of every honest, ambitious man.

The conclusion of my active service found me senior partner in a large wholesale leather firm located a few miles from Boston, Mass. The business was one of long standing, having been established by my father fifty-five years ago. He was a native of Glasgow, Scotland, a man of unimpeachable integrity, and my bringing up, as might have been expected, was of the most rigid and scrupulous kind. Indeed, it is to my early training that I attribute my success in after life and freedom from many of the follies which blight the careers of innumerable promising young fellows.

One of the first principles instilled into my youthful mind was appreciation of the value of time. Soon after I entered my father's office I realized that much could be accomplished during the odd moments of leisure that fell to my share.

We were allowed half an hour for the consumption of lunch. I was never a hearty eater and found that it took me but five minutes to swallow the sandwich, piece of pie and coffee which formed my noon meal. That left me twenty-five minutes, which I had sense enough to see could be devoted to improving my mind. Accordingly I took up the study of shorthand and at the end of six months had mastered the system.

This foresight on my part enabled my father to dispense with the services of the clerk to whom he dictated his letters, a position to which I was advanced and which proved the stepping stone to that of private secretary.

"Every penny saved is a penny earned, Jamie boy," father said. "Always stick to that maxim and you'll die a rich man."

At my suggestion the lunch hour for the office force was reduced to twenty minutes, thus saving ten minutes a day for the firm. This may seem a trivial matter at first sight, but on a rough calculation it amounts to over a whole working week in the course of a year, a saving which no business man can afford to despise.

We employed a large force of clerks, and although the strictest discipline was always insisted upon, it pained me to observe that the majority of the young men were inclined to occupy their leisure mo-

ments in unprofitable and idle conversation. By abridging the time allowed for luncheon much of this unnecessary waste was eliminated. The new rule caused a good deal of grumbling at first, but those that objected were referred to the example I had set and warned that their services would be dispensed with if they did not see fit to obey.

It was not, however, until after my esteemed parent's death, when I assumed the reins of government, that I was able to put my long cherished system of reform into operation and place things upon a satisfactory basis. If my dear father had a fault it was that he was a trifle softhearted. It is utterly impossible to reconcile sentiment with business, and the man who endeavors to follow such a plan will speedily find himself on the wrong side of the ledger.

At times I found it hard to overcome my natural sense of sympathy, which no doubt was hereditary, when a disagreeable duty had to be performed. But I managed to suppress such foolish emotions, no matter what it cost me. It is hard to do right, sometimes, but the consciousness of having adhered strictly to one's business principles is a sufficient reward in the end.

As an instance of the manner in which sentiment occasionally conflicts with duty I can not do better than relate the following:

One of my positive rules was to the effect that any employee found guilty of imbibing alcoholic beverages either on or off the premises would instantly be discharged. Of the sin, misery, want and crime caused by the liquor traffic it is unnecessary to discourse here. Any man of true moral principle will agree with me that the stand I had taken in the matter was justifiable.

Eight months after the rule was made I detected the 10-year-old child of our chief foreman bringing her father a bottle of beer concealed in his lunch pail. I sent for the offender at once, and he wept as he stood before me in my private office and admitted his guilt. It was a painful interview.

He was 63 years of age, and had entered the service of the firm when a boy of 15. Yet, viewed from a logical standpoint, this fact really increased the viciousness of his crime. A younger and more thoughtless man might have been more easily excused. And as I reminded him, it was chiefly on account of his long and faithful service that I had forgiven him an error that year which had cost the firm \$12.

He pleaded with me to give him another chance for the sake of his family, which happened to be an unusually large one. I could not see the force of this argument, for it seemed to me that a man who had been laboring steadily for such a long period of time should have managed to put aside a competence had he practiced thrift and economy. Yet his tears and supplications touched my heart to such an extent that it was only by uttering a silent prayer for strength to fulfill my duty that I

The Wise Do First What Others Do Last

Don't Be Last

Handle a Line of

BOUR'S COFFEES

The Admitted and Undisputed

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Why?

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

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in all
Principal Cities

The J. M. Bour Co.
Toledo, Ohio

Sell

Your Customers

YEAST FOAM

It is a Little Thing,

But Pays You

A Big Profit

was able to preserve my calmness and discharge him.

He withdrew, cursing me as an old skinflint and hypocrite. This did not disturb me, as I had met with similar cases of ingratitude before from men who had gained their daily bread in my employ. My firmness in the matter had a salutary effect upon the remainder of my force and transgressions of the kind were few and far between afterward.

Gambling was another form of vice against which I resolutely set my face. To be caught making a bet or indulging in any game of chance was the signal for instant dismissal, without a reference. My clerks and factory hands were fully aware that I was not to be trifled with on that count and governed themselves accordingly.

At the earnest solicitation a poor widow living within a mile of the factory I had hired her son, a bright 14-year-old lad, as my office boy. Her husband had been killed while in our employ by an accident to the machinery he was tending. It was due to his own carelessness, but this did not prevent me from hiring the boy, for it is the will of Providence that we should assist the widow and orphan when an opportunity offers.

For several weeks the lad performed his duties in a satisfactory manner, but at length one of my trusted aids, whom I employed in the double capacity of clerk and investigator, informed me that he was in the habit of shooting craps after office hours. I immediately taxed the boy with his offense, but he entered such a resolute denial that I was half inclined to believe that my informant had made a mistake. However, it was incumbent upon me to ascertain the true facts of the case. It would be bad enough to maintain a gambler in my employ, but if he added to this the awful sin of lying I could not risk the contamination of his presence.

The gambler's greed for money oftentimes leads to his detection, and I laid my plans for the discovery. At different times during the week I went home a few moments before closing time, directing Willy, as the boy was named, to close my desk at the usual hour if I did not return. On each occasion I left coins of small denomination lying exposed to view in a half open drawer.

It was two weeks before I missed any of the silver. One morning I discovered that two dimes were gone. I said nothing, but waited. Two days later a quarter was missing, and then I played my trump card with a marked half dollar. It disappeared, and the following morning I sent for a policeman and had Willy searched. The coin was found in his possession.

He broke down and made a complete confession. I sent for his mother and broke the news to her. It was a heartrending scene, but my duty in the matter was plain, and I allowed justice to take its course. Willy was sent to the reform school, and his subsequent career was a complete vindication of the course I pursued. He became a full fledged crook, and ten years later was con-

victed of shooting a policeman who endeavored to arrest him while he was committing a burglary.

On the whole, considering the large number of workmen I employed, cases of dishonesty and deliberate disregard of my orders were few. This, of course, was owing to the inflexible discipline I maintained, and the fact that, while I was firm in upholding my rights, I also was fair and just in all my dealings. While of a pious disposition myself, I never insisted upon my men observing the tenets of any religion, although they were all aware that nothing gave me sincerer pleasure than to see any of them attending divine worship at the church of which I was one of the elders.

A severe shock to my faith in human nature was received when my cashier, a man of the most exemplary character and a regular attendant at the Sunday services, disappeared, leaving his accounts short by \$20,000. It was a solemn and dreadful thing to think that a man would dare to use the sacred cloak of religion to cover his wickedness.

The saddest part of the affair was that he was never caught and punished by the law and not a cent of the stolen funds ever recovered. It was a poor year in business, too, and in order to make good my losses I was obliged to cut off 5 per cent. on all salaries. Thus it is that the wrongdoing of the guilty brings suffering upon the innocent. The far reaching evil effects of sin can not be overestimated.

Yet there was a certain air of peace reigning over our little working community. I used to like to walk about the premises listening to the hum of the machinery, the click of the typewriters, and the ceaseless scratching of pens traveling across paper. Our

rule of "no talking except on business topics" was strictly observed, and the noisy chatter of wagging tongues did not break in upon the harmony of the surroundings.

This talking, by the way, is one of the chief faults I have noticed among the employees in Chicago's big department stores. I have often wondered at the laxity of discipline in the commercial emporiums and wondered who was to blame. Every minute of time is precious, yet one sees the clerks, male and female, when not waiting upon customers, conversing with each other on frivolous topics and apparently quite at their ease.

This is a state of affairs which should not be tolerated for an instant. A conscientious employee knows that for a given number of hours each day he has sold his services to his employer. Every moment that he squanders in idleness is practically stolen, for the man who pays him his wages is not receiving value for the money he pays out. There is always something to do for the man or woman who really wants to work. Those who are not imbued with the spirit of ambition should be ejected from the busy hive where they are enacting the part of drones.

The time clock, which registers the exact second of arrival and departure of each employee, has done much toward weeding out dilatory and shiftless workers from among the willing and punctual ones. Strange to say, I had this splendid device put into operation on my plant fully a year before it went into public use. It was my own invention, and modeled on the same lines as that now in vogue. That I did not obtain a patent for it was an odd instance of neglect on the part of an otherwise wide awake business man.

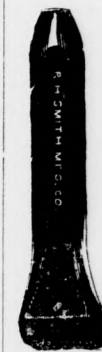
James Bruce McAdoo.

The Sun Never Sets where the Brilliant Lamp Burns

And No Other Light
HALF SO GOOD OR CHEAP
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any other artificial light,
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the many thousands in
use for the last nine years
all over the world. Write
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Dealers handle Alabastine
Because it is advertised, in demand,
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Because it is a durable, sanitary and
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mixed with cold water, and with full
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Alabastine Company
Grand Rapids, Mich. 105 Water St., New York

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You can increase your trade and the
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HAND SAPOLIO
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HAND SAPOLIO is a special toilet soap—superior to any other in countless ways—delicate
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Costs the dealer the same as regular SAPOLIO, but should be sold at 10 cents per cake.

SCIENTIFIC PRINCIPLES.

How They Aid the Development of Business.

Economy, efficiency, quality—to secure these three the business man is calling to his aid every possible instrument. Science is business' latest recruit. The big scale which these links have reached is typified nowhere more than in the great plant which composes Thomas A. Edison's laboratories.

Coming upon the low, rambling brick buildings and not knowing their purpose, the observer's first conjecture would be that the place was a foundry or the shops of a great factory. A laboratory to many of us takes the form of an insignificant non-committal building.

But this is a business plant, for in it are being conducted all the time experiments which are to improve the processes and activities of the commercial world. The sight of these acres occupied by busy workmen devoted to experimental operations alone proves the close link between science and business. And among the great human factors of business the foremost—the man who has by science advanced industry in a hundred different ways—works here.

Mr. Edison's own achievements are practical proofs of his statement that "where science and commerce walk together, there are taken the longest steps toward industrial supremacy." Asked to express what science has done for business in the past, how great business houses are making use of science to increase their profits, and how every business man can secure greater efficiency, higher economy and better quality through science, Mr. Edison gave the following interview:

Science, first antagonized by commercial interests, is to-day the strong right arm of business progress. A business not conducted on a scientific basis, not having a knowledge of the scientific principles which are involved in it, can not succeed to-day.

The revolution from antagonism to close intimacy has been remarkable—due more to persistent research and faith of scientists than to the acumen of business men. But to-day the business man does not and can not stir without the aid of some factor of science.

Take his day's work; he rides to his work in an electric car; an elevator shoots him to his proper floor in the high building in which he works; if he wants a messenger, there is a call box within a few feet of his desk which will notify an agency miles away; he uses the telegraph, the telephone, the annunciator, without thinking—and only the discoveries of scientists have made them possible.

It took the business man a long time to overcome his prejudice against the new, and, so far as he was concerned, the untried. Inventors must force their products upon him; and then he is constantly looking for faulty production, either in the machine itself or in its accomplishment. I have in mind one concern just now which has expended enormous

sums of money trying to introduce one of its latest products. There is no question about its practical value or of its ultimate adoption; but two or three years will be required to make its manufacture a paying proposition—time consumed in arousing business men to the possibilities of this production.

And this backwardness, this stubbornness, is a more vital loss to business collectively than to the manufacturers of the new device. The profit which business men have lost through delay in the adoption of methods and devices now in common use can never be regained by them.

But business men are learning that science can aid them. I helped build the first typewriter that came out. At that time I had a shop in Newark and a man from Milwaukee—a Mr. Sholes—came to me with a wooden model, which we finally got into working shape. Then came the waste of time and money before the typewriter was looked upon as useful. Now the business man sees that business on a modern scale would be impossible without the help of this little despised machine, based on scientific principles. The typewriter manufacturer eventually won back his initial loss. But how about the business man—the user?

Science comes much closer in its offer of help to the business man than merely in his use of mechanical devices. The two greatest industries of this country, which would be unnamed to-day were it not for science, prove this. The steel corporation would be only a number of scattered local furnaces and forges, the packing industry would still be made up of tens of thousands of little one-man shops—if it had not been for science, which in Pittsburg produces the best that is possible from the raw material of iron or coke or coal, and in Chicago works into some useful product every part of the animal. And to-day the steel companies and packing houses show their appreciation of science by their \$50,000-a-year laboratories—which the men in the shops look upon as non-productive and expense consuming, but which the owners know are the heart which pumps the life-blood of business—profit.

Science has its three great tasks marked out for it in the commercial world to-day: The elimination of waste in production, the utilization to the highest extent of power, and the economy of human labor—these are the chief problems in the development of business.

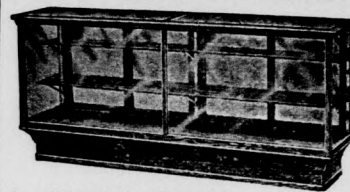
After capital is assured, the three great factors in production are material, labor, power, which form a link between the source of supply and the egress of the finished product. Science, in the laboratories, in the mine and field, at the loom and engine, is endeavoring to get more value out of these three links.

Every business man has his small problems to solve—concrete adaptations of these three great problems to his own business. He needs science to tell him what coal is the best for his use; what ingredients to use in his product to make it wear; how

to treat his wood to give it quality; how to handle his processes to save human labor; how to turn into profit his many wastes. The individual business man needs the aid of science here as does the business world in its bigger problems.

The next question then is: How shall the business man use science to the betterment of his business—to secure economy, efficiency and quality?

Many manufacturing houses, among which I have mentioned the steel companies and the packing houses, have permanent departments and employ a force of finely educated scientists with costly equipments, whose sole object it is to make improvements in the product and in the processes of manufacture, to test materials and lower production costs.



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.

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136 S. Ionia St. Grand Rapids, Mich.
NEW YORK OFFICE, 724 Broadway
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MO-KA

The Coffee That Sells Itself

Delicious, wholesome, always pure and clean. Put up only in 1 lb. air-tight packages, thus preserving strength and aroma.

Mo-Ka is not to be classed with the cheap so-called "coffees" which offer the dealer a profit of a cent a pound. It is a superior blend at a popular price, affords a good margin of profit, and is a ready and steady seller. It is made up to satisfy dealer and consumer.

Write us for prices.

**Valley City
Coffee & Spice Mills**
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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.
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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.

There are perhaps few business houses which can afford a department of this kind, yet many could pay the salary of a chemist, and make a good profit over and above, by employing his trained mind and observation in their businesses. And those still smaller could find their efficiency greatly increased if they could from time to time take the problems which are arising in their business to a scientist for solution. A toy manufacturing concern in New England, whose output is far under a half million dollars, employs all of one chemist's time—and he has saved many times over his salary by his experiments with and watchfulness over the paints, paper and wood which the concern uses in its manufacture.

Before the age of industrial development the scientist could give his time to the nebular theory, tracing wandering stars, to alchemy and to horoscopes. But to-day the demands made upon his time and strength call him directly into the field of productive action.—System.

Women Sacrificing the Birds.

Let the world bid its sad farewell to its feathered folk if millinery modes continue their slaughter. Certain species of the rarest and most beautiful birds are threatened with extermination at no distant date. In one market alone lately were sold at one time 12,000 humming birds, 28,000 parakeets, 15,000 king-fishers, 20,000 aigrettes, and thousands of other gorgeous Southern birds of different kinds, as well as doves and even sparrows. France receives every year from America, Tonkin and India millions of birds which are exchanged for millions of dollars. The number of small birds annually imported into England and France may be computed at 1,500,000. Germany exports yearly 20,000,000 feathers which are worked up in England into hat trimmings. In London there are held every month sales of birds' skins and feathers, India alone supplying some 30,000,000 feathers. The South American republics are awakened to the danger of the extermination of their most ornamental birds and have passed laws regulating their slaughter. In America has been formed a league whose members forswear the wearing of feathers.

Dog, Not Dogma.

A Baltimore man tells of attending a church on one occasion when the minister delivered a sermon of but ten minutes' duration—a most unusual thing for him.

Upon the conclusion of his remarks the minister had added: "I regret to inform you, brethren, that my dog, who appears to be peculiarly fond of paper, this morning ate that portion of my sermon that I have not delivered."

After the service the clergyman was met at the door by a man who, as a rule, attended divine service in another parish. Shaking the good man by the hand, he said:

"Doctor, I should like to know whether that dog of yours has any pups. If so, I want to get one to give to my minister."

How One May Learn To Hate Window Dressing.

Waxing sarcastic on the subject of window dressing, "Men's Wear," of London, describes how one may learn to hate the task, and points the moral as follows:

Thousands of shopkeepers require no advice on how to acquire a distaste for widow dressing. They already hate the task with a deadly hatred. It is the bugbear of their existence. They look upon it as a necessary evil—a constantly recurrent curse which fills them with loathing and dread. Moreover, this intense feeling of repugnance is by no means always natural or innate. Many men who have in their time been clever window dressers learn eventually to dislike the work. In the vast majority of cases a quite ferocious disgust at what was formerly a delight is gradually acquired. It may be acquired through various causes, and is specially developed in men who have been accomplished window dressers as assistants, but who have deteriorated in this respect after becoming their own masters. Such men usually become keener buyers, sounder stock-keepers, and clever salesmen as the years go by. Why, then, do they degenerate in ability respecting the most artistic branch of their business?

Circumstances, of course, have something to do with it. Take a man from an environment of splendid shops in London or a large provincial city, take him from under the eye of a shrewd, exacting proprietor, and place him in charge of his own concern in a quiet, country town. The change alone is in most cases naturally sufficient to cause a decline in excellence. The transplanted window dresser's incentives, powers and facilities are at once blunted, weakened and curtailed. His standard of merit is lowered. He complacently restricts his ambition. His perceptive, receptive and emulative faculties decline with disuse. Beginning with a, perhaps, pardonable disdain for his new neighbor's old-fashioned methods, he enters upon a slope which imperceptibly lowers him to their antiquated level.

No longer compelled to satisfy the critical acumen of an ever-exigent employer, no longer stimulated by the exploits of fellow assistants or neighboring rivals, his ideals grow dim as his methods grow hard. As time goes on he relies more and more on his previously acquired stock notions of how to show stuff, with the result that his originality dies of starvation and he stagnates. Stagnation is death to art, progress is life. When a man ceases to improve as a window dresser he becomes indifferent and then tired. When he is tired of the work he dislikes it, and does as little of it as possible.

It is not a question of laziness. Many men who have learned to hate window dressing fairly fiercely, men who put off the evil 'window' day as long as possible, are active enough in other respects. In some cases it may be that so much energy is expended in other directions that scarcely any is left for the window.

This, however, is not the usual way of learning to hate window dressing. Neglect of the great, remunerative art is not due so much to the diversion of energy as to a slackening of the fire of enthusiasm. If being bereft of the stimulus provided by a sharp employer and a good salary is not sufficiently depressing, the following hints may help some to a dislike for the work:

Show only goods which will give a paucity of results. Blind yourself to the real objects of window dressing. Make hard work of it in every possible way. Keep no duplicate goods out of the window, or you may be saved the trouble of disarranging it. When visiting the city or any large town take no notice of the windows, or you may carry back a good idea and want to reproduce it. Cultivate a few delusions, such as that window dressing doesn't pay in your district, and that your better class customers can be more firmly held without making much show. Remember your grandfather made money without any knowledge of the art. Have as miscellaneous a stock as possible, especially if your capital is small. Sell everything, and try to show it all at once. Hit on the most inconvenient day of the week for window dressing. Always start work without any definite plan. Stint and starve yourself of proper fittings, tickets and novelties. Be awe-struck and disheartened at the sight of a dazzling display, or the picture of one, if you do happen to see either. Magnify the labor and belittle the results. Affect a contempt for advice. Pooh, pooh all hints in trade and other papers. Dread innovation and fear the sneer of the rival. Ideas in the window dressing department of your brain will then diminish. Your ardor will cool, you will hate the work. Window dressing is such a young, growing art, that even a present-day expert can become a stranded, self-satisfied fossil. When a man's mind stops expanding it shrinks.—Men's Wear.

Portuguese Farmers Are Thrifty.

Saviors of Portugal are Portugal's new farmers. In the south of the little kingdom a serious attempt is being made to reclaim about 10,000,000 acres, or 44 per cent. of the total area of Portugal. Some energetic people, in combination with the municipal authorities, have set to work in the district of Serpa upon 100,000 acres, dividing it into allotments of fifteen acres each and letting it at a nominal rent, calculated according to the estimated value of the land. The highest quit rent is \$3.20 and the lowest 40 cents per allotment, free of local taxes and rates for ten years. A heterogeneous mixture of settlers already has taken possession of their tenements. Carpenters, masons, doctors, chemists, barbers, seamstresses, tailors and beggars figure in the motley crowd. The success of the scheme, as far as it has gone, has stirred the ambition of the residents in a large part of the north of Portugal, where a project on similar lines is being set on foot to bring back into cultivation something like half a million of acres.

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E. B. Longwell
53 River St. Chicago

A Special Sale

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

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

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

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

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

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

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



Why the Honeymoon Is a Period of Disillusionment.

There is much reason to believe that in many marriages the secret seed of failure is sown during the honeymoon, and not only sown but watered and tended unconsciously and ignorantly by the two who most intimately are concerned. For the honeymoon is far from being the period of unalloyed bliss, of sweetness and light which its name presupposes. On the contrary, it is with all save an exceedingly few married couples a transition period of readjustment of relative values; a change of focus, so to speak, a process which is apt to be painful, inasmuch as it is accompanied with more or less disillusionment.

No matter how dearly a man and a woman may love one another the fact remains that the masculine and the feminine points of view regarding many things are different; not only are they seldom if ever identical, they are not similar even. Therefore the two who theoretically are made one, finding themselves in such close association, are obliged to a great extent to make each other's acquaintance all over again. The attitude of a suitor is of necessity quite different from that of even a most devoted husband; the duties of a wife are another thing altogether from the receptive position, the laissez-faire irresponsibility of the sweetheart.

And, besides this, it is an irrefragable law of life that one can have too much of a good thing. Sweets are delicious, even palatable, in exact proportion to their rarity. It is a common practice with confectioners to allow new employees all the candy they will eat, confident in the speedy and enduring surfeit which unlimited indulgence will produce. Newly married lovers, all of them, undoubtedly would resent with indignation the slightest insinuation that it may be within the bounds of possibility that they should become weary of the solitude a deux in which they hitherto have found such delight. Yet the thing not only is possible but probable under certain conditions too long continued, and from which there is, nor can be, no surcease. No one who has not tried it, and most honeymooning couples are without such experience, can imagine the nervous strain of enjoying the society of a person of the opposite sex during twenty-four hours of every day for even a week, to say nothing of a fortnight or a month; an enjoyment coupled with the duty and obligation to entertain and amuse. It not only is intense, it is incredible, and is apt to become unendurable. It begins to be felt after the first two or three days, usually in the interval between breakfast and luncheon. And there is no relief of this strain in the average honeymoon, no relaxation, no plausible means of escape. For reasons of sentiment, of loyalty, of hon-

or, the strain must be borne continuously, with the appearance of joy and pleasure, borne often by moral constitutions which wholly are inadequate to it. What wonder that reaction and weariness result, that sometimes irreparable evil is done. It is probable that many married people, if only they would tell the truth in all sincerity, would confess that at times the smiling face which they wore during the honeymoon concealed or failed to conceal a desolation of spirit beyond any which they ever experienced either before or since. And because of this weariness, this excess of a good thing, not a few honeymooners go home already robbed of many beautiful, perhaps precious illusions. As the English say, "The gilt is off the gingerbread at the start."

The modern tendency to shorten honeymoons seems born of wisdom as well as expediency. It may sound brutal to say so, but it is undeniable that with most men undisturbed possession of a treasure soon palls. Man was made for something more virile than perpetual billing and cooing. A long honeymoon makes a heavy demand upon the emotions, and overtaxed emotion brings inevitable reaction. It is fatal to try to keep up a lost illusion. Like Bo-Peep's sheep, it is a case of "Leave it alone and it'll come home" (perhaps), and also something precious will be missing therefrom.

Ouida, in her story of "A Rainy June," tells the story of two lovers, a man of the world and an ingenue, who elected to spend their honeymoons in a cottage in the country, "the world forgetting, by the world forgot." Unremitting rains combined to render their isolation still more complete, and to deprive them of the usual outdoor amusements of the country. The natural result follows, the spoiled palate of the epicure rebels against a diet of curds and whey, disenchantment ensues, and estrangement and divorce loom large in the last chapter. Perhaps this may seem exaggerated, but it is not an impossible story by any means.

A recent English writer who assumes to speak from great knowledge and extended observation, says, in effect, that honeymoons ought to be arranged with special reference to avoidance of nervous strain. They ought to be short, not more than two weeks at most, and full of incident and distraction, full of something calculated to prevent continual contemplation of the "other ego." They either should take place in a great city with inexhaustible attractions or else they should consist of travel from place to place. If possible there always should be something really diverting to do every evening after dinner. The let-us-be-quiet-and-undisturbed theory is wrong, quite against all the counsel of experience and the considerations of prudence. Blessed are the newly married couple who go home feeling: "What a pity our time has been so taken up! What a pity we have not been able to see more of each other!" and who look forward

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High-class Service

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

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

Sold through the Wholesale Grocery Trade

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



Why It Sells

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

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

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

Because its quality is guaranteed.

\$2.50 per case.

\$2.40 in 5 case lots, freight allowed.

For Sale by all Jobbers

Manufactured by

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

with pleasure to the peace and retirement of their own fireside. Instead of that, alas, too many go home feeling that they have done for themselves, and mutually weary before the beginning of their married life. The moment a man or a woman suspects that the sweetness is beginning to cloy, and the inaction to bore, that moment it is time to return to everyday life and the distractions thereof.

The honeymoon is obliged to disclose many hitherto unsuspected phases of character. These revelations will be in proportion to the amount of previous mutual understanding. The lover who has been liberal to the verge of extravagance may be metamorphosed into the husband who scowls at servants and haggles over hotel bills. The girl who always has looked like a dainty picture (there being some one else to take care of all her belongings) may be careless and untidy when there is no one but her husband to see her. The sweetheart who has been all smiles, the lover who has been merry and cheerful, may prove cross and disagreeable when exposed to discomfort, and altogether fail to rise to an emergency. On the other hand, surprises of a pleasant nature may be in store for the bride and groom. Unthought-of qualities may be called in to play, deeper feelings may be aroused, and the full sweetness of a character only fully be revealed in the close association of the honeymoon.

Dorothy Dix.

Science Finds Helium in Natural Gas.

Scientists of the University of Kansas are finding helium in the natural gas of that State. That the impulsive Westerners have observed due scientific precaution in their analysis some of the Eastern sages are inclined to doubt; but there are many suggestive possibilities in the Kansas discovery. It may be that the light and power in natural gas and in the parent petroleum liquids merely are so much imprisoned sunlight, waiting to be released—for helium literally is sun stuff. The imagination even could conceive that all explosives and all illuminants are from helium—taking the oneness of the universe for granted, and acknowledging the sun as the source of all energy. At any rate, the authorities at Lawrence say they find that helium is present in varying quantities in all the natural gas of the State, the outflow of the wells in the Dexter fields yielding as much as 2 per cent. of the precious stuff. Spectroscopic work now is being continued at the University, with the announced belief that helium in practically limitless quantities may be obtained. The discovery of helium metal in Chicago excavations, followed by finding it in Kansas gas, and similar announcements from other parts of the world render it nearly certain that helium will not be considered so rare in the future. Whether or not the world will be benefited greatly is another question.

An opportunity is a good bit like a wasp. You must know how to grasp it.

Magical Magnetic Phonograph.

The telegraphone is a new invention, and it is said to be more nearly like magic than any similar contrivance. It is described as an electromagnetic phonograph. Because Edison's name always has been associated with the ordinary phonograph, we usually think of it as an electrical apparatus. This is not so. The phonograph is a mechanical contrivance. The records are cut on the disk by a stylus moved by sound vibrations and reproduced without the electrical current. In the telegraphone a steel disk with a highly polished surface is used. But the records are made without scratching the surface. No lines, visible or invisible, are made. The sounds are imprinted on the disk, it is said, by some magnetic change that takes place in the structure of the steel. The tiny particles of the metal group themselves in obedience to the magnetic current and the sound waves. The records thus written in the structure of the plate rather than on its surface never wear out. As far as experiments have gone, it is declared that the steel disk may be used continuously for a long time without losing in clearness or intensity. The only way to erase the record is to wipe the face of the disk with a magnet. This restores the structure of the metal to its original form. The record is gone and the disk, without shaving or other treatment, may be used again innumerable times. Instead of a disk a steel wire may be used on which to make the record. The wire may be a mile long—more or less. Thus an entire opera or a long address might be recorded on a single spool of piano wire, which could be reproduced as often as desired by unrolling and rewinding upon another spool. It is pointed out that the telegraphone may be attached to a telephone to receive or send messages, while for phonographic dictation the use of the same disk over and over again, simply by erasing with the magnet, has advantages that are obvious.

Every man likes a different kind of story, and I have always got more solid comfort out of Irish stories than out of any other class. I like the story of the baggage master who was called upon to decide whether a tortoise that was being taken home by a traveler could be checked free or came under the head of animals that had to pay a small additional fee, as dogs did. He looked at the strange creature, the like of which he had never seen before, and brought all his past experience to bear on the case. The only rule he had to go by was the one that said dogs must pay, for much was left to the common sense of the baggage men, and he gave his decision: "Oi niver had t' decide on wan av thim things before, but dogs pays extry, but does it come in th' classification of dogs Oi dunno." He called the station master, who was also an Irishman. The station master looked at the tortoise. "'Tis not a dog," he said promptly. "Dogs is dogs, and cats is dogs and squirrels in cages is dogs, but that there animal is an insect and goes free."—Success.

A GOOD INVESTMENT THE CITIZENS TELEPHONE COMPANY

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

25,000 TELEPHONES

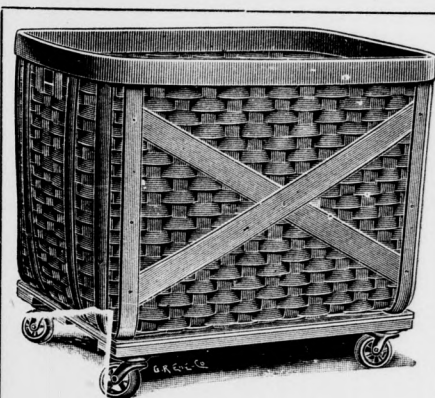
to which more than 4,000 were added during its last fiscal year—of these over 1,000 are in the Grand Rapids Exchange which now has 7,250 telephones—has placed a block of its new

STOCK ON SALE

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

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

BALLOU BASKETS ARE BEST



X-strapped Truck Basket

A Gold Brick

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

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

BALLOU MFG. CO., Belding, Mich.

GOOD GOODS ARE HALF SOLD



WHOLESALE

RETAILER

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is always the case with

PARIS SUGAR CORN

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

Write us if your jobber cannot supply you.

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

BURNHAM & MORRILL CO., Portland, Maine



The Value of Remembering Personal Likes and Dislikes.

A man is seldom naturally inclined to shopping. He likes to do his business at one place so long as he feels that he is being rightly treated there and that his trade is really appreciated by the management and the clerk who waits upon him. It may be that he is sometimes a little particular and sometimes unduly sensitive about attention, but he is very seldom unreasonable in his demands on the clerk. To be recognized as a factor that is worth something in the business of the place will go a very long way toward holding the business of many men who are willing to have an habitual place of buying their goods.

A man is an irregular buyer for himself. He may buy something each day for a week and you will not see him in the store again in three months. Unlike a woman, he doesn't like to come to-day for a dime's worth and again to-morrow for a slight purchase for the sake of getting into the store. He will sometimes go many days in want of an article, thinking that something else will soon be needed, and he can bunch his purchases and get rid of several disagreeable tasks all at once. Of course, all men are not that way, and there are some shoppers that are fully as bad as any woman that comes into the store, but you will find the most of them not at all anxious to do shopping or enter a store often.

When he does come into the store to buy something, if he has been to the store before, he likes to be recognized by some clerk, and it is very often the case that he can remember the clerk who has waited upon him far easier than the clerk can remember the customer. And on one thing you can always bank: if you have once waited upon him in a manner satisfactory to him, he will single you out and prefer that you wait upon him. For that reason it is always good business to attempt to carefully fix in your mind not only the personal appearances of men you serve, but also fix in your mind any peculiarities of buying or taste they may evince.

The man who purchased a suit of clothes of you, say last spring, and told you then that he has no use for brown shades, will warm up to you wonderfully if you can remember that remark and casually speak of it when you begin to show him fall suits. If you simply remark, "You told me, I think, that you don't care for brown," he will immediately be willing to listen closely to your talk and your suggestions and will be ready to be influenced in his purchases by the clerk who can so easily remember what are his tastes and his dislikes.

He never expects you are going to remember any amount of conversa-

tion, but if you can call to mind something that has influenced his former purchases, he will consider that you have taken more interest in him than merely separating him from his dollars. That is a thing that is galling to most men, to feel that they are simply being influenced to give up their money and the clerk who is waiting upon them is entirely indifferent to any other thought above them.

Men are not naturally stingy, as a rule, but they know how they came by the money they are spending, and they desire to give it up only as they feel assured they are gaining some equivalent for it. They are liable to be slightly suspicious until the clerk is able to assure them by his manner that he is dealing with them squarely so far as he is aware. That refers to men in general. Of course, there are sometimes fellows who will believe you are attempting to cheat them, even although you should be willing to make affidavit to everything you state. Of them we will have to talk some other time. The average man may not be a rapid purchaser, but he is a rapid decider as soon as he is shown something that really suits him and as soon as he feels assured there is nothing better to be afforded him for the money he is willing to spend.

Many men go to a store with a definite idea that they will not spend above a certain amount for a suit, or a hat, or shoes, or whatever they desire to purchase, and unless they are shown something within that limit they are very liable not to purchase and not to be willing to look at anything else. If a man tells you that he wants a suit at not over twelve dollars, don't be foolish enough to haul out one at fifteen as a starter, or one at nine. Get him the clothes he stipulates and let him look them over thoroughly, and then you can bring forward the other goods for comparison or persuasion.

It may be that the customer will stick to his figures, but I have known it to occur many times that he would willingly lay down a higher price when the higher priced goods were properly exhibited. When you fetch out something priced in excess of his stipulated figures, he immediately grows suspicious of your intentions, and if he doesn't flatly offer you less than the price and refuse to look at anything else he will refuse to buy under the possible impression that you are trying to work him. If the man has more money to spend he may be willing to be persuaded to spend it for better goods, if you can show to his satisfaction the goods that are better, but if his cash is limited you injure your sale by trying to do some great feat offering him different than he asks for.

Maybe to-day you will wait upon a man for a pair of shoes whose shape or last has something a little peculiar—something about which the man is very particular. Three months from now, if that man comes in to look at another pair of shoes, you can most certainly be able to sell him quickly and satisfactorily if you

fetch that peculiarity of foot or taste to your assistance. If you say to him, "You want, if I remember correctly, a very straight, narrow shoe with a rather slim toe," he will immediately think you really know your business pretty thoroughly. He doesn't like to have to explain his wishes every time he looks at shoes, and if you can remember to anticipate any such statements you will have that man for a permanent and easy customer. He will rely largely upon your judgment and your statements.

What can be more satisfactory, in the doing of business, than to be able to wait upon customers with whom you have become sufficiently familiar to be able to put forth the goods and be almost sure they will buy? It is not that you can sell them any

Fast, Comfortable and Convenient

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

Michigan Central

"The Niagara Falls Route"

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

E. W. Covert,
City Pass. Agt.
Grand Rapids.

O. W. Ruggles,
Gen. Pass. and Ticket Agt.
Chicago

GRAND RAPIDS PAPER BOX CO.

MANUFACTURER

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

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

Estimates and Samples Cheerfully Furnished.

Prompt Service.

Reasonable Prices.

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

GRAND RAPIDS, MICH.

THE FRAZER

Always Uniform

Often Imitated

Never Equaled

Known
Everywhere

No Talk Re-
quired to Sell It

Good Grease
Makes Trade

Cheap Grease
Kills Trade



FRAZER
Axle Grease

FRAZER
Axle Oil

FRAZER
Harness Soap

FRAZER
Harness Oil

FRAZER
Hoof Oil

FRAZER
Stock Food

Good to the Very End

S.C.W.

5c Cigar

G. J. Johnson Cigar Co.

Makers

Grand Rapids, Mich.

old thing you may happen to have, for that will neither beget nor hold confidence. If the thing you know they want is not in stock, you can hold their trade far more easily by plainly telling them so and either telling them when it is expected or that you will attempt to get it for them.

I am fully aware that this familiarity with the tastes of customers is largely impracticable in cities of considerable size or where there is a great amount of transient business, but the majority of general stores carrying men's goods are situated in communities that are more or less fixed and where the men of the town and the immediately surrounding country are so often seen that they are easily remembered. It is in such places that I urge the clerks to cultivate memories of what customers like and dislike, especially the men customers.

If a man feels that he can come to your store and have you wait upon him with a reasonably good understanding of what will please him and is the best thing for the money he is willing to pay you, he will come to you in preference to going to any store elsewhere, even although it may cause him some inconvenience. He can be made a loyal customer so long as you earnestly attempt to make him such and satisfy him in pocketbook and mind. Try to remember the tastes, good or bad, of men customers, for, as a result, you can sell them more, sell them easier and sell them oftener.—Drygoodsman.

Get Busy.

Learn to labor for results as earnestly as you hope for them.

Some advertisers expect to harvest before the seed has germinated.

Others try to grow a crop without properly preparing and cultivating the ground.

Still others abandon their fields when the crop is half grown because the grain has not yet appeared.

If we could only remember on a rainy day that the sun has never yet failed to shine again.

In America the word "success" has come to be almost an exact synonym for money.

It is not strange that it is difficult to predict accurately, since no two historians agree as to what has occurred in the past.

Some writers of advertising seem to excel in the catch line, while others are masters of persuasive expression. Not often are the two qualities combined in one.

If every Congressman who is accused of franking all his private chatels through the mails is guilty, the only wonder is that our postal deficit does not consume the annual budget.

Goldsmith would not have been very successful in these advertising days, since he insisted that the true use of speech was not so much to express our wants as to conceal them.—White's Class Advertising.

When a man takes whisky for a cold he doesn't care whether he gets over it or not.

With a Mind of His Own.

"I like a man with a mind of his own," said Mr. Stiggly. "Right or wrong, I like a man who knows what he thinks and who is not afraid to speak it. I hate a man who doesn't know what he thinks, or who is afraid to say what he does think."

"Now, there's Jones. I say to Jones, on a lowery morning:

"What do you think, Jonesy? Think I'd better take an umbrella?"

"And Jones says:

"Take an umbrella? Why, within twenty-two minutes it'll be raining blue, green and purple pitchforks; and if you haven't got a boiler iron umbrella with I-beam ribs you'll be speared to death and then drowned. Sure you want an umbrella!"

"Or suppose it had happened to be Robinson I asked, another man who knows what he thinks, and Robinson says:

"Umbrella? Foolish! In twenty minutes it'll be clear as a bell. All blue sky."

"Now, of course, Jones and Robinson couldn't both be right, but I would rather lug an umbrella uselessly, following Jones, or get drenched following Robinson—be led by a man who had a mind of his own and wasn't afraid to speak it—than to hear what I would get from Snibbly if I asked him.

"Better take an umbrella, hadn't I? I say to Snibbly, to hear him say:

"Ye-es, I suppose it would be safer."

"Snibbly doesn't know what he thinks about the weather, or about anything else; and if he does know what he thinks he doesn't say it. He sides in with me; he thinks it would be safer!"

"I like the man with a mind of his own, and he is, everywhere, the man that makes the wheels go 'round."

Where the Hides Go.

In the mad whirl of business people rarely pause long enough to consider the little things of life and how closely they are identified with the greater ones—how inseparable, in fact, they are from and how essential to them. Take, for instance, the shoe business; did ever anyone ponder long enough to realize the wealth of actual energy and animal life expended in the production of footwear for the human race.

As an example, take the Mayer Boot & Shoe Co., a Milwaukee concern that in its three hundred working days has consumed no less than 415,612 hides of all kinds during the past twelve months.

Here, then, we have the hides of 60,298 steers, 31,163 cows, 55,704 calves, 196,846 goats, 67,599 sheep, 2,523 horses and 1,479 kangaroos, all consumed and distributed by the great Mayer factory within the period of a year. Stand these animals in a straight line and they would cover a distance of 351 miles, nearly one-sixtieth of the earth's circumference. To bring this livestock to its final point of destination required no less than 3,000 26 foot cars, which strung together would cover over fifteen miles of railroad track. It takes the hides

of nearly 1,500 animals daily to supply the demands of this monster shoe enterprise, and were all of them spread out at one time it would require an area of over 5,000,000 square feet to accommodate them.

Nearly 1,000 skilled artisans are employed by the Mayer Co. the year round making the Honorbilt shoe for men, Western Lady for women and the celebrated Martha Washington comfort shoes; also school shoes that wear like iron and work shoes for all classes and purposes. The total capacity of the Mayer factory is 6,000 pairs of shoes a day. The equipment of this factory is as thoroughly modern and up-to-date as money and experience can make it. Another decidedly favorable feature is that of location, which is in the greatest leather market in the world, thus enabling the company to secure first choice on products consumed. The uniformly excellent quality of all shoes turned out by the Mayer factory is largely attributed to this fact.

Western Packers Sold Short-Weight Lard.

The Omaha Packing Co., Armour & Co. and Libby, McNeil & Libby were recently adjudged guilty of selling short-weight lard, and a fine of \$25 was imposed upon each company. The packers, through their attorney, contended there was no violation of the law so long as the lard and its package equaled the weight of lard they purported to sell.

The truth is mighty and on tombstones it is mighty scarce.

DURANGO, MEXICO

Never Too Hot
Never Too Cold

CLIMATE UNSURPASSED

Excellent opportunities for investors in mining properties, farming, grazing and timber lands, and other enterprises. For information address

H. J. Benson, Durango, Mex.

Blankets Robes Fur Coats

Now is the time to see that your stock is complete.

Send for our new illustrated list.

Prompt Shipments

Brown & Sehler Co.

Grand Rapids, Mich.

WHOLESALE ONLY

Four Kinds of Coupon Books

are manufactured by us and all sold on the same basis, irrespective of size, shape or denomination. We will send you samples and tell you all about the system if you are interested enough to ask us.

Tradesman Company - - - Grand Rapids, Mich.

Guns and Ammunition



Complete line of

Shotguns, Rifles and Revolvers
Loaded Shells

Camp Equipment

Big Game Rifles

FOSTER STEVENS & CO.

Grand Rapids, Michigan

CUT-ORDER CARPETS.

Their Convenience Becoming Recognized by the Trade.

Written for the Tradesman.

In recent years the "Cut-order" method of handling carpets by samples has undergone such a decided change and the original purpose has become so enlarged that the genius who first suggested this manner of selling floor coverings would now scarcely recognize it.

The idea of cutting carpets to order had its inception in Chicago about twenty-five years ago and was first intended for the smaller merchants who had not the room or sufficient capital to buy a stock of carpets.

The manufacturers and wholesale dealers entered into the cut-order business some ten years ago and its convenience was so soon recognized by retail merchants generally, that practically all dealers have use for some cut-order line of carpets, as it materially strengthens their carpet departments.

The large demand for room size rugs has also increased the value of a cut-order line of samples to the dealer, as the manufacturers make only certain stock sizes of rugs, and all odd sizes have to be made from carpet and border. The cut-order houses carry patterns suitable for this purpose.

Every city in the country that is recognized as a jobbing center now has jobbers operating cut-order departments, and as it is advisable that a retail merchant have his supply house as near as possible to his place of business, it has placed Pittsburg in an important position and the cut-order jobbers of Pittsburg now furnish sample lines within a radius of two hundred miles of the city.

A merchant can, with a small investment in samples, show anything from an old-fashioned rag carpet to the latest effects in body brussels, Wiltons and finer grades of carpets. He can order a carpet and have it ready to lay on the floor almost as soon as if he carried it in stock. Or if he wants to carry some stock for immediate use he can select such patterns as he desires by the roll from a cut-order department and at any time be able to order a cut quantity of the same pattern and thus avoid a loss on remnants.

As a rule the cut-order houses run the same line of patterns for one year and when any pattern is dropped the merchant disposes of his samples as rugs. The samples are cut in 1½ yard lengths and are easily disposed of for this purpose.

A merchant carrying a large stock of carpets will have a cut-order line in addition, as, no matter how carefully his stock is selected, a line of cut-order samples will often secure an order for him, and he is also enabled to handle certain grades of carpet and novelties in patterns that he does not care to carry by the roll.

Since the room size rug trade has increased so largely in the last few years, many stores have reduced their stocks of carpets, or eliminated roll stock entirely, and now handle

room size rugs with a cut-order line of carpets in conjunction.

The rapid service of the railroad and express companies; the convenience of telephones, added to the improved machinery and expert service demanded by a cut-order department strongly appeal to the merchant, and indications are that this business will increase as much in the future as it has in the past. To see the reason for this any dealer can ask himself the following questions: "What is the use of my buying a \$5,000 or \$10,000 stock of carpets when I can buy samples that will represent this same amount of stock and get the goods cut to diagram after I have made a sale? There will be no remnants and at the end of the season no stock left over."

Markets of the Far East.

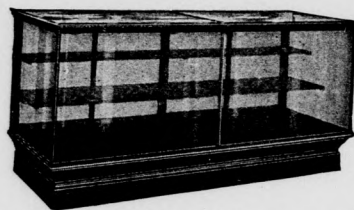
The conquest of the Far East by the captains of Western industries means that the Western merchant must offer the kind of merchandise to which these markets are accustomed. In a few articles absolutely requisite and found only in one general form, such as mineral oil for lighting, the oriental has accepted and adapted himself to the commodity offered, but the large proportion of articles offered he declines unless they are so prepared as to meet the habits of life to which he and his father before him have been accustomed. Even in cotton goods, a universal requirement for clothing in the East, he insists upon weights, lengths, colors and patterns similar to those to which he has been habituated for generations, and no amount of persuasion can induce him to accept other patterns or styles which the Western manufacturer may consider as good or even better. It is the knowledge of these characteristics, born of long experience, that has given to the manufacturers of Europe their almost absolute control of the markets of the East, and especially of the Far East. Europeans supply 60 per cent. of the imports of the tropical East, while the United States supplies but 1 per cent.

Pulverized Granite Fertilizer.

Everything in the world is useful. The United States Bureau of Plant Industry has found that ground granite rock makes an excellent fertilizer, costing a mere fraction of the sum expended on commercial fertilizers per acre. The experimenters took their cue from Nature. It was noticed that some of the richest valley farms were fed by erosion from the rocky hills. The weather worn particles from the great cliffs were washed into the valleys. For experiment granite rock was ground into a fine powder and spread upon the soil. The cost of quarrying and grinding is a trifle only after the machinery is set up. No doubt limestone ledges would be found equally rich, as Southern and Western farmers have noticed always that the crumbling limestone ledges on hillside farms leave a spot of rich black soil.

Only a fool will rock the boat on the sea of matrimony.

One Thousand Cases in Stock Ready for Shipment



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

All Sizes—All Styles

Our fixtures excel in style, construction and finish. No other factory sells as many or can quote you as low prices—avail yourself of this chance to get your cases promptly.

Send for our catalogues.

Grand Rapids Show Case Company
Grand Rapids, Mich.

The Largest Show Case Plant in the World

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.

ASSETS OVER \$6,000,000

Living
"Up to the Cent"

Is not living wisely. Provide for the rainy day by keeping a balance to your credit in this bank. Private accounts as well as commercial accounts are desired by us.

Many people in Grand Rapids and vicinity have private accounts here because of the great security offered for reserve funds by our Capital and Surplus. Our directors are men of wide business experience and give careful attention to their duties.

OLD NATIONAL BANK

FIFTY YEARS AT 1 CANAL STREET.

IDEAL MARRIAGE.

It Is To Be Found in Mutual Dependence.

What is success in business, in public life or in literature in case marriage proves a failure?

The first essential for success in marriage, of course, is mutual love. It would seem unnecessary, this obvious proposition, were there not whole nations where marriage is regarded as a contract alone, whole families where it is treated as such, and at least one author of great ability, Ibsen, whose avowed theory is that marriages are more contented and satisfactory where the element of ideal love is left out. It is an honest source of pride to Americans that there is a larger proportion of love marriages in this country than elsewhere; this arising partly from the fact that the comparative newness of our civilization leaves young people a little freer than where a more fixed social order prevails. A curious picture of the point of view largely recognized in England may be found in a capital English story, called "Mr. Smith," by Mrs. Walford, in which the hero is a modest man of middle age, as unimpressive in appearance as in name, who buys a home in an English country town where a family, consisting of a mother and four or five daughters go systematically to work to entrap him as a husband. The remarkable fact is not so much in the story itself as in the apparent utter unconsciousness, both of the author and the English critics, that there was anything unusual or degrading in the demeanor of this family. I once had an opportunity of studying the same thing nearer, in the case of a young Englishman, whom I knew intimately, in one of the chief American watering places. He was an Oxford man, highly educated, and of great promise; he had the highest standard in all respects but one—that he seemed to think it a perfectly legitimate thing to look out for a rich American wife and had the candor frankly to say so. It was this frankness of speech which spoiled his purpose. He actually became engaged to a rich heiress, and the marriage fell through because she and her friends became disgusted with the evidence laid before them of his previously announced intentions. An American, under similar circumstances, at least would have held his tongue.

So far from accepting the theory that marriage justly is to be regarded as a business transaction, I should claim it to be one of the best means of securing happiness in married life that young people not only should love each other warmly, but should begin poor, if possible, and thus have the discipline of mutual sacrifices and the pleasure of making their way upward in prosperity by gradual steps. It is one of the merits of human nature, or at least of American nature, that a young girl may be brought up to every luxury, and still after marrying the man she loves may take a positive delight in sacrificing for his sake all her previous ways of living, and she will do the honors of the

log cabin as if it were an ancestral hall.

A man at whose house I was once staying said to me, "My wife and I differ about the three things on which people find it hardest to differ without quarreling; we are of different sects in religion, diverse political opinions and opposing schools in medicine, yet we never have a quarrel." Of these three grounds of difference, theology is no doubt the most perilous; but all might learn something from the example of John Haskins, a Bostonian of the last generation, whose family of thirteen children were allowed to choose whether to worship with their father at an Episcopal church or with their mother at a Congregational one, although not until they were old enough to give him in writing the reasons for their choice. The family was at length about equally divided in preference, and every Sunday they all walked together in procession toward church until their paths divided—the father with the Episcopal children turning toward Trinity church and Mrs. Haskins with the others toward Park Street church. One of these children, I know not of which flock, was Ralph Waldo Emerson.

Yet far more difficult than the mere harmonizing of opinions is, in married life, the harmonizing of tempers; since, while many people have no opinions worth mentioning on any subject, the humblest or most ignorant can set up a temper. Nothing can deal with tempers except conscience and time. I have known young married couples with whom it was unpleasant to be in the house during the first year of their marriage, and yet habit or sheer necessity made their society tolerable within two years and positively agreeable in five. The presence of children is a help to this compatibility, as being the one possession absolutely shared and necessarily accepted by each parent. Another great aid to the harmonizing of tempers—indeed, something priceless, as a permanent rule—is to study mutually what may be called the equation of preferences—that is, to form a habit of considering, when husband and wife differ about any matter, which of the two really has the more reason to care about it. Thus it may sometimes make little difference to the wife whether breakfast is early or late, while a late breakfast may cost the husband his morning train; or a carriage may be an important matter to a wife, with her skirts to take care of, while it may make no serious difference to the husband whether he walks or rides. It surely is better that one should make a little sacrifice on any matter than that the other should make a far greater one. Many a household jar which would have left prolonged stings behind it, if made a mere test of will and persistence, is settled easily when the equation of preferences is applied to it, and each is ready to make a little sacrifice to save the other from a greater one.

But, after all, the ideal success in marriage is to be found in a mutual dependence so deep that it was best

described by that fine old Englishman, Mr. Cambridge, in Mme. D'Arblay's "Diary," who used to say that, after forty years of married life, the highest happiness of which he could conceive was that of seeing Mrs. Cambridge enter the room.

Thomas W. Higginson.

Little Increase in Copper Output.

Calumet, Oct. 16—Notwithstanding the present high price of the metal and the strenuous efforts being exerted by many of the producers to increase their production as largely as possible, there has been no material gain in the output of the Lake Superior district for the first three-fourths of this year as compared with the same period of 1905.

For the first nine months of the current year the production of the Lake Superior mines was approximately 170,000,000 pounds, or only 3,000,000 pounds more than the product for the same period of last year.

In September the Lake Superior mines turned out in the neighborhood of 18,500,000 pounds of refined copper, a slight decrease from the production of the previous month, because of the labor troubles, fire in the Osceola mine and the scarcity of labor. Based on an average selling price of 20 cents a pound, which was approximately the average price for lake brands of refined copper last month, the September production of the Michigan district was worth \$3,700,000.

Most troubles are not worth the time it takes to tell them.



An Auto? No!

Peanut and Popcorn Seller. Catalog show'em \$8.50 to \$350.00. On easy terms.

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



Established
1872

Jennings' Extracts

Made
of the
Very Purest
Raw
Material
Possible to
Procure

Sold at
Popular Prices
Today

Always Guaranteed to Meet
the Food Laws

Jennings Manufacturing Co.

Owners of
Jennings Flavoring Extract Co.
Grand Rapids, Mich.

PUSH!!



I will do the pulling. Without being at all conceited, I am certain the combination will win out, hands down. I am already a household word—a household Coffee—in many thousands of homes; and I hear mighty good things said about me which reflect well on the probity of my proprietors, DWINELL-WRIGHT CO., the great Boston & Chicago Coffee-Roasting firm. Just take me on and I will prove to you that I am IT.

WHITE HOUSE COFFEE

JUDSON GROCER CO., Grand Rapids, Mich.
Will Supply Me and Endorse My Claims

DRY GOODS

Weekly Market Review of the Principal Staples.

Domestics—Toward the last part of the week the market developed considerable activity in domestics of all kinds. To be sure, sheetings held the foreground all through. Heavy cottons have increased in strength and activity to a marked degree, the strength in cotton being given the credit for this advance, since the export market is so quiet. It must be remembered, however, that the mills are more in a position to demand advances than heretofore. Advances have been made to the extent of $\frac{1}{2}$ c in tickings and denims, the trade for which has been more than usual for the last few days. These are now sold far ahead into next year. No stocks are apparent and, as has been the case in other goods, they are being parceled out piecemeal. In all heavy goods the same situation obtains. Drills are much stronger and goods that were comparatively easy a short time ago are now in a position of great strength, with advances being made all along the line.

Bleached Goods—All of the best known makes have been advanced at least once or twice during the week just past. Their position at the present moment is "at value," with further advances promised in a few days. The scarcity of goods alone is responsible for this, the mills being in such a position that it is absolutely impossible to meet the demand. No objections are raised to the advances by the buyers, as it is a well-known fact that they must have the goods.

Dress Goods—A great many of the spring lines have been open for a long time and the business, so far as large wholesalers are concerned, is practically completed. There are yet, however, the cutting-up trade and large retail dealers to deal with, the latter two forming no small part of the aggregate of the year's business. While the sales of broadcloths have not been as large as they were two or three weeks ago, one dealer reports that not a single day has passed in which he has not sent orders of greater or less magnitude to the mills on a certain account which he has taken over recently and which has proved a very popular one. The position of the different fabrics relative to popularity remains to all intents and purposes the same. There is no change in the position of the favorites as regards colors, black in broadcloths being unquestionably the leader; blue is the next in line, with brown a fairly good third. At the same time many fancy checks in light colors have been disposed of.

Broadcloths—The medium grades are attracting the most attention at the present time, rather than the extremely finer grades or the lowest grades. However, fancies are attracting most attention just at the present time, which at the best is not very

extensive. Light weight fancy worsteds will undoubtedly be a large feature in spring wearing materials. Voiles remain a reigning favorite and large bookings are a feature of this department of the industry. Other goods before alluded to continue in popular favor, such as batistes, panamas, etc., sheer materials being unquestionably in the best demand. This fact is observable in all fabrics of any pretensions whatsoever and, furthermore, it extends to other wearing apparel also.

Hosiery—There is very little about the hosiery market to suggest activity at first hands, to say the least. Its position at the present time is one of remarkable strength, devoid of interest in a general way. To be sure, there is something of interest at all times for the wide-awake person, but this interest at present is limited and more of a special character than otherwise. Any further business, were such a thing possible, on most of the standard lines, would simply be adding perplexity to perplexity, with almost no possibility of filling contracts. For spring the buying from the jobbers only confirms the statements made in regard to the call for gauzes, particularly in ladies' hosiery. Too sheer a material can not be produced to satisfy the trade in this respect. Men's half hose also claim much in this direction. While the call for tans is not any more accentuated than it has been in the past few weeks, at the same time they remain among the most popular colors and will be an indispensable quantity in all stocks of any importance. White will also figure well, but not to the extent that was originally expected. Black in the plain will be a larger favorite than seems to be generally looked for. Gauzes will be responsible for this. Just at present, however, sellers in the primary market are interested in the new season which will open up for them in the near future. In hosiery, as in underwear, the feeling is apparent that too early an opening is possible and the consequent results are speculated upon. It is certain that the cost of materials is not going to be much less, if any, than heretofore, nor will labor be any more abundant, so that prices will have to be figured on the present existing basis if a satisfactory season is to be the result.

Underwear—In underwear some small duplicating is going on wherever such a thing is possible, but this is not of a very large volume and frequently is a matter of a few dozens here and there, where a buyer, who is running short, thinks that perhaps he may be able to fill in a little. In this connection it may fairly be said that such a thing will not be possible next spring, as all lines of a reputable character are not only sold up, but in many instances the belief is strong that many more goods have been sold than it will be possible to deliver, regardless of whatever chances there may be of securing more help. The probability of securing more help would seem, from present indications, to be getting more or less remote. For some time now

the heavy weight interests have been getting ready for the openings of the fall goods for 1907 and it is only natural that the interest of the selling agents should be turning in this direction to a greater or less degree. Just how soon to open is a matter that is being seriously debated at this time. The majority would seem to favor waiting until a more advanced date, feeling, as they do, that it ought to be prolonged as long as possible, to give the market a chance to adjust itself and get over as much as possible the large amount of business that it has just taken and has not yet digested. The feeling in substance is to the effect that the psychological moment has not yet arrived and that too early an opening might be decidedly inopportune. The experience of other openings would seem to lend color to this feeling and the chances are that in the main it will prevail.

Carpets—Jobbers report that each week sees an increase in the volume of business in both piece goods and rugs. In piece goods retailers are confining their takings largely to medium and high grade fabrics. The demand for low-quality stuff is very light and those who are willing to take it insist on getting the bottom prices, as they claim that the price must be made attractive to consumers to induce them to purchase fabrics of low quality. In fact, some dealers say that they do not want low-quality goods at any price, as their trade will not look at them. Other retailers are compelled to car-



The "Ideal" Girl in Uniform Overalls

All the Improvements

Write for Samples

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

Hermanwile GUARANTEED CLOTHING

We claim for "Hermanwile GUARANTEED CLOTHING" Workmanship, Style and Fit superior to any equal priced line in the market.

For Fall our orders averaged 20% higher than for any previous season, showing that the retailers who had handled "Hermanwile GUARANTEED CLOTHING" not only wanted it again—but they wanted MORE of it.

SALESMEN ARE OUT FOR SPRING with a line which is superior to anything we have yet done.

If our representative has not been calling on you in the past, drop us a line and we will instruct one to see you, or we will gladly send samples, at our expense, on request.



Has the Union Label

HERMAN WILE & Co.
BUFFALO, N. Y.

"BETTER THAN
CUSTOM MADE"

ry cheap lines to supply the wants of those who can not afford to buy the better grade. In general, retailers say that the class who can not afford to buy durable fabrics has not been so much in evidence for the past two years as in other years. Every one seems to be prosperous, and comparatively few are willing to buy low-quality goods when they understand that the dealers will not recommend the wearing qualities. The demand for three-quarter goods of medium grade in Wiltons and Brussels is more than fair. The best grades are in strong demand with light supplies in the hands of the jobbers. Axminsters are not very strong. High and medium grades of tapestry are good sellers. The carpets that are in the best demand are not held in large quantities by the jobbers, and as a result they have been obliged to place orders with the manufacturers to tide them over. Jobbers are getting careful about placing orders unless they are sure of selling all that they order, as the opening of the new season will soon be here and they do not care to have any large stock of goods on hand, unless of patterns that are popular and will not be dropped next season. As conservative as the jobber is about placing orders, the business that he is compelled to place from week to week is sufficient to keep the manufacturer fairly well employed. The orders are for small lots and do not insure more than short runs. The situation of wool ingrain has not changed during the week. Small orders have been received at the advanced rates, but the business done was far from sufficient to keep all the looms going. Cotton chain ingrain are in moderate demand and some manufacturers say that, considering the general ingrain situation, they are very well satisfied with the volume of business that they are doing, although it is far below what they can handle. Cotton ingrain manufacturers are doing a moderate business. Those of them who were fortunate enough to buy a fair supply of yarn during the past few weeks are congratulating themselves. They are in a position to do business at prices that are attractive to buyers when compared with prices based on the present selling prices of yarn.

Undersuits, Hosiery and Knit Goods.

Duplicate orders on super and heavyweight productions are daily being booked in substantial volume. The past month witnessed unusually active trading. An interesting feature characterizing current transactions is the exceptionally large demand for better grade merchandise. Not only from communities where such call would naturally be expected are requests placed for finer qualities, but similar conditions exist in quarters heretofore primarily identified with popular priced trade. It would seem that the average consumers were being educated to prefer spending a little extra on each purchase of hosiery or underwear than was formerly the case. We have for years consistently advocated the adoption of said policy on the part of retailers. The wisdom of pursuing the course out-

lined must be obvious alike to dealer and wearer.

No sound reason can be adduced in support of the theory that shopkeepers as a rule are not in position to train customers to a realization of the fact that higher standards of goods result in profitable investments more in favor of the buyer than of the seller. The same story applies with equally determining force to all other branches of the furnishing industry. An effective method whereby to lead patrons toward choosing selections of superior stock is to systematically offer specimens from both lines of comparison. In the big majority of instances the matter of the trifling difference in expense will be subordinated by the purchaser to the pleasing effect presented by the numbers costing more. The artistic value alone, if properly set forth, will show that there is a decided advantage to be derived, and this explanation should sufficiently appeal to the man of discerning taste to convert him to the belief that he is making an additionally profitable investment as contradistinguished from consideration of alleged cheap styles.

The encouraging attention accorded coat-shape shirts in woven athletic model undersuits is in measure responsible for the re-introduction of knitted coat-shirts in two-piece underwear. A novelty in union athletic suits, put on the market direct by a progressive manufacturer, consists in the garment being semi-buttonless, closing with two buttons at the left shoulder. Advance sales on sleeveless and knee-length underwear of nainsook and kindred texture, for distribution next season, are greatly in excess of those recorded during the corresponding period in 1905. Lisle and silk union athletics are receiving relatively spirited enquiry.

Figure treatments of ample size form the dominant note in some of the samples of imported half-hose most approvingly regarded for the spring of 1907. Among leading sellers for immediate delivery the following shades are included: Yale blue, navy, pearl, hunter's green, helio, Burgundy, sage, cardinal, grey and violet. Many handsome combinations are evolved from the foregoing color scheme. Rich tone effects are afforded in certain recent exhibits of fancy French half-hose—especially with those having silver, biscuit and tan grounds, relieved by delicate hand-embroidery in contrasting verticals.

Dainty plaid mixtures are to-day viewed as possessing stronger selling points than ever, particularly when this class of half-hose bears undershot formations. A discriminating sense of refinement frowns upon the exploiting of bizarre checks. Geometrical designs in both half-hose and underwear are meeting with much success. Interlocked ovals, lovers' knots and double-square patterns are rated as excellent property. A generally satisfactory business is reported on extracted polka dots of generous construction.—Haberdasher.

It doesn't take the average man long to get short.

Knit Goods

We submit to you the undernoted list of Knit Goods, giving lot numbers, descriptions and prices. You can order from this list as accurately as if you were looking at the samples. Order now. We guarantee you the best assortments and the best values in the market.

Immediate Delivery and Good Dating

No.	Description	Pack'd	Size	Colors	Price
2386	Shawl Fascinators...	1 doz.	36 x 36	Assorted light colors	\$2.25
2487	Shawl Fascinators...	1 doz.	36 x 36	Black, white, pink, blue and cardinal...	2.25
346	Shawl Fascinators...	1 doz.	36 x 36	Black, white and assort'd combinations	4.50
275	Shawl Fascinators...	1 doz.	36 x 36	Assorted fancy colors	4.50
2108	Shawl Fascinators...	1 doz.	Round	White, light blue and ass'd combinat'ns	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.....	½ doz.	30 x 42	White, pink, blue and combinations....	6.00
763	Shetland Shawls.....	½ doz.	50 x 50	Black and white	9.00
766	Shetland Shawls.....	½ doz.	50 x 50	Black and white	9.00
762	Hand Knit Scarfs....	½ doz.	12 x 72	Assorted colors	4.50
977	Newports	½ doz.	15 x 72	Black, White and red	9.00
975	Newports	½ doz.		Black, white and combination colors...	9.00
4351	Infants' Knit Skirts...	½ doz.		Assorted dark colors	2.25
4415	Women's Knit Skirts...	½ doz.		Assorted dark colors	4.50
4499	Women's Knit Skirts...	½ doz.		Black, cardinal, Oxford and navy.....	6.00

The Wm. Barie Dry Goods Co.

Wholesale Dry Goods

Saginaw, Michigan

Between Seasons It's The Canvas Glove

Everybody has some use for the canvas glove or mitten. Every merchant can and ought to carry them in stock. See to it, however, that you secure the large, well shaped, good fitting article—it's the kind we offer. Range of prices is as follows:

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.

We Also Have

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.

GRAND RAPIDS DRY GOODS CO.

Exclusively Wholesale

Grand Rapids, Mich.

BEAUTIFUL ROADS.

Part Played by Shrubs, Vines and Flowers.*

The question of "good roads" is being agitated throughout the length and breadth of the State. We have our "Good Roads Earle" as State Road Commissioner, an active, energetic, tireless worker imparting his enthusiasm through grange and institute meeting, agricultural papers and otherwise to the rural population of the State. He is trying to work out and solve this one important practical question of the hour for our farming people. His efforts are largely along the line of instruction as to the best materials for the road-bed, the building of bridges and culverts, drainage, grade, etc. All this comes first, and rightly so, and yet while not so practical, there is another phase of the question of good roads of which little has been said, but much has been done, if not by the farmer, then by Nature. I refer to the making of beautiful roads, for this is my theme, "Shrubs, vines and flowers for the roadside."

Some few years ago I held a view that every available square foot of our farms should be under cultivation, the roadsides as well as the fields themselves. On my home farm there were few fences and, like our thrifty neighbors, we worked our fields right to the road. My good wife still clings to this view, for in planning this fall for the planting of a fine row of walnuts along the road she argued that it would be such a waste of land, and particularly so when our neighbor, across the way, had such a splendid row of maples and walnut and butternut on his side and they would serve for both of us.

But of late I have felt more and more that we, as farming people, have too much land instead of too little and that we can spare, if not the whole, then at least an occasional portion of the roadside for the sake of the pleasure it may be made to give to those who pass our farms from day to day.

I well remember, in my zeal to clean up the farm, the unprofitable labor spent in cleaning up a sink or depression that we could not drain, and how I was about to do the same with another, but was stayed by the wise counsel of a friend who urged me to leave that tangle of elms and oaks, willows and pepperidge, button-ball bush and wild blackberry. The first has been the most unsightly place on the farm ever since; at times partly filled with stagnant water, at others dry and parched, and at no time of any value. The other has been a source of constant pleasure and, in being simply beautiful, is serving its best purpose.

I draw upon this illustration because I find that there are many places on our roadsides that should be handled simply to make them more beautiful, for in that way they best serve us all.

I am in hearty sympathy with the man who brings a fine level field of wheat right to the roadway, but there

are ugly spots on every road that are of no value, seemingly, for any purpose. I refer to the cuts, fills and gullies along the roadside. These are constant sources of trouble and expense to the road builder. They are usually barren and scarred and seamed and generally unattractive; and yet they lend themselves naturally to the making of more beautiful country roads. Here can be planted at small expense and with little labor a few of the many beautiful thorns and wild crabapples native to our soil. I know of few shrubs more attractive through the entire season. In the spring the road leading to Cascade Springs is well worth a visit because of the perfect maze of beauty due to the thorns and crabs in blossom here and there along the way. In the summer the leaves are vigorous and full of life; in the fall the fruits on the thorns reddens and brightens the landscape, giving it warmth and color.

For quick, effective planting the sumac will be found exceedingly satisfactory. Its rapid growth, its hardihood in our climate, its brilliant color of leaf in the fall and seed through the winter, all tend to make it one of the best of shrubs for the roadside.

Then there is our native dogwood, the red and gray, both perfectly hardy, both vigorous growers, both beautiful throughout the entire year, whether in flower or fruit. In winter the color of the branches of the red dogwood is particularly striking, while the outline and tracery of the gray against the snow are equally interesting.

For some low spot along the road I would urge the planting of a clump or mass of elderberry. You are all familiar with its wealth of white blossom, and in the fall its fruit, so red at first and then so black. You need not fear that it will winter kill. Each succeeding year it will fill the space assigned it with a grace and abandon that will well repay you for your effort.

While the Judas tree or redbud and the wild plum are trees, yet for our purposes they are both worthy of a place in this brief list. I have them both and enjoy them much. They are native to our soil.

If one preferred the planting in masses of some of the shrubs more commonly used about many of our city homes, the following may all be used to advantage and at small cost: Lilacs in variety, the forsythia, the snowberry, Indian currant, the barberries and viburnums and spireas in variety, the honeysuckle, syringa and the Japanese Rosa Rugosa.

Hedges call for a good deal of care and attention if shown at their best. One of the most beautiful in the spring is the Japan quince. Mr. Garfield has the best example of this hedge of which I know. You will find it stretching for a full quarter of a mile along the east side of the playground. Another fine hedge is the common barberry. There is one of surpassing beauty at the summer home of Van A. Wallin on the Lake Shore drive at Douglas.

The honey locust makes one of the

best defensive hedges as against stock that we have; but to retain its beauty it requires persistent pruning. Without care it soon forms a high, unattractive barrier to your view as well as to stock.

For vines I would suggest the use of the wild grape, bitter sweet and our common woodbine. The first because of its rapid luxuriant growth, the second because of its yellow flowers and orange capsuled fruit, the last because of its color in the fall; all because they can be so easily obtained in our forests and waste places and in that they require no care and are perfectly hardy.

As for flowers, you each of you have your favorites, from which I could not dissuade you if I would, and so I shall not try. I have preserved on my roadside a handsome mass of goldenrod. Closer to the house along the sides of a cut in the road I have a clump of golden glow from which I have derived much pleasure. All through the summer this otherwise forbidding portion of the road is a blaze of golden flowers, swaying with every breeze, full of grace and beauty.

With your permission I could go on and call to your attention the wild rose, the bluebell, the common yellow lily and others, all of which have their own peculiar charm and place; all of which add their touch of color and fragrance to the beauty of the country roadside: but the list is too long, our time too limited, and therefore I close with the plea for just a little more thought on the part of each of us so that we, at least, may do our part in bringing about more beautiful country roadsides.

Costs Little To Be Cordial.

Cordiality costs nothing.

Its value as a business asset is incalculable.

Every one is ready to help the willing, smiling worker. And who is there that has any time for the other kind?

The gruff mailman who handles out his bunch of letters without as much as a smile or a cheery "good morning" does not realize that he is working against his own interests.

The pert salesgirl and the dyspeptic grocer are living enemies to their own bread and butter. But they don't realize it. Yet they themselves will make a bee line for the most cordial and smiling of the tradespeople.

The trouble is that so few people realize the great value of cordiality as applied to bettering their own conditions. What is it that causes the evolution of the owner of the push cart into the successful merchant? Sobriety, honesty, sticktoitiveness counted for something, but the pusher who knows how to make friends and how to keep them is the one that spells out "success" for himself.

Cordiality requires such a little effort to become habitual. It is worth more than a snug bank account to the man who would succeed. Cultivate cordiality. It is one of the best paying investments in the business world.

M. E. O'Donnell.

How Bills Due Turn Into Cash.

When a man has entered the manufacturing or jobbing business with comparatively small capital, most of which is invested in the business, the greater the immediate business which comes to him the greater may be his anxieties and worries over his fortnightly pay rolls.

This is one of the anomalies of the business world which may have been overlooked altogether by this man, who in many other ways has a ripe business experience. This man at the end of thirty days may have \$25,000 tied up in his plant; he may have \$1,500 on deposit at the bank, an unexpected volume of work coming upon his establishment may have forced him into employing a hundred more men than he had any idea of using; as a result he has \$50,000 worth of accounts outstanding and payable in thirty days.

But to-morrow he has a \$6,000 pay roll which must be met without fail!

The \$1,500 in the bank is not a drop in the figurative bucket. The \$50,000 worth of accounts due in thirty days is about as useless as a section of rich farming land at \$100 an acre. He hasn't any available collateral on which to get a bank loan. Even the \$5,000 worth of goods sold yesterday for cash is impossible in the emergency, for the reason that "cash" in business means ten days of grace.

What is the manufacturer going to do for the \$6,000 necessary to be raised before 5:30 o'clock to-morrow afternoon?

Not so long ago there was little that he could do unless he had influential friends who might indorse his note for that amount drawn in favor of some bank in the city. Today the manufacturer in such straits has recourse at once to the modern mercantile credit company.

Looking back over a hundred years to the time when John Jacob Astor with his clipper fleet was operating all over the world, it is a striking fact that this modern selling of accounts almost is a duplicate of Astor's old bill of exchange on which he used to secure needed money. Yet it remained for twentieth century business methods to bring out the mercantile credit company, which gives to the manufacturer and the jobber at once the money upon which under usual methods of business he otherwise would need to wait from ten to thirty days.

Waiting even the full ten days upon the "cash" sale allows the manufacturer a margin of only four days between a sale and the next pay roll if the sale shall have been made the day after the last wage payments were made. If the "cash" sale has been made the fifth day after the pay roll has been met, its proceeds must be one day short of utilizing for the next payment. This is suggestive of the part which the modern mercantile credit company plays in the business of the small manufacturer and jobber.

In the processes of the credit company the ways and means are simple enough. When a bill of goods has been sold and shipped to the customer buying at ten days "cash" or thirty

*Paper read at monthly meeting Grand River Valley Horticultural Society by John S. Martin.

days credit, the manufacturer or jobber brings the invoice in duplicate to the credit company. The original invoice is stamped:

"This bill has been transferred and is payable to the Cashem Mercantile Credit Company."

This original invoice is sent to the customer who has bought the goods while the duplicate is retained by the credit company as evidence of the debt. The bill of lading for the shipment also is attached to the duplicate and the deal is closed at once, the manufacturer getting 80 per cent. of the account in cash, 20 per cent. being withheld as a margin until the bill finally is collected. Out of this final 20 per cent. the credit company in settlement retains only its own rate of discount.

In possession of these accounts, the purchasing credit company ordinarily re-assigns them to a banking house as trustee and issues its collateral notes at the rate of \$5,000 for each \$6,000 worth of these accounts deposited. As once these collateral notes become bankable paper, discounted readily by other banks at usual rates. The fact that the credit company has withheld 20 per cent. of the face of the bills and has left 20 per cent. of the remainder with the trustee bank ranks these notes high as collateral loans. The security is against well rated concerns, covering actual exchange of commodities and guaranteed by the credit company. Also these accounts may be insured in a credit indemnity company and further backed by the capital and surplus of the mercantile company credit which is the first purchaser. These sales of commercial accounts have been held legal in the bankruptcy courts, and banks and credit men generally have accepted the processes without question.

A. R. Jones.

Australia Fears Rabbit Bacteria.

Surely no stranger anti-immigration law ever was passed than that by which the Australian government has just closed the gates of that country against foreign bacteria. By proclamation the microbe hemorrhagic septicoemia officially is barred from New South Wales. It was proposed to destroy the rabbit pest by the microscopical creature in question. The rabbit pest is bad enough, but Australia, remembering her own unhappiness with imported pests and the tribulations of Massachusetts with the gypsy moth, has a well grounded fear that the new microbe may be worse than the rabbits. The packages of bacteria therefore are taken in charge by a commissioner, who will not permit the seals to be broken. They are placed for safe keeping in the hands of the official bacteriologist of New South Wales. He will keep them while the government, by authority of the noxious microbes law, enters into certain experiments. If the imported microbe is found to be harmless to domestic animals and fatal to rabbits, he will be turned loose on the plantations to work his invisible but none the less certain havoc upon the rodents.

There is no excuse for the pessimist who has never been married.

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. 120	4	1 1/2	10	100
No. 129	4	1 1/2	9	100
No. 128	4	1 1/2	8	100
No. 126	4	1 1/2	6	100
No. 135	4 1/2	1 1/2	5	100
No. 154	4 1/2	1 1/2	4	100
No. 200	3	1	10	12
No. 208	3	1	8	12
No. 236	3 1/2	1 1/2	6	12
No. 265	3 1/2	1 1/2	5	12
No. 264	3 1/2	1 1/2	4	12
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. Steel	7 00			
First Quality, D. B. Steel	10 50			
BARROWS.				
Railroad	15 00			
Garden	33 00			
BOLTS				
Stove	70			
Carriage, new list	70			
Plow	50			
BUCKETS.				
Well, plain	4 50			
BUTTS, CAST.				
Cast Loose, Pin, figured	70			
Wrought, narrow	60			
CHAIN.				
Common, 7 c.	6 c.	6 c.	4 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 c.	
CROWBARS.				
Cast Steel, per lb.	5			
CHISELS				
Socket Firmer	65			
Socket Framing	65			
Socket Corner	65			
Socket Slicks	65			
ELBOWS.				
Com. 4 piece, 6 in., per doz.	75			
Corrugated, per doz.	1 25			
Adjustable	40 & 10			
EXPENSIVE BITS				
Clark's small, \$18; large, \$26	40			
Ives' 1, \$18; 2, \$24; 3, \$30	25			
FILES—NEW LIST				
New American	70 & 10			
Nicholson's	70			
Heller's Horse Rasps	70			
GALVANIZED IRON.				
Nos. 16 to 20; 22 and 24; 25 and 26; 27, 28				
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 1/2			
Yerkes & Plumb's	dis. 40 & 10			
Mason's Solid Cast Steel	30c list 70			
HINGES.				
Gate, Clark's 1, 2, 3	dis. 60 & 10			
HOLLOW WARE.				
Pots	50 & 10			
Kettles	50 & 10			
Spiders	50 & 10			
HORSE NAILS.				
Au Sable	dis. 40 & 10			
HOUSE FURNISHING GOODS.				
Stamped Tinware, new list	70			
Japanese Tinware	50 & 10			

IRON

Bar Iron	2 25 rate
Light Band	3 00 rate
KNOBS—NEW LIST.	
Door, mineral, Jap. trimmings	75
Door, Porcelain, Jap. trimmings	85
LEVELS	
Stanley Rule and Level Co.'s....dis.	
METALS—ZINC	
600 pound casks	8
Per pound	8 1/2
MISCELLANEOUS	
Bird Cages	40
Pumps, Cistern	75 & 10
Screws, New List	85
Casters, Bed and Plate	50 & 10 & 10
Dampers, American	50
MOLASSES GATES	
Stebbins' Pattern	60 & 10
Enterprise, self-measuring	30
PANS	
Fry, Acme	60 & 10 & 10
Common, polished	70 & 10
PATENT PLANISHED IRON	
"A" Wood's pat. plan'd, No. 24-27	10 80
"B" Wood's pat. plan'd, No. 25-27	9 80
Broken packages 1/2 c per lb. extra.	
PLANES	
Ohio Tool Co.'s fancy	40
Sciota Bench	50
Sandusky Tool Co.'s fancy	40
Bench, first quality	45
NAILS.	
Advance over base, on both Steel & Wire	2 35
Wire nails, base	2 15
10 to 60 advance	Base
10 to 16 advance	5
8 advance	20
6 advance	30
4 advance	45
3 advance	70
2 advance	15
Fine 3 advance	25
Casing 10 advance	35
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
No. 27	4 40
All sheets No. 18 and lighter, over	10
inches wide, not less than 2-10 extra.	
SHOVELS AND SPADES	
First Grade, Doz	5 50
Second Grade, Doz	5 00
SOLDER	
1/4 @ 1/2	21
SQUARES	
Steel and Iron	60-10-5
TIN—MELYN GRADE	
10x14 IC, Charcoal	10 50
14x20 IC, charcoal	10 50
10x14 IX, Charcoal	12 00
Each additional X on this grade, \$1 25	
TIN—ALLAWAY GRADE	
10x14 IC, Charcoal	9 00
14x20 IC, Charcoal	9 00
10x14 IX, Charcoal	10 50
14x20 IX, Charcoal	10 50
Each additional X on this grade, \$1 50	
BOILER SIZE TIN PLATE	
14x56 IX, for Nos. 8 & 9 boilers, per lb	13
TRAPS	
Steel, Game	75
Oneida Community, Newhouse's	40 & 10
Oneida Com'y, Hawley & Norton's	65
Mouse, choker, per doz. holes	1 25
Mouse, delusion, per doz	1 25
WIRE	
Bright Market	60
Annealed Market	60
Coppered Market	50 & 10
Tinned Market	50 & 10
Coppered Spring Steel	40
Barbed Fence, Galvanized	2 75
Barbed Fence, Painted	2 45
WIRE GOODS	
Bright	80-10
Screw Eyes	80-10
Hooks	80-10
Gate Hooks and Eyes	80-10
WRENCHES	
Baxter's Adjustable, Nickled	30
Coe's Genuine	40
Coe's Patent Agricultural, Wrought 70-10	

Crockery and Glassware

STONEWARE

Butters

½ gal. per doz.	44
1 to 6 gal. per doz.	5 ½
8 gal. each	52
10 gal. each	65
12 gal. each	78
15 gal. meat tubs, each	1 13
20 gal. meat tubs, each	1 50
25 gal. meat tubs, each	2 13
30 gal. meat tubs, each	2 55

Churns

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

Milkpans

½ gal. flat or round bottom, per doz.	44
1 gal. flat or round bottom, each.	5 ½

Fine Glazed Milkpans

½ gal. flat or round bottom, per doz.	60
1 gal. flat or round bottom, each.	6

Stewpans

½ gal. fireproof, ball, per doz.	85
1 gal. fireproof, ball per doz.	1 14

Jugs

½ gal. per doz.	56
¼ gal. per doz.	42
1 to 5 gal., per gal.	7

SEALING WAX

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

No. 0 Sun	38
No. 1 Sun	40
No. 2 Sun	50
No. 3 Sun	87
Tubular	65
Nutmeg	50

MASON FRUIT JARS

With Porcelain Lined Caps

Pints	Per gross 5 25
Quarts	5 50
½ gallon	8 25
Caps.	2 25

Fruit Jars packed 1 dozen in box.

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
2 gal. galv. iron with spout, per doz.	1 40
3 gal. galv. iron with spout, per doz.	2 25
5 gal. galv. iron with spout, per doz.	3 25
3 gal. galv. iron with spout, per doz.	4 10
5 gal. galv. iron with faucet, per doz.	3 85
5 gal. galv. iron with faucet, per doz.	4 50
5 gal. Tiltling cans	7 00
5 gal. galv. iron Nacefas	9 00

LANTERNS

No. 0 Tubular, side lift	4 50
No. 2 B Tubular	6 75
No. 15 Tubular, dash	6 75
No. 2 Cold Blast Lantern	7 75
No. 12 Tubular, side lamp	12 00
No. 3 Street lamp, each	3 50

LANTERN GLOBES

No. 0 Tub., cases 1 doz. each, bx. 10c	50
No. 0 Tub., cases 2 doz. each, bx. 15c	50
No. 0 Tub., bbls. 5 doz. each, per bbl.	1 20
No. 0 Tub., Bull's eye, cases 1 dz. e.	1 25

BEST WHITE COTTON WICKS

Roll contains 32 yards in one piece.

No. 0 ¾ in. wide, per gross or roll.	28
No. 1 ¾ in. wide, per gross or roll.	38
No. 2 1 in. wide, per gross or roll.	60
No. 3 1½ in. wide, per gross or roll.	90

COUPON BOOKS

100 books, any denomination	1 50
500 books, any denomination	2 50
500 books, any denomination	11 50
1000 books, any denomination	20 00

Above quotations are for either Trademark, Superior, Economic or Universal grades. Where 1,000 books are ordered at a time customers receive specially printed cover without extra charge.

COUPON PASS BOOKS

Can be made to represent any denomination from \$10 down.

50 books	1 50
100 books	2 50
500 books	11 50
1000 books	20 00

CREDIT CHECKS

500, any one denomination	3 00
1000, any one denomination	3 00
5000, any one denomination	5 00

TREES IN THE HIGHWAY.

Their Care and Uses and Their Legal Status.

I desire to say, at the outset, that I have never given any more attention to the matter of trees in the highway, I presume, than many others. I have always been interested in trees of all descriptions, whether in the highway or elsewhere, and have always admired the custom of planting trees in the highway.

Highways, of course, are primarily for public travel, but the laws of this State, as well as of other states, have made provisions for planting trees along highway margins and have appropriated a strip of land eight feet in width along each side of the highway for this purpose.

Provision has also been made for the doing of road work by planting trees along the highway line, and persons who plant such trees are entitled to credit upon their highway labor assessment, not exceeding one-quarter thereof for any particular year. It is, doubtless, a person's right, independently of this statute and independently of any other legislative enactment on the subject, to plant trees in the highway upon his side of the dividing line anywhere outside of cities and villages, when such planting will not discommode the traveling public. I make this statement based upon the proposition that the adjoining owner owns the land to the center of the highway and is entitled to use it in any way not inconsistent with the public right, namely, the right of travel. It is his right to place it in cultivated crops, to plant trees or do anything else therein which does not interfere with the right of persons to pass and repass.

In other words, the public right in the highway is only a mere easement, as it is called. It does not give any title to the land, but consists in the right to use the highway for travel. As illustrative of this fact one may not stop in the public highway in front of a person's premises to fish, or pluck fruit from a tree, for in so doing he is a trespasser.

These are the general rights of the public and the individual owning the land adjoining a public highway outside of the cities and villages. These are also the general rights within cities and villages where the title to the land upon which the street is laid remains in the adjoining owner, but when the deed is of so much land, bounding the lot by the street line, or when it is a certain lot by number according to a plat, the general rule is that the adjoining owner does not take title to the land within the street line.

The courts, however, have constructed what is technically known as the law of the rights of adjacency. Broadly speaking, the rule is that the owner of land adjoining the street, although he does not own the land in the street, is still entitled by virtue of his adjoining ownership to prevent the doing of any act in the street which will render his occupancy of the premises less enjoyable and beneficial. The rule has princi-

pally been applied to companies transporting heavy currents of electricity and to elevated railroad companies in the cities of New York and Chicago.

Pursuant to this rule, the adjoining owner has been held to possess rights in trees outside of his lot line to enable him to prevent the destruction by unauthorized persons, and to enable him to protect them from invasion by municipal authorities, when such invasion is not necessary to the public good.

So, where trees are within the highway line, the adjoining owner has the right to prevent their destruction when they can not reasonably be said to interfere with public travel.

Having passed, then, the question of the right to occupy portions of a highway with shade trees, there are some practical matters that come within the scope of my subject which demand attention. The location of trees along the highway is quite an important matter and here I come to the chief objections to planting trees along the highway—the destruction of a strip of land for tillage or cropping outside the highway, caused by the shade from the trees. Another objection that is sometimes urged is that too dense a shading of the highway prevents the rapid drying of moisture falling in the road, keeps it muddy and soggy, so that it is easily cut up by vehicles passing over it, and contributes to its destruction.

Both of these objections are sound and are based upon facts. They may, to a large extent, be obviated by planting in a particular way or by planting a special variety of trees. To illustrate, very little injury can be done the land on an east and west road by placing the trees on the south side of the highway. The greatest advantage will come to the road by shading. The tree, when it has grown to its normal height, will shade the highway and will not injure the land to the south of the trees. That is, a line of trees on the south side of a highway running east and west will sufficiently shade the road, but will still permit the sun to shine on all the land on the farm south of the trees. A row of trees on the north side of a road running east and west would be of little service to the highway and would destroy a strip of land in the farm north of the road. I think, however, that highway makes a better appearance because of the symmetry of the tree planting if there is a row of trees on both sides, and it is my judgment that the strip of land lost because of the shading is compensated for by the advantage in the improvement in the appearance of the farm by a fine row of shade trees along the road, and I might say, in passing, that to my mind there is nothing which gives a farm a better appearance than does a row of maple trees in good, thrifty, healthy condition along the highway.

On the north and south roads the row of trees must, of course, be placed on each side of the highway or very little advantage will come in the matter of shade. The result must necessarily be more or less devitaliz-

ing of land on both sides of the road.

In regard to the other objection which I suggested, namely, the keeping of the road wet by shading, much of this injury can be obviated by properly pruning the trees. If the lower branches are kept trimmed off, so that a free circulation of air is permitted underneath the top, but little difference will be noticed in the drying of the road where the trees stand and where the road is open to the sun. That is to say, the free passage of the air currents conduces nearly as much to evaporation as does the direct action of the sun. Of course, if preferred, the trees may be so trimmed that the sun will strike through them, but this, except in certain varieties of trees, will not be practical, as it will destroy the appearance of the trees.

This brings us to the matter of varieties of trees for roadside planting. It is my impression that except where the land is very low the hard maple is the best tree. Its shade is ample, it makes a fine appearance and is reasonably rapid in its growth. For lower places the soft maples or elms can be used. Some prefer the elm for roadside planting because the shade is not so dense, and because of its fine appearance. It has been my experience, however, that elms are more destructive to the land adjoining the highway than the maples. That is, that a maple tree causes very little injury to the crops immediately adjoining it. I do not know the reason for this and my judgment may be wrong, but my experience and observation have led me to this conclusion. I take it, all in all, that the maple is the best tree for roadside planting.

The Lombardy poplar is frequently used, but aside from its appearance, which many admire, it has little advantage in the matter of shade. It sprouts badly from the roots and the roots extend to great distances. The Carolina poplar is sometimes used, but, aside from places where other trees do not grow readily, I consider it an objectionable tree for reasons similar to those which I advanced against the Lombardy. The ash is subject to the same objection as the elm and so are the pine and the spruce.

The Catalpa does not succeed well in this climate; the locust makes a fine appearance and is a desirable tree except that it requires constant attention to keep down the sprouts which grow readily from its roots. The willow may be used in low places, but is objectionable because of its dense shade and its disposition to retain moisture. The hickory is objectionable and so are the walnut and butternut for the same reasons that I have urged against the elm. They are slow growing trees, also, and it takes a long time to produce any appreciable shade.

Along this same line, the matter of growth, it is my judgment that the best results may be secured by planting the trees at first about twelve to sixteen feet apart, and then, when they reach the right age, taking out every other tree. If they are not per-

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mitted to grow so thick for too long a time, when the trees are removed there will be no injury to the shape of the top of those permitted to remain.

As regards the matter of pruning, trees along the highway must be pruned so that they will not interfere with public travel. Persons are entitled to haul loads of hay and straw in the public road and the branches of the trees along the highway ought not to interfere with such loads. They should therefore be cared for so as not to obstruct the travel. If they are not so cared for it is the duty of the highway commissioner, or of the overseers in the several road districts, to prune them. Such officers, however, have no authority to destroy trees unless they interfere with public travel, nor if, by judicious pruning, the obstruction can be obviated.

And now comes the question of how far wire line companies may go in interfering with the rights of persons owning land adjoining highways to have shade trees along the highway margin.

First, it must be admitted that the Supreme Court of Michigan, as well as the courts of last resort in other states, have held that pole and wire lines are not additional servitudes. That is to say, telephone and telegraph lines are conveyances of intelligence and therefore their occupancy of the highway is an occupation for traveling purposes and is within the scope of legitimate highway use. This rule has not been extended in Michigan to lines used for the purpose of conveying electrical energy for light and power, and by the weight of authority in the other states, pole lines for purely electrical purposes constitute additional servitude and companies are not entitled to occupy roadsides with such lines without the consent of the owners of the adjoining property. These decisions proceed upon the theory that the purposes of such lines are not within the scope of the ordinary use of the highway and, consequently, not within the public right. In conformity to these decisions there are two rules concerning the trimming of trees along the highway. One rule is that adhered to in Michigan in the case of telephone companies, permitting them to trim the trees a reasonable amount, in order to let their wires pass, and the other rule forbids any trimming whatsoever without the consent of the adjoining owner.

It must be conceded by any one that the Michigan rule is without the general trend of the authorities and carries the matter to the extreme. It has, however, been laid down by our Supreme Court and must be accepted as the law of the State. This rule, however, does not permit of the annihilation of a tree and does not allow extensive pruning. It is contrary to this decision to destroy the beauty of a tree or injure it in such a way that its usefulness for shade is diminished.

The theory upon which this decision goes is that, the occupation by poles and wires being a reasonable

use of the highway, the trees constitute an obstruction to them and, therefore, can properly be removed to make room for such wires, just as the trees might be removed or their branches pruned off if they obstructed travel with vehicles.

It is a little difficult, however, to reconcile the rule laid down in this decision with the reasoning from which it is deduced, since if it is the law that the companies may prune the trees as removing an obstruction, it is also the law that telephone companies may cut down trees if they are obstructions, but this the decision expressly forbids. Consequently, it presents the anomaly of permitting pruning on the ground that the limbs obstructed the wires, but forbidding the cutting of the trees, even although they as a whole obstruct the wires. The only true rule is that the poles and wires ought not to be placed so as to interfere with the trees which are properly without the traveled portions of the highway. That is, the poles should be tall enough to pass the wires over the tops of the trees, or the wires should be cased so that the trees will not interfere with them. This, I see, telephone companies are very generally doing, and properly. The only relief, however, from this rule, laid down by our Supreme Court, must be obtained from the Legislature, and it is doubtful whether it would interfere with the rule as laid down by the Supreme Court.

Finally, let it be said that the statutes permitting the use of highways by pole line companies can not be said to give the companies owning these any superior rights to those possessed by the traveling public. These companies would have no right in the highway at all but for the statute, and if public travel does not require the eight foot strip used for tree planting, how can the Legislature grant it to telephone companies, bearing in mind that the highway is for public travel and that the public right is a mere easement? But pause. Our reasoning is leading us into conflict with our Supreme Court, which—as it sometimes does considering the public importance of the interests involved—has not seen fit to draw the distinction which it must be admitted is as subtle as to call telephone and telegraph lines a use of the highway for public travel.

Colin P. Campbell.

Lead Wool for Making Pipe Joints.

Lead wool has been introduced as a substitute for melted lead in plumbing. The lead is shredded by special machinery into threads not much larger than ordinary sawing cotton. Instead of "wiping" a joint in the familiar and time taking way, the plumber simply caulks it with the lead threads, driving them in place with a blunt V shaped tool. The strands of lead are packed as they are put in, and solidify, filling all the crevices and making a perfect joint. It is declared that when the ordinary "wiped" joint of melted lead is made, the metal contracts in cooling, leaving an air space next to the pipe.

Wells Are Weather Prophets.

A popular idea in Switzerland that some of the wells in that country are reliable weather prophets has been proved by scientists to be well founded. These wells, by some sort of pressure not clearly understood, have the property of drawing in air at certain times and of blowing out air at other periods. In order to ascertain definitely if there was any truth in the idea of weather prophecy the wells were covered and a small opening was surmounted with a U shaped pressure gauge. It was found that when the barometer rises the air rushes in the wells in a steady current and when the barometer falls the air rushes out. The currents of air are definite and easy to perceive, even without the gauge. The general tendency of the weather is foretold with considerable certainty.

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Entertaining Customers When They Come To Market.

One of the surest tests of a salesman's ability is his manner of dealing with the customers who "come to market." Selling goods on the road is one thing; selling the same goods to the same customers in the house is quite a different matter and one which is not given sufficient attention by many of the veteran salesmen as well as by the majority of beginners.

That period in the season when salesmen remain in the house to take care of customers who "come to market" should be remarkable for even greater activity on the salesman's part than the weeks spent on the road. But this period is too often regarded as something in the nature of a vacation. Comparatively few salesmen are sufficiently alive to their own interest to reap all the profit they might reap when the customer comes to buy.

The time when thousands of country merchants are flocking to the city to look over and compare stocks of competitive firms offers a golden opportunity to the road man who is delegated to remain in the house and show these customers around. He should remember that the yearly trip to the city is a great event in the lives of most of these country merchants. They come expecting to be interested in the lines of goods exhibited to them and for this reason they are in a more favorable frame of mind than the salesman will usually find them in in the course of his road work. They will not only compare various lines of goods, seeking to determine which they can buy most advantageously, but they will consciously or unconsciously draw a similar comparison between the different salesmen who receive them and attend to their needs. They will remember every attention shown them—and will go away with just as retentive a recollection of every slight and every oversight. This is the time when they are making up their minds from which house they will prefer to buy in the future. Every little act at this time that contributes to such a decision is especially significant.

The season when the buyer comes to market is the time when the salesman should make a special effort to regain the patronage of any old customers who for one reason or another he may have lost.

It is his most favorable opportunity to open new accounts; to strengthen his hold on regular customers and increase their trade.

"This is my chance," thinks the wise salesman, "to get back Jones, who went over to a competitor last year. This is where I shall sell Brown, whom I could never get near a sample room last year. I shall certainly be able to get Robinson's order now that I have him in the house and away from the environment which heretofore has enabled him to keep me at a distance."

"This," thinks the easy-going salesman, "is my chance to rest up after pounding the rail for so many weeks at a stretch. It is a snap to have customers come to you and make their purchases of their own accord. I guess I have a strong enough hold on them so I won't need to hustle very hard to keep them from buying elsewhere."

In New York, St. Louis, Chicago and other large commercial centers is enacted every year the Great Business Drama. It is the time and place for the erection of new accounts—for the taking on of new accounts—of relations between the trade and the supplier—for lavish expenditures of money, for transactions compared to which the average order taken by the road salesman on his travels is dwarfed into insignificance. The salesman is naturally one of the principals in this Great Business Drama. He should exert his skill to the utmost to make the performance a profitable and memorable one.

A salesman should provide himself in advance with a list of the people whom he expects to sell on their arrival in the market. This list should include not only his regular customers, but prospects whom he has heretofore been unable to close and (in case there are any such) dealers whom he has formerly sold, but whose accounts had been transferred.

As far in advance of the market season as may be practicable he should send an announcement to each man on the list, and secure from that man in return information as to the exact day of his arrival in the market; whether he will come alone or with a party of other buyers, or in company with his family; at what hotel he will stop.

This gives the salesman something definite to work on when his customer arrives.

A great deal of business is lost by some salesmen who rely upon the "hit or miss" method of meeting their customers and directing their movements.

"Jones will be here; I will drop in on him at his hotel. There won't be any need to bother with him particularly. He gave me about 75 per cent. of his total business last year and that means that I am pretty solid with him. I guess there isn't any occasion to worry about Jones."

Nine times out of ten this salesman will receive a shock when at last he actually finds his Jones in the market. Jones, left to his own devices, has been getting acquainted and has formed new affiliations.

"I have done my buying already," is usually the response when the salesman, affecting a rather belated interest in him, invites him to take a look at his line.

Having found out when his prospects will be in the city, the salesman should try to make definite engagements with each of them—making each feel that he is, in a measure, the guest of that particular salesman and that he has "friends in town."

While the salesman can not devote himself exclusively to any one customer, he should try to give each one the impression of being "lionized" to an extent. He should make it a point to meet each customer as soon after the latter's arrival in the city as possible, and then if the customer is not ready to place his order "until he has looked around" he will at least feel that, no matter how alluring the attractions held out to him by others, he is under some obligations not to buy until he has looked at the wares of the salesman who has particularly taken charge of him.

No matter how attractive the goods which may be shown him by others, he is likely to feel that there is something in reserve that it is worth while to wait for.

Customers from out of town usually appreciate recognition and courtesy shown them by the department heads or officers of the firm in addition to the attention shown them by the firm's salesmen when they are in town.

If a salesman can manage an introduction to his chief he will often find it a great help in landing an individual order.

In this connection I might cite a particularly clever plan which one salesman evolved:

Just before the opening of the market season he induced his sales manager to write a personal letter to his customers, instead of writing to them himself. The manager's letter called attention to the approaching market season and described in regular form the attractions which his establishment had prepared for the visiting merchants. He closed, stating that he had written at the particular request of this salesman and that the latter would be pleased to show (Mr. Jones or Mr. Smith, as the case might be) any possible attention during his stay in the city.

The effect of this letter was to make the recipient feel that he was of some special importance. Probably he had had no interest in the personnel of the company before, but the receipt of such a letter gave him a sense of being acquainted with the head of the business as well as with its representative.

The fact that he had been recognized by the firm necessarily imposed some special recognition on his part of that firm among all others.

The matter of entertaining a customer who comes to market—as distinct from showing him attentions in the way of business—must be decided in each individual case according to circumstances. It is of course wise not to let the entertaining features eclipse business considerations, and this is a thing that too often happens.

Some salesmen have been so utterly unwise as to apply "hot and rebellious liquors" as a stimulant to the

customer's good will, and afterward attempt to sell him goods when he was remorsefully recovering from the after-effects. Business secured through the treating system is at best never very stable. A theater party, a dinner, an automobile ride, may sometimes prove a warrantable investment, but in any case business should be kept in the foreground and the customer should be made to feel that the entertainment extended to him is purely friendly and unconditional.

If he places his order from a sense of obligation to his entertainer he is likely to have less enthusiasm for the goods and to question the advisability of re-ordering on the same basis. He is likely to resent anything resembling an effort to purchase his good will. This method which was once so common is gradually dying out.

It is wise, then, to let the customer feel that he is at perfect liberty to "look around." Any exhibition of jealousy at his interest in competitors' lines may indicate to him that the salesman who has him in charge is afraid of competition. Let him feel free to examine different stocks and your willingness in this regard will convince him of your confidence in your own goods.

Such confidence on your part will affect him with a similar feeling for the goods you have to sell.—Robert N. Stubbs in Salesmanship.

A Faithful Fire Horse.

The late Chief Meminger of the Milwaukee fire department told of the devotion of a horse he once had. It was at one of the large fires in the south side of the city. The chief was among the first to arrive. He hitched his horse to a telegraph pole, and then ran to a large open doorway from which dense smoke was pouring. He plunged into the smoke and ran down a wide corridor and halfway up a stairway to find where the heart of the fire was. At the first landing he met the flames, which turned him back. Groping his way, he came to the foot of the stairs, where he was surprised to find a horse and buggy. It proved to be his own horse, which had broken loose and followed its master down the alley, through the door, and then down the corridor.

A woman is tired of her husband when she no longer cares to quarrel with him.

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.

E. A. Hough, 132 Maple avenue, Jackson, one of the oldest Gideons in the State and who has been connected with Baptist State mission work for years, passed to his reward Saturday morning at 8 o'clock.

H. G. Clintsman, formerly of Charlotte, now has his address at 360 South Lafayette street, Grand Rapids, and has been assigned to Camp No. 2.

Cadillac Gideons are ready to organize Michigan Camp No. 9. They have the material and it is expected they will call for State President H. F. Huntly to smole a smile for Clam Lake.

John H. Nicholson, Field Secretary at Large, has arranged to be in Grand Rapids Oct. 31 and Nov. 1.

Gordon Z. Gage, of Ann Arbor, was on the Gospel wagon with George A. Pierce Sunday.

W. H. Andrews and I. Van Westenberg attended the Berean Baptist church Sunday, when \$800 was raised for church improvements.

D. W. Johns, of the Wealthy avenue Baptist church, got the hour of Trinity avenue M. E. class meeting mixed somehow and opened the service one-half hour earlier alone in the class room. He got worked up to very near Methodist pitch, when the State President, H. F. Huntly, Camp President Harry Mayer, C. F. Louthain, F. S. Frost and Aaron B. Gates, of Detroit, opened the door and heard a noise. It was David in one corner of the room and he commenced to talk about Gabriel and the Master and we got around him. He had been reading "Quiet Talks on Service," by S. D. Gordon. The room became very quiet (there being present only Gideons, being fifteen minutes before class). Brother Johns poured forth parts of this book until we could almost see, feel and hear Gabriel and the Master. David was full and it ran over. It was "Quiet" enough, but it kept coming, and "It was like a well of water springing up into everlasting life." After prayer in an adjoining room, the boys joined in class service, led by Brother C. F. Louthain, who caused electric results to appear in every part of the room, and it often put the spring in his heels when he was ringing out the praises of God. We can not express it in words. It is beyond us to tell what we can see and feel. Evening service was held in the Trinity M. E. church, W. L. Alexander, pastor, who introduced the brothers by giving his views of Gideons and their mission, which was encouraging and inspiring. He then called on Harry Mayer, Camp President, to take charge of the meeting. There were present eight Gideons and all took part. The pastor closed with prayer and invited many returns.

C. F. Louthain was in Chicago Sunday afternoon, Oct. 6, on business and he met Frank A. Garlick, who desired a helper in a Gideon meeting in Milwaukee. Arrangements were made and they were soon on their way. The fire began at 9 Sunday morning. At 3 p. m., at the Y. M. C. A., four men found Jesus precious to their

souls. At 7:30 a meeting was held at the Republican House. This meeting opened up very auspiciously, about fifty being present, and five hands went up for prayers. Twelve Gideons were present and all were very enthusiastic over the work for God, and expect great things from their work this winter. After this meeting another one was held at 9 p. m. at the Volunteers' with one soul saved. "The harvest is great, but the laborers are few."

Burton S. Shaw, General Agent of the Equitable Life Insurance Co., spent Sunday in Pompeii, where his wife is attending her sick mother.

Aaron B. Gates.

Gripsack Brigade.

A Coldwater correspondent writes as follows: D. B. Speaker has taken a position as traveling salesman for the Western Manufacturing Co., of Chicago, maker of gasoline engines, manure spreaders, etc.

Cornelius Crawford (Hazeltine & Perkins Drug Co.) has gone to New Mexico to inspect his gold mine, which he confidently expects will prove to be as profitable as his horse trades have been. He is accompanied by A. B. Graham, the Mishawaka druggist.

It is quite evident that it is the intention of all of the trunk lines to promulgate a flat \$20 mileage book for their western connections and affiliated lines. For instance, the New York Central evidently expects to put out a \$20 book good on all the Vanderbilt lines west of Buffalo; the Pennsylvania system is understood to have in preparation a \$20 book good on all Pennsylvania connections west of Pittsburgh; the Erie is expected to put out a book good over its entire system. These books will be superior in every respect to the present abomination fathered and fostered by the Central Passenger Association, because the mileage will be good on the trains and there will be no restriction as to who shall use the book, providing the book is made identical in this respect with the present book issued by the New York Central lines east of Buffalo. Western shippers are bringing all the pressure they can to bear on the Vanderbilt and Pennsylvania systems to induce them to issue one book, instead of two, which shall be good from the Atlantic Coast to the Mississippi Valley, and the Tradesman urges those shippers who have friends at court or an acquaintance with the powers that be to use their influence at this time to bring about this result. The present New York Central book is an ideal one in every respect and the nearer the traveling public of the West can get to that ideal, the better it will be for all concerned.

Ludington Overrun With Itinerant Canvassers.

Ludington, Oct. 16.—Ludington just now appears to be overwhelmed with a flood of agents who invade private houses in droves in the effort to sell almost everything in the line of manufactured goods, either for cash or on the installment plan. One fam-

ily was visited by no less than eight of these industrious representatives yesterday. Most of them represent outside houses and so great has become the affliction that local business men justly protest against it. One of them speaking on the subject yesterday said:

"It would seem that thoughtful people would refuse to be influenced by these fly-by-night adventurers. In most instances the lines of goods they attempt to palm off on the public are either inferior to those which can be procured of the home dealer or are rank fakes. One agent the other day called at a house and offered silverware purporting to be worth \$12 for \$3. Every sane person knows that legitimate business can not be carried on in that way, and that the goods were not as represented.

"The injury these people do to the legitimate business of the city is apparent. They do not represent houses which are part of the business equipment of the city; they pay no taxes or rent and, in fact, do nothing to maintain or build up the business interests of the city.

"It would seem that the business men of the city should be protected from such an invasion and if there is any way in which these adventurers can be made to pay something to the city for the privileges they enjoy it is the candid opinion of business men they should be compelled to do so. If they could be made to take out a license at so much per day it would in a measure protect the legitimate business men of the city who are in-

jured by these fakirs. If there is no way in which to reach them I believe the city press should appeal to the people to give them the go-by and give their trade to the regular merchants of the city who pay rent and taxes and assist in building up the place. In so doing the purchaser not only does something to benefit the city, but more, he saves being fleeced."

Live Items from a Live Town.

Lansing, Oct. 16.—The Bidwell Thresher Co. now occupies the new two-story warehouse erected by Dairy and Food Commissioner Bird across from the union depot.

The Howard House Furnishing Co., of Port Huron, is remodeling a store building on Washington avenue, South, with the intention of establishing a business in this city.

Clark & Co.'s carriage plant, which suffered a \$35,000 loss by fire in the early summer, is now entirely rebuilt and ready to resume operations.

Frank C. Brisbin is erecting a two-story two-front cement business block on Washtenaw street, East.

The United States Express Co. has leased quarters in the new City National Bank building for a term of years.

The Hotel Downey, to which were added two stories, and also overhauled throughout, will probably be completed Jan. 1. The additional room was badly needed. When finished the hotel will be one of the finest in the State.

Geo. A. Toolan.

A Good Agent Wanted In Every Town

We are distributors for Western Michigan for Carrara Paint and wish to appoint a sub-agent in every town in our territory. Carrara is composed of pure minerals, ground in linseed oil, and is in every way superior to white lead paints. We now have a large and complete stock of Carrara Paint and are able to fill all orders promptly.

WORDEN GROCER COMPANY

Distributors for Western Michigan, Grand Rapids, Mich.



Michigan Board of Pharmacy.
 President—Henry H. Heim, Saginaw.
 Secretary—Sid. A. Erwin, Battle Creek.
 Treasurer—W. E. Collins, Owosso; J. D. Muir, Grand Rapids; Arthur H. Webber, Cadillac.
 Next meeting—Third Tuesday in November.

Michigan State Pharmaceutical Association.

President—John L. Wallace, Kalamazoo.
 First Vice-President—G. W. Stevens, Detroit.
 Second Vice-President—Frank L. Shiley, Reading.
 Third Vice-President—Owen Raymo, Wayne.
 Secretary—E. E. Calkins, Ann Arbor.
 Treasurer—H. G. Spring, Unionville.
 Executive Committee—J. O. Schlotterbeck, Ann Arbor; F. N. Maus, Kalamazoo; John S. Bennett, Lansing; Minor E. Keyes, Detroit; J. E. Way, Jackson.

Why Doctors Don't Use the Pharmacopoeia.

Editor Robinson recently stood up in meeting to tell about the Pharmacopoeia from the physician's standpoint. Great lament is raised by the just-sprung-up leaders over the fact that in spite of all the bolstering up, that in spite of all the advertising, the physician as a whole still obstinately refuses to buy the Pharmacopoeia. Well, I'll let you into the secret. The physician refuses to buy the Pharmacopoeia because to him it is an utterly useless book. Nobody is more ready and eager to buy books which will guide him and aid him in his practice than the physician is—as will be testified by our numerous successful medical publishing houses, but it is useless as well as unfair to try to sell him a gold brick. Honestly and truly, of what earthly value is our Pharmacopoeia to the physician? What single fact can he glean from there which will aid him in the treatment of his patients? Open the Pharmacopoeia on any page—what will the physician find there? Methods of preparation, detailed (and often useless) methods of testing for impurities and assay processes. What interest can this have for him? The information a physician wants about a drug is its therapeutic action, its indications and contraindications, its incompatibles, its average and maximum dosage, etc. Does he find it in the Pharmacopoeia? Not a bit of it. The "average" doses have been introduced in the last edition, and it would have been much better if they had been left out, for they are exceedingly unsatisfactory, incorrect and misleading. Let us give one or two examples. The physician looks up such a common drug as potassium iodide. It occupies a full closely printed page in the Pharmacopoeia—but what is it all about? All about how to test for impurities. What interest has that for the physician? None whatsoever. Does he find its therapeutic action? No. Does he find at least with what drugs it should not be dispensed? No. All he finds is that the average dose is 7½ grains, which is not true and the physician knows better than that. And besides, wherever he will look for therapeutic action, incompatibles, etc., he will al-

so find the dose, and he will find it given more extensively, within wider limits. Spiritus aetheris nitrosi occupies 1¼ pages. But it is all about method of preparation and assay. Nothing of value to the physician. Extractum nucis vomicae, opii, physostigmatic occupy about two pages each—merely method of preparation and assay. Not a word of value to the physician (not even to the pharmacist).

That's all the "information" a physician finds about drugs which are in the Pharmacopoeia and which he prescribes constantly. Take into consideration that the volume is encumbered with hundreds of worthless drugs and preparations which he never prescribes, take further into consideration that of hundreds of preparations which he prescribes daily the Pharmacopoeia contains no mention whatsoever, and you will understand why in spite of the laments of some of our would-be leaders the U. S. P. will never become popular with the medical profession.

I know those opinions are heterodox and will tend to make me still more unpopular, if possible, with some of our orthodox mediocrities, but I can't help it. The truth above all. It is my duty to criticize and to guide, and I do not care to see my medical readers misled and inveigled into a purchase of a, to them, utterly useless book.

I will go further and will state that even to the retail pharmacist the U. S. P. is becoming a more and more useless volume. That I am not alone in my heresy will be seen from the fact that in its list of Papers and Queries to be discussed at the next meeting the Pennsylvania Pharmaceutical Association has the following: (No. 25) "Is it true that the U. S. P. (Eighth Revision) is more of a manufacturer's handbook than a pharmacist's guide?" Yes, it is true.—Critic and Guide.

Waiting on Children.

One class of customers which receives but little consideration in the average store is the children. This is a mistake, for in a few years they will have grown to be independent, still remembering the likes and dislikes of their childhood days and acting accordingly; or carelessness in waiting on children may bring the disfavor of the parents and result in the consequent withdrawal of their patronage. Children should not be made to feel slighted and they should be treated with every consideration. It is especially necessary to wait upon them as promptly as possible, not only to get them out of the store before their meddlesomeness can occasion trouble, but for the reason that they are often severely reprimanded for delaying along the road when in reality they have been detained in the store through no fault of theirs.

Take particular pains to correctly fill the wants of every child customer, being especially certain that they have made no mistake in transmitting the order, and giving them nothing but the choicest of goods. This last precaution is especially necessary, owing to the fact that nothing

which may even appear as an imposition should ever be practiced upon a child.

Due precaution should be taken to see that all packages given to a child are securely wrapped and strongly tied in order that there may be little likelihood of their contents being lost. In the case of a very small child, any change which is to be taken home should be placed in the pocket carefully wrapped, or sealed in an envelope and name and address inscribed.

Whenever their orders have been changed or an unusual price charged, or for any other reason there is likely to be a misunderstanding, there should be a note sent back with them, fully explaining the transaction.

Very small children should be safely started in the right direction for their homes or put upon the proper car when their destination is known.

Cater to the trade of the child customer by reserving for him the picture cards, booklets and samples of candy which are usually given out promiscuously, and never let one of the little customers leave the store without giving him such a small favor. They will be quick to learn that they can secure such only when they have made a purchase and will ask to go to that particular store whenever sent to a druggist's.—Western Druggist.

Methods of Attracting Trade.

A Texas firm used initial postal cards to construct the signs accompanying several recent displays; the results were very catchy. One of their displays described in a local paper contained a miniature soda fountain with an attendant, and a number of dolls seated at a small table enjoying some of the fountain's products.

What an Ontario paper called a "liberal education" was a window display of samples of crude drugs, including opium, liquorice root, paraffin, vanilla beans, rhubarb, aloes in gourd, alum and many others, made by a druggist of that city. Each sample bore a card with the name of the specimen, the source of its supply, and a short explanation of its uses.

A letter, especially one written with a pen and ink, pasted on the front window is a great attraction. The writer has seen the pavement in front of a store window crowded for two days by curious pedestrians reading a letter that merely contained the information that the firm's business agent had succeeded in closing a deal for a large lot of sundries.

A Utica druggist had a unique and timely window last season which attracted a great deal of attention. The background was made up of all kinds of autumn vegetables; apples, squashes, pumpkins and corn. The floor of the window was strewn with cornhusks and stalks, and in the foreground three great big pumpkins, which at night were lighted with electricity, lauded the curative qualities of "Ruby Corn Cure."

A good scheme for the fall season would be to send out circulars con-

taining a list of seasonable remedies, and ask those who receive them to look over the list carefully and select some one item to be placed on a special price basis throughout a sale, or on some particular day. Then choose a certain day of the week and publish these requests, omitting, of course, the customer's name. Advertise each of the items in small squares at a special price. A coupon should be attached to each circular, on which the remedy and the customer's name may be written, which may be mailed or left at the store. These weekly or monthly events would become known as Blank's "Request Days."

Our Holiday Goods

display will be ready soon.

See line before placing your order.

Grand Rapids Stationery Co.
 29 N. Ionia St. Grand Rapids, Mich.

PILES

CURED

...without...

Chloroform,
Knife or Pain

Dr. Willard M. Burleson
 103 Monroe St., Grand Rapids

Booklet free on application



Dorothy Vernon Perfume For Holiday Gifts

In all sizes handsomely packed to retail at 25c to \$5 00. Order direct or through your jobber.

The Jennings Perfume Co.
 Grand Rapids, Mich.

WHOLESALE DRUG PRICE CURRENT

Advanced—
Advanced—Citric Acid, Oil Peppermint, Camphor.

Acidum		Alcohol	
Aceticum	60 8	Alcohol	100 10
Benzoleum, Ger.	70 75	Alcohol, 20 deg.	100 10
Boricum	17 17	Alcohol, 30 deg.	100 10
Carbolicum	26 29	Alcohol, 40 deg.	100 10
Citricum	52 55	Alcohol, 50 deg.	100 10
Hydrochlor	30 5	Alcohol, 60 deg.	100 10
Nitrosum	10 10	Alcohol, 70 deg.	100 10
Oxalicum	10 12	Alcohol, 80 deg.	100 10
Phosphoricum, dil.	10 15	Alcohol, 90 deg.	100 10
Salicylicum	42 45	Alcohol, 100 deg.	100 10
Sulphuricum	13 15	Alcohol, 110 deg.	100 10
Tannicum	75 75	Alcohol, 120 deg.	100 10
Tartaricum	38 40	Alcohol, 130 deg.	100 10
Ammonia		Alumina	
Aqua, 18 deg.	40 6	Alumina	100 10
Aqua, 20 deg.	60 8	Alumina, 20 deg.	100 10
Carbonas	13 15	Alumina, 30 deg.	100 10
Chloridum	12 14	Alumina, 40 deg.	100 10
Aniline		Alumina, 50 deg.	
Black	2 00 25	Alumina, 50 deg.	100 10
Brown	80 100	Alumina, 60 deg.	100 10
Red	45 50	Alumina, 70 deg.	100 10
Yellow	2 50 30	Alumina, 80 deg.	100 10
Baccae		Alumina, 90 deg.	
Cubebae	1 22 25	Alumina, 90 deg.	100 10
Juniperus	7 8	Alumina, 100 deg.	100 10
Xanthoxylum	30 35	Alumina, 110 deg.	100 10
Balsamum		Alumina, 120 deg.	
Copaiba	45 50	Alumina, 120 deg.	100 10
Peru	1 60	Alumina, 130 deg.	100 10
Terabin, Canada	60 65	Alumina, 140 deg.	100 10
Tolutan	35 40	Alumina, 150 deg.	100 10
Cortex		Alumina, 160 deg.	
Abies, Canadian	18	Alumina, 160 deg.	100 10
Cassiae	20	Alumina, 170 deg.	100 10
Cinchona Flava	18	Alumina, 180 deg.	100 10
Buonymus atro.	45	Alumina, 190 deg.	100 10
Myrica Cerifera	20	Alumina, 200 deg.	100 10
Prunus Virgin.	15	Alumina, 210 deg.	100 10
Quillaja, gr'd	12	Alumina, 220 deg.	100 10
Sassafras, po 25	24	Alumina, 230 deg.	100 10
Ulmus	25	Alumina, 240 deg.	100 10
Extractum		Alumina, 250 deg.	
Glycerhiza Gla.	24 30	Alumina, 250 deg.	100 10
Glycerhiza, po.	25 30	Alumina, 260 deg.	100 10
Haematotox	11 12	Alumina, 270 deg.	100 10
Haematotox, 1s	13 14	Alumina, 280 deg.	100 10
Haematotox, 1/2s	14 15	Alumina, 290 deg.	100 10
Haematotox, 1/4s	16 17	Alumina, 300 deg.	100 10
Ferru		Alumina, 310 deg.	
Carbonate Precip.	2 00	Alumina, 310 deg.	100 10
Citrate and Quina	55	Alumina, 320 deg.	100 10
Citrate Soluble	40	Alumina, 330 deg.	100 10
Ferrocyanidum S	15	Alumina, 340 deg.	100 10
Solut. Chloride	2	Alumina, 350 deg.	100 10
Sulphate, com'l	15	Alumina, 360 deg.	100 10
Sulphate, com'l, by	70	Alumina, 370 deg.	100 10
bbl. per cwt.	7	Alumina, 380 deg.	100 10
Sulphate, pure	7	Alumina, 390 deg.	100 10
Flora		Alumina, 400 deg.	
Arnica	15 18	Alumina, 400 deg.	100 10
Anthemis	30 35	Alumina, 410 deg.	100 10
Matricaria	30 35	Alumina, 420 deg.	100 10
Folia		Alumina, 430 deg.	
Barosma	30 38	Alumina, 430 deg.	100 10
Cassia Acutifol.	15 20	Alumina, 440 deg.	100 10
Cassia, Acutifol.	25 30	Alumina, 450 deg.	100 10
Cassia officinalis	18 20	Alumina, 460 deg.	100 10
Uva Ursi	8 10	Alumina, 470 deg.	100 10
Gummi		Alumina, 480 deg.	
Acacia, 1st pkd.	65	Alumina, 480 deg.	100 10
Acacia, 2nd pkd.	45	Alumina, 490 deg.	100 10
Acacia, 3rd pkd.	35	Alumina, 500 deg.	100 10
Acacia, sifted sts.	28	Alumina, 510 deg.	100 10
Acacia, po.	45 55	Alumina, 520 deg.	100 10
Aloe Barb.	22 25	Alumina, 530 deg.	100 10
Aloe, Cape	25	Alumina, 540 deg.	100 10
Aloe, Socotri	45	Alumina, 550 deg.	100 10
Ammoniac	55 60	Alumina, 560 deg.	100 10
Asafoetida	35 40	Alumina, 570 deg.	100 10
Benzoinum	50 55	Alumina, 580 deg.	100 10
Catechu, 1s	13	Alumina, 590 deg.	100 10
Catechu, 1/2s	14	Alumina, 600 deg.	100 10
Catechu, 1/4s	15	Alumina, 610 deg.	100 10
Comphorae	1 12 14	Alumina, 620 deg.	100 10
Euphorbium	10 12	Alumina, 630 deg.	100 10
Galbanum	10 12	Alumina, 640 deg.	100 10
Gamboge, po.	1 35 45	Alumina, 650 deg.	100 10
Gualacum, po 35	35	Alumina, 660 deg.	100 10
Kino, po 45c	45	Alumina, 670 deg.	100 10
Mastic	60	Alumina, 680 deg.	100 10
Myrrh, po 50	45	Alumina, 690 deg.	100 10
Oil	3 30 35	Alumina, 700 deg.	100 10
Shellac	60 70	Alumina, 710 deg.	100 10
Shellac, bleached	60 65	Alumina, 720 deg.	100 10
Tragacanth	70 100	Alumina, 730 deg.	100 10
Herba		Alumina, 740 deg.	
Absinthium	4 50 60	Alumina, 740 deg.	100 10
Eupatorium oz pk	20	Alumina, 750 deg.	100 10
Lobelia, oz pk	25	Alumina, 760 deg.	100 10
Majorum, oz pk	25	Alumina, 770 deg.	100 10
Mentha Pip. oz pk	23	Alumina, 780 deg.	100 10
Mentha Ver. oz pk	25	Alumina, 790 deg.	100 10
Rue, oz pk	39	Alumina, 800 deg.	100 10
Tanacetum, oz pk	22	Alumina, 810 deg.	100 10
Thymus V., oz pk	25	Alumina, 820 deg.	100 10
Magnesia		Alumina, 830 deg.	
Calcined, Pat.	55 60	Alumina, 830 deg.	100 10
Carbonate, Pat.	18 20	Alumina, 840 deg.	100 10
Carbonate, K-M.	18 20	Alumina, 850 deg.	100 10
Carbonate	18 20	Alumina, 860 deg.	100 10
Oilum		Alumina, 870 deg.	
Absinthium	4 90 100	Alumina, 870 deg.	100 10
Amygdalae, Dulc.	50 60	Alumina, 880 deg.	100 10
Amygdalae, Ama	8 00 85	Alumina, 890 deg.	100 10
Anisi	1 75 80	Alumina, 900 deg.	100 10
Aurant Cortex	2 75 85	Alumina, 910 deg.	100 10
Bergamuti	2 85 90	Alumina, 920 deg.	100 10
Caliputi	85 90	Alumina, 930 deg.	100 10
Carvophilli	1 40 50	Alumina, 940 deg.	100 10
Cedar	50 60	Alumina, 950 deg.	100 10
Chenopadi	3 75 80	Alumina, 960 deg.	100 10
Cinnamon	1 50 60	Alumina, 970 deg.	100 10
Citronella	40 45	Alumina, 980 deg.	100 10
Sassafras	80 85	Alumina, 990 deg.	100 10
Scilla Co		Alumina, 1000 deg.	
Cubebae	1 15 25	Alumina, 1000 deg.	100 10
Evechthitos	1 35 40	Alumina, 1010 deg.	100 10
Erigeron	1 00 10	Alumina, 1020 deg.	100 10
Gaultheria	2 25 35	Alumina, 1030 deg.	100 10
Geranium	2 25 35	Alumina, 1040 deg.	100 10
Gossippi Sem gal	50 60	Alumina, 1050 deg.	100 10
Hedeoma	2 40 60	Alumina, 1060 deg.	100 10
Junipera	40 120	Alumina, 1070 deg.	100 10
Lavandula	90 275	Alumina, 1080 deg.	100 10
Limons	1 35 40	Alumina, 1090 deg.	100 10
Mentha Piper	3 50 60	Alumina, 1100 deg.	100 10
Mentha Verid	5 00 50	Alumina, 1110 deg.	100 10
Morruhuac gal	1 25 50	Alumina, 1120 deg.	100 10
Myrica	3 00 30	Alumina, 1130 deg.	100 10
Olive	75 80	Alumina, 1140 deg.	100 10
Picis Liquida	10 12	Alumina, 1150 deg.	100 10
Picis Liquida gal	10 12	Alumina, 1160 deg.	100 10
Ricina	1 02 106	Alumina, 1170 deg.	100 10
Rosmarini	1 00 10	Alumina, 1180 deg.	100 10
Rose oz	5 00 60	Alumina, 1190 deg.	100 10
Succini	40 45	Alumina, 1200 deg.	100 10
Sabina	30 1 60	Alumina, 1210 deg.	100 10
Santal	2 25 40	Alumina, 1220 deg.	100 10
Sassafras	75 80	Alumina, 1230 deg.	100 10
Tigil	1 10 12	Alumina, 1240 deg.	100 10
Thyme	40 60	Alumina, 1250 deg.	100 10
Thyme, opt	1 60	Alumina, 1260 deg.	100 10
Theobromas	15 20	Alumina, 1270 deg.	100 10
Potassium		Alumina, 1280 deg.	
Bi-Carb	15 18	Alumina, 1280 deg.	100 10
Bichromate	13 15	Alumina, 1290 deg.	100 10
Bromide	25 30	Alumina, 1300 deg.	100 10
Carb	12 15	Alumina, 1310 deg.	100 10
Chlorate, po.	12 14	Alumina, 1320 deg.	100 10
Cyanide	34 38	Alumina, 1330 deg.	100 10
Iodide	2 50 2 60	Alumina, 1340 deg.	100 10
Potassa, Bitart pr	30 32	Alumina, 1350 deg.	100 10
Potass Nitras opt	7 10	Alumina, 1360 deg.	100 10
Potass Nitras	6 8	Alumina, 1370 deg.	100 10
Prussiate	23 28	Alumina, 1380 deg.	100 10
Sulphate po	15 18	Alumina, 1390 deg.	100 10
Radix		Alumina, 1400 deg.	
Aconitum	20 25	Alumina, 1400 deg.	100 10
Althae	30 35	Alumina, 1410 deg.	100 10
Anchusa	10 12	Alumina, 1420 deg.	100 10
Arum po	10 12	Alumina, 1430 deg.	100 10
Calamus	20 24	Alumina, 1440 deg.	100 10
Gentiana po 15	12 15	Alumina, 1450 deg.	100 10
Glycyrrhiza pv 15	16 18	Alumina, 1460 deg.	100 10
Hydrastis, Canada	1 90	Alumina, 1470 deg.	100 10
Hydrastis, Can. po	2 00	Alumina, 1480 deg.	100 10
Hellebore, Alba	12 15	Alumina, 1490 deg.	100 10
Inula, po	18 22	Alumina, 1500 deg.	100 10
Ipecac, po	2 40 2 50	Alumina, 1510 deg.	100 10
Iris plox	35 40	Alumina, 1520 deg.	100 10
Jalapa, pr	25 30	Alumina, 1530 deg.	100 10
Maranta, 1/4s	35 40	Alumina, 1540 deg.	100 10
Podophyllum po.	15 18	Alumina, 1550 deg.	100 10
Rhei	75 100	Alumina, 1560 deg.	100 10
Rhei, cut	1 00 1 25	Alumina, 1570 deg.	100 10
Rhei, pv	75 100	Alumina, 1580 deg.	100 10
Spigella	1 45 1 50	Alumina, 1590 deg.	100 10
Sanuginari, po 18	15 18	Alumina, 1600 deg.	100 10
Serpentaria	50 55	Alumina, 1610 deg.	100 10
Senega	85 90	Alumina, 1620 deg.	100 10
Smilax, off's H.	48	Alumina, 1630 deg.	100 10
Smilax, M	25	Alumina, 1640 deg.	100 10
Scilla po 45	20 25	Alumina, 1650 deg.	100 10
Symplocarpus	25	Alumina, 1660 deg.	100 10
Valeriana Eng	25	Alumina, 1670 deg.	100 10
Valeriana, Ger.	15 20	Alumina, 1680 deg.	100 10
Zingiber a	12 14	Alumina, 1690 deg.	100 10
Zingiber j	22 25	Alumina, 1700 deg.	100 10
Semen		Alumina, 1710 deg.	
Anisum po 20	13 15	Alumina, 1710 deg.	100 10
Apium (gravel's)	13 15	Alumina, 1720 deg.	100 10
Bird, 1s	4 6	Alumina, 1730 deg.	100 10
Carul po 15	12 14	Alumina, 1740 deg.	100 10
Cardamon	70 90	Alumina, 1750 deg.	100 10
Coriandrum	12 14	Alumina, 1760 deg.	100 10
Cannabis Sativa	7 8	Alumina, 1770 deg.	100 10
Cydonium	75 100	Alumina, 1780 deg.	100 10
Chenopodium	25 30	Alumina, 1790 deg.	100 10
Dipterix Odorate	80 100	Alumina, 1800 deg.	100 10
Foeniculum	13	Alumina, 1810 deg.	100 10
Foenugreek, po.	7 9	Alumina, 1820 deg.	100 10
Lini	4 6	Alumina, 1830 deg.	100 10
Lini, gr'd. bbl. 2 1/2	3 6	Alumina, 1840 deg.	100 10
Lobelia	75 80	Alumina, 1850 deg.	100 10
Pharlaris Cana'n	9 10	Alumina, 1860 deg.	100 10
Rapa	5 6	Alumina, 1870 deg.	100 10
Sinapis Alba	7 9	Alumina, 1880 deg.	100 10
Sinapis Nigra	9 10	Alumina, 1890 deg.	100 10
Spiritus		Alumina, 1900 deg.	
Frumenti W D	2 00 2 50	Alumina, 1900 deg.	100 10
Frumenti	1 25 1 50	Alumina, 1910 deg.	100 10
Juniperis Co O T	1 55 2 00	Alumina, 1920 deg.	100 10
Juniperis Co	1 75 2 50	Alumina, 1930 deg.	100 10
Saccharum N E	1 90 2 10	Alumina, 1940 deg.	100 10
Spt Vini Galli	1 75 2 50	Alumina, 1950 deg.	100 10
Vini Oporto	1 25 2 00	Alumina, 1960 deg.	100 10
Vina Alba	1 25 2 00	Alumina, 1970 deg.	100 10
Sponges		Alumina, 1980 deg.	
Florida Sheeps' wool	3 00 3 50	Alumina, 1980 deg.	100 10
Nassau sheeps' wool	3 50 4 75	Alumina, 1990 deg.	100 10
Carriage	3 50 4 75	Alumina, 2000 deg.	100 10
Velvet extra sheeps'	2 00	Alumina, 2010 deg.	100 10
wool, carriage	2 00	Alumina, 2020 deg.	100 10

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	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R	S	T	U	V	W	X	Y
Ammonia	1																								
Axle Grease	1																								
Baked Beans	1																								
Bath Brick	1																								
Bluing	1																								
Brooms	1																								
Brushes	1																								
Butter Color	1																								
Candles	1																								
Canned Goods	1																								
Carbon Oils	1																								
Catsup	1																								
Cereals	1																								
Cheese	1																								
Chewing Gum	1																								
Chicory	1																								
Chocolate	1																								
Clothes Lines	1																								
Cocoa	1																								
Cocanut	1																								
Cocanut Shells	1																								
Coffee	1																								
Confections	11																								
Crackers	1																								
Cream Tartar	4																								
Dried Fruits	4																								
Farinaceous Goods	5																								
Fish and Oysters	10																								
Fishing Tackle	10																								
Flavoring Extracts	5																								
Fresh Meats	5																								
Gelatine	1																								
Grain Bags	5																								
Grains and Flour	5																								
Herbs	6																								
Hides and Pelts	10																								
Jelly	6																								
Licorice	6																								
Matches	6																								
Meat Extracts	6																								
Mince Meat	6																								
Molasses	6																								
Mustard	6																								
Nuts	11																								
Olives	6																								
Pipes	6																								
Pickles	6																								
Playing Cards	6																								
Potash	6																								
Provisions	6																								
Rice	7																								
Salad Dressing	7																								
Saleratus	7																								
Salt Soda	7																								
Salt	7																								
Salt Fish	7																								
Seeds	7																								
Shoe Blacking	7																								
Snuff	8																								
Soap	8																								
Soda	8																								
Soups	9																								
Spices	8																								
Starch	8																								
Syrups	8																								
Tea	8																								
Tobacco	9																								
Twine	9																								
Vinegar	9																								
Wicking	9																								
Woodenware	9																								
Wrapping Paper	10																								
Yeast Cake	10																								

1

ARCTIC AMMONIA

Doz.

12 oz. ovals 2 doz. box

AXLE GREASE

Frazer's

11b. wood boxes, 4 dz. 3 00

11b. tin boxes, 2 doz. 2 35

11b. tin boxes, 2 doz. 4 25

15lb. pails, per doz. 6 00

15lb. pails, per doz. 7 20

25lb. pails, per doz. 12 00

BAKED BEANS

Columbia Brand

11b. can, per doz. 90

21b. can, per doz. 1 40

31b. can, per doz. 1 80

BATH BRICK

American

English

BLUING

Arctic

6 oz. ovals 3 doz. box \$ 40

16 oz. round 2 doz. box 75

Sawyer's Pepper Box

No. 3, 3 doz. wood

boxes 4.00

No. 5, 3 doz. wood

boxes 7.00

BROOMS

No. 1 Carpet

No. 2 Carpet

No. 3 Carpet

No. 4 Carpet

Parlor Gem

Common Whisk

Fancy Whisk

Warehouse

BRUSHES

Scrub

Solid Back 8 in.

Solid Back, 11 in.

Pointed Ends

Stove

No. 2

No. 3

No. 1

Shoe

No. 8

No. 7

No. 4

No. 3

BUTTER COLOR

W. R. & Co.'s, 15c size.1 25

W. R. & Co.'s, 25c size.2 00

CANDLES

Electric Light, 8s.

Electric Light, 16s.

Paraffine, 6s.

Paraffine, 12s.

Wicking

CANNED GOODS

Apples

31b. Standards

Gallon

Blackberries

21b. cans, spaced.1 75

Standards gallons

Beans

Baked

2

OYSTERS

Cove, 11b.

Cove, 21b.

Cove, 11b. Oval

Plums

Peas

Marrowfat

Early June

Early June Sifted

Peaches

Pie

Yellow

Grated Pineapple

Sliced

Pumpkin

Fair

Good

Fancy

Gallon

Raspberries

6	7	8	9	10	11
Meal Bolted 2 80 Golden Granulated 2 90 St. Car Feed screened 21 00 No. 1 Corn and Oats 21 00 Corn, cracked 2 70 Corn Meal, coarse 21 00 Oil Meal, old proc. 32 00 Winter Wheat Bran 19 50 Winter Wheat Mid'ng 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 case 1 85 15 lb. pails, per case 40 30 lb. pails, per case 70 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. 5 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. 2 50 Queen, pints 2 50 Queen, 19 oz. 4 50 Queen, 28 oz. 7 00 Stuffed, 5 oz. 9 00 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 4 00 Babbitt's 3 00 Penna Salt Co's 3 00 PROVISIONS Barreled Pork Mess 17 00 Fat Black 16 50 Short Cut 16 50 Short Cut Clear 14 50 Bean 20 00 Pig 20 00 Brisket, clear 18 50 Clear Family 15 00 Dry Salt Meats S P Bellies 11 1/2 Bellies 11 1/2 Extra Shorts 9 Smoked Meats Hams, 12 lb. average ... 13 Hams, 14 lb. average ... 13 Hams, 16 lb. average ... 13 Hams, 18 lb. average ... 13 Skipped Hams 13 1/2 Ham, dried beef sets ... 13 1/2 Bacon, clear 13 California Hams 8 Plenic Boiled Ham 14 Boiled Ham 19 1/2 Berlin Ham, pressed ... 8 Mince Ham 9 Lard Compound 7 1/2 Pure 10 1/2 80 lb. tubs, advance ... 1 1/2 60 lb. tubs, advance ... 1 1/2 50 lb. tins, advance ... 1 1/2 20 lb. pails, advance ... 1 1/2 10 lb. pails, advance ... 1 1/2 5 lb. pails, advance ... 1 1/2 3 lb. pails, advance ... 1 1/2 Sausages Bologna 5 Liver 6 1/2 Frankfort 7 Pork 7 Veal 7 Tongue 7 Mushrooms 1	Beef Extra Mess 10 00 Boneless 9 50 Rump, new 10 50 Pig's Feet 1/4 bbls. 1 10 1/2 bbls. 1 85 1 bbl. 2 25 Tripe Kits, 15 lbs. 70 1/4 bbls. 1 50 1/2 bbls. 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 ham, 2 20 @ 2 50 Potted ham, 1/4s 45 Deviled ham, 1/4s 85 Deviled ham, 1/2s 45 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 1/2 Choice La. hd. 6 1/2 Fancy La. hd. 6 1/2 @ 7 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 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 1/2 Strips or bricks 7 1/2 @ 10 Pellock 3 1/2 Halibut Strips 13 Chunks 13 1/2 Herring Holland White Hoop, bbls. 11 00 White Hoop, 1/2 bbls. 6 00 White Hoop, keg 65 @ 7 White Hoop mchs. 80 Norwegian Round, 100lbs. 3 75 Round, 40lbs. 1 75 Scaled 13 Trout No. 1, 100lbs. 7 50 No. 1, 40lbs. 3 25 No. 1, 10lbs. 90 No. 1, 8lbs. 75 Mackerel Mess, 100lbs. 13 50 Mess, 40lbs. 5 90 Mess, 10lbs. 1 65 Mess, 8 lbs. 1 40 No. 1, 100 lbs. 12 50 No. 1, 10 lbs. 5 50 No. 1, 10 lbs. 1 55 No. 1, 8 lbs. 1 28 Whitefish No. 1, No. 2 Fam 100lb. 9 75 4 50 50lb. 5 25 2 40 10lb. 1 12 60 8lb. 92 50 SEEDS Anise 10 Canary, Smyrna 5 1/2 Caraway 9 Cardamom, Malabar 1 00 Celery 15 Hemp, Russian 4 1/2 Mixed Bird 4 Mustard, white 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 ... 8 Miller's Crown Polish ... 8	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 10 White Russian 3 00 Dome, oval bars 3 00 Satinet, oval 2 15 Snowberry, 100 cakes. 4 00 Proctor & Gamble Co. Lenox 3 00 Ivory, 6 oz. 4 00 Ivory, 10 oz. 6 75 Star 3 25 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 Pearline, 24 4lb. 3 80 Scouring 3 75 Babbitt's 1776 4 10 Roseine 3 75 Armour's 3 50 Wisdom 3 80 Soap Compounds Johnson's Fine 5 10 Johnson's XXX 4 25 Nine O'clock 3 35 Rub-No-More 3 75 Scouring Enoch Morgan's Sons. Sapolio, gross lots 9 00 Sapolio, half gro lots 4 50 Sapolio, single boxes. 2 25 Sapolio, hand 2 25 Scourine Manufacturing Co Scourine, 50 cakes 1 80 Scourine, 100 cakes 3 50 SODA Boxes 5 1/2 Kegs, English 4 1/2 SOUPS Columbia 3 00 Red Letter 90 SPICES Whole Spices Allspice 12 Cassia, China in mats. 12 Cassia, Canton 16 Cassia, Batavia, bund. 28 Cassia, Saigon, broken. 40 Cassia, Saigon, in rolls. 55 Cloves, Amboyne 25 Cloves, Zanzibar 18 Mace 55 Nutmegs, 75-80 45 Nutmegs, 105-10 35 Nutmegs, 115-20 30 Pepper, Singapore, blk. 25 Pepper, Singap. white. 25 Pepper, shot 17 Pure Ground in Bulk Allspice 16 Cassia, Batavia 28 Cassia, Saigon 45 Cloves, Zanzibar 18 Ginger, African 18 Ginger, Cochon 18 Ginger, Jamaica 25 Mace 65 Mustard 18 Pepper, Singapore, blk. 17 Pepper, Singap. white. 23 Pepper, Cayenne 20 Sage 20 STARCH Common Gloss 1lb. packages 4 @ 5 3lb. packages 4 1/2 @ 5 6lb. packages 5 @ 5 40 and 50lb. boxes 3 1/4 @ 3 1/2 Barrels 3 Common Corn 20lb. packages 5 40lb. packages 4 1/4 @ 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 Flegman 30 Pay Car 33 Prairie Rose 49 Protection 40 Sweet Burley 44 Tiger 40 Plug Red Cross 31 Palo 35 Hiawatha 41 Kyo 35 Battle Ax 37 American Eagle 33 Standard Navy 37 Spear Head, 7 oz. 47 Spear Head, 14 1/2 oz. 44 Nobby Twist 55 Jolly Tar 39 Old Honesty 43 Toddy 34 J. T. 38 Piper Heidsieck 38 Boot Jack 80 Honey Dip Twist 40 Black Standard 40 Cadillac 40 Forge 34 Nickel Twist 52 Mill 32 Great Navy 36 Smoking Sweet Core 34 Flat Car 32 Warpath 26 Bamboo, 16 oz. 25 I X L, 5lb. 27 I X L, 16 oz. pails. 31 Honey Dew 40 Gold Block 40 Flagman 40 Chips 33 Kiln Dried 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, 3 1/2 oz. 39 Peerless, 3 1/2 oz. 39 Peerless, 1 1/2 oz. 38 Air Brake 30 Cant Hook 30 Country Club 32-34 Forex-XXXX 25 Good Indian 25 Self Binder, 16oz. 8oz. 20-22 Silver Foam 24 Sweet Marie 32 Royal Smoke 42 TWINE Cotton, 3 ply 22 Cotton, 4 ply 22 Jute, 2 ply 14 Hemp, 6 ply 13 Flax, medium 20 Wool, 1lb balls 6 VINEGAR Malt White, Wine, 40 gr 10 Malt White, Wine, 40 gr 10 Pure Cider, B & B 14 Pure Cider, Red Star. 12 Pure Cider, Robinson. 13 1/2 Pure Cider, Silver 13 1/2 WICKING No. 0 per gross 30 No. 1 per gross 40 No. 2 per gross 50 No. 3 per gross 75 WOODENWARE Baskets Bushels 1 10 Bushels, wide band 1 60 Market 40 Splint, large 3 50 Splint, medium 3 25 Splint, small 3 00 Willow, Clothes, large 7 00 Willow, Clothes, small 5 50 Bradley Butter Boxes 2lb. size, 24 in case. 72 3lb. size, 16 in case. 68 5lb. size, 12 in case. 63 10lb. size, 6 in case. 60 Butter Plates No. 1 Oval, 250 in crate 40 No. 2 Oval, 250 in crate 45 No. 3 Oval, 250 in crate 50 No. 5 Oval, 250 in crate 60 Churns Barrel, 5 gal., each. 2 40 Barrel, 10 gal., each. 3 55 Barrel, 15 gal., each. 5 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 3-wire, Cable 1 70 Cedar, all red, brass 1 25 Paper, Eureka 2 25 Fibre 2 70 Toothpicks Hardwood 2 50 Softwood 2 75 Banquet 1 50 Ideal 1 50 Traps Mouse, wood, 2 holes. 22 Mouse, wood, 4 holes. 45 Mouse, wood, 6 holes. 70 Mouse, tin, 5 holes. 65 Rat, wood 80 Rat, spring 75 Tubs 20-in. Standard, No. 1 7 00 18-in. Standard, No. 2 6 00 16-in. Standard, No. 3 5 00 20-in. Cable, No. 1 7 50 18-in. Cable, No. 2 6 50 16-in. Cable, No. 3 5 50 No. 1 Fibre 10 80 No. 2 Fibre 9 45 No. 3 Fibre 8 55 Wash Boards Bronze Globe 2 50 Dewey 1 75 Double Acme 2 75 Single Acme 2 25 Double Peerless 3 50 Single Peerless 2 75 Northern Queen 2 75 Double Duplex 3 00 Good Luck 2 75 Universal 2 65 Window Cleaners 12 in. 1 65 14 in. 1 85 16 in. 2 30 Wood Bowls 11 in. Butter 75 13 in. Butter 1 15 15 in. Butter 2 00 17 in. Butter 3 25 19 in. Butter 4 75 Assorted, 13-15-17 2 25 Assorted, 15-17-19 3 25 WRAPPING PAPER Common Straw 1 1/2 Fibre Manila, white. 2 1/2 Fibre Manila, colored. 2 1/2 No. 1 Manila 4 Cream Manila 3 Butcher's Manila 2 1/2 Wax Butter, short c't. 13 Wax Butter, full count 20 Wax Butter, rolls 15 YEAST CAKE Magic, 3 doz. 1 15 Sunlight, 3 doz. 1 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 Per lb. Jumbo Whitefish 15 No. 1 Whitefish 14 Trout 14 Halibut 10 Ciscos or Herring 8 Bluefish 10 1/2 @ 11 Live Lobster 25 Boiled Lobster 30 Cod 12 Haddock 10 Pike 8 Perch, dressed 12 1/2 Smoked, White 15 Cold River Salmon 14 1/2 Mackerel 14 1/2 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 1/2 Standard H H 7 1/2 Standard Twist 8 Cases Jumbo, 32 lb. 7 1/2 Extra H H 10 Boston Cream 10 Olde Time Sugar stick 80 lb. case 13 Mixed Candy Grocers 6 Competition 6 1/2 Special 7 1/2 Conserve 8 Royal 8 1/2 Kibben 10 Broken 7 1/2 Cut Leaf 8 1/2 Leader 8 Kindergarten 10 Bon Ton Cream 9 French Cream 9 Star 11 Hand Made Cream 15 Premio Cream mixed 13 O F Horehound Drop 10 Fancy-in Pails Gypsy Hearts 14 Coco Bon Bons 12 Fudge Squares 13 Peanut Squares 9 Sugared Peanuts 11 Salted Peanuts 12 Starlight Kisses 11 San Blas Goodies 12 Lozenges, plain 9 Lozenges, printed 10 Champion Chocolate 11 Eclipse Chocolates 13 Eureka Chocolates 13 Quintette Chocolates 12 Champion Gum Drops 8 1/2 Moss Drops 9 Lemon Sours 10 Imperial 10 Ital. Cream Opera 12 Ital. Cream Bon Bons 11 Golden Waffles 12 Old Fashioned Molass- es Kisses, 10lb. box 1 20 Orange Jellies 50 Fancy-in 5lb. Boxes Lemon Sours 55 Peppermint Drops 60 Chocolate Drops 60 H. M. Choc. Drops 85 H. M. Choc. Lt. and Dark No. 12 1 00 Bitter Sweets, ass'd. 1 00 Brilliant Gums, Cryst. 50 A. A. Licorice Drops. 90 Lozenges, plain 55 Lozenges, printed 55 Imperial 60 Mottos 50 Cream Bar 55 G. M. Peanut Bar 55 Hand Made Crms. 80 @ 90 Cream Buttons 65 String Rock 60 Wintergreen Berries 60 Old Time Assorted 2 75 Buster Brown Goodies 3 50 Up-to-date Assmt. 2 75 Ten Strike No. 1 6 50 Ten Strike No. 2 6 50 Ten Strike, Summer as- sortment 6 75 Scientific Ass't 18 00 Pop Corn Dandy Smack, 24s 65 Dandy Smack, 100s. 2 75 Pop Corn Fritters, 100s 50 Pop Corn Toast, 100s 50 Cracker Jack 3 25 Checkers, 5c pkg. case 3 50 Pop Corn Balls, 200s 1 20 Cicero Corn Cakes 5 per box 60 Azulikit 100s 3 00 Cough Drops Putnam Menthol 1 00 Smith Bros. 1 25 NUTS—Whole Almonds, Tarragona 15 Almonds, Avica 15 Almonds, California sft. shell 15 @ 16 Brazil 14 @ 15 Filberts 12 Cal. No. 1 17 Walnuts, soft shelled @ 16 Walnuts, marbot 13 Table nuts, fancy 13 Pecans, med. 14 Pecans, ex. large 15 Pecans, Jumbos 16 1/2 Hickory Nuts per bu. Ohio new Cocacnuts @ 5 Chestnuts, New York State, per bu. Shelled Spanish Peanuts 7 1/2 @ 8 1/2 Pecan Halves 55 Walnut Halves 38 Filbert Meats 25 Alicante Almonds 38 Jordan Almonds 47 Peanuts Fancy, H. P. Suns 5 1/2 Fancy, H. P. Suns Roasted 6 1/2 @ 7 Choice, H. P. Jumbo 6 1/2 Choice, H. P. Jumbo Roasted 7 1/2

Your Holiday Order

Should we have it?

For your own sake—at least **KNOW** whether our better values entitle us to it or not.

As one we buy and **as three** we sell more holiday goods than any other American jobber. And holiday goods need not yield in a few months our whole annual profit nor stand our entire business expense.

Do you insist on “seeing the goods?” In each of our six cities we show not merely a few picked things but our complete line.

And our saving monthly catalogue covers the country so quickly that we dare to carry our larger stocks **COMPLETE** much later than those who sell holiday goods through men.

Comparison is easy on our sample floors—and with our catalogue **in your own store**. For we quote net prices in plain figures.

Yours are the interests at stake. Can you afford not to compare? We shall be mailing first copies by the time your request can reach us.

Write now for our Santa Claus catalogue No. J589.

BUTLER BROTHERS

WHOLESALEERS OF GENERAL MERCHANDISE

NEW YORK
ST. LOUIS

CHICAGO
(And MINNEAPOLIS)
Early in 1907

Sample Houses: Baltimore, Dallas, St Paul

Special Price Current

AXLE GREASE



Mica, tin boxes...75 9 00
Paragon55 6 00

BAKING POWDER

Royal



10c size 90
1/4 lb. cans 1 35
6oz. cans 1 90
1/2 lb. cans 2 50
3/4 lb. cans 3 75
1 lb. cans 4 80
3 lb. cans 13 00
5 lb. cans 21 50

BLUING



C. P. Bluing

Small size, 1 doz. box...40
Large size, 1 doz. box...75

CIGARS



G J Johnson Cigar Co.'s bd.
Less than 50033
500 or more32
1,000 or more31

Worden Grocer Co. brand
Ben Hur

Perfection35
Perfection Extras35
Londres35
Londres Grand35
Standard35
Puritans35
Panatellas, Finas35
Panatellas, Bock35
Jockey Club35

COCOANUT

Baker's Brazil Shredded



70 1/4 lb. pkg. per case 2 60
35 1/4 lb. pkg. per case 2 60
38 1/4 lb. pkg. per case 2 60
16 1/4 lb. pkg. per case 2 60

FRESH MEATS

Beef

Carcass4 1/2 @ 8 1/2
Hindquarters6 1/2 @ 10
Loins8 @ 12
Ribs8 @ 12
Rounds5 1/2 @ 8
Chucks5 @ 6 1/2
Plates4 @ 4
Livers3 @ 3

Pork

Loins@ 13 1/2
Dressed@ 8
Boston Butts@ 12
Shoulders@ 10
Leaf Lard@ 9 1/2

Mutton
Carcass@ 9
Lambs@ 12 1/2
Spring Lambs@ 13

Veal
Carcass5 1/2 @ 8

CLOTHES LINES

Sisal
60ft. 3 thread, extra...1 00
72ft. 3 thread, extra...1 40
90ft. 3 thread, extra...1 70
60ft. 6 thread, extra...1 29
72ft. 6 thread, extra...

Jute
60ft.75
72ft.90
90ft.1 05
120ft.1 50

Cotton Victor
60ft.1 10
72ft.1 35
90ft.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. 18, 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;
Fleibach Co., Toledo.

Peerless Evap'd Cream 4 00
FISHING TACKLE
1/2 to 1 in.6
1 1/4 to 2 in.7
1 1/2 to 2 in.9
1 3/4 to 2 in.11
2 in.15
3 in.20

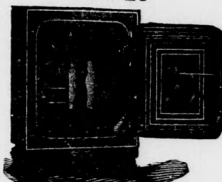
Cotton Lines
No. 1, 10 feet5
No. 2, 15 feet7
No. 3, 15 feet9
No. 4, 15 feet10
No. 5, 15 feet11
No. 6, 15 feet12
No. 7, 15 feet15
No. 8, 15 feet18
No. 9, 15 feet20

Linen Lines
Small20
Medium26
Large34

Poles
Bamboo, 14 ft., per doz. 55
Bamboo, 16 ft., per doz. 60
Bamboo, 18 ft., per doz. 80

GELATINE
Cox's 1 qt. size1 10
Cox's 2 qt. size1 61
Knox's Sparkling, doz. 1 20
Knox's Sparkling, gro. 14 00
Knox's Acidu'd. doz. 1 20
Knox's Acidu'd. gro. 14 00
Nelson's1 50
Oxford75
Plymouth Rock1 25

SAFES



Full line of fire and burg-
lar proof safes kept in
stock by the Tradesman
Company. Twenty differ-
ent sizes on hand at all
times—twice as many safes
as are carried by any other
house in the State. If you
are unable to visit Grand
Rapids and inspect the
line personally, write for
quotations.

SOAP

Beaver Soap Co.'s Brands



100 cakes, large size...6 50
50 cakes, large size...3 25
100 cakes, small size...3 85
50 cakes, small size...1 95

Tradesman's Co.'s Brand



Black Hawk, one box 2 50
Black Hawk, five bxs 2 40
Black Hawk, ten bxs 2 25

TABLE SAUCES

Halford, large3 75
Halford, small2 25

Use

Tradesman

Coupon

Books

Made by

Tradesman Company

Grand Rapids, Mich.

Business-Wants Department

Advertisements inserted under this head for two cents a word the first insertion and one cent a word for each subsequent continuous insertion. No charge less than 25 cents. Cash must accompany all orders.

BUSINESS CHANCES.

Hardware stock for sale, county seat town, central Nebraska, 7,000; employ plumber and tinner. Stock \$8,000. Sales \$39,000; established 20 years. Box 474, Omaha, Neb. 203

Buy your roof paint now and preserve your roof. A perfect preservative for shingles, felt, paper, tin and iron. Delivered at your station in 10 gallon cans at 65c per gallon. Hardin-Hatton Co., Ft. Wayne, Ind. 202

Stocks closed out, realizing 100 cents on the dollar. I pay all advertising expense attached to a sale. References furnished. Write for my proposition. Address S. J. Twyman, Hamilton, O. 200

For Sale—Good small stock general merchandise. Liberal discount for cash. Box 611, Angola, Ind. 199

Have you a portable saw mill? The undersigned has eight or ten million feet of long leaf Georgia pine, timber blown down by the recent storm in Baldwin County, Alabama. Those having portable mills can make good money cutting this timber. Prompt action will be necessary to get in on this deal. J. B. Foley, 92-96 East Ohio St., Chicago, Ill. 194

New, up-to-date solid brick, with fixtures, best location. C. M. Radley, Wild Rose, Wauashara county, Wis. 196

For Sale—320 acres nice land in Hand County, South Dakota, near proposed railroad extension, easy terms. Address Jay P. Morrill, 407 Globe Bldg., Minneapolis, Minn. 195

For Sale—A complete mattress factory, can be shipped to any point. Address J. H. Anundson, Mason City, Ia. 198

Retail merchants can start mail order business in connection with retail business; only a few dollars required. We furnish everything necessary; success certain. We offer retail merchants the way to compete with large mail order houses. Costs nothing to investigate. Milburn-Hicks, 727 Pontiac Bldg., Chicago, Ill. 201

For Sale—Hardwood, oak and hickory mill north Ark.; teams, wagons and timber; other timber adjoining; might trade for farm or country town lumber yard. A bargain. Value \$5,500. Address Lock Box 135, Newport, Ark. 206

For Sale—Interest in handle factory. A man with a small amount of capital to take some stock and manage a handle factory now in successful operation, making ax, adze, pick, sledge, hatchet and hammer handles. To a man with a small capital and capable of managing a plant of this kind, a splendid opportunity is offered. Address Lock Box 7, Cloverport, Ky. 205

For Sale—Modern steam laundry. Proprietor going to leave town. R. L. Briggs, Ovid, Mich. 189

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

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 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—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

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

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

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—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

Retail lumber yard and planing mill. Four-ninths interest; a bargain; excellent location, rare opportunity. Address H. R. Butler, Ada, Ohio. 167

Wanted—Small drug store, Southern Michigan, \$800 down, balance on time. Address No. 161, care Michigan Tradesman. 161

Wanted—To buy a bazaar stock in some good town in Michigan. Address T. S. Cornell, P. O. Box 293, Kalamazoo, Mich. 173

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

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

For Sale—An up-to-date grocery stock and fixtures, invoicing about \$4,500. Can be reduced. Sales \$38,000. Clean stock. At manufacturing town of 5,500 in Southern Michigan. Best corner, cheap rent. Snap. Reason for selling, going West. Address "Spot Cash," care Michigan Tradesman. 171

For Sale—Modern creamery and skimming station in fine dairy section, receiving 10,000 pounds daily. Good local market. "Creamery," Conneaut, Ohio. 135

North Dakota Real Estate; must be sold; have big bargains. Address the First National Bank, Mandan, N. D. 133

For Sale—Plantations, timber lands, farms, homes, etc. Send for printed list. V. C. Russell, Memphis, Tenn. 928

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

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 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

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

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

Want Ads. continued on next page.

GONE BEYOND.

Death of the Oldest Merchant in Grand Rapids.

On the 5th day of October, 1814, in the suburbs of the city of Cincinnati—then the metropolis of "The Far West"—was born Abram W. Pike, whose death occurred last Monday morning at the well-known old Pike homestead on Fulton street.

Mr. Pike spent his early boyhood on a farm, but in 1827 he moved to Michigan. When about 16 years of age he was an assistant at the Indian Mission School at Niles, and it was while there that he broadened out the meager schooling he had received by learning the essentials of accounting and by acquiring a thorough acquaintance with the chiefs of the various Indian tribes of Southern Michigan. In 1833, because of his accurate acquaintance with the several Indian dialects and the confidence the Red Men had in him, he became a clerk in the store of the leading trader at St. Joseph, and in this position he continued his studies and perfected himself in his knowledge of peltries, furs and general merchandise, as well as in his ability as an accountant, a buyer and a salesman. Incidentally, he made many trips, afoot and on horseback, to the numerous Indian settlements north, east and south, and on several occasions visited the trading post now known as Chicago.

Mr. Pike, as a young man, had a wider acquaintance and a more secure position among the Indians of Western Michigan than any person then living, so that when those visionary, wild youngsters came out from Philadelphia with a ship's cargo of luxuries, essentials and associates to establish their great paper city, Port Sheldon, they very wisely secured the services of Mr. Pike to take charge of the store they established in this city. This was in 1838, but the will-o'-the-wisp was short lived, so that soon Mr. Pike found himself in charge of the property to close up the affairs of the company. The sole remaining relic of the enterprise now standing is the dignified old residence where Mr. Pike resided for more than sixty years. This building was bought and moved to Grand Rapids piece-meal by Mr. Pike, and it is said that it represents about all the profit he gained by the six years of service he rendered the Port Sheldon Co.

In 1844 Mr. Pike settled permanently in Grand Rapids, entering the service of the late Col. Amos Roberts & Son (William). This was in the days of Indian payments, when twice each year the Indians came to Grand Rapids from the East, the North and the South, to receive the allowance from the Government and, incidentally, to settle with the traders, who had given them credit between pay-days. There are gray headed men in Grand Rapids to-day who have clear and pleasant recollections, as boys, of the old red warehouse on Market (then Waterloo) street; of how the islands were covered with wigwams, squaws and papooses, with Mackinaw boats and canoes lining

the shores each spring and fall; of how the Indian bucks divided their time, after receiving their pay, between spearing sturgeon in the rapids, getting drunk on the streets and begging from house to house for their food. Those old timers will also recall how the Indians were required, when receiving their pay, to enter the old red warehouse through the door on the river front and leave it through the door on Waterloo street; that they received their pay, minus what they owed the traders, immediately upon entering the building and that when they reappeared on the street they had their blankets, turkey red calico, powder, shot, percussion caps, and so on, and were at least as deeply in debt, pending the next pay-day, as before they had squared themselves with the Government.

As a result of this common practice—because the Indians never disputed an account and never hesitated about loading themselves down with a new debt—there were some traders who fell into disrepute and nasty tales were told of them. One merchant whose record was clear in this respect was the late Abram W. Pike. Indeed, he was looked upon by all of the Indians as their friend and protector, and many are the instances told where the devices of unscrupulous traders were thwarted through the influence of Mr. Pike. That spacious old home on Fulton street was the rendezvous for such Indians as could keep sober through the payment periods, as many as thirty or forty squaws, bucks and papooses being housed there night after night. Muscular, supple and seemingly tireless, Mr. Pike was a marvel of physical strength and endurance in his younger days, thinking nothing at all of walking fifty miles or more, while as a master of the Indians he was fearless, strict and successful. It is told of him that in the late fall of 1840 he was employed to guide a party of sailors who had been wrecked off Grand Haven to Grand Rapids. The sailors were extremely anxious to get to this city, where they might take a stage to Battle Creek, and so get back to Cleveland. The start was made from Grand Haven early one morning with a heavy fall of snow on the ground. Besides his old white pony and one Indian, Mr. Pike had in his party the late Charles W. Hathaway (then 16 years old) and nine sailors, one of whom was a negro cook. The trail to Port Sheldon was taken, the intention being to strike eastward after crossing Bass River and follow the trail to Grandville. The weather was very cold and about mid-day snow began to fall in veritable clouds. This continued all day, so that travel soon became very difficult, the practice followed being to walk Indian file, each leader falling back against the snow, which was then nearly four feet deep, until the party had passed him, when he would fall in the rear. In this way about half a mile an hour was covered, the white pony, carrying the food and blankets, always holding the post of rear guard.

Such an experience, together with the cold, soon fatigued all of the party, but added to this the sailors became frightened, thinking that Mr. Pike had lost the trail. For two days, of about nine hours of light each day, the party wallowed along, when the food gave out and, according to Mr. Pike's judgment, they were then within a mile of the river, about "opposite Stoddard's"—that is to say, about a mile north of what is now known as the Bridge street ferry. Here the negro cook flunked and declared he would lie down and die. At this the sailors began to make threats and to charge that their guide was helpless, not knowing where he was and, possibly, had plotted with the Indians to lead them to a point where they might be robbed.

Sizing up the situation instantly, Mr. Pike instructed the boy Hathaway and the Indian to take the two rifles from the pony's pack and remain in the rear, keep a sharp watch on the sailors, and shoot, if necessary. Then with green gads, cut from trees, he literally whipped the negro and the sailors into maintaining their walk, taking turns as leaders, and on the morning of the third day, when about a mile below the present village of Jenison, the entire party was overjoyed by meeting the two Boynton boys, each with a yoke of oxen, breaking a road through from their farm to Grandville. The rest of the journey was quickly made.

As a fitting finale to this narrative, it may be added that Mr. Pike kept the old white pony until he was over forty years old, the last twenty years of the animal's life being years of absolute ease, peace and comfort.

Mr. Pike was married, in 1841, to Miss Elnora Prior, who died in 1853. Two years later he married Miss Eliza J. Roberts, who survives him, together with seven children, as follows: Mrs. Wm. T. Hess, Mrs. Gaius W. Perkins, Charles F. Pike, Mrs. Frederick Tracy, the Misses Carrie and Julia Pike and Frank Pike.

Butter, Eggs, Poultry and Beans at Buffalo.

Buffalo, Oct. 17—Creamery, fresh, 22@27c; dairy, fresh, 20@23c; poor to common, 16@19c.

Eggs—Fancy candled, 28c; choice, 26@27c; cold storage, 22c.

Live Poultry—Springs, 10@11c; fowls, 10@11c; ducks, 12@13c; old cox, 8c.

Dressed Poultry—Fowls, iced, 12@13c; old cox, 9@10c.

Beans—Pea, hand-picked, \$1.60; marrow, \$2.50; mediums, \$1.60@1.65; red kidney, \$2.25@2.40.

Anarchy is the ghost of liberty.

BUSINESS CHANCES.

Come to Elkhart. Best low renting corner, two blocks from hotel and postoffice. Good cash and credit meat and grocery trade. Will sell or trade at bargain. Account, loss of hearing. G. B. Arnold, 221 N. Main, Elkhart, Ind. 218

For Sale or Trade. Four lots in Terre Haute, Ind. Price \$25. Will trade for land in Western Michigan. B. F. Tucker, Terre Haute, Ind. 219

For Sale or Exchange—2,300 acres, heavily timbered; gum, oak, ash and hickory; never cut over; 2 railroads. Banner county of Louisiana, natural drainage. Worth \$25 per acre. What have you? C. Smethurst, Converse, Ind. 216

Will sell new computing scale or total adding cash register \$100 less than cost. Perfect condition. G. B. Arnold, 221 N. Main, Elkhart, Ind. 217

For Sale—The largest retail clothing business in South Bend, Ind.; finest and best located store in city; best of reasons for selling. For full particulars address The Hub, South Bend, Ind. 213

For Sale—Only exclusive drug stock in town of 1,000. Invoices about \$1,800. Good reason for selling. A snap for someone. Don't answer unless you mean business. Address Cinchona, care Tradesman. 212

Wanted—A few men with \$1,000 and up, to open branch office of our gasoline lighting business in other cities. The most beautiful lighting system made. Gives better light at less cost than gas or electricity. Big demand and large profits. Address Security Light & Tank Co., Dept. D., 60 S. Clinton St., Chicago, Ill. 214

For Rent—Corner store in brick block on best business corner of Belding. Size of store, 25x85 feet. Newly decorated. Good fixtures designed especially for a clothing store for which there is a good opening. W. P. Hetherington, Belding, Mich. 215

For Sale or Exchange—Fine residence, desirable location. House could not be built for less than \$7,000. Good barn, nearly three lots; will take \$5,500. Would consider \$1,500 drug stock or \$1,500 income property as part pay. Address No. 207, care Michigan Tradesman. 207

Wanted—A registered pharmacist or will sell all or part interest in drug store. Good opportunity for right party with small capital. Address C. K., care Michigan Tradesman. 208

Grocery, dry goods, notions and fixtures, horse, harness and wagon for sale cheap, part on time, about \$1,300 or \$1,400. Brick store, new large factories. City about 4,000 inhabitants. Good farming country. Address No. 209, care Michigan Tradesman. 209

For Sale or Trade—Good paying bakery, restaurant and confectionery business. Good reason for selling. Address No. 210, care Tradesman. 210

Wanted—Manager or partner, with up-to-date ideas and experience for the best drug opportunity in Michigan. Established long time. Location the very best. City of 30,000. Store large, good windows, no cutting, etc. Present value \$5,000. Little stationery, no books; wall paper, paints and oils, candy, soda fountain, etc. Room and opportunity for any addition to stock. Special jewelry. Will bear the closest investigation. Address A. C., care Michigan Tradesman. 211

Do you want to sell your property, farm or business? No matter where located, send me description and price. I sell for cash. Advice free. Terms reasonable. Established 1881. Frank P. Cleveland, Real Estate Expert, 1261 Adams Express Building, Chicago, Ill. 577

For Sale—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

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

We want to buy for spot cash, shoe stocks, clothing stocks, stores and stocks of every description. Write us to-day and our representative will call, ready to do business. Paul L. Feyrelsen & Co., 12 State St., Chicago, Ill. 548

POSITIONS WANTED

Wanted—Position by competent, experienced traveling saleswoman, with reliable manufacturer or wholesale firm, to sell goods to trade. Can sell anything salable. Also understands advertisement writing. Best references given. Address C. P. Blodgett, 310 Capital Ave., Lansing, Mich. 197

Position wanted by an experienced shoe clerk. Best of references. Address Box 522, Belding, Mich. 187

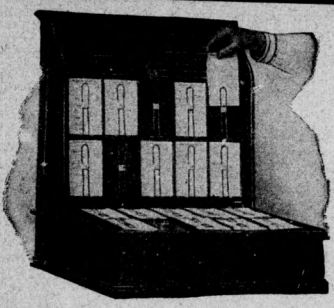
HELP WANTED.

Wanted—A tailor to locate and open shop in Montague, Mich. Address L. G. R., Montague, Mich. 204

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. Salaries 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



Do You Need System?

- DOES YOUR SYSTEM—Handle the ACCOUNTS with only ONE WRITING?
- DOES YOUR SYSTEM—Tell you in FIVE minutes' time HOW MUCH ONE HUNDRED customers OWE you?
- DOES YOUR SYSTEM—Show YOU the VALUE of the GOODS on hand the FIRST of each month?
- DOES YOUR SYSTEM—SHOW YOU your NET assets and liabilities on the first of each month?
- DOES YOUR SYSTEM—Give you entire SATISFACTION?
- If you are looking for a COMPLETE SYSTEM, INVESTIGATE the McCaskey.

Our catalog explains—it's FREE.

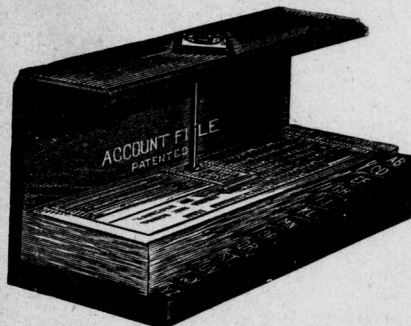
THE MCCASKEY REGISTER CO.
Alliance, Ohio

Mrs. of the Famous Multiplex Duplicating Sales Pads; also Single Carbon and Folding Pads.

J. A. Plank, State Agent for Michigan, Tradesman Bldg., Grand Rapids, Mich.

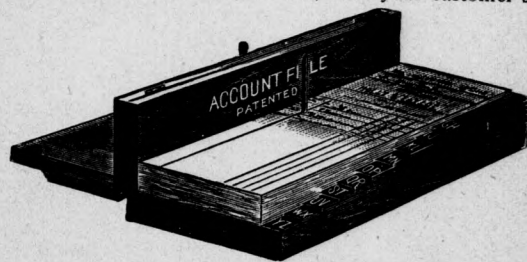
Agencies in all Principal Cities.

Simple Account File

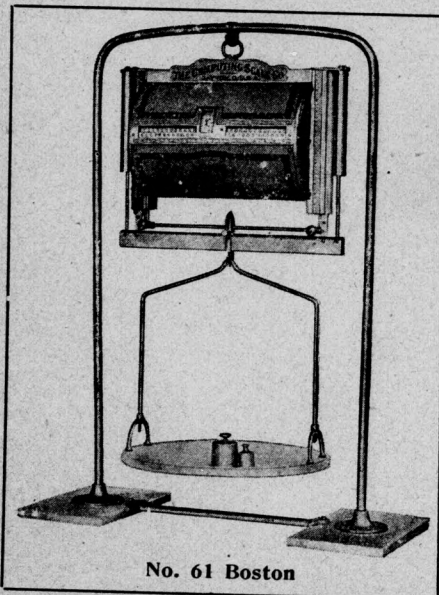


A quick and easy method of keeping your accounts. Especially handy for keeping account of goods let out on approval, and for petty accounts with which one does not like to encumber the regular ledger. By using this file or ledger for charging accounts, it will save one-half the time and cost of keeping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



No. 61 Boston

—This— Moneyweight Scale

will save its cost every 6 months in time and merchandise wasted on old-style scales

Moneyweight Scale Co., Chicago, Ill. ROCKFORD, ILL., Dec. 22, 1905.

Gentlemen:—We are using eight MONEYWEIGHT SCALES in our three places in this city. These scales have been in constant use for the past two years, and we find them always accurate, both for ourselves and our customers. We know these scales more than save their cost every six months. We could not do business without these scales.

Yours truly,

SCHMAUSS COMPANY.

If you had \$1,000 you could invest, to bring 10 per cent. interest, you would invest it quickly, wouldn't you? Then **investigate** this MONEYWEIGHT SCALE which will bring you 100 per cent. Write for the proof.

Date.....
Moneyweight Scale Co., 58 State St., Chicago.
Next time one of your men is around this way I would be glad to have your No. 61 scale explained to me.
This does not place me under obligation to purchase.

NAME.....
STREET and No.
TOWN..... STATE.....

**The
Computing Scale
Company.**
MANUFACTURERS
DAYTON, OHIO.

MAIL THIS COUPON NOW before you lay this paper down. You cannot afford to forget it.

Moneyweight Scale Co.

Distributors of HONEST Scales
GUARANTEED Commercially Correct. 58 State St., Chicago

Assortment of
Fancy Decorated China

A complete stock of china such as cups and saucers, plates, mugs, berry sets, table sets, tea sets, sugars and creams, cracker jars, chocolate sets, syrups, spoon- trays and novelties. **\$50.00**

**From This Great Store
Nine Floors**

filled with the greatest assortment of Christmas goods you can surely select your

HOLIDAY STOCK

Assortment of
Rich Cut Glass

A nice variety of quickly selling articles in genuine rich cut glass. Bon-bon dishes, sugars and creams, nappies, bowls, oil bottles, salts and peppers, tumblers, water bottles, etc. **\$25.00**

Assortment
**Porcelain
Dinner Sets**

Six complete sets in the assortment, all of splendid quality ware and beautifully decorated.

No Two Alike

\$49.20

Assortment
**Celluloid
Goods**
\$50.00

Comprises 58 varieties, such as Albums, Smoke Sets, Glove and Handkerchief Boxes, Collar and Cuff Boxes, Sewing Sets, Work Boxes, Photo Racks, Smokers' Stands and a big variety of novelties.

Assortment
School Sundries

Comprises a good assortment of

**Pencils, Crayons
Slate Pencils, Pens
Penholders, Erasers
Pencil Boxes, Tablets, Ink
Spelling Blanks, Etc.**

\$10.00

**Advice for Christmas
Sales**

From one of the great Trade Journals of the country.

"Pay special attention to your crockery department during holiday time, more so than at any other season, because it is then that you make most of your profits, especially in fancy goods, vases, china, etc. Devote a counter in the front of your store to these goods and arrange them so that they can be seen to advantage. You cannot expect to sell goods unless you show them. If you are carrying a general stock and have no crockery department, this is the best time of the year to install one. Don't worry about its not being a paying investment, because, if you buy the right kind of a stock and tell your customers about it, they will be glad to know that they can get goods in this line from you. Many retailers who have never carried a stock of this kind have put one in recently and they all say that they are sorry they have not carried it all along. As soon as their trade knew about it they began to make good profits."

One Cent is all it costs to secure our latest catalogue illustrating lines you cannot afford to be without.

Assortment
Dolls

This assortment contains no less than 23 assorted styles and sizes of Babies, China limb, Muslin and Kid Body Dolls, Jointed, Bisque and Patent Dolls, and a nice variety of fancy dressed.

\$20.00

Assortment
Japanese China
\$54.00

Contains one dozen each of 24 kinds of staple articles in beautifully decorated Japanese china, such as cups and saucers, sugars and creams, pitchers, vases, chocolate pots, bon-bons, plates, teapots, cracker jars, etc.

Assortment
**Bohemian Glass
Water Sets**

Comprises one dozen Bohemian crystal glass 7-piece water sets in six assorted styles of beautiful, enameled and flower decorations and rich gold trimmings.

\$8.00

Fine Assortment of
**Quadruple Silver Plated
Hollow Ware**

12 PIECES

Butter, Spooner, Sugar, Creamer, Teapot, Bread Tray, Salad, Syrup, Cake Basket, Fruit Stand, Pickle Caster, Cracker jar. . . . **\$10.50**

Assorted Package of
Miscellaneous Toys

We have made up an unusually fine assortment of these best of all Christmas sellers, costing you

Forty Dollars

containing a big variety of all kinds of mechanical, musical, iron and wooden toys, balls, banks, tops, etc.

Combination Assortment
Books and Games

A splendid variety of the best selling staples in both lines. We have handled these goods for years and know the things that are sure to sell. Order one of these assortments. It will cost you. . . . **\$25.00**

Successors to
H. LEONARD & SONS
Wholesale

Leonard Crockery Co.

Grand Rapids, Mich.

Half your railroad fare refunded under the perpetual excursion plan of the Grand Rapids Board of Trade. Ask for "Purchaser's Certificate" showing amount of your purchase.

Crockery, Glassware
and
House-Furnishings