

## *Just Go*

If you mean to succeed, to make anything go,  
It won't do to guess; your need is to know.  
There are plenty of people who cumber the ground  
Who think they move on when they only move round.  
Have a purpose, and know that your aim is worth while;  
Don't chase Jack-o-lanterns for mile after mile.  
Don't try to be "smart"—it's a boomerang's flight  
That back on your head you will certainly light.  
Know your course, toe the mark and be ready to run;  
Be off at the signal; the race once begun  
Go ahead, like an arrow that flies from the bow;  
Don't weaken, don't waver, don't wobble—just go.

Arthur Chamberlain

## *They've Given Pa a Raise*

Say, you ought to hear ma singin'—she's as  
happy as a lark,  
And her smile stays on from mornin' till a  
long time after dark;  
She's been buyin' rugs and gettin' a new  
costly switch to wear,  
And she takes a cab whenever she goes  
callin' anywhere;  
She has bought herself a dimund, and you  
ought to see it blaze;  
Ma's as cheerful as a robin—they have  
given pa a raise.

Sister's busy gettin' dresses that'll cost an  
awful pile,  
And the hats that she's been buyin' are the  
very latest style;  
She's to go abroad this summer with some  
people named the Cooks;  
Is she happy? Well, I guess so! You can  
see it by her looks;  
She goes hummin' songs and dancin' and  
in forty thousand ways  
Lets us know that she is cheerful since  
they've given pa a raise.

Pa still works the same as ever, and he's  
smokin' stogies yet;  
Wears the suit he got last summer, and I  
guess he's still in debt;  
Anyway, he starts off early and comes  
home fagged out at night,  
And his forehead's gettin' wrinkled and  
his hair is turnin' white;  
Can't, somehow, help feelin' sorry as I sit  
and watch him gaze  
With a vacant look at nothin'. Yes, they've  
given pa a raise.

## *The Worker's Prayer*

God of the worker, hear my prayer,  
Nor leave unanswered long!  
Grant me the grace to do and dare,  
To keep my spirit strong.  
Let no mere hopes of gold or fame  
Debase my ideals high,  
But let me earn a stainless name  
As working days go by.

Let me forever do my best,  
Be honest, true and gay,  
And let me, elsewhere, know no rest,  
Alike by night and day.  
Give me to win, if this may be,  
Elate, but not o'erbold,  
Or, losing, from despair be free  
And anger proud and cold.

With those who pass me on the road  
May I, unpained, rejoice,  
To those who sink beneath their load  
Give help with hand and voice.  
From littleness of word and deed  
Keep thou my conscience clear,  
And let me slight no smallest need—  
God of the worker, hear!

John Coleman

## *Unsung*

As sweet as the breath that goes  
From the lips of the white rose,  
As weird as the elfin lights  
That glimmer on frosty nights,  
As wild as the winds that tear  
The curled red leaf in the air  
Is the song I have never sung.

In slumber, a hundred times  
I've said the enchanted rhymes,  
But ere I open my eyes  
This ghost of a poem flies;  
Of the interfluent strains  
Not even a note remains.  
I know by my pulse's beat  
It was something wild and sweet,  
And my heart is strangely stirred  
By an unremembered word.

I strive, but I strive in vain,  
To recall the lost refrain.  
On some miraculous day  
Perhaps it will come and stay;  
In some imagined spring  
I may find my voice and sing  
The song I have never sung.

Thomas Bailey Aldrich

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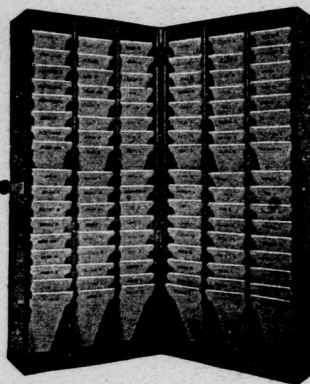
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Twenty-Fourth Year

GRAND RAPIDS, WEDNESDAY, APRIL 17, 1907

Number 1230

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### SPECIAL FEATURES.

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### COURTESIES PROFITABLE.

The Congressional Commission has visited Grand Rapids and the citizens have been given a fair and ample opportunity to express their opinions and offer their suggestions as to providing protection against floods. As a matter of courtesy on the part of the city toward the gentlemen of the U. S. Engineer Corps the tender of the Mayor's office was perfectly proper and the use of the Council Chamber was in accordance with the purposes of that apartment. In turn, the courtesy extended to the citizens by the Army officers was in keeping with practices of that Army whenever occasion to do so presents itself.

It may be that points of value were revealed to the distinguished visitors, but it would be nothing at all strange if no such disclosure occurred.

The probabilities are that Col. Lydecker and his associates will be able to agree upon a report, on the special topic assigned to them, which will be for the best interests of the city and a credit to the eminent corps to which they belong. We do not know what that report will be, but, having called in the services of the best experts available in the case, it is the duty of the citizens of Grand Rapids to accept the verdict of those experts without question.

If, on the other hand, there develops a tendency to criticize, scold and become sarcastic there should be, as a preliminary thereto, a respectful letter of thanks to Congress for its attention to our appeal and an equally respectful declaration to the effect that hereafter we will handle our own troubles without calling upon others for assistance. There has, in the past, been "something too much" of cavil and carping, of ill tempered complaints and haphazard advising upon this matter so full of technicalities, to reflect credit upon our people and, if we must continue in that fashion, let us at least be frank

enough to tell Congress and the U. S. Army that we will cope with the thing on our own hook.

### THERE ARE DIFFERENCES.

Andrew the Scot lost his head somewhat during the Monday session of the Peace Congress at Carnegie Hall, New York, because the President of the United States had in a letter dared to differentiate as between peace on the one hand and righteousness and justice on the other.

Mr. Carnegie pushed his spectacles up on his forehead and, declaring that righteousness and peace can not be divorced, added: "Imagine the state of mind of that man who insists that they can be divorced." The "that man" he referred to was Theodore Roosevelt and, while both the President and Mr. Carnegie are striving the best they know how to advance the cause of universal peace, there is this difference between them: The President is nothing if not practical in his efforts, while the steel king is, in this instance, somewhat utopian in his methods.

It wears a peculiar sound, does the word "utopian," when applied to any act or view of Mr. Carnegie's, but when he or any other wealthy man or learned man so far loses his sense of things as they are as to see in the near future the annihilation of the force of the old saw: "Eternal vigilance is the price of liberty," then he is dallying with an hallucination.

Mr. Roosevelt's letter to the Peace Congress is a masterpiece as an expression of sympathy with the scope and purpose of the Hague Court and of hope that a general arbitration treaty may soon be agreed upon by the nations of the earth; which is about as far as any man not a dreamer can go at present.

The Pioneer Press of St. Paul, in an article on the "standards of living," maintains that the more a man spends on food, clothing, furniture and other "luxuries" is not a proper criterion of the real standard of living. In other words, the man who lives very simply can have as high a standard of living as the man who lives up to his income. It is a mere matter of terms, but the fact is that the more money men make the more they do spend on those things. It is all very well to make fun of the workman's cry that his standard of living requires that he receive more wages and to say that the Japanese laborer lives as well on much less money. But he does not, and the man who spends more on these things is a progressive man and he gets much more out of life.

The creed that bases righteousness on a legal fiction will produce only a fictitious righteousness.

### A SUGGESTION OR TWO.

There is much to be done in this city shortly in the way of new sewers, new pavements, additional gas and water mains, and the like, and most infamous of all the conditions to be improved upon is the condition of the Ionia street pavement from Monroe street south. It is an old sore, three or four years old, and no signs, as the city fathers have seemed to hope, of "healing by first intention."

The street thus afflicted is not only the highway upon which are located many of our city's most important jobbing houses, but it is the thoroughfare the traversing of which yields a first impression of Grand Rapids to nine-tenths of the traveling public who pay us visits. Other streets not at all comparable in importance or publicity or taxable values have been paved or repaved the past four years and it would seem that, as a mere matter of fairness and decency, the section of Ionia street referred to should receive immediate attention—immediate because the summer tourist season and the furniture fair season are but a very few months away, when that street will be crowded dozens of times each day with visitors; strangers who will become amazed at our negligence or old acquaintances who will be disgusted by our shiftlessness if the improvement is not made.

A year ago the claim was that it was impossible to do anything until the Street Railway Company laid its new rails; and in turn the Street Railway people offered the excuse that it was impossible to procure the rails. Just what the argument may be the coming summer remains to be revealed. And so if the city authorities and the railway people will kindly declare themselves at once they will confer a lasting favor upon a long suffering and outrageously abused section of the city.

Another exposition possible for the Street Railway people to make is as to whether or not they intend to await the summer rush to Reed's Lake and their Ramona Park before properly relaying their tracks extending from Commerce street east to Jefferson avenue, so that two cars may pass each other on the parallel tracks without raking their upper decks fore and aft. And if they do propose so to wait, do they expect to interrupt their income during the busy season sufficiently to make the improvement?

The Tradesman calls attention to these matters thus early in the season in the hope that the kindly suggestions may bring valuable returns and assure such returns, in case the needs indicated are promptly filled, in an increase of public respect and patronage for their enterprise.



## EXCESS BAGGAGE.

## Exhaustive Review of the Entire Situation.\*

In fulfillment of the resolution of the Board of Directors at their meeting in July, 1906, your President appointed a committee of three, consisting of W. H. Sigler, of the Root & McBride Co., of Cleveland, Ohio; Howard Durham, of Marshall Field & Co., of Chicago, Ill., and Robert Geddes, of the Havens & Geddes Co., of Indianapolis, Ind. (chairman), the latter having the privilege of substituting Frank T. Day for active attendance at the Committee's meetings. This Committee, to be known as the Excess Baggage Committee, was instructed to investigate the complaint that overcharges were being exacted by the various railroads of the country for the transportation of baggage in excess of the weight of 150 pounds, which is carried free, also the existence of inequitable legal conditions governing commercial baggage and report their findings to the next annual convention of the Association.

Cheerfully obedient to those instructions your Committee met at the Auditorium Annex Hotel in Chicago Sept. 25, and in Cleveland, Ohio, Dec. 27, 1906. The subject was approached with a feeling very much like that of the ducky, decrepit with age and poverty, who was accosted by a robust individual of wealthy appearance and asked to change a five dollar bill. The old ducky, his eyes gleaming at the rare sight of a bill far beyond the measure of his purse, replied, "I se afeared I can't exchange five dollars with yer all to-day, sah, but I se much obliged to yer foa de compliment jes de same."

Nevertheless a thorough discussion of the subject and comparison of notes was had, the principal points of which are herewith presented for your consideration:

As far as we can learn the present scale of excess baggage rates was devised some twenty years or more ago, no evidence being found of any higher rates within that period, aside from minimum rate per 100 pounds, which seems to have fluctuated between 25 and 15 cents, most of the roads having reduced gradually to the latter figure. Do not confuse this with the minimum total charge which in practically all cases is 25 cents, and of which provision we do not recommend any attempted disturbance at this time. Tracing forward over a period of twenty years up to the present there is found marked advancement in the line of improved facilities, increased capacities, enormously developed volume of traffic and vastly enlarged express business; all having a tendency to reduce the average cost of hauling baggage. Beside these changed conditions is the tendency of the pleasure traveler and the occasional visitor of friends and relatives to travel with lighter luggage than formerly, because of the greater frequency and consequently short duration of such visits on the average. We think it is correct to

assume that passenger rates were compiled on the basis of the expense of carrying 150 pounds of baggage with every passenger, and that excess baggage charges were figured to show a round profit over the cost of handling. At least we must conclude that they were based profitably, for they are practically uniform and operate under the influence of the territorial railroad associations; and it would certainly be a most unworthy act of inappreciation of the brains of our railroad men were we to give the slightest encouragement to the thought that they would effect their associations and maintain their organizations for the purpose of preserving unprofitable revenues. None of us ever saw a train that carried in its baggage section a tonnage equal to anywhere near 150 pounds for every one of its passengers, hence it seems to have never been necessary to meet the contingency provided for amply by the rates in daily use. All this time the increase in commercial baggage has gone on to an extent so vast that we must construe that the relief from carrying a very large percentage of what could be taken free and replacing it with tariff paying baggage has constituted an exceedingly profitable manipulation or Providence, to the benefit of baggage department earnings. We even find the strange coincidence of a lower charge for the special and reserved accommodation of a seat in a luxurious Pullman car with detached attendant that we have to pay for the equal of our own weight in excess baggage to ride in the baggage car.

The answer of passenger and baggage department officials to those claims is that the baggage departments of practically all the roads are being operated at a loss, that exceedingly costly equipment, comprising mammoth locomotives that consume enormous quantities of fuel, and modern cars of great strength and furnished more expensively and conveniently than those of any other country of the world, have been purchased, with which the addition of thousands of miles of new track and the replacement of light rails with heavy ones, the construction of great fills and making deep cuts in hills have usurped a distressingly large portion of their earnings. It is asserted that the traveling public and especially commercial travelers are uncompromising in their demands for absolutely punctual handling of their baggage; that commercial baggage seldom reaches a station more than a few minutes before train time and that a large force and heavy expenditures are required to maintain the high state of efficiency in this branch of the service, which is now attained. We are also confronted with the assertion that a large number of roads issue excess baggage books providing for \$25 worth at a cost of \$20, or \$12.50 worth for \$10, and that merchants by their neglect of this reduced rate provision have shown that they have no desire for, or particular interest in, the accomplishment of any reduction in the present rates. This recital of circumstances, while true, puts the proposition in a misleading form, and to state the case

fully it is necessary to explain that the use of baggage books is made impracticable by the fact that one book is good on only one road and that the average traveling man would have to carry half a dozen books to take in all the roads over which he traveled; to say nothing of the absurdity of a busy traveling man subjecting himself to the necessity of rechecking at every junction and in all probability incurring a lay-over in every case of close connection. Additional to these prohibitive conditions is the fact that the number of roads issuing such books is comparatively few. That merchants are not slow to take advantage of concessions that are susceptible of practical adoption is conclusively proven by the universal use of mileage books after the addition of the interchangeable feature, and it will be readily seen that there is a wide difference between the practical features of mileage books and excess baggage books. Giving the claims of the railroads their full measure of credence, we need not in the least alter our conclusion that present day excess baggage charges, fitting as they did the conditions of twenty years ago, are widely inconsistent with the situation at this time. Should any fears arise that the revenues of our railroads, if materially reduced in the line of our efforts, would fail to afford the facilities of development, which we willingly concede them, consolation may be had in the knowledge of their ability to exhibit such eminently sound financial conditions that the world's most prudent financiers are led to advance loans so vast in amount as to bewilder the comprehension of the average citizen, beside which is the proof in the issue of the excess baggage books already mentioned that present tariffs are susceptible of moderation. If any more evidence of the fact that overcharges are incurred by the schedules and regulations now in use were needed, it might be found by consulting any one of a number of folders issued by the passenger departments of the various roads, a specimen of which is the following excerpt from the folder of the Pennsylvania Railroad: "Excess weight will be charged for at regular tariff rates which are usually about 12 per cent. of ticket rates per 100 pounds." Anyone would naturally conclude from this that baggage tariffs conformed entirely to a 12 per cent. basis, but it seems that the "usually about" proviso in the above quotation has been extended beyond its implied limitations and has through its suave tenor induced that reposeful confidence in the drummer and merchant which has held them in a dormant state on this proposition until a short time ago. Taking the tariff issued by the Wabash Railroad as our example (the various schedules examined differed only in slight degree) we find first that 15 cents per 100 pounds is charged when the fare at 3 cents per mile is from 5 cents to \$1.25. The man who travels forty-one miles at a cost of \$1.25 on a 3 cent basis is charged only 12 per cent. when he pays 15 cents per 100 pounds for his baggage, but what about that great host of dry goods traveling men and commercial trav-

elers in many other lines, whose moves would average twenty miles or less, and who through the working of the 15 cents per hundred minimum are paying 25 per cent. instead of 12 per cent. for their baggage? Leaving this feature of the schedule without further comment, we come upon the next step in the scale, which provides that 25 cents per hundred shall be the rate where the fare is from \$1.26 to \$2.10. This rate is 12 per cent. where the fare is \$2.10, but on \$1.26 it amounts to 20 per cent. and its actual basis under the combination of fares embraced is a small fraction under 15 per cent. Even this seemingly small deviation from the 12 per cent. basis is sufficient to prove very costly to your expense accounts. As we examine the higher charges in the schedule they are shown to relax until they come close enough for practical purposes to a 12 per cent. basis, the charge being 12½ per cent. on a \$4 fare, 12¼ per cent. on a \$10 fare, and so on, down to practically 12 per cent.

The facts already set forth should, in the judgment of your Committee, furnish ample grounds for the conclusion that excess baggage charges are unreasonably high and should be moderated. With this agreed there remain to be determined the following points:

1. What changes shall be demanded?
2. What steps have already been taken in that direction and what obstacles have been encountered?
3. What alliances are desirable?
4. What course shall be pursued?
5. What expense is justified in the pursuit of the results desired and how shall it be provided?
6. What is the extent of the financial interest of the members of our Association in this matter?

The answer to the first question, of what changes shall be demanded, has already been intimated. The minimum rate per 100 pounds should be reduced and the schedule of rates should be corrected to operate uniformly on an average of 12 per cent. An acceptable alternative to the reduced schedule would be the issue of interchangeable excess baggage books good for \$2 at a cost of \$20, or \$12.50 in baggage transportation for \$10. An adjustment of this nature should operate successfully from the railroad standpoint as it would obviously admit of greatly simplified accounting in the baggage department, and would overcome the leakage which would seem easily possible under the present system. However, before seeking to effect such arrangement good authority should be consulted in order to be sure that it would not be in violation of the national rate law covering inter-state commerce.

Of the steps already taken it should be reported that the Legislature of Arkansas in 1896 enacted a statute limiting excess baggage rates to 12½ per cent. of a first class passenger fare per 100 pounds, providing that no total charge should be less than 25 cents and assessing fines of \$10 to \$25 for violations.

Some time after the passage of this law a decision by the Supreme Court

\*Report of the Excess Baggage Committee of the National Wholesale Dry Goods Association at annual meeting held in New York City, January 17, 1907.



of the State declared that it did not apply to trunks containing commercial samples or merchandise because of the rulings of an English court of the past ages, which has been followed by a number of courts in the United States, proclaiming that such samples are not baggage and have no standing in laws governing baggage.

Subsequent to the Arkansas decision the law of that State was practically copied and passed by the legislatures of Missouri and Indiana in 1903, excepting that the Indiana law restricts the rate to 12 per cent. and assesses fines of \$25 to \$100. In Missouri, where "show me" is the order, the railroads obeyed the law. In the light of their treatment of the proposition elsewhere this meek submission is unexplainable.

In Indiana the law had a peaceful slumber until the summer of 1905, when the attention of some of the jobbers was called to it by members of the T. P. A., and after the accumulation of numerous evidences of overcharges in the form of receipts taken by traveling men, complaint was made to the Railroad Commission of Indiana. The Commission issued orders to the railroads of the State to change their charges to conform with the law, and then appeared the railroad lawyers who began to weave the tangle of technicality. A call for a mass meeting was sent by the Commission to numerous parties thought to be interested, with the result that there appeared two railroad lawyers, one representative of the T. P. A. and one in the interest of the wholesale houses. Obviously, nothing was accomplished aside from an appointment for another meeting, to which one of the members of your Committee agreed to bring a committee of jobbers with full power to agree to reasonable regulations. In point of attendance the second meeting was very successful. It is well that it had one successful feature. After a laborious debate on the subject, lasting nearly four hours, the conference adjourned without having accomplished any agreement. A few days later, however, the Baggage Agents' Committee sent through the Railroad Commission a proposition to reduce the minimum 100 pound rate from 15 cents to 12 cents in consideration of the agreement by the wholesale people to make no further agitation of the subject and abide by the remainder of the present schedule. This was declined and the rejection brought out indignant comments by the railroad people on our refusal to accept their proposition to overcharge us in the future a little less than they had in the past, and get in return an agreement establishing a precedent for their use in nullifying all subsequent efforts for reductions of rates.

After a further exchange of fruitless correspondence a suit was brought in the Circuit Court of Marion county, Indiana, by the Railroad Commission of Indiana, to compel obedience to the law.

The decision in this case, which was rendered in May, 1906, was that the law was not applicable to commercial samples because they are not baggage from the law standpoint. It is a startling awakening and seems a

paradox even to many experienced lawyers, to be confronted by numerous decisions that trunks of commercial samples are not baggage, and it appears to your Committee an absurdity that in progressive America we should be so precise in clinging to an antique English decision and yet so delinquent in following England's advancement in the treatment of commercial samples as evidenced by advices received from the American Consul at Liverpool, Mr. John L. Griffiths. English railways carry 150 pounds of personal baggage free for the holder of a first class ticket, but for the traveling salesman accompanied by commercial samples 300 pounds are carried free. Excess weight is subject to charges designated by two schedules, A and B.

Schedule A, in the language of its caption, applies to "Ordinary Passenger's Luggage," while Schedule B (which calls for just one-half of the rates of Schedule A) applies to "Commercial Travelers' Luggage." Perhaps our slight departure from the authority of Webster's Dictionary will account for our standstill and England's progress in this channel, for it will be noticed that we universally employ the word "baggage," which Webster defines as "utensils and other necessities of an army; luggage," whereas the separate definition of luggage, the word used in England by the same authority, reads: "A traveler's trunks, etc." The work of removing this obstacle which jeopardizes the untrammelled handling of our baggage is before us and we must compel recognition of the influence of commercial baggage in producing a large percentage of freight traffic. There never has appeared the willingness to accord commercial baggage any advantages over personal baggage, but, on the contrary, a feeling of prejudice against the former has come to the surface, as is shown by the closing paragraph of a letter written by the baggage agents in the course of treaty negotiations in Indiana, which is as follows: "Under present regulations everything that is presented at our baggage rooms in trunks and other kinds of proper receptacles for transportation in our baggage cars, is classed and treated as baggage, and we sincerely hope that we shall not be crowded to the extremity of making a distinction between personal baggage and merchandise and commercial samples, and charging a higher rate for the latter."

In the conference which preceded the letter just quoted the spokesman of the baggage agents made the statement that they were agreed in wishing that commercial baggage could be absolutely eliminated from the railroad business. Can you reconcile that with the fact that they have been taking all the business in that line that they could get, and have shut their eyes to the knowledge of the contents of commercial trunks, in order to hold in the background, for use in case of danger to their overcharge scale of rates, the privilege of refusing every trunk containing samples, which the court decisions, previously mentioned, have accorded them these many years, and of which

they were too well aware for our later comfort.

At the time of the conference the Merchants' Committee was laboring under the delusion that the court would call baggage that which is universally known and treated as baggage, and therefore did not fully realize the impudence of the remark. The result in Indiana has been shown; and in the farther Eastern section strong efforts have been put forth with the Central Passenger Association by a committee from the cities of Buffalo, Chicago, Cincinnati, Cleveland, Columbus, Detroit, Pittsburgh and Toledo, of which one of the members of your Committee was chairman. The railroad interests have, up to the present, succeeded in resisting the efforts of this Committee.

Having acquainted you with the steps already taken and the obstacles encountered we proceed to the consideration of desirable alliances. The Travelers' Protective Association is an organization of great strength and influence and has done considerable work along this line.

Shoe jobbers and manufacturers are also deeply involved in the payment of excess baggage charges and they have an association through which the subject may be handled. Queensware jobbers, as well as wholesale toy and notion houses, bear a great deal of baggage expense, but they do not seem to be organized and could not readily be allied to our efforts collectively. Millinery jobbers pay somewhat less of this class of expense than the others that we have mentioned, but the subject has had some earnest consideration in their Association. Wholesale clothiers and wholesale jewelers have strong associations and we believe their co-operation could be readily enlisted. The combination of the interests mentioned with that of your Association would, in the opinion of your Committee, be advantageous from several standpoints:

1. Disorganized effort progresses about like the sick wife of the Irishman, who, when his neighbor asked how she was getting along, replied, "Well, if there's any change at all, she's about the same."

2. A conference of those who have given a great deal of thought to the subject should result in the concentration of their ideas into a plan of campaign of far greater efficiency than could otherwise be produced.

3. The elimination of waste in the form of duplicated effort and expense is obviously a feature of considerable consequence.

We therefore recommend an alliance of the interests already mentioned as far as practicable and obtainable without excessive delay.

As to the course to be pursued by this Association, after mature consideration of the subject, we would advise that the prosecution of the Association's interests in this line be referred to a committee of five, with power to take independent action, or proceed with an organization of a conference of committees representing various lines.

The process of pursuing this matter will involve some expense, and

we would suggest that in the event of action by the convention providing for the appointment of a new Committee, all expense of such Committee's action shall be paid out of the treasury of the Association, provided that no expense shall be incurred without the previous approval of your President. An equitable plan in the event of concentrated action would be to prorate all expenses subsequent to the first conference, according to the extent of financial interest of the various allied factors. As far as we can anticipate, the costs to the Association in this matter will consist almost entirely of expense incurred in attendance at such conferences as may be held, unless it should be found necessary to attempt the enactment of new law on the subject, in which case some additional expense would be incurred in drafting a bill and getting it before Congress. Such a law would, of course, apply only to inter-state commerce, but in all likelihood it would rarely occur that the inter-state regulations would not be used within the State and such cases could have individual consideration and treatment.

Some of you perhaps have never thought of the financial saving to be derived from a proper moderation of excess baggage rates; hence we deem it pertinent to make brief reference to that element of the subject. We have not attempted to compile even approximately accurate data, believing that safely conservative estimates, which probably fall far short of the actual expenditures, will be sufficient to enlist in this matter the active interest and co-operation of every member. It appears that the members of this Association pay annually excess baggage charges aggregating over \$1,500,000, to whom the realization of the corrections previously recommended in this report would accomplish a saving of from \$300,000 to \$400,000 each year. We hope, therefore, that our appeal to your convention to pursue this matter earnestly will not be in vain. The right of eminent domain must carry its obligation and its penalties along with its grants, and we are confident that an avenue will be found leading to the proper relief. It is a complex proposition with many barriers across its path, and while it may not be possible to bring about satisfactory results within six months or even a year, patient persistence, backed by determination and unswerving perseverance, will surely produce a degree of relief closely approaching your most sanguine expectations.

Toward that effect your Committee offers the following resolution, hoping that it may merit your assembled approval and that its adoption may start a winning campaign:

Whereas—It has been shown to this Association in convention assembled that charges for the transportation of excess baggage are unreasonably high, that the lack of interchangeability prevents the practical use of the baggage books issued by a number of roads, and that inequitable legal conditions govern commercial baggage; therefore be it

Resolved—That the President be  
(Continued on page six.)



## AROUND THE STATE

### Movements of Merchants.

Gladwin—Isaac Hanna has re-engaged in the furniture business.

Port Huron—John Schaeffer will open a meat market on Church street.

Northville—J. H. Cork has opened a bakery and is now ready for business.

Addison—Colwell Bros. succeed Colwell & Colwell in the grocery business.

Leslie—D. C. Morea will succeed S. J. Helme in the restaurant, bakery and cigar business.

Charlotte—Henry Heyman succeeds his father, Manuel Heyman, in the meat business.

Boyne City—J. M. Palmer is succeeded in the bazaar business by R. E. Mason, of Mancelona.

Armada—Malloy & Fassett are succeeded in the agricultural implement business by Bailey & Ruby.

Muskegon—R. F. Strong, grocer, has sold his stock to Otis E. Cutler and will soon leave for the West.

Pontiac—Eugene F. Lawson has disposed of his meat market to Hollway & Allen, it being his intention to go West.

Jackson—J. A. Phillips is succeeded in the meat business by Geo. Glaspie, who has been in his employ for several years.

Saranac—C. E. Huhn, dealer in dry goods and groceries, has sold his stock to Buriff & Herman, who have taken possession.

Albion—The grocery stock of Frank Reed has been purchased by Mr. Oxby, of Partello, and Will Krenerick, of Sheridan.

Onaway—W. W. Smith and L. D. Smith have formed a copartnership under the style of Smith Bros. and will soon open a grocery store.

Boyne City—Wm. P. Rowan has sold his interest in the meat firm of Ingersoll and Rowan to Mr. Ingersoll, who will continue the business.

Augusta—The shoe and crockery store of C. M. Bradish has been closed by his creditors, the stock to be sold at sheriff's sale to satisfy a trust mortgage.

Plymouth—Otto Beyers, of Detroit, has purchased the drug stock of Dr. John G. Mieler, who is now 84 years old and is one of the oldest druggists in the State.

Hudsonville—Wm. Beck, formerly engaged in trade at Zutphen, has purchased the stock of general merchandise of L. M. Wolf and will continue the business.

St. Johns—Stone & Bergin, dealers in grain and produce, have dissolved partnership, Mamie F. Stone retiring. R. D. Bergin will continue the business as heretofore.

Benton Harbor—The Higgins Bakery Co. has been incorporated to conduct a general bakery and confectionery business with an authorized capital stock of \$10,000, of which amount \$3,200 has been subscribed and paid in in cash. Operations are to be carried on at Benton Harbor and St. Joseph.

Charlevoix—W. H. Smith & Son have sold their grocery stock to W. Vandercook and son, Clarence, who were formerly engaged in the same line of trade at Manton.

Bangor—McKinney & Farrington, who have been conducting a general store, have dissolved partnership, Mr. Farrington retiring. Mr. McKinney will continue the business.

Kalamazoo—W. G. Austin is succeeded in the men's furnishing business by L. W. Hubbard. Mr. Hubbard formerly traveled for several years for Marshall Field & Co.

Charlotte—Grant Kiplinger, of Benton, has moved here and acquired an interest in the firm of E. B. Pierce & Co., implement dealers, and will devote his time to the business.

Sturgis—Chas. Neuman, who has been conducting the hardware and implement business at Williamsport, Ind., will soon remove to this city and engage in the same line of trade.

Leslie—Philip Woodworth, who has been employed in the hardware store of Grout & Darling for several years, has engaged in the hardware business at Munith with his father, J. Woodworth.

Fenton—John D. Mabley has sold his clothing stock here to Lem McCurdy and Mr. McCurdy's son-in-law, Robert Goodfellow, of Swartz Creek, and will now devote his entire attention to his Detroit store.

Cadillac—S. W. Wilson, of Frankfort, has purchased the undertaking business of A. H. Webber and is already here. When not otherwise engaged he will assist as salesman in some of the Webber store departments.

Constantine—A. D. Burtch & Co. have sold their stock of furnishings and clothing to Shafer & Schult, who operate two clothing houses in Elkhart, Indiana. Mr. Burtch will remain in the store with the new firm for some time.

Rockford—Henry F. Burch succeeds C. A. Haner in the firm of Haner & Haskell, the firm to be known in the future as Haskell & Burch. Mr. Haner had been engaged in the wagonmaking business for nearly forty years.

Suttons Bay—A corporation has been formed under the style of Peterson, Braathen & Co. to deal in dry goods, clothing and furnishings with an authorized capital stock of \$11,000, all of which has been subscribed and paid in in property.

Fowlerville—Fred A. Rathbun has sold his stock of general merchandise to his former partner, C. H. Bristol, and John Finlan and Francis Cumiskey, who will continue the business at the present location under the name of Bristol, Finlan & Cumiskey.

Parma—The banking business formerly conducted by W. H. Burleston & Co. under the style of the Bank of Parma has been merged into a commercial and savings bank under the name of the Farmers and Merchants State Bank of Parma, with an authorized capital stock of \$20,000, all of which has been subscribed and paid in.

Chelsea—L. T. Freeman, druggist, and J. S. Cummings, grocer and dry

goods dealer, have merged their business into a corporation under the style of the Freeman & Cummings Co. and will conduct the general merchandise business with an authorized capital stock of \$25,000, of which amount \$23,000 has been subscribed, \$126 being paid in in cash and \$22,874 in property. Ralph Freeman is also connected with the new company.

Alpena—The Alpena Hardware Co. is the name of a new concern that will engage in the general retail hardware business at 249 Second avenue, May 1. The members of the new concern are C. E. Moore, of Saginaw, and James Forman and Robt. Lough, of this city. Mr. Forman will have active charge of the store. He has had twelve years' experience in the hardware business, six years of which has been with Potter Bros.

### Manufacturing Matters.

Detroit—The capital stock of the Iron-Ox Remedy Co. has been increased from \$25,000 to \$300,000.

Port Huron—The Wolverine Mattress Co. will soon move to this place from Detroit.

Lansing—The Gerson-Carey Co., which conducts a foundry, has increased its capital stock from \$6,000 to \$15,000.

Jackson—The Michigan Wagon & Manufacturing Co. has increased its capital stock from \$50,000 to \$100,000 and removed to St. Johns.

Sault Ste. Marie—The Soo Skirt Co., which conducts a manufacturing and laundry business, has increased its capital stock from \$25,000 to \$75,000.

Detroit—A corporation has been formed under the style of the Detroit Cash Register Works to manufacture cash registers with an authorized capital stock of \$1,000, all of which has been subscribed and paid in in cash.

Saginaw—A corporation has been formed under the style of the Valley Grey Iron Foundry Co. which will conduct a foundry and machine business with an authorized capital stock of \$20,000, of which amount \$15,100 has been subscribed and paid in in cash.

Detroit—The International Marine Motor Co. has been incorporated to manufacture and sell marine and gasoline engines with an authorized capital of \$20,000, of which amount \$16,000 has been subscribed, \$1,000 being paid in in cash and \$15,000 in property.

Detroit—The American Overall Manufacturing Co. has merged its business into a stock company under the same style with an authorized capital stock of \$10,000, of which amount \$6,500 has been subscribed, \$6,000 being paid in in cash and \$500 in property.

Alger—A southbound log train jumped the track Friday night at this place, plowing into the depot and demolishing it, starting a fire which spread to A. A. Geister's general store near by and burning the same. Loss on Geister building and stock about \$3,000.

Detroit—A corporation has been formed under the style of the Crescent Motor Car Co. to manufacture

automobiles and self propelled vehicles with an authorized capital stock of \$75,000, of which amount \$40,010 has been subscribed and \$40,000 paid in in property.

Mancelona—A corporation has been formed under the style of the Mancelona Screen Co., which will conduct a manufacturing business, with an authorized capital stock of \$10,000, of which amount \$6,000 has been subscribed, \$2,500 being paid in in cash and \$2,500 in property.

Petoskey—The Hollow Wall Machine Co. has taken possession of the office and factory formerly occupied by the Blackmer Rotary Pump Co. The company manufactures the Lancaster Hollow Wall Molding Apparatus, of which C. F. Lancaster is the inventor and is President of the company. The other officers are James A. Hodges, Vice-President; W. J. Rachow, Secretary and Treasurer, and G. E. Hodges, General Manager. The machine manufactured by the company is designed to lay up hollow walls for cement buildings.

Battle Creek—A demurrer has been prepared by the stockholders of the defunct Record Printing and Box Co., in a case pending in the United States Court at Detroit, involving stock liability. As all Michigan is watching the case with trepidation, the circumstances interest thousands. Attorney W. F. Jacobs, late receiver of the company, sues the stockholders to make them pay for the water in their stock. If he wins every company organized under the "limited partnership" law in Michigan is in the same danger. Investors here, heavily involved in several companies that failed, will be ruined if the case is won by Attorney Jacobs and others started along the same line. The stockholders claim Judge Swan has no jurisdiction over the case, and in the demurrer it is claimed that the matter must be threshed out in the local Circuit Court, then the State Supreme Court.

### Will Establish Branch House in Detroit.

Detroit, April 16—Ely & Walker, dry goods manufacturers in St. Louis and the third largest firm of the kind in the United States, are making preparations to open a sales department in this city, which is to be headquarters of the company throughout Michigan and surrounding territory.

The new jobbing house is to be under the supervision of W. W. Sotherland, who has been in Detroit for the past two weeks. The location of the new house has not as yet been definitely decided upon, although it will be in the downtown district. Mr. Sotherland has several places in view, but refuses to discuss their whereabouts until after a consultation with his firm. The house is to deal only with the wholesale trade and will have no retail department.

Ely & Walker have long left the need of a branch house in this section of the country and owing to the large sales in Michigan, and especially in the vicinity of Detroit, this city has been chosen to be the location of the house, which is to be headquarters for the trade in Indiana and Ohio, as well as in Michigan.





### The Produce Market.

Apples—Supplies of fancy stock are pretty well cleaned up. Spys, \$3.25; Wagners, \$3; Baldwins, \$3; Greenings, \$2.75; Colorado stock in bushel boxes fetches \$2.25 for Jonathans and \$2 for Kings.

Bagas—\$1.35 per bbl.

Beets—\$1.35 per bbl.

Butter—The market has ruled firm during the past week. There has been a very active demand for the fine grades particularly. Prices have remained unchanged throughout. Fancy butter is very scarce and will probably remain so for two or three weeks. Stocks of held butter are about exhausted and the trade is being mostly supplied by the current make. This is very light and will remain so until the creameries open and begin to supply the market. Under-grades are cleaning up and by the time fresh arrives butter of all sorts will be well disposed of. Creamery is held at 30c for No. 1 and 31c for extras. Dairy grades are held at 26c for No. 1 and 18c for packing stock. Renovated is in fair demand at 26½c.

Cabbage—75c per doz.

Celery—75c for California.

Cocoanuts—\$3.25 per bag of 90.

Cranberries—Late Howes from Cape Cod are in moderate demand at 9 per bbl.

Cucumbers—\$1.35 per doz. for hot house.

Eggs—The market is very firm on the ruling basis. Receipts are about as usual for the season, and the quality is very fine. There is an active demand for speculative purposes, and the market will probably be maintained on the present basis until warm weather sets in, after which conditions will depend on the production. Dealers are paying 15½c for stock today, finding a ready market for their stock on the basis of 16½c.

Green Peas—\$1.50 per bu.

Honey—16@17c per lb. for white clover and 12@14c for dark.

Lemons—Californias and Messinas are strong at \$5@5.25 per box.

Lettuce—12c per lb. for hot house.

New Beets—50c per doz.

New Carrots—50c per doz.

Onions—Home grown are in moderate demand at 75c per bu. Texas Bermudas are now in market, commanding \$2.50 per crate for white and \$2.25 for yellow. Spanish meet a limited demand at \$1.65 per 40 lb. crate.

Oranges—\$3.25 for large stock and \$4 for the more desirable sizes. California shippers are seriously hampered by their inability to get cars, and it is estimated that half the crop of navels is still on the trees. Shippers are using all available cars to rush to the East the large sizes of navels, and this makes the lemon market strong. The small sizes of navels are in greater demand and conditions are such that 200's must be retailed at practically the same prices as 96's. There are some advances on the

smaller sizes of navels this week.

Parsley—35c per doz. bunches.

Pieplant—\$1.65 per 40 lb. box of hot house.

Potatoes—Country buyers pay 20@25c.

Poultry—Local dealers pay 12½c for live hens and 16c for dressed; 13½c for live chickens and 16½c for dressed; 13c for live ducks and 15c for dressed; 16c for live turkeys and 17@20c for dressed. Receipts are small. Good stock brings top prices.

Radishes—Long fetch 30c per doz. bunch.

Spinach—\$1 per bu. for Illinois.

Strawberries—\$2@2.25 per crate of 24 pints.

Sweet Potatoes—\$4 per bbl. for kiln dried Jerseys.

Veal—Dealers pay 5@6c for poor and thin; 6½@7½c for fair to good; 8½@9c for good white kidney from 90 lbs. up. Receipts are meager and the market is strong.

### The Boys Behind the Counter.

Hastings—Arthur Allen, of Grand Rapids, has taken a position as salesman with C. W. Clarke & Co. Mr. Allen has had experience in the leading shoe stores in Grand Rapids.

Stanton—C. E. White, who left Stanton some time ago and purchased a drug store at Pentwater, which he later sold and accepted a position as traveling salesman for a Muskegon firm, has returned to this place, and is now filling his old position as pharmacist in the Hawley Co. store.

Ionia—J. Fred Schaffer has given up his position with Lauster Bros., and will go to Detroit next week to take a place in the provision store of F. J. Schaffer & Co., the senior member of which is his son. Mr. Schaffer has been with the Lausters six years, and has been identified with the grocery trade in this place for twenty-seven years.

A corporation has been formed under the style of the Michigan Pearl Button Co., which will conduct a manufacturing business. The factory site has not yet been selected. The company has an authorized capital stock of \$1,200, all of which has been subscribed and \$300 paid in in cash and \$900 in property. The officers of the company are Floris Ross, President; Bert Petter, Secretary and Treasurer.

A corporation has been formed under the style of the National Stuffing Co. to manufacture and sell upholstering and stuffing material, with an authorized capital stock of \$25,000, all of which has been subscribed, \$2,500 being paid in in cash and \$12,500 in property.

Herry Koopman, formerly of the firm of A. Langland & Co., of Muskegon, recently succeeded H. M. Bergeron in the grocery business at 625 South Division street.

The Aldine Grate & Mantel Co. has increased its capital stock from \$30,000 to \$75,000 and changed its name to the Rathbone & Panigot Co.

The capital stock of the Luce & Banks Co. has been increased from \$5,000 to \$7,500.

### The Grocery Market.

Sugar—Actual Rio and Santos are off about ¼c per pound. It is now positive that the current crop will reach the enormous aggregate of 18,000,000 bags. This is allowing for a falling off in the receipts. Up to date 16,500,000 bags have been received, with two and one-half months still to come. If the receipts do not fall off the aggregate will be between 18,000,000 and 19,000,000. Even with a very large decrease in the crop of 1907-08 there would still be an available supply far in excess of the consumption. Under these circumstances it is becoming a question whether the Brazilian syndicate can hold the market. Already it is dragging away from them, with the worst still to come. The syndicate has bought a lot of coffee and taken it from the market. This is now regarded by some authorities as a weakness rather than a source of strength. Mild coffees are steady and unchanged. Java is very firm and shows an advance of ½c in first hands. The active consumptive demand is the only reason, and some of the larger buyers are prophesying a gradual further advance aggregating 2@3c during the year. Mocha is steady and unchanged.

Tea—Prices are steady on the ruling basis, with no indication of any material fluctuation. The demand is fair, but is for actual wants only.

Canned Goods—Future tomatoes are neglected and efforts to interest buyers in spot goods are unavailing. Peas are scarce and strong, as are also beans, but these lines, too, which have been all along the most active on the list, are at present very quiet. Spot asparagus is the only thing in the line that is wanted, and that is only obtainable in small lots at very full prices. Crop reports from all quarters indicate the possibility of a shortage in most fruits, and as a consequence holders of the small remaining spot stocks are confirmed in their determination to keep prices firmly up to quotations. There is at present, however, only light demand for California apricots, peaches and cherries, while other fruits are neglected.

Dried Fruits—Apricots are unchanged and very few are moving. Apples are unchanged and moderately active. Raisins are in fair demand for all grades, but particularly for seeded goods. Loose Muscatels are quiet. Prices show no change for the week. Currants are about ¼c easier on account of increased supply. Prunes are still dull and rather easy. Stocks are getting too low, however, and enquiries are increasing. Usually holders are anxious to sell at this season in order to avoid storage charges, and this explains the easing off. Peaches are dull and neglected at high prices.

Cheese—The market is about unchanged. Stocks are gradually decreasing and holders are apparently willing to part with their stocks on the present basis. No new cheese will arrive for probably a month, and by that time stocks of old cheese will be very low. The market is not likely to show any radical change for some little time.

Fish—Cod, hake and haddock are

fairly active, considering the season. Prices are unchanged. Sardines are unchanged, both domestic and foreign, and the demand is still dull. Salmon is steady to firm and in light demand. The fish market is extremely dull. Norway mackerel are quiet, but still firm on account of scarcity. Irish mackerel are easier and dull.

Provisions—Everything in smoked meats is held on the ruling basis. Pure and compound lard are unchanged, and both grades are in good demand. Barrel pork, canned goods and dried beef are all unchanged and fairly active.

### The Grain Market.

Wheat to-day is selling at about 1c per bushel less than one week ago. Chicago May is now 78c, while one week ago the same was quoted at 79@79½c. The visible supply showed increases of 1,520,000 bushels of wheat, 254,000 bushels of oats, 248,000 bushels of barley and decreases of 778,000 bushels of corn and 196,000 bushels of rye. Damage reports continue to come in from the Southwest and the drouth and ravages of insects will decrease the acreage very materially. One year ago May wheat was selling at 3c per bushel higher. May corn was selling at practically the same figure, or 47c per bushel, and May oats were selling at 32c per bushel, while to-day May oats are 43½c per bushel.

There has been a fair movement of coarse grains the past week, especially corn, as the weather has been more favorable, and corn is now running through in better condition, but should the weather turn warm the corn now running is of such quality that trouble by heating is sure to follow. Damaged kiln dried corn is offered freely from the large grain centers, and while not perfectly sweet, this corn will now stand hot growing weather without further trouble, the germ being killed by roasting.

Oats continue very firm, cash oats now selling at 47c in Detroit for No. 3 white, and local movement is light even at the advance. Farmers seem to be holding for 50c per bushel.

L. Fred Peabody.

The Leonard Crockery Co. is moving its stock into the store being vacated by the retail department. This building is the fine block with 100 feet frontage on Fulton street, corner of South Commerce, two blocks from the union depot. It is being refinished and furnished with all modern improvements for the convenient handling of the wholesale business. The first floor will be the sample room, containing a display of all classes of goods carried by the house. This floor is the special home of the house furnishing goods, glassware, lamps and crockery department. The second floor is devoted to a display of Japanese, German, Austrian and English imported wares. The traveling salesmen will have their headquarters on that floor.

W. L. and Wm. E. White have formed a copartnership and engaged in the drug business in the Loraine under the style of White & White. The stock was furnished by the Hazeltine & Perkins Drug Co.



**EXCESS BAGGAGE.**

(Concluded from page three.)

instructed to appoint a committee of five, with directions that they take charge of the interests of this Association with full powers of action in accomplishing as far as possible the correction of existent overcharges in baggage tariffs, and the unsatisfactory legal status of commercial samples as baggage, and that all legitimate expenses of such Committee having the previous approval of the President shall be paid out of the treasury of the Association.

Respectfully submitted,  
Frank T. Day,  
Acting Chairman.

**Special Features of the Grocery and Produce Trade.****Special Correspondence.**

New York, April 13—April is usually a sort of between-hay-and-grass season, and if anything the quietude generally remarked of the month is more pronounced this year than in previous ones. All winter jobbers were on the jump and retailers at the close of the season found themselves well stocked with many leading staples, so there is no great wonder if a lull ensues. Confidence prevails, however, and on all sides a good summer demand is deemed very probable.

Coffee quotations are only nominal this week. Business has been rather light and the whole range is perhaps a trifle "wabbly." At the close Rio No. 7 is worth 6¼@6⅞c, or about ⅞c below last week. In store and afloat there are 4,045,177 bags. Receipts at Rio and Santos are fast approaching the 17,000,000 bag point and two months still remain. The market is full of prophets and sons of prophets, all working on the crop of the coming year, beginning July 1. They prophesy exactly as they hope, and the thought is father to the wish. Mild grades have met with just about the usual call, and with supply and demand about equal quotations are without change.

Granulated sugar has settled down at the recent advance, and sellers are now awaiting the rush of buyers that so far has failed to materialize. But the weather has been too cold to look for much business. With winter seemingly well established in the lap of spring, there is no good reason to look for much demand for sugar; so the trade is simply waiting.

Not a blessed item can be picked up in the tea trade beyond the stereotyped, "Nothing doing." Low grades of certain teas are still well held by reason of comparative scarcity, but there is certainly room for improvement in the volume of business.

There is a firm feeling in rice and holders are not disposed to make any concession. Reports from the South are all apparently strong, and the people generally is anticipating a good spring and summer trade.

There is a light supply of cassia in the spice market and prices are very well held; in fact, there is not a great accumulation of any sort of spice and the market generally is well sustained with a tendency toward a higher basis.

Jobbers have had a pretty fair week in sales of molasses, and on the basis

of previous quotations rates are well held. Offerings are by no means overabundant and there seems little likelihood of decline. Good to prime centrifugal, 27@35c. Syrups are firm and the supply is rather light.

In canned goods it is said that some dealers have made concessions in peas in order to clear the decks for new goods. Stock formerly \$1.10@1.25 is "off" about 10c per dozen and other goods proportionately. Spot tomatoes are worth 87½c for standard No. 3 and the market is quiet. Futures are hanging around 82½c f. o. b. factory. Corn is selling in rather small lots at about 50c. Other goods are without appreciable change in any respect.

The better grades of butter are moving in a most satisfactory manner and, in fact, the whole line seems to be in better shape than last week. Extra creamery, 30½@31c. Seconds to firsts, 25@30c; held stock, 24@29c, and possibly 30c; imitation creamery, 24@27c; Western factory, 20@21½c; renovated, 20@25c.

Cheese is still held at 15c for full cream. The market is, of course, pretty well cleaned up and receipts are light. New stock is not attracting much interest, nor will it for a month. The milk supply up-State is still very limited for the factories.

Eggs of average quality are in liberal supply and the market is somewhat overstocked. Prices for top grades are slightly higher than a week ago. Fancy Western, storage packed, 18¼@18½c; regular pack, 18¼c; firsts, 17½@18c.

**Branch Factory Established Quickly.**

Port Huron, April 16—Quickness and dispatch marked the opening of the Port Huron branch of the Headlight Overall Co., of Detroit, and within three days after the negotiations were closed the local concern began operations with a force of thirty women. Fifty-six are now at work.

Shortly after the company took possession fifty-six sewing machines were installed. The local branch claims the distinction of having more machines in one line than any factory of the kind in the State. As yet it is unable to ascertain just what the output will be.

The local factory has its quarters on the third floor of the McMorran-Davidson building, the floor space being divided into two departments, sewing and stock and offices.

H. A. McDonald, who is looking after the interests of the local plant until such time as a superintendent can be engaged, says that the Port Huron branch will be the manufacturing center of the concern and all of the stock will be shipped to Detroit. Mr. Larned is considering the advisability of installing several more machines.

The Meisel Manufacturing Co. has started its new factory in Port Arthur, Ont., and is employing over 200 men. Several machinists and laborers from here will go to that place to secure employment in the plant. Flour mill machinery will be made there.

Great talkers are like leaky pitchers, everything runs out of them.

**GRAND RAPIDS NOTIONS & CROCKERY CO.**

Have you bought your jelly glasses? Send us your order at once.  
(Shipped from factory)

⅓ Pt. Plain Round Bottom Jellies @ 11c Doz.  
½ Pt. Plain Round Bottom Jellies @ 12c Doz.

The following jellies may be used as table or water tumblers. They are well finished and are banded near the top:

⅓ Pt. (6 oz.) Jelly Tumblers @ 12c Doz. | ½ Pt. (8 oz.) Jelly Tumblers @ 13c Doz.  
⅓ Pt. Jellies packed 24 dozen in barrel.  
½ Pt. Jellies packed 18 dozen in barrel.

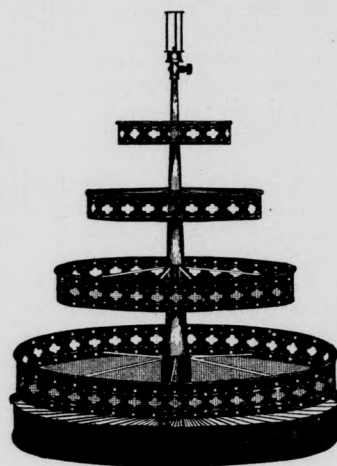
**G. R. NOTIONS & CROCKERY CO.**

1-3 So. Ionia St.

Grand Rapids, Mich.

**Vegetable Display Stands**

They keep  
green truck  
fresh, crisp  
and attractive.  
They prevent  
waste and  
increase  
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They are  
used by  
Retail  
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If you have no city water, write us anyway. We have something interesting to show you.

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When Ordering  
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Quaker Tea  
Quaker Coffee  
Quaker Spices  
Quaker Flour  
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**WORDEN GROCER COMPANY**

Grand Rapids, Mich.

The Prompt Shippers





### It Is at the Same Time a Science and an Art.

Listen to the speech of one who knows what he is talking about in regard to window trimming:

"A work of art is judged by its utilities or the impression it makes upon spectators. The beauty in art, combined with utility, is subject to certain laws and principles of science. Window dressing is both a science and an art. As an art it consists of the employment of means to an end. Considered as a science it arranges and classifies the parts with reference to harmony. This selection of material for the window and hanging it haphazardly in place exhibits art in its lowest degree. There must be care taken to display the material in accordance with good taste and the blending effects of colors. The highest effects in display will be produced when the artistic methods accord with natural or scientific principles. \* \* \* Your window display should be made with goods in season. Select your latest and arrange with respect to harmony of colors. If you have several lines to place in your window don't mix them but have a little nook for each. Don't overcrowd. Place the most attractive pieces in the center and use other pieces as a sort of border about a beautiful picture. Observe unity and harmony in color contrasts. The attractive features of your display will draw the attention of people, without which you can not interest them. Make your goods talk in a way to bring out their quality, beauty and price. The price can be shown by a judicious set of cards. The style and character of window display will depend upon the man and the space at his disposal."

The style and character of window display depend upon other elements which the above writer omits to mention: They depend also upon the sort of goods at his disposal. Any window trimmer should be able to make a fine showing with fine goods, but the truly artistic spirit is shown where a windowman takes unpromising or positively ugly material and produces with its arrangement a window that would reflect credit upon an acknowledged expert in the business. This latter is the one who deserves the praise, not the one with everything desirable at his command. I have seen the windows of a ten cent store—a store with nothing but raffraff to draw from—exhibit an amount of taste entirely lacking in the windows of the finest drug store in a certain city. It was the mind

behind the raffraff that brought this about—just as one person, with no more means to dress on than another, will appear neat and natty while that other will present but a slovenly appearance.

\* \* \*

A small section of a large window was recently treated in this manner:

Five nickel fixtures were introduced. These each had a rod across the top about a foot and a half in length, terminating in a fancy knob. Three were placed in front and two in the background, the latter being a foot higher than the former. The two in the rear were separated by a large bunch of Easter lilies on a high tabouret, which raised the flowers considerably higher than the two rods in the background. A handsome white vest was attached to the center of each fixture. Over these were thrown (evenly) wide four-in-hands in white and pastel shades. On the ends of each fixture, close to the knobs, were hung expensive suspenders, also in white and pastel shades. The entire floor was covered with square boxes of sheer white linen handkerchiefs, set together in checker board style except as the bases of the fixtures took up the room. The boxes were lined with white and pale pink, blue and heliotrope. The colors were kept in rows by themselves, the pink and blue being separated from the lavender by the white. This was a window trim very easy to make and yet many an eye gave it a second glance.

\* \* \*

That clever window dresser, Mr. Bush, this week illustrates the idea referred to in the quote at the top of the first column about the "nook." One large window is taken up with just: classy vests, neckwear and stickpins, gloves and a few samples of light weight underwear. With a raw nor'wester blowing strongly enough to set you over in the river, winter underwear is decidedly preferable, but it won't be long now before summer will be here and it is well to be paying heed to warm-day needs by laying in a supply while shades and sizes are unbroken. The oak tiers of this Giant window are familiar to Grand Rapids pedestrians, but visiting clothing merchants would do well to step around to the southeast corner of Lyon and Canal streets and observe the construction of these tiers or steps. They make an admirable setting for haberdashery. They can be used for several years (as the Giant's have) and yet never look twice alike. Of course, the window trimmer has to be a genius to escape getting into a rut.

\* \* \*

By the display of a number of prescription books and stating how many thousands of prescriptions they contain the druggist may arouse two feelings in the community in which his lot is cast: There will be a toss-up between confidence in his power to heal and joy for escape from a mix-up in the medicines indicated in the ponderous open books. The latter emotion may not seem altogether complimentary to the man of pills and pellets, and yet it is, too, because the books show his ability to juggle drugs—the extensive knowledge of which he must be master in order to deal the proper dopes.

\* \* \*

Here is what a contemporary has to say about embroideries and laces:

"Business in the embroidery field continues excellent and is limited only by the ability of the importers to supply the goods. There is no question that there is a splendid demand for embroideries and this seems to be continually growing. Manufacturers of light weight effects and lingerie garments in particular have given special emphasis to embroideries in the making up of their lines and high-grade retailers have made heavy showings. This all tends to increase the confidence in these goods. One of the most special developments of the later season is the tendency toward lacy effects and especially filet forms. These are a most important item in the better end to-day and there is no doubt that they will remain so for a protracted period. These filets are so fashionable in the lace end that it is not surprising that they have been taken up in the embroidery field, more particularly as all kinds of lacy effects are good in embroideries."

\* \* \*

"Some very pretty novelties are shown in waist-front patterns. These are in a combination of lacy designs, with scroll and vine effects. They are shown in a variety of different forms and are meeting with marked success."

The really good man always is better than he knows.

### Spurt from Season of Inactivity.

Marshall, April 16—Industrial conditions in this city are looking brighter every day. It is many years since the factories have employed so many men as now. The Borough & Blood Co. and Page Bros., buggy manufacturers, are running twelve hours a day to keep up with their orders.

The most encouraging sign for this place is the amount of work going on at the Michigan Central repair shops. The force at the shops is being steadily increased and it is said that by July the number will reach 150.

It was found necessary to increase the capital stock of the New Process Steel Co. to \$15,000 to buy raw material. Automobile companies are flooding the company with orders for steel castings. The company will duplicate its present factory this summer, adding three new furnaces. Fifty-two men are now employed in this factory.

The Hardy Food Co. is running overtime to fill its Southern orders. The car shortage south of Chicago and Cincinnati is affecting this company.

The Marshall Furnace Co. is receiving orders from foreign countries and the extreme Eastern and Western States, territory into which this company has not hitherto ventured.

At the Dobbins Furnace Co.'s plant twice as many men are being employed as a year ago. This company expects to erect a foundry to make its own castings.

The Folding Bath Tub Co. is receiving an unusually large grist of orders from the big Chicago mail order houses. Within the past two years the business of this company has more than doubled.

High finance seems to have discarded the Golden Rule and substituted a rule of steal.

There never is much good in "good enough."

## Job in Wash and Thin Goods

We have about 300 pieces of Organdies, Voiles, Dimities and Gingham which we are selling in lots of 15 to 25 pieces at 5½¢ per yard, our assortment. These goods are 27 to 30 inches wide. We cannot send samples as the styles are too varied.

**P. STEKETEE & SONS**

Wholesale Dry Goods

Grand Rapids, Mich.

ESTABLISHED  
1883

# WYKES & CO.

SUCCESSORS TO WYKES-SCHROEDER CO.

MANUFACTURERS AND  
WHOLESALE DEALERS IN

## FLOUR, GRAIN & MILL-PRODUCTS

WEALTHY AVE. AND S. IONIA ST.

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THOS. E. WYKES  
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Entered at the Grand Rapids Postoffice.

E. A. STOWE, Editor.

Wednesday, April 17, 1907

#### NEEDED AMENDMENT.

In his concluding message to the Legislature Governor Warner recommended that the State food law be amended to conform to the new Federal statute. So far as the Tradesman's information goes no move in this direction has yet been made in the Legislature and, as one important feature at least should be covered before the present Legislature adjourns, the Tradesman suggests that the law relating to the detection of impure foods and the punishment which follows detection should be made to conform to the practices of the Government statute. It therefore suggests the introduction of the following bill in the Legislature, which is almost identical with the phraseology of the Federal law:

A bill to amend "an act to provide for the appointment of a Dairy and Food Commissioner and to define his powers and duties and fix his compensation," as amended, etc.

Section 1. The people of the State of Michigan enact, That section 6 of "an act to provide for the appointment of a Dairy and Food Commissioner and to define his powers and duties and fix his compensation," as amended, etc., is hereby amended to read as follows:

Sec. 6. It shall be the duty of the Dairy and Food Commissioner to carefully enquire into the quality of the dairy and food and drink products, and the several articles which are foods or the necessary constituents of foods, which are manufactured or sold or exposed or offered for sale in this State, and he may in a lawful manner procure samples of the same and direct the State Analyst to make due and careful examination of the same and report to the Commissioner the result of the analysis of all or any of such food and drink products, or dairy products, as are adulterated, impure or unwholesome, in contravention of the laws of this State, and if it shall appear from any such examination that any such sample is adulterated, impure or unwholesome, in contravention of the laws of the State, the Dairy and Food Commissioner shall cause written notice thereof to be given to the party from whom such sample was obtained, and shall also cause written notice thereof to be given to the manufacturer of such sample if known. Any party so notified shall be given an opportunity to be heard, under reasonable rules and regulations to be established by the Dairy and Food Commissioner, and if it appears after such hearing that such sample is adulterated, impure or unwholesome in contravention of the laws of this State, it shall be the duty of the Commissioner to make com-

plaint against the manufacturer or vender thereof, in the proper county, and furnish the evidence thereon and thereof to obtain a conviction of the offense charged and, after conviction of any person for the sale of such sample in the Circuit Court of such county, publication of such sample and conviction shall be had according to the provisions of section 9 of this act.

The Dairy and Food Commissioner, or his Deputy, or any person by him duly appointed for that purpose, may make complaint and cause proceedings to be commenced against any person for the violation of any of the laws relative to adulterated, impure or unwholesome food, and in such case he shall not be obliged to furnish security for costs; and shall have power in the performance of his duties to enter into any creamery, factory, store, salesroom, drug store or laboratory, or place where there is reason to believe food or drink is made, prepared, sold or offered for sale, and to open any cask, tub, jar, bottle or package containing or supposed to contain any article of food or drink and examine or cause to be examined the contents thereof, and take therefrom a sample for analysis. The person making such inspection shall take such sample of such article or product in the presence of at least one witness, and he shall in the presence of such witness mark or seal such sample and shall tender at the time of taking to the manufacturer or vender of such product, or to the person having the custody of the same, the value thereof, and a statement in writing of the reason for taking such sample.

#### TRAIN WRECKING.

Some months ago accidents on the railroads were of almost daily occurrence. The railroad management was very properly blamed for most of these accidents, because there were evidences that tended to show that the roads were seeking to do more traffic than their outfit permitted, or that all the proper safeguards were not rightly complied with and provided. Recently there has been a decided improvement in the matter of accidents, but there has developed a systematic series of attempts to wreck trains on the numerous lines of the Pennsylvania Railroad.

These attempts at train wrecking have failed in the great majority of cases, but this has been due largely to chance and in no way palliates the enormity of the crimes involved in these attempts. Not only have freight trains been derailed, but passenger trains have been also attacked. Even the fast express trains traveling at enormous speed have been wrecked or have risked being wrecked through the atrocious attempts of criminal miscreants.

The fact that practically all these attempts at trainwrecking have occurred on the lines of a single railroad would seem to indicate that the motive back of the crimes is not plunder, but revenge. It is also evident that the wreckers are people familiar with railroad equipment, as every attempt has shown evidence that only the persons connected with the railroad company, or who have been connected with it, have been the criminals.

The Pennsylvania Railroad has announced that it will leave no stone unturned to apprehend and punish the wreckers, even if it should be necessary to police every mile of their trackage. Aside from the protection

of its property, the railroad must also maintain its reputation of caring for the safety of its patrons. In many States train wrecking is punishable with death, where a death results from the act, and punishable with imprisonment for life, or a long term of years, even if the attempt is unsuccessful. Such a crime betrays such an utter disregard of human life that no punishment is too severe to mete out to the criminal.

It is intolerable that the thousands of passengers carried by such a great and popular system as the "Pennsylvania" should be subjected to the risk of deliberate train wrecking. It is bad enough to have to run the risk of accident shown by the occurrences of the past winter; it is grave enough without being additionally subjected to the malicious attempts of criminals, fiends in human form, who, to gratify revenge, or for any other motive, are willing to subject hundreds of unsuspecting travelers to a horrible death or painful mutilation.

It is devoutly to be hoped that the Pennsylvania Railroad will succeed in running to earth these reckless criminals, and if the laws of Pennsylvania and neighboring States are not severe enough to mete out appropriate punishment the sooner adequate statutes are enacted the better. The railroad company can, of course, be counted on to use every means to apprehend the criminals, but if the laws are inadequate to inflict proper punishment all efforts at breaking up this nefarious practice will be of little avail, as desperate men will always be found willing to resort to such means of gratifying revenge if they have the smallest chance of escaping the highest penalty of the law.

#### INSANE LOVERS.

There are many forms of insanity, but the most illogical, the most inexplicable, the most maddening and the most atrocious is that which within a few years past has become astonishingly common, the brain storm which drives a discarded lover to murder the beloved one, and then to destroy himself.

Jealousy has often impelled a lover with or without reason to murder his rival, but until recently there has scarcely been any case in which the object of his love was destroyed. This feature of amorous madness is becoming so common that it would be prudent for the parents to have every fellow who comes courting of their daughters subjected to an examination by medical experts to test his sanity. Without some such assurance the parents of marriageable girls will do well to keep sharp eyes upon the men who appear to be suitors for their daughters.

There used to be a wise old proverb that there are just as good fish in the sea to-day as have ever been caught from it, and the lesson it teaches was applied to discarded and disappointed lovers to console them with hopes for the future for the losses of the past, and the truth of this maxim was widely accepted. It gave great hopes to the bereaved of either sex who had lost the companions of happy years, to such an

extent that no one ever heard of a widower or widow falling on the dead body of a beloved partner and giving up the ghost.

Of course, mere lovers are destitute of the sense that superior experience gives, and are liable to do many foolish things, but the most idiotic of all is to murder his sweetheart, although suicide might rid the world of a two-legged donkey.

Let us have no more of such idiotic madness, otherwise it may be necessary to order a writ of de lunatic inquirendo in the case of every fellow who falls in love.

#### IN THEIR OWN LIGHT.

The determination to secure reforms on the part of the public service corporations is very strongly fixed in the people's minds. It is represented in official life by President Roosevelt and by Governor Warner. There can be no getting away from the proposition that the great majority of the people are heartily with them and hope that they can accomplish all they undertake. The railroads, by fighting reasonable propositions for public protection, are standing in their own light. Instead of acquiescing, showing a willingness to help and further proper and reasonable measures, they take the attitude of opposing every suggestion. This serves only to anger the people, and if perchance it should in isolated instances prevail with legislative or administrative officials, that triumph can best be but temporary. The voters are in no mood to be trifled with, and not only the danger but the strong probability is that if the corporations succeed for a time in thwarting the will of the people, there will be a revolt which will go too far the other way and impose unjust, unreasonable and unfair conditions on the corporations, which will be seriously to their detriment and disadvantage. Far better is it for them as a business proposition to accept fair-minded suggestions in a fair-minded way, evidencing not only a willingness but a desire on their part to do right as near as they can see it, and thus protect themselves from being hurled out of the frying pan into the fire. The people once aroused are not easily controlled. It is only the radicals and extremists who wish in any way to interfere with property rights, but undue resistance will unwarrantably multiply the number of radicals and extremists until what is now a minority may become a majority, and then there will be real trouble.

Since 1897 the consumption of cocoa in this country has increased at a terrific pace. The importation of crude cocoa increased in that time about forty million pounds. Tea and coffee can show no such increase and it looks as if we were becoming chocolate fiends. And the worst of it is we have to import the stuff.

Some people think it doesn't matter what others call them as long as they do not respond.

Turning the other cheek isn't a hard matter if your face is brass plated.



**BUSINESS FRAUDS.**

**State Should Pass Strong Law To Stop Them.**

"An ounce of prevention is better than a pound of cure" has become a household word. But in matters pertaining to the cure of moral afflictions of society, we still are learning that principle.

A great deal has been heard of late about "get rich quick" concerns, "wildcat" schemes and other fraudulent enterprises which look largely among the middle and laboring classes for their victims. Many a fraudulent concern has been suppressed through the energetic and oftentimes "heroic" measures taken by the authorities, but not unlike the hydra that grows new heads in lieu of those chopped off, new concerns of the same type sprout like mushrooms as soon as some old one is exploded. The effect of such measures, as a rule, is to lock the stable door after the horse has been stolen, for no criminal prosecution is possible under our laws before an actual fraud has been perpetrated and an injury done. When the case has reached that stage the fraud, in most instances, already has been covered up by instruments, contracts, agreements and writings which appear to be regular on the face, thus making criminal prosecution extremely difficult.

Hundreds of victims are despoiled before one finds pluck enough and leisure enough to complain to the proper authorities of the fraud perpetrated and of a wrong done him, and to present sufficient evidence in support of the charge. And even then a cunningly organized fraud, which is ready for just such emergencies, not infrequently proves more powerful than the laws which provide for its punishment, and its operations remain unchecked.

From the mass of fraudulent schemes that recently came to the attention of the public let us take at random one or two illustrations:

One day the president or other official in authority of some modest corporation receives a call from a well dressed, smoothly talking, affable and pleasant "gentleman," who submits to the corporation a plausible proposition. Wouldn't the corporation permit him to sell its stock certificates or bonds on a reasonable commission? No salary is asked, no advance of money is requested—it isn't necessary; the corporation has a "good thing." Its stock certificates or bonds would go like hot cakes. Besides, there are a "wealthy widow," Mrs. Veryrich, and a "retired merchant," Mr. Bluffingham, who have more money than they know what to do with. They are looking for just such investments. Wouldn't Mr. President wish to form their acquaintance?

The "wealthy widow" or the "retired merchant," or both, as the case may be, are introduced in due time. They talk plausibly and intelligently of their respective wealth. They are willing to invest and wind up the negotiations by entering into a formal written agreement with the corporation to buy a certain large amount of its stock or bonds. One clause, how-

ever, incidentally is inserted in such agreement by the prospective purchaser—namely: that the stock certificates or bonds should be underwritten by the "Royal Highflying" or what's the name "Underwriting" Company. The excuse usually given for such request is that the "widow" or the "merchant," as the case may be, is not sufficiently familiar with the value of the stock, and that underwriting by such reliable company of high standing as the above named naturally would reassure them and make them feel safe in regard to their investment.

The clause looks plausible enough and the officer negotiating on behalf of the corporation in question certainly would not permit such an opportunity to slip by on account of a comparatively small expense in the shape of a premium to the underwriting company named in the contract for underwriting its stock certificates.

The agent representing the "underwriting company" named in the contract easily is found. He, too, is ready and willing. He receives the stipulated amount of some thousand, fifteen hundred, or two thousand dollars for "underwriting;" the effect of which "underwriting," as a rule, is to destroy whatever value the blank paper might have had before it was "underwritten." And there is the end of the transaction. The "wealthy widow" immediately changes her mind. The "retired merchant" disappears or becomes noncommittal. The Royal Highflying Underwriting Company turns out to have its existence on paper only. The parties participating in the fraud are not afraid of being sued in a court of law for breach of contract, nor in a court of chancery for specific performance, either, for if they are possessed of any property, barring an omniscient Providence, they alone know it.

That is one of the many schemes organized for the purpose of preying upon smaller corporations and business men.

Another instance: Some working man or washing woman, having saved up a little money for a rainy day, reads an alluring advertisement in a newspaper that a party was looking for a small loan on valuable family jewelry and diamonds. The interest offered is much higher than that allowed by any savings bank. Diamonds, as everybody knows, are just as good as money and offer perfect security. In hopes of profiting a little more on their savings such prospective victims respond to the advertisement. The party looking for the loan appears to be a well dressed, smoothly talking man, who represents himself to be the scion of a wealthy or aristocratic family temporarily in hard luck. He produces a pawn shop ticket, on the face of which appears that some pawn broker had advanced on certain diamonds a large sum of money, say \$500.

Now, it is a matter of common knowledge that pawn brokers know their business, and that no pawn broker would advance more than one-third, or, at the highest, one-half of the actual value of the articles pledged. It is that common belief which the swindler makes, as it were, the

psychic basis for his operations. The victim having once jumped at the conclusion that the diamonds offered as security must be worth at least \$1,000 or thereabouts, the rest becomes easy.

The victim naturally considers a further loan on such diamonds of \$200 or \$250 a desirable risk. The offer of 10 or more per cent. interest on the loan is another allurements which makes the transaction still more desirable. The pawn broker recognizes his ticket, and the diamonds, when redeemed, turn out to be worth considerably less than the amount which the broker was supposed to have advanced on them. The victim loses some more by redeeming the diamonds.

Complaints by such victims have been coming thick and fast into the State Attorney's office. The conspiracy between the swindler and his accomplice, the pawn broker, is almost self-evident. In some instances indictments have been returned against the perpetrators of the fraud, but the prosecution could not succeed. The reason is obvious. On the face of the transaction everything seemed to be regular, and the defendants could not be made criminally responsible for an erroneous conclusion arrived at by the victims as to the business sagacity of the pawn broker or the probable value of the diamonds. And yet who would doubt, in view of the many identical complaints, that the plans in connection with the fraudulent transaction had been laid carefully in pursuance of a conspiracy to defraud the public?

On the civil side of legal practice there is the writ of injunction to prevent threatened irreparable injury to property by one person to another. But in case of organized fraud upon the public in general our modern legislatures have not yet grown to the proper appreciation of the wise and ancient saying that comes from the Orient, "The rat hole, not the rat, is the thief." Our laws punish the thief when caught, but leave the "hole" intact and ready to give shelter to other "rats."

The authorities may know well the fraudulent character of a concern organized and existing for the express purpose of fleecing the public, and yet, in the absence of a complaining victim, they absolutely are helpless and unable to prevent victims from being ensnared by that concern.

Suppose the Legislature now in

session would enact a law making it a felony for persons to set in operation any scheme to defraud the public, and fix adequate punishment for such offense, would not such a law enable the authorities to anticipate and prevent a great deal of that misery which is caused by organized frauds of all kinds and descriptions, to a class of people that least can afford it? Leon Zolotkoff.

**How He Paid the Debts.**

A certain member of the Pittsburgh Stock Exchange has set his nephew up in business three times, but the young man lacks something essential to success in the line selected for him, and has failed with each effort.

When he recently appeared before the uncle with his fourth request, the latter said:

"You must learn to lean on yourself. I can't carry you all my life. I'll tell you what I'll do. You owe me a great deal as the result of your last failure. Pitch in on your own hook and go it alone till you pay off those debts. When you've done that, I'll give you a check for what they amount to. Such an experience will do you more good than all the money I could give you now."

Two months later the nephew walked in with every claim receipted in full, and the uncle was so delighted that he gave the promised check.

"How did you manage it, Howard?" he asked, after an expression of congratulation.

"I borrowed the money," replied Howard.

**She Couldn't Refuse.**

"Would you mind if I went into the smoking-car, dear?" asked the bridegroom in a tender voice.

"What! To smoke, sweetheart?" questioned the bride.

"Oh dear, no," replied the young husband; "I want to experience the agony of being away from you so that the joy of my return will be all the more intensified."

**For Cleaning Show Windows.**

To polish your show windows, making them as clear as day, use the following paste, applying with a soft rag, and rubbing off with another soft, dry rag: Take of prepared chalk, nine ounces; white bole, one-half ounce; jeweler's rouge, one-half ounce; water, five ounces; alcohol, three ounces. Mix thoroughly.

**A TRADE BUILDER**

H. M. R. Ready Prepared Roofing—the Granite Coated Kind—is a trade builder for the dealer in building materials. More durable than metal or shingles—lasts longer; looks better.

**A MARK**

**TRADE**

**H.M.R.**

**MARK**

**OF MERIT**

**FOR THE BUILDING TRADE**

Easily laid—fire, water and weather proof. Will not warp, shrink, nor leak. Most attractive roofing on the market. A staple seller. Write today for proof and prices. They are free.

H. M. Reynolds Roofing Co., Grand Rapids, Mich.



## COLLEGE ORATORY.

## No Use When One Wishes To Sell Goods.

Of late years we have been hearing arguments pro and con on the value of a college education for a man intending to enter business. I will not attempt to argue on either one side or the other, but simply will relate my own experience:

I was born and raised in Chicago. Contrary to general opinion, there are just as many "hayseeds" in Chicago as in the rural districts. By this I mean that if a fresh young Chicago boy is placed in surroundings that are new and strange to him he will be just as much lost as "Reuben Glue" on his first visit to town.

Until the time I left college I had no idea of the conditions that prevail in the country or small towns. If I had been asked to describe a farmer I would have pictured an old farmer as a man with long, tangled whiskers, with a straw in his mouth, a battered straw or plug hat on his head, a long linen duster, soiled trousers and "congress gaiters." He invariably carried a carpet bag and said "taown" and "kentry," and tried to corner the gold brick market. A young farmer had a pleasant, silly smile, a snippy little derby hat, a coat too short and trousers that missed his boot tops by several inches.

The feminine members were different. I would have described "mother" as an old, white haired, bespectacled lady, either fat or thin, who said, "Naow, Hiram," and kept desperate hold of her husband's coat tails. The daughter of the family was of a quite unlike species. How so wonderful a creature occurred in such a family was a mystery that I not only never tried to solve but that never occurred to me. She always was "buxom." I never have found any class or race of people so invariably buxom as this farmer's beauteous daughter. She was red cheeked, wore a short skirt, and spent her days in milking cows and boxing the ears of the hired hands. All people outside of the cities were to be found in one of these four classes.

As I attended college in a large city I had no reason to change my opinion of country people.

While in college I made a special study of psychology and oratory. I had the great honor of winning several debates. In fact, before the end of my college career I was recognized as one of the best debaters not only in school but in the rival colleges.

Now, before the end of my course (urged by several gentle reminders from my parents) I began to look around in order to decide what was to be my future career. Intoxicated by the glory coming to me from my debating, I had taken a course that helped me in this, but it did not, as I began to perceive, give me any special training for the serious business of life.

As my oratory seemed to be the only thing of value to me acquired in college, the only thing that I really knew much about, I decided to try to make use of this gift. It occurred to me that as I knew the various steps of argument and could convince the judges in a debating con-

test, why, then, could I not convince a buyer of the value of any certain line of goods? I thought that I would get a job as traveling salesman and bring into play my well known ability as an orator. I had read of the large amounts of money made by traveling salesmen. With the advantage over them of knowing each step of a convincing argument, I thought a golden future was awaiting me.

Before the commencement day had dawned I had applied to the "brain brokers" for a job as drummer. For the small sum of \$25 they found me a position as salesman for the "Eureka acetylene gas plant." I was given a run out of Chicago through the small towns of Indiana.

The first town I struck was a small Indiana town on the Pennsylvania Railroad. I won't tell you the name, but if I live to be as old as Methuselah's grandfather I never will forget the town.

I dropped off the train one May morning with my samples carefully packed. I expected, of course, to meet with the farmer as I have described. I was surprised to see that Mr. Jones, the first man on my list, was dressed much as the people I had known in Chicago were. After recovering from my surprise I cheerfully tackled him. Of course I have forgotten most of my oration, but I can remember with what gusto I let loose this dissertation on the poor, unsuspecting Jones.

"Sir, I have called on you this bright May morning to address you on the subject of lighting. (Now for a few compliments to get my audience with me.) I am sure a progressive, capable and energetic business man, living as you do in such a beautiful city, will feel it your duty to embellish your store with the most modern of the works of man.

"Now, sir, the subject of illumination is an important one. Light is something we can not do without. (Just a touch of humor to lighten the discourse.) It is not a light subject, as you may suppose, but a grave, an earnest and a pressing one. Bear with me but a little while, my dear sir, whilst I run hastily through the history of lighting since history first was known to us.

"Many, many aeons ago, when man was in his infancy, a creature of darkness, but little separated from the wild beasts that roam in the jungle, light was unknown. We may picture the prehistoric man, brutish and uncouth, crouching low as ever and anon—"

But Mr. Jones politely explained that he had to answer the telephone. As he did not return immediately, in fact, he didn't return at all, I continued my oration to the clerks who were present, hoping to influence them so that they would put in a good word for me.

The clerks seemed to be much more interested in my speech than Mr. Jones was. Indeed, they took a lively interest, although I must confess they were a little too willing to see the light touches of humor I had laboriously worked in. I remember there were faint cheers when I reached this part:

"On the one hand we have the

gross barbarian toiling with the tinder. On the other the enlightened American easily illuminating his hardware store with the Eureka Acetylene gas plant. Gentlemen, where there is light there is civilization. I repeat it, gentlemen, where there is light there is civilization, there is industry, there is an uplifting, a broadening of the soul."

Much to my sorrow I failed to make a sale here. This was due, I thought, to Mr. Jones not returning. I made several more attempts that day without selling anything. Towards the end of the day I noticed in the crowd that had collected around me (everybody seemed to be there but the proprietor) several of the clerks I had addressed earlier in the day. This seemed to me to be very encouraging.

The following morning after beginning my speech to a Mr. Wambgans, a saloonkeeper, I heard a small boy outside shout, "Hi, fellers, hurry up, he is in here." And a short time later several of the men I had spoken to the previous day came in. Before the day was up I had quite a following. Men and boys tagged me around from place to place. This was rather embarrassing as they all crowded into each place I visited. At one place, after beginning my discourse the boss sputtered out, "What sort of monkey business is this?" and promptly retired.

After four days of notoriety that increased daily, and without making a sale, I pulled up stakes and continued to the next town. It took me nearly two weeks to find that college oratory is of no use when one wishes to sell "Eureka acetylene gas plants."

H. Zollars.

## Kind of Man Who Often Makes Enemies.

One of the evils which in business keeps many men from getting as far to the front as they otherwise would is an evil the nature of which is little known even by those men who are afflicted and hampered by it. It is the evil of smugness, and it is responsible for more half failures and half successes than many other causes of which more is generally known.

A smug man is a man who is so well satisfied with himself that he can see no room for improvement. He knows that his ways are the best ways, that his thoughts are the best thoughts, and that those that differ from him are in the wrong. Sometimes he is what might be called a gentle smuggler. He does not use a brass band to proclaim the belief that he holds that he is all right and that the rest are all wrong. He slides along, confident that in himself there are to be found only admirable qualities. He seems to look down on the rest of mankind because they do not possess the merits that are his. Now this sort of smug person is partially endurable. From him it is possible to flee. He does not inflict his superiorities with a loud voice. He would do better if he did not think so well of himself, but still he is not an irritant to others in the sense that the loud voiced smug person is.

This latter brand is the sort that

knows he is all right, that the rest of the world are all wrong, and he believes that for its own good the rest of the world should know his opinion of it. Often he has too much sense to set about reforming the universe on his own say so. Sometimes he employs the "silent partner" method. He ascribes to some one else who remains in the background the sentiments of which he is the real father.

He will say:

"Mr. Blank thinks that if you would do this in my way," or "Mr. Blank would not be pleased if he knew you were doing this that way."

By using this system he lifts the onus from his shoulders and places it upon those of the absent brother or silent partner or the boss both of himself and the men he is talking to. He poses as the agent or vicar of that person and so seeks to shine in the reflected glory from the throne. In most cases the occupant of the throne is entirely unacquainted with sentiments and ideas with which he is accredited by his agent, Mr. Smug. Quite likely he would renounce them if he knew what they were. But as he does not know the smug person gets the credit from the ignorant of being in the confidence of the superior.

In business one of the best assets is the ability to be properly conciliatory. Men that are "hard as nails," as the saying is, and that pride themselves upon the fact that they never unbend, are men, who, if they would tell the truth, would have to confess to several defeats in their lives that easily would have been turned into victories had they yielded an inch to gain an ell. The psychological moment of concession often must be used in business if the man in business would prosper.

The world is so constituted that never since the beginning has it been possible for one man to be right all the time and in every emergency. What is just as important, it never has been possible for any man to make all other men believe that he is right always. Now, as this is so and as it is patent that there must of necessity be compromises and concessions made as men go through life, it is the wise man who accustoms himself to making them gracefully and with as much profit as may be to himself.

From the profits which arise from these concessions the smug man is debarred. He is so cock sure of himself that he will make no concessions. Sometimes he may be able to gain by compromising. He will not compromise. Therefore he will not gain. So that is an evil. It also is an evil to incur the hostility or dislike of other men. One of the surest ways of doing this is to act as if you are always right and the other is always wrong. This the smug man does. So there are two disqualifications to success in his makeup—his inability through his smugness to take advantage of opportunities which less cock sure men would grasp and his making of unnecessary and hurtful enemies.

John Weed.



# Lyon Brothers Set The Pace

for low price on reliable merchandise.

Practically every merchant in the United States knows it.

The fact is again convincingly demonstrated in our **large Spring Catalogue** which is now ready.

Notwithstanding the prevailing high market conditions we have hammered every price down to a point that will surprise you.

We are offering right in season lines at practically manufacturer's cost to day.

You need the price protection this catalogue gives you.

Write for it to-day.

Sent free to merchants only on application.



---

## LYON BROTHERS

Chicago, Ill.

Madison, Market and Monroe Streets

Wholesalers of General Merchandise

We Sell to Dealers Only



## ON A CASH BASIS.

## Grocer Reformed After Years of Credit-Giving.

Written for the Tradesman.

"If I had all the money I have invested in uncollectible accounts, I might retire from business, and take a little comfort in my old age," said the grocer who had done business in one store for thirty years.

"Can't you get it?" asked the customer.

"Get it? Some of the accounts are thirty years old, and in about nine-tenths of the cases the debtors have either died or moved out of the city."

"You lose a lot, I presume."

"I lose the difference between a profitable business and a bare living," was the reply. "Just think of the money I've lost since I've been in business. It's enough to drive a man to the foolish house."

"Well, why don't you quit it?"

"Quit giving credit? I've thought of that, but I don't see how I can. There are lots of people who just have to run book accounts. They work in the factories and get their pay once a week, or on the railroads and get their money once a month. Most of these people are bad financiers. When they get their money they pay their debts and have nothing left to live on until the next pay day. Such customers must have credit. If I won't trust them they go to some man who will."

"It would be a good thing for them if they could not get credit."

"That is true enough, but I'm not trying to build thrifty people out of the bum material there is to work with. If they couldn't get credit they would keep the money they now throw away, but that is neither here nor there. They run accounts and pay up for a year, sometimes ten years, but in the end I usually get the worst of it. There are very few book accounts that are closed with an exact balance. And then there are the people who are poor and would go hungry if I didn't trust them. They are sure they can pay in a day or two, and I give out the goods. I wouldn't be human if I didn't."

"I reckon I would do the same thing. I guess the life of a provision dealer is not one of uninterrupted enjoyment."

"I think I'll begin the first of the month and run a cash business," said the grocer. "I'm tired of running after money and being abused for doing favors. It will be a tough proposition at first, but I guess I can work it through."

The customer, who had known the kind-hearted old merchant for a long time, doubted the stick-to-it-iveness of his friend when the critical time came, but he wished him well and went away with his basket of groceries. He lived only a block away and did not always wait for the delivery wagon. A few days later he, in common with all the buyers of that section of the city, received a circular from the grocer saying that after the first of April no credit would be given.

"I'm going to do a cash business," the circular said, "and I will give those who buy of me the benefit of

the saving I will make by not doing business with people who can not or will not pay. I want all my friends, and my old customers especially, to trade with me, but don't come if you haven't the cash. In five minutes, or in five hours, or on pay day will not answer. When I turn over the goods I want their equivalent in cash. After the first of April I won't trust my own son for a cheap cigar. It's cash or no deal. Don't get angry. Come and see me and you'll find that I'm doing the right thing, not only by myself but also by my customers."

The customer laughed over the wording of the circular and talked the matter over with his wife.

"I'll have to quit him," said the wife. "I want a place where I can get provisions whether I have the money or not."

"No," said the customer, "I'll leave a \$5 bill with the grocer. You can trade on that when you have no money. This will be a good thing all round."

And so on the morning of the first of April the customer stepped into the store to see how the new scheme was working. On the way in he met a very red-faced woman coming out. Her fists were clenched and her hair had tumbled down her neck in the excitement of the moment.

"Don't go in there," she said, pointing a scornful finger at the grocer, "that man is crazy and he insulted me, too."

"What's up?" asked the customer.

"Why, I've traded here for two years, and I don't owe him a cent, and now he says he won't trust me until pay day. He's gone daffy."

The grocer came to the door and stood listening. The woman faced him with lightning in her eyes.

"Run along and sell your candy," she said. "I'm not talking to you."

"Didn't you get a notice saying that this would be a cash store after the first of April?" he asked.

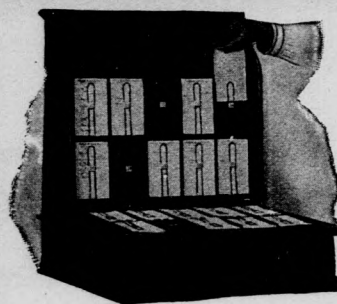
"Oh, I know that was all a bluff. You'll keep right on giving credit, all right. What have you against me, anyway?"

"Look here," said the grocer, much annoyed, for the woman had been a good customer, and half a dozen of her relatives were also old customers and he knew that he would lose them all if the woman went off angry, "I told you that if you wanted that order filled I'd take the money out of my own pocket and pass it over to the cashier. I will lend you money, but I won't trust you for goods."

"I'm not borrowing money!" was the reply. "You wait until my husband comes home, and we'll see what he says about your offering me money."

The angry woman bounced off down the street and the grocer went back to his desk and took up a sign he had been painting in large red letters. He put the sign on the front door and nailed it there so that it would be the first thing a person entering would see. The customer laughed and took a chair by the stove. The sign read:

Five Dollars Reward  
to any one  
Who Secures Credit  
at this store.  
This Means Business.



A. B. C.

9 5 7 8 6

\$ \$ \$

The SCHOOL BOY has his A B C's They are all right for him. That's about his capacity.

The BANKER uses FIGURES and \$ \$ marks. He could hardly do business with the A B C's.

UP-to-DATE business men are doing business in a systematic manner, using FIGURES to make \$ \$. It is EASY and SIMPLE.

Are YOU still doing business in the school boy way or are YOU following up-to-date methods?

THE McCASKEY ACCOUNT REGISTER handles your accounts by number. It's SYSTEM. Think it over. Then drop us a postal for further information.

## The McCaskey Register Co.

Alliance, Ohio

Mfrs. of the Celebrated Multiplex Duplicate and Triplicate  
Carbon Back Order Pads

J. A. Plank, Tradesman Bldg., Grand Rapids, State Agent for Michigan  
Agencies in all Principal Cities

## DO YOU HOLD YOUR COFFEE TRADE

Flint's

Teas



and

Coffeees

Are some of your customers buying from tea and coffee stores, or from another grocer?

Why can't you sell them instead of giving a competitor this opportunity of winning your customers?

You can if you can furnish the grade of coffee your customers want and at the price they want it.

## Flint Star Brands

are all good coffees, complying with the pure food laws, properly roasted, delicious in flavor and well advertised.

There are different grades at different prices. You can write what your trade seems to demand and we will recommend a grade to meet it in quality and price and show you what good profits you can make.

J. G. FLINT COMPANY

Milwaukee, Wisconsin

110-112 West Water St.  
6, 8, 10, 12 Clybourn St.



"I wonder if they'll see that?" asked the grocer. "Say, but I've had a monkey and parrot time this morning. One man is going to knock my block off just as soon as he catches me outside, and another is going to have me boycotted by the Hot Air Dispensers' Union. I'm holding in pawn jugs filled with molasses and cans filled with kerosene. Children brought 'em and went back home after the money. Oh, you'll see a gay little drama here before long. Lots of people send their children to do things they haven't the nerve to do themselves."

"What's the meaning of this?" demanded a dapper young fellow in a silk hat and eye-glasses, bouncing into the store. "I sent down here for some goods and you sent word that my account was closed. How much do I owe you? We'll settle right here."

The grocer looked up the very angry man's account and it was paid with a vicious flinging of silver down on the counter. While the dapper young man and the grocer stood there facing each other a pretty girl of 16 came in and stood by the stove.

"Do you know," she said with a smile, "we forgot all about the new system here and sent over the molasses jug without sending the money I've brought it with me. And mamma says she hopes you'll make a go of the cash system."

The grocer nearly fell dead. He looked at the girl for a moment as if to make sure she was in her right mind, then went to the candy department and took out a dollar box of caramels.

"Here," he said, handing it to the girl, "take this. You're the first sane person I've done business with to-day. Tell your mother I'm going to win out or bust."

The dapper little man went to the door, opened it and read the red sign. Then he closed the door and walked back to the grocer.

"I saw that when I came in," he said, "but I thought it was some April fool proposition. Now I recall getting your circular. You are all right, and I made a fool of myself. Come out here to the case and get a cigar on me."

The grocer felt of the top of his head to see if it wasn't coming off. This was too good to be true. After the departure of the dapper little man and Sweet Sixteen a freckled-faced youngster slouched in and stood waiting with his elbows on the top of the showcase.

"Geel!" he said. "Youse gettin' gay up here! Mom wants yer to empty yer ol' oil outn her can an' send it back home. Brother Jim'll put your dump on t'e bum down at t'e shops."

The boy got his can and went out, tongue in cheek, and Mrs. Topnotch came in. The grocer looked at his friend and winked. The woman gave her order and the grocer said it would be cash, calling her attention to the red sign on the door.

"Oh, of course," said the woman. "We understand those things. You don't mean us, of course. We're too good customers for that. You can send in your bill any time and get your money, you know. I suppose

you really can not afford to trust some people."

Here was a corker. The grocer knew that he could get his money of Mr. Topnotch at any second he wanted it, and the family was a large and expensive one, and—

Well, here was a chance to test his nerve. He talked to the woman like a father, but she declared that she didn't have to beg for credit and went away with her chin away up in the air.

"The trouble with people is," said the grocer, "that everyone wants to be given extra privileges and consideration. Every man, woman and child wants to be thought a little better than the common herd. That's what makes it so hard to establish a credit business. Customers feel insulted when you won't trust 'em. But I'm going to operate this business in my own way or bust."

He didn't bust. He had trouble in plenty, but the customers he lost were of the super-sensitive, fault-finding class, and he was not sorry to see them go, especially as others with more sense took their places. He no longer feeds a dozen deadbeats in order to prevent insulting them. When he comes to the old improvident class who can not feed their children if they can't get food without money, he makes them a present of what he does up at their request. His trade is not so large, but there is more profit and he is not giving his good provisions away under the pretense of credit. Alfred B. Tozer.

#### Poor Critics.

Whenever you hear a man in any business or profession speaking slightly or abusively of men who are in his same line and of the trade or profession as a whole, it is pretty safe to assume that the real reason for his attack lies in the fact that he has made a failure of the business himself. For it may be admitted as a dead certainty that the successful man has not time to enter into lengthy chapters of abuse upon his trade or profession. He is filled with optimism and sees sunshine all about him, but the fellow who looks through indigo-hued glasses can not see a bit of trade sunshine, hence the business must be the worst on earth, and the men in it, of course, of the lowest type.

#### Tan Shoes Wanted for Men's Wear.

The demand for colored kid and colored calf is increasing and tan shoes bid fair to be the prominent feature of the late spring and early summer trade. Not every retailer was posted on this change in style, but a farsighted Boston retail merchant who deals in fine shoes predicted a demand for tans. He based his buying on the fact that he had sold a great many tan shoes for winter wear and believing that his customers would require a good many for summer, placed a large order with Newark manufacturers of men's shoes as early as the first half of January. He sold a good many tans last summer, but is ordering fully twice as many this year.

### Glassware

Decorated Lemonade and Water Sets.  
From \$6 to \$20 per dozen.

Grand Rapids Notions & Crockery Co.  
Cor. So. Ionia and Fulton Sts. Grand Rapids, Mich.

We Sell Whale-Back and Lady  
Ryan Cigars. Do You?

Vandenberg Cigar Co.  
816 E. Fulton St. Grand Rapids, Mich.

**Wanted**  
**SECOND-HAND**  
**SAFES**

Grand Rapids Safe Co.  
Grand Rapids, Mich.

## THE NATIONAL CITY BANK GRAND RAPIDS

Forty-Six Years of Business Success

Capital and Surplus \$720,000.00

Send us Your Surplus or Trust Funds  
And Hold Our Interest Bearing Certificates  
Until You Need to Use Them

MANY FIND A GRAND RAPIDS BANK ACCOUNT VERY CONVENIENT



## The Noblest Roman of Them All Enjoys the Superlative Excellence of the Ben-Hur Cigar

The bringing out of this brand was a distinct discovery in cigar quality. For 20 years it has over-topped all other 5c cigars, and its quality has always been kept up to the standard of its first output.

No cigar has ever done so much for the trade in the matter of building up and increasing business, and we wish to emphasize this fact to every dealer whose case has never shown them, and to suggest that a trial order be sent to your jobber.

GUSTAV A. MOEBS & CO., Makers  
Detroit, Michigan, U. S. A.

**BEN-HUR CIGARS** MADE ON HONOR  
SOLD ON MERIT  
**WORDEN GROCER COMPANY**  
Wholesale Distributors for Western Michigan





### Some Special Features of the Hat Trade.

The spring sales of hats have increased greatly during the last week of the month past, but owing to the weather condition the volume of sales is considerably less than the corresponding season of last year. Easter-time is each year becoming more and more a holiday season, and marking, as it does, the passing of winter, it affords a most appropriate occasion for the donning of spring attire, which occasion is accepted by the majority of the people nowadays. Easter coming on the last day of March, and as the winter season hung on tenaciously until late in March, the retail stores did not receive the rush of customers for spring goods until warmer weather had actually appeared. In no line of retail selling was this fact more apparent than in the men's hat trade. At the present writing re-orders are commencing to appear, and the indications are that the present season will be a most prosperous one to manufacturers and retailers alike.

The last of the "special" and agency styles for spring were placed on sale late in February, since which time no number of distinct novelties in stiff hats have appeared. In fact, none are really necessary, for the variety of styles now shown is sufficiently extensive and varied to satisfy the most eccentric and fastidious tastes. The shapes that are in greatest demand are those having full round crowns, or with a slight tapering effect. The brims are mostly of the flat set order, rolled slightly at the sides and are finished with a slight curl. The heavy brim effects are noticeably absent. Variations to the foregoing descriptions are to be seen in every store, for in order to suit all tastes and properly become the physical differences in people, a wide variety of styles of hats is absolutely necessary, and this condition is recognized by most retailers.

We have predicted a large stiff hat season, and as the season advances the prediction is being verified. In the large cities stiff hats are selling in the ratio of two to one of soft hats. In the inland districts the sales are about evenly divided. Devotees of soft hats are not disturbed by the fluctuations of sentiment in the matter of fashion. For such a soft hat is the hat always, and for them a goodly assortment of styles is always to be had. Strictly speaking, there is no such thing as a "dress" soft hat, although the manufacturers have succeeded in producing a style that approaches the "semi-dress" affair as nearly as a soft hat ever reaches that situation. Such hats are marked solely by the gentility of their appearance, having crowns above the medium in height, and well and carefully rolled brims of appropriate width. For spring the styles of soft hats are, for the most part, made in the outing or golf shapes. The crowns are

dented or creased, and the brims are rolled and shaped in an attempt to secure that extremely negligé effect so much copied by the younger men. In the matter of colors, there is a good demand for the lighter shades of pearl, also there are good sales in the light and medium shades of brown.

About the matter of brown stiff hats, there now seems to be no question of doubt, and the query as to whether or no they will be worn is practically settled. They will be worn extensively in all the large cities and in many of the smaller towns. For several seasons past the manufacturers have put forth great efforts to make the brown derbies popular, but the attempts were attended with small results until within the past few seasons. This season, however, the results will be much more satisfactory than ever before, as the time is ripe for the introduction of colors in stiff hats. Most retailers show three shades of brown—light, medium and dark, with matched and contrasted trimmings. New York City retailers have become quite enthusiastic over the brown goods and report that sales have been numerous to date, and further state that there is no doubt but that the sales will increase greatly as the season advances. The manager of a prominent retail hat department in Boston stated to the writer late in March that at that time at least 25 per cent. of the sales on spring styles had been made on brown hats. With figures to verify such statements the situation appears promising, to say the least, for the colored stiff hats.

Every retailer in the country has by this time heard or learned of the scarcity of certain kinds of straw braids, and the condition which this scarcity has caused in the straw hat market. Some few may have investigated the conditions, but it is safe to say that the majority have given the subject little thought. A great deal of annoyance and trouble would be saved to all parties concerned if the retailers would give the matter some attention early in the season, for the situation is somewhat serious at the present time, and there is every prospect that it will be worse before it is better. The situation in a nutshell is about as follows: There is a great scarcity of split braids. There is to be a great demand for split braid straw hats for next summer. The manufacturers have secured nearly all the braid there is to be obtained at the present time, and the straw braid commission firms state that there is no more coming into the country. Occasionally a few cases arrive from foreign ports, and these are taken up as quickly as they pass through the custom house. It seems doubtful if the manufacturers have enough of the split braids to enable them to fill all orders they now have. It is also sure that any future orders for split braid straw hats can only be filled at greatly increased prices. The most serious aspect of the situation lies in the conditions in the Far East, where the increase of other manufacturing interests is taking workmen formerly busied in the straw braid industry. The greater proportion, by far, of the

braids used in making men's straw hats comes from Japan and China. The Chinese braids are plaited at or near Tien-Tsin, which point is now becoming the center of other progressive industries. Therefore a great scarcity of split, sennit and Jap braid straw hats may be expected from this time on, and none can be obtained except at greatly advanced prices.—Clothier and Furnisher.

### Why the Prices of Shirts Have Been Advanced.

Now that the prices of shirts to the retailer have been advanced by practically all of the manufacturers, speculation concerning the probable effect on the trade has dwindled almost to the disappearing point. There was abundant reason to believe that merchants would accept the inevitable with good grace. That they have done so is a matter of common knowledge. The adjustment to new conditions has not been accompanied by any popular outcry against higher rates, just as the far-sighted ones reckoned when the proposal was first bruited. It is indeed significant of the existing material welfare of the people that with the average consumer the change has scarcely excited interest. Some thought the outlook ominous simply because the public had become accustomed to unvarying standards in price, and it did look for a time as though the makers would have to supply a rather considerable demand at former prices even although it meant very marked deterioration in quality. But the developments have fulfilled our prophecy that such a view would prove unwarranted in the actual test of experience. There is no more hesitancy on the part of the consumer about paying \$1.25 and \$1.75 now than there had been over the purchase of \$1 and \$1.50 grades in the years gone by. We mention these figures because there never was any doubt concerning the better garments. And the fact that the advance has involved increased profit for the merchant makes the present situation wholly satisfactory to all concerned.

After all that has been said and written concerning the scarcity of piece goods, the soaring of prices and the remarkable and insistent demand, further allusion to the difficulties with which the manufacturers have to cope would be superfluous. In connection with the placing of orders for autumn goods, then, the urgency of prompt action and of not falling shy in the calculation of needs is apparent to all. It but remains to be added that the time has arrived for an about-face regarding the negligés' incursions into the stiff shirt season. It can not be figured otherwise than that the haberdashers themselves are responsible for the unfortunately increasing proclivity on the part of the public to wear soft shirts from January to January. We have told of a merchant who found it greatly to his profit to refuse to sell soft shirts after the proper period for their exploitation had expired. We are confident that the reaction is about to set in. To buy bosom shirts and not display them would naturally

avail nothing toward eradicating the evil. The same view for the individual to take is that "every bit helps," and that his mite will be added to the strength of the movement for a seasonable division of merchandise. The stiff bosom shirt will gain perceptibly in the fall of 1907 if the attitude of a score or more prominent haberdashers and outfitters in Gotham may be taken as indicative of the long-due awakening.

Custom makers present little that is new in addition to what has already been described. Flannels are coming to the fore with such rapid strides that the proportion of men who wear them will exceed all records. The process to which the fabric is subjected to render it unshrinkable no longer admits of doubt regarding its efficacy. More flannel shirts will be worn in town the coming summer than ever before. The outing garment has the attached soft collar and for tennis and golf the half-length sleeve makes for comfort.

Pinks and helios are declining in favor, although never popular because too extreme. Green and brown striped patterns are moving best. Considered together, their sales closely approach the staple blue, and black and white treatments. Silk and silk and linen mixtures are soon to be featured by many of the classy shops. These are principally of tan, grey and light green grounds, with small self-figured designs. For wear with the evening jacket in summer the silk shirt with many tucks is endorsed by the best usage.—Haberdasher.

James J. Hill is one of the big railroad men of this country and he rather prides himself on his conservatism. Frequently he gives utterance to warnings against the consequences of this or that policy. He is no great admirer of President Roosevelt, but he can not bring himself to say that the President's course respecting the regulation of railroads is likely to bring about depression in business. "We should go slow," he says. "A recession has set in undoubtedly; not a big one, but still a recession." Mr. Hill has just been through the West and found business conditions ahead of what they were a year ago. There is nothing to be apprehensive about at this time, he declares, and he adds that a recession is one thing and bad times quite another. "Let men keep their tempers and patience and a world of good will be done. The frosts of a recession may nip some luxuries, some flowers like automobiles and diamonds, but lumber and wheat and coal and iron ores are not flowers." Mr. Hill often speaks in parables, and on this occasion it would seem that he means the average American will not observe any difference in consequence of stock market conditions. As to those conditions, Mr. Hill attributes them partly to misdeeds. "I do not care how rich your soil is, if you sow the wind you are bound to reap the whirlwind."

Little deeds tell more than the largest, plainest bumps of character.

Men who elope with a single idea never get wedded to truth.



# *Hermanwile* GUARANTEED CLOTHING



Has the Union Label.

## Better than Custom Made

TWENTY-FIVE years of striving — twenty-five years of practical experience in the innermost secrets of the making of good clothing evolved

## *Hermanwile* GUARANTEED CLOTHING

THE unqualified success which has come to the line proves our contention that at our prices—

**\$7 to \$15**

—no line is superior to ours in Quality, and no line can equal ours in Style and Fit.

OUR line is out for Fall, and we ask the consideration of every progressive clothier who is in the market for a progressive line of up-to-date merchandise.

Samples, at our expense,  
if you prefer it.

**HERMAN WILE & Co**  
**BUFFALO, N.Y.**

New York  
817-819 Broadway.

Minneapolis  
512 Boston Block.



## PATENT SHARKS.

## How They Bleed the Impecunious Inventor.

In the whole field of sharkdom there are none more avaricious nor shrewder than those who consider inventors their legitimate prey.

A weekly publication, the Official Gazette, published by authority of the Government, contains the name and address of each patentee, a copy of one figure of each drawing, and all the claims of each patent issued that week. Immediately after its publication every unknown patentee whose address appeared therein is deluged with circulars, pamphlets and letters conveying to him the glad some information that a "Board of Experts" has passed on the invention and finds it to be of great merit and extreme value—in fact, one of the most valuable of the age.

Or the attention of a "member of the firm" has been particularly called to the patent. A great favor would be done the firm if the patentee would permit said member to act as agent for the sale or promotion of an invention of such enormous worth, and one which pertains to an art with which he is so familiar. In fact, the firm feels the necessity of placing so great an inventor on its roll of honor.

This letter sometimes is accompanied by a 5 cent silver plated medal, as, notoriously, in the case of one big firm expelled from practice before the department a few years ago. The Gazette has been despoiled of the drawing claims, they being clipped out to accompany the letter and being prima facie evidence of the interest manifested by the senders of the adulatory literature.

An offer to dispose of the invention for a large sum, "on commission," is the lure which tempts the inventor. He reasons: "This surely is a concern of importance. Even their letter heads and envelopes bear an engraving of a ten or twenty story building which apparently is their office"—they often steal the patent office for this purpose—"and to employ a 'Board of Experts' proves that they are painstaking, worthy, reliable business men. And the acumen, sagacity and foresight of the Board are such that they have selected My invention above all others! I'm going to get rich!! Quick!!!"

The inventor buys a draft or money order for \$10 or \$15, which "partially reimburses them for their cash outlay in cost of advertising and placing the invention before the public," which statement is accompanied in many instances by a guarantee to place the patent on exhibition in a public place, as, for instance, a board of trade or bourse.

The shark is not going to get caught in the meshes of the law, so he places a microscopic advertisement in an obscure paper. This covers the first part of the guarantee. Then for a few cents he purchases a copy of the patent, and takes or sends it to the "public place," where, perhaps, it never is seen. Presto! He has fulfilled the contract to the letter, and pocketed fourteen of the inventor's precious dollars. But he does not stop there. He is full of resources.

His capacious maw is not yet filled. To find what these resources are ask any inventor who has dealt with him.

Another well worked and plausible scheme is the prospectus graft or engineer's report. The "feeler" or approach is similar to the above, but a prospectus must be forthcoming before the "sales agent" can bring his mythical client to a final conclusion, the latter having offered to pay \$20,000 or more for the patent if satisfactory or "if" something else.

"Whoopie! This firm is fair and honest. They say I can prepare the prospectus myself and they won't charge a red cent until I have got my money for the patent!"

Mr. Inventor busies himself to find the cost of material, cost of assembly, waste, advertising, and all those things which enter into a document of that sort. Together with a copy of his patent he mails it to the grafter. No time is lost by the latter in replying. He is not satisfied with the prospectus; it is not in proper form. But he knows of a firm, Grab, Keep & Co., who can at once be employed for the nominal sum of \$20 to prepare the paper, as the purchaser is becoming anxious. It hardly is necessary to state that the two firms are synonymous.

If this fails to bring results the inventor's hopes are raised by a letter stating that they are so confident of a sale if said firm writes the prospectus that they are willing to pay half the expense. Generally this brings the \$10.

The gulled one receives in return a typewritten prospectus containing a

statement of the nature and objects of the invention, copied literally from the specification of his patent, and a copy of the statement of cost of manufacture and probable sale which he himself has prepared. The "purchaser" usually dies.

Still another is the engraving graft. All there is to this is that the inventor pays from \$9 (why not \$10?) to \$15 for a cheap cut which would cost him not over \$1.50 if purchased from a reputable firm. The advertising which goes with it is not worth a copper cent.

A wonderfully prolific source of revenue is the "stock company." The invention again is worth millions. Will the inventor permit the promoter to organize a stock company bearing his name, which name immediately will acquire a world wide fame? Of course he will! The shark organizes himself, and the inventor, in consideration of perhaps \$100,000 in paid up, non-assessable stock, deeds him the patent. But the greed is not satisfied. He has been at an expense of \$5 for printing that stock and must get it back with interest. So "a little capital is required for advertising, furnishing the office, publicity, etc.," and the poor fellow is bled for whatever more he will stand, whether it be \$25 or \$2,500. He is out just that and the patent.

Including the issue of March 19, 1907, 847,995 patents have been granted. If but one in ten of these patentees had fallen into the hands of these sharks and each had lost but \$10, nearly \$1,000,000 would have been stolen by them.

There may be sales agencies which are absolutely reliable. I know of no reason why there should not be such. Reputable solicitors and attorneys do not as a rule attempt sales—their time is taken up by their regular line of business—but there is not one of them but would be glad without charge to advise his client as to the best way of disposing of his patent.

H. M. Richards.

Speaking with a young lady, a gentleman mentioned that he had failed to keep abreast of the scientific advance of the age. "For instance," he said, "I don't know at all how the incandescent electric light is produced." "Oh, it's very simple," said the lady. "You just press a button, and the light appears at once."

## Seed Oats

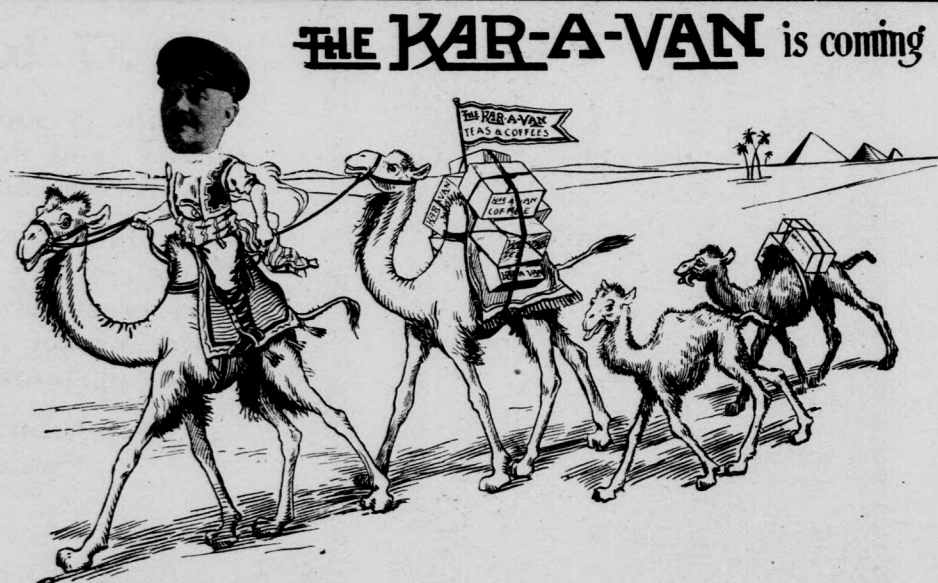
Send us your orders for thoroughly re-cleaned Michigan White Seed Oats. Can supply promptly car lots or less. ❀ ❀ ❀ ❀

We manufacture Buckwheat and Rye Flour, Graham, Whole Wheat Flours and all grades of Corn and Oat Feeds. Try our Screened Street Car Feed, also Screened Cracked Corn, no dirt, no dust, costs no more than others. ❀ ❀

Grand Rapids Grain & Milling Co.

L. Fred Peabody, Mgr.

Grand Rapids, Michigan



There is not another like it in existence. In every town it has visited may be found better satisfied Grocers, with better trade and better profits. We intend to visit every town in the State before fall. If the advance agent has not called on you yet write us for information. We can show you the road to larger trade and larger profits with new ideas and novel methods.

JOIN THE KAR-A-VAN CROWD

Sell **KAR-A-VAN** Coffee

A complete line under one Brand, Six Grades

THAT RICH CREAMY KIND

Retailing at 20c to 40c per pound

The Gasser Coffee Company

Home Office and Mills, 113-115-117 Ontario St., Toledo, Ohio

DETROIT BRANCH, 48 Jefferson Ave.

CINCINNATI BRANCH, 11 East 3rd St.

CLEVELAND BRANCH, 425 Woodland Rd., S. E



## DEVIL WAGONS.

## Their Introduction Creates a New Occupation.

The salaries offered to competent chauffeurs are attracting farmer boys from all parts of the country, street car conductors, motormen, and even stationary engineers to the automobile schools for instruction in the art of running cars. In the classes of one of the local schools millionaires over 60 rub elbows with country boys still in their teens, eager for instruction to enable them to know the mechanism of the horseless cars.

Good chauffeurs are said to get salaries ranging from \$75 a month to as high as \$150 and expenses. In few other lines of business can a worker get even the smaller amount without having years of experience. The automobile craze has not yet reached its zenith, and, although the number of chauffeurs is greater than the demand, there is an opening for a good man at any time, for the majority of men who now are engaged running cars do not give satisfactory service owing to their ignorance of the mechanism of the cars. The large amount of money paid for repairs is opening the eyes of the owners of cars to the need of experienced men.

The automobile school is a new feature of Chicago industrial education, the oldest having been in existence only two years. In the majority of schools four classes a day are held, two in the morning, one in the afternoon, and one in the evening. The evening classes are attended by men who are employed during the day and who are anxious to break into the automobile game as chauffeurs.

In one of the evening classes in a local school are three conductors and two motormen who are employed on the street cars during the day. The men are from the same barn, and what attracted them to the school was the fact that one of their members, a motorman, quit the street car work, which did not net him over \$2.50 a day, for a job running a car for \$75 a month and his room.

His fellow workmen were surprised when they heard about his new position, and they wondered how he knew enough about automobiles to get such good wages, for he worked a greater part of the day, and, as they thought, had no opportunity to get experience driving an automobile.

He told them about the automobile school and that he received a diploma in one course of six weeks. These men now are half through their course, but it is not certain that they will all get positions. It is a fact that most of the men who do attend the schools think they can hold a fine position, when the course is finished, without study. They soon learn, however, that the course in the school is not unlike a course in any other school in the fact that the men who pay the most attention to the lectures and demonstrations are the ones who get positions.

In small country towns there is great demand for chauffeurs, and country boys are sent here for instruction. In the same school where

the street car men are taking the course there are seventeen boys in the classes who are from the country, some from Colorado, Kentucky, Florida, Rhode Island, New York, and one from California.

Coachmen are the latest branch of workers to take up the study. They make the best chauffeurs, for the experience they already have of the road and the way they take hold of the lessons puts them in a class by themselves. They realize they must make the position of chauffeur their life work, for they see examples every day of the passing of the horse and carriage as the means of traveling of the rich people, and they study hard to master all the essential points to becoming good chauffeurs.

Many millionaires have sent their coachmen who have been in their employ for a number of years to the schools for instruction, and in one class there were three millionaire owners of cars who were taking the same course with their coachmen, all of them after the same thing, instruction in the art of running cars.

The course includes thirty-five lessons, twenty of which are lectures on the running gear, engines, carbureters, ignition, lubricating system, transmission, and mufflers. Ten lessons are on the running of the car, and the last five are actual driving on the road. The students get a severe test in the running of the car, for they are told to leave the room for a time, and while they are out something happens to the car, a breakdown which is liable to occur on the road at any time. Each student is given three minutes in which to find the cause of the trouble and then he must repair it.

Ninety per cent. of the breakdowns on the road are caused by trouble with the ignition. The students can not say there is something wrong with the spark, they must tell where the defect is, whether in the coil, the commutator, spark plug, distributor, battery, the wiring, or the connection.

If a man has paid no attention to the lectures or demonstrations he is up against it in this examination, for he receives no help from the instructor or any one in the class. If they follow the system taught in the schools they are supposed to find the cause of any trouble on any car in three minutes.

Many chauffeurs get good positions with wealthy families, and trips through European countries which take months are not unusual. In the majority of such cases the expenses of the chauffeur are paid and his salary is velvet. Again there are chauffeurs who have to clean their cars after every trip and earn only \$50 a month, but the average salary is about \$75.

A number of chauffeurs get excellent positions as demonstrators, and these command good salaries, and the work is easy compared to what others do. They work probably five or six hours a day driving prospective customers about the city, demonstrating the merits of the cars they are working on. Two boys who took courses in an automobile school, just after graduating from high school,

three months after graduation secured positions with Chicago firms as demonstrators at \$20 a week.

Frank J. Sullivan.

Our goods do us no good until we try to do good with them.

"Fun for all—All the Year."

## Wabash Wagons and Handcars

**The Wabash Coaster Wagon**—A strong, sensible little wagon for children; combining fun with usefulness, it is adapted for general use as well as coasting.

Large, roomy, removable box, hard wood gear and steel wheels (Wabash patent). Spokes are drawn tight so there is no bumping or pounding. Front wheels turn to the center, so wagon can turn completely on a narrow walk.

**Wabash Farm Wagon**—a real farm wagon on a small scale, with end boards, reach and fifth wheel and necessary braces—strongly built, oak gear. Wabash wheels; front, 11 in. in diameter—back wheels 15 inches. Box 34x16x5½ inches.

**The Wabash Limited**—A safe, speedy, geared car—a regular flyer. Built low down and well balanced so there is no danger of upsetting. 35 inch frame, with Wabash 11 inch steel wheels. Handsomely painted in red and green. Affords sport and exercise combined. Recommended by physicians.

Manufactured by  
**Wabash Manufacturing Company**  
Wabash, Indiana

Geo. C. Wetherbee & Company, Detroit, and Morley Brothers, Saginaw, Michigan, Selling Agents.

## G. R. & I. LOW RATE

### ROUND TRIP HOMESEEKERS EXCURSIONS

To many points in the South, Southwest, Southeast, West and Northwest.

**TICKETS** on sale March 5 and 19, April 2 and 16.

### ONE-WAY SPECIAL SECOND-CLASS TICKETS TO PACIFIC COAST

And many Intermediate Points in the NORTH-WEST are on sale daily during March and April. **TICKETS** To the WEST, SOUTH and SOUTHEAST will be sold on March 5 and 19 and April 2, 9, 16, 23 and 30. Ask your Local Agent for full particulars. Address

**E. C. HORTON,** Trav. Passenger Agent  
Grand Rapids, Mich.  
**C. L. LOCKWOOD,** Gen'l Passenger Agent  
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Get our prices and try our work when you need

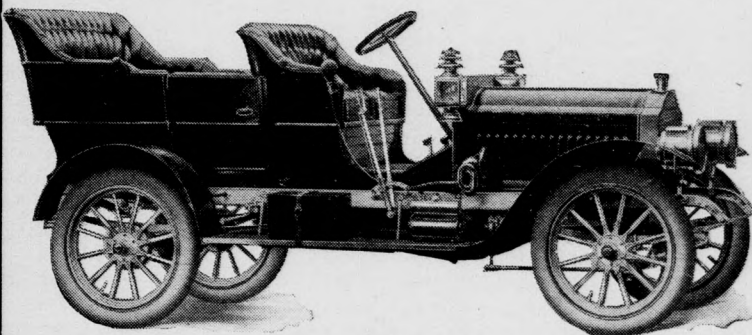
## Rubber and Steel Stamps Seals, Etc.

Send for Catalogue and see what we offer.

**Detroit Rubber Stamp Co.**  
99 Griswold St. Detroit, Mich.

We are pleased to announce that we have taken the agency for Western Michigan for

## The Valveless, Two-Cycle Elmore Motor Cars



Model 16. 3 Cylinder Elmore, 24 H. P. \$1,750

The Elmore two-cycle engine, doing away with all valves, caws, springs, etc., found on 4-cycle engines, is a very simple proposition.

The Elmore has made a clean and enviable record the last five years. There is nothing at all experimental about it.

The car above shown has engine in front under hood, shaft drive, selective type of sliding gear transmission, three speeds forward and one reverse, 104 inch wheel base, 24 H. P.—a large, roomy, comfortable, quiet, powerful car for only \$1,750. Ask for catalogue. Come in and see it.

## Adams & Hart

47-49 No. Division St.

Grand Rapids, Mich.



## AN OLD CRIME.

## Rival Carries Proof Of It To Employer.

From the first day that F. A. Smithers entered the employ of I. Hussell & Co. the head of the concern had his eye on him. Bright, alert, energetic and good to look upon, the young Canadian soon established a reputation for himself which men who had been with the firm for many years regarded with envy.

With a tireless, unflagging capacity for work, Smithers also had the ability to think out new plans and better ways of doing things. His mind was a fertile soil. There were more valuable ideas found in the box for suggestions over Smithers' signature than from all the rest of the employees put together.

Combined with the quality of originality and a tireless capacity for work Smithers also had the undoubted merit of being able to make himself personally popular. Wherever he went, whether into the factory, engine room, shipping department, or the office, men willingly gave Smithers any information and assistance that he wanted. He had the ability to rub men the right way, and men, like other animals, like the hand that can rub them the right way.

Such a man in business could not escape from making rapid progress. And by logic it could lead him to only one place—to be located right, bang up against the head of the firm—and that is just where Smithers did land. The "boss" somehow felt good when Smithers was around, and "sore" when he was not. More and more he shifted off his tired shoulders, which were getting somewhat old, the burdens of the business, and the frame of Smithers, being young, strong, lusty and free from the effects of hidden vice or strength sapping habits, felt not the weight of these burdens, but cried for more.

It must not be thought that everything was a bed of roses to Smithers. Such a quick rise to the top as he effected could not but make him enemies somewhere. And conspicuous among those who hated and detested the young man's merit was Eb Pederson, the one time favorite with the old man, whom Smithers had ousted from supremacy.

But Pederson for a long time could get no satisfaction by trying to find out something wrong with Smithers. He often sat up nights arguing with himself that the Canadian must be in league with the devil to have such a strong native capacity for business and so much inborn originality, but such suspicions looked childish by the morning's light.

Then after months and years of watching the patient, vindictive Pederson got a clew, a slight, fragile, perhaps useless one, but still something to work on. One week the office was working overtime. Every day the mails brought in piles of orders and new men were hired by the score. Never in the history of Hussell & Co. had there been such a rush of work.

One morning after the office force had worked late into the night Ped-

erson was checking up some papers when he came across a slip signed by "F. A. Smitherson." With another worker the paper would have gone through unobserved, but ever before the eyes of the jealous Pederson danced the name of "F. A. Smithers." He compared the signature with other papers signed by his rival and satisfied himself beyond a doubt that no one but Smithers had written it.

Before he went to bed that night Pederson had convinced himself that his rival must have had a past or he would not have changed his name.

A careful enquiry at the hotel where the brilliant Smithers lived revealed the fact that he did not receive any mail from Canada there. Finally by exhaustive investigation and much shadowing Pederson learned that at a certain little store Smithers was receiving mail addressed to "F. A. Smitherson."

Then Eb went to work and dug up Smithers' letter of application, studied the references carefully, making a note of everything he wanted to remember, and when his vacation fell due in a few weeks' time he went to Toronto—the city that Smithers had come from, and which, from all appearances, seemed to be the dazzling one's own home town.

When he came back Pederson's face fairly glowed with satisfaction. He looked like a man who had fallen heir to a fortune, married the girl he loved and achieved his highest ambition all at one and the same time.

He had not been at his desk for twenty-four hours when he asked for a private interview with old man Hussell.

"I'm exceedingly sorry to say, sir," he began, "that by accident, while taking my vacation, I found out something detrimental to Mr. Smithers' character. Had it only been a slight fault I would not have brought it before you, but it is so serious that for the welfare of Hussell & Co. I feel obliged to bring it before your attention. In brief, Smithers was once discharged for stealing money and narrowly escaped imprisonment."

It was not the first time Eb had known his employer to receive bad news and show much anger in consequence, but never before had Pederson seen him so mad, indignant and unreasonable simultaneously.

"I'll not believe a word of it, Pederson," he exclaimed, his face as red as the back of a boiled lobster. "I'd stake my life on Smithers' honesty. You're jealous of him, dead jealous, that's what is the matter. Now, not a word more. Get out and don't trouble me with such trumped up nonsense again. I'm busy. Proofs, you say? No, I don't want to see 'em. There aren't any. Didn't I tell you that it's all humbug? Please drop the matter at once."

Nevertheless, Pederson smiled when he was at his desk again. He knew that the effects of some poisons are not instantaneous. Nor was he mistaken. Inside two hours he was sitting in the private office again.

"Excuse me for speaking so hastily to you, Pederson. Of course you'll understand how I value and like Smithers. Nevertheless, I've thought the matter over, and would like to see what you call 'proofs' as to Smithers' one time bad character."

"Well, then, in a word, sir, he was discharged from his last place for dishonesty. He forged a check or something like that, and was only saved from imprisonment through the influence of his uncle, a man of wealth in Toronto. His right name is Frederick Arthur Smitherson and not Smithers. But Frederick Arthur Smithers, who had a splendid reputation, left the firm about the same time as our Mr. Smithers, and the latter traded on the honest man's reputation when he wanted a reference. Here are some papers I collected about the matter, proving my words beyond a doubt."

The eyes of Pederson lighted up with ungovernable delight as the old man gazed at the papers Eb had collected at the expense of so much time and trouble. He waited eagerly for Hussell to call in Smithers, bring forth the accusation, and discharge him in black disgrace. But nothing of the kind happened. Instead, the old man looked over the papers, and then sunk his head down on the table in an attitude of what appeared to be one of great sorrow more than great anger. Pederson quietly slipped out of the room.

At last, after about ten minutes' reflection, old Hussell raised his head and muttered: "There's something



## The "Ideal" Girl in Uniform Overalls

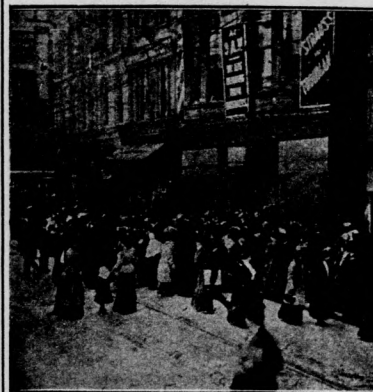
All the Improvements  
Write for Samples

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

## San Francisco, California, Crowd.

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

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



## Monopolize Your Business in Your City

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

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

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

ADAM GOLDMAN, Pres. and Gen'l Mgr.

New York and St. Louis  
Consolidated Salvage Company

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

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



behind it all. If Smithers hasn't got the heart of a man and the native honesty of one, I'll forfeit \$10,000."

Then he called in the unsuspecting Smithers, spoke to him pleasantly for a short time about business, and in the meantime scrutinized his face with intense interest. Finally he remarked: "I'm going out of town for a few days, Smithers. Look after things carefully until I get back."

That night the old man left for Toronto.

Arrived there, he began to look up his confidential man's record, and with the assistance of a skilled detective started by investigating Smithers' school record. He learned of his victorious fight with the school bully, his long leadership of other boys and his natural ingenuity. He found that when but a youth Smithers had paid ardent court to a woman much older than himself. But in none of his actions could a trace of meanness or dishonesty be discovered.

Then Smithers' early commercial career was investigated. Everything apparently had gone well with the youth until he entered the house of business of his last employers in Toronto, and there on a certain day, as proved by evidence beyond dispute, he had gone wrong. But why? Why? Why? There is a reason for everything. Had his favorite employee been lured by irresistible temptations to commit wrong? Was it on a sudden impulse for luxurious, fast living, or what? Nothing of the kind could be found out.

But at last the detective got hold of a likely clew. He found that about this time Smithers' younger brother had shown up in a Toronto bank, being transferred there from Montreal. By all accounts he had been a weak, dissipated and reckless boy.

The tracks of the commercial crime and the reason for it were well hidden by the passage of years; but relentless probing and the spending of money freely eventually brought to light the fact that just before the money was taken by Smithers his brother, employed in a bank, had lost a large amount of money in a certain poolroom.

Under pressure, the poolroom man, with whom Smithers' brother had placed nearly all his bets, disclosed the fact that he himself had advised young Smithers to appeal to his brother for assistance. Here the trail ended. Smithers, Jr., long since had left the bank for parts unknown, and the uncle who had come to Smithers' assistance was traveling abroad.

After discovering this much, the old man paid off the detective and left Toronto, saying it was not likely he would come back.

Arrived at his office, Hussell called in Smithers.

"Mr. Smithers," he began, "kindly take the chair opposite, and now let me tell you something intensely disagreeable to both of us. I have found out that your right name is Smitherson and not Smithers, also that on the 1st of May, 1896, you helped yourself to \$600 of your employer's money. Your uncle saved you from

prison; he gave you money to get a fresh start. You came to this city and got employment with us by the securing of a false credential. What have you to say for yourself and why did you do it?"

At the beginning of the interview Smithers' eyes took on a look of anguish. By the time Hussell was through his look had changed to one of mute despair.

"It's true, sir. I did it; but I hoped to pay the money back, and would have done so but for an enemy."

"Wait a minute, Smithers. What was the reason, briefly?"

But Smithers vouchsafed no answer.

Then his employer got up and paced restlessly about the floor. Then he said:

"Well, I'll tell you why: There was a young man in Toronto in 1896 who had a younger brother employed in a bank. This brother was weak, careless in his habits and an embryo gambler. To the older man had been intrusted the looking after of the youngster by a dead mother. When the younger man first started out to play the races he won. Then he started to lose. To gain money he went to money lenders. His resources exhausted in that direction, he took money from the bank and plunged heavily, hoping to win back a sufficient sum to set him straight. He lost, came to his brother, his face mad with despair, and pleaded for help. He got it; but the elder man himself procured the necessary cash wrongfully. The theft was found out; the elder brother lost his name and would have been imprisoned but for his uncle. Then the man with a past came here and has been working for me ever since."

"True, every word, sir," said Smithers. "Although I hardly understand how you found it all out. I'm sorry for the trouble I've caused you, and hope you'll get a better man in my place."

"Smithers," said the old man, dropping his stern business tone for the first time in the private office for years, "you did wrong, but it was a sin I can and will overlook. It is possible for a man to be tempted beyond his strength. Your weakness was generosity."

Smithers looked up. Tears were not in his eyes, but they were near at hand. Hussell saw his emotion, and in a gruff voice told him to take a few days off and come back the day he felt like it.

Then he rang the bell for Pederson.

"Mr. Pederson," he said, "I am infinitely obliged for the trouble you took to shield the good name of this house by finding out something about Mr. Smithers. As a matter of fact, I myself have investigated the case, but find that you were in error. By a pardonable mistake, you got hold of the wrong firm. The Smithers here worked for another concern."

"Yes, sir," answered Pederson, quietly.

"You are mistaken, Eb; you can see it for yourself easily," said the old man with a tone of finality. "By the way, you've got a nice position

here, haven't you? I don't think you could do any better elsewhere, could you? I think you're one of the best men we've got. What I chiefly like about you personally, apart from your business ability, is your faculty for keeping quiet any business secrets of this house. I am thinking of making you a branch manager shortly, Pederson."

"I can not thank you enough, sir," remarked Eb.

"You can go, Mr. Pederson."

And Pederson went, fully comprehending.

Left to himself the old man muttered: "I've got a first mortgage on Smithers' loyalty that couldn't be dislodged by an earthquake, and he's a man worth having. About that affair with his brother, I came within an ace of doing something the same myself when I was young to protect the family name from disgrace. If it came to a 'show down,' I guess there're few men on my pay roll but have some skeleton in their cupboard, only most of them have got such a padlock on the door that even Satan himself hardly could find out what the secret is."

George Brett.

Too much credit brings discredit more quickly than anything else.

Established in 1873  
Best Equipped  
Firm in the State

**Steam and Water Heating  
Iron Pipe  
Fittings and Brass Goods  
Electrical and Gas Fixtures  
Galvanized Iron Work**

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**6588**

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come under the Food and Drug Act June 30, 1906.

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100 cents all the time, we solicit your orders.

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C. W. Jennings, Manager  
Grand Rapids, Michigan





### Some Observations on the Mother-in-Law Question.

"Talk about questions in which women are particularly interested," remarked the young married woman with something that was almost a groan of despair; "in my humble judgment, no other question is 'in it' with the stupendous relation-in-law problem. It is a conundrum so vast and impenetrable and unsolvable that most women just sit down helplessly before it and give it up.

"Oh, I know all you are going to say. I have heard the 'gaining a new mother, and another daughter' theory before, and in my opinion it originated with a man who didn't know any better or an old maid who had never tried it. I have read at least a thousand novels in which that admirable and cheerful theory was exploited, and yet in real life I don't know a dozen women between whom and their mothers-in-law there exists any entente cordiale, as a diplomat would say. Whose fault is it? Both, of course. To begin with, there's the inevitable jealousy of two women who love the same man. It ought to be a bond of union, but it isn't. It is a bone of contention. A very tactful man might strike a middle course in which he would satisfy the exigent affection of his mother and the unreasoning devotion of his wife without rousing the animosity of either side; but that's not the way with the dear, blundering fellow. Such an idea as exercising the slightest policy and discretion never enters his head. With the amiable and mistaken idea of endearing his wife and mother to each other he holds up each as a model to the other and makes a breach that nothing can span.

"For one thing, I don't believe any mother can ever help feeling that the woman who captures her son is a designing little minx. Other men may fall in love and get married of their own accord, but she is sure poor Tom would never have the thought of such a thing if he hadn't been led on. She knows the artful ways of her sex and nothing could convince her that her son hasn't fallen a victim to the deep, dark machinations of a regular Machiavelli in petticoats. He may have been so frantically infatuated with you that you actually had to marry him to get rid of him. He may be a blase club man, who, like Lady Kew's daughter, is 40 years old and has heard all there is to tell; but in his mother's eyes he is an unsophisticated innocent and you have taken him in. If you had not, she is certain, in the first place, he never would have married anybody, and in the second, if he did he would have married that nice, demure little thing around the corner or the heiress she had picked out for him. But you? Never! Nobody need ever tell her that he was not inveigled into that, and in her heart she regards him with the same pitying wonder we be-

stow upon the man who buys gold bricks or gets roped into a confidence game.

"Perhaps a woman never understands why a man falls in love with another woman, anyway. Certainly a mother does not. As a general thing she can take her daughter's point of view enough to see some charms in a son-in-law, but Tom's choice of a wife is always a mystery to her. Then she is lost in wonder at the reason he always picks out somebody so unlike his sisters. When she thinks, before the catastrophe actually occurs, about the kind of a daughter-in-law Tom is likely to give her, she always has the comforting conviction that she will be either a domestic girl like his sister Hannah or a serious-minded girl like Sarah, who is a Christian Endeavorer and belongs to all the alphabetical societies within reach, or at worst, it will be a literary one like Caroline, who dotes on Emerson and reads Ibsen. These are the ideals of feminine virtues and perfections he has been brought up to revere and she is confident they will prove a lamp to guide his feet when he goes a courting.

"Fallacious hope! Nothing but the contrariness of human nature can explain the fatal surety with which Tom picks out a wife as unlike his family as he can possibly discover. They are staid, serious, sober-minded. He marries a gay little butterfly who thinks that the world is made of sunshine and roses. They could not have less in common or understand her a bit less if she were an inhabitant of the planet Mars. Only too often they do not think alike on any subject, from politics to pie. Yet Tom drops this alien into his family circle, with a masculine disregard of consequences, and stands beaming on them with a beatific smile which says, 'I love you both. Let that suffice to make you happy.' Yes, if it can!

"Say what you will, the situation is a difficult one for both parties, and it is not surprising that they so often manage to extract the greatest possible aggravation for the greatest number out of it. Nothing can exceed the trouble two good, conscientious women, trying to do their duty, can make for each other. The older woman disdains to use any tact. Perhaps she is one of those who prides themselves on being plain spoken, and she forgets that only exceeding love can enable us to 'hear the unvarnished truth spoken of ourselves. At any rate she is bent on seeing that Tom shall not be imposed upon, if she can help it. She points out your faults to you; she lectures you on your extravagance in using your best china every day and repeatedly informs you that in her time a respectable married woman could employ herself in her own home instead of gadding around after women's clubs and progressive euchre. Of course, there is always an I-do-this-for-your-good air about it, and if there is anything more maddening than that, I do not know what it is.

"Nor is the fault altogether with the mother-in-law. The younger woman is generally too young to have learned the grace of forbearance. There are a thousand places where the older

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## U. S. Horse Radish Company

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Girls are frequently painted  
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Try "AS YOU LIKE IT" horse radish,  
On sale both near and far.

You may be sure of traveling the sweet road to happiness by eating

## S. B. & A. Candies

They are wholesome and delicious  
Give them a trial—they will do the rest

**Straub Bros. & Amiotte**  
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woman's advice would be of help and comfort, and she should at least have the grace to yield in many things, and remember, as the goody, goody books say, that her mother-in-law is her husband's mother, and has many claims to her consideration. The trouble is that the girl is so often spoiled. She has generally just come from a home where she was a petted darling and where the world revolved around her. She is not used to criticism and is too quick to take offense. Above all, she has not yet learned to think of Tom as anything but an adoring slave. The very first shock of learning that marriage means something sterner than mere lovemaking comes from the unwelcome hand of his mother, and she seldom takes much trouble to soften the blow.

"Of course, it is natural for every woman to want to run her own home to suit herself. It is also equally natural for a man's mother to feel she has a right to order her son's affairs. Very often she sees things going wrong, things illy done or neglected, things she knows how to do so well and could manage so much better. It is the anguish with which every professional must watch the blundering efforts of an amateur; but it is a fatal mistake to interfere. Each of us has a different domestic problem, and we must work out our own salvation.

"After all, though, we both love Tom, and there ought to be some platform of mutual good will and affection on which we could get together. I am thinking of calling a convention of mothers-in-law and daughters-in-law, where we shall all state our grievances and try to arbitrate our troubles. I shall suggest, as the first provision of our constitution, that the mothers renounce the error of belief that we inveigled their sons into marrying us, secondly, that they quit speaking of our husbands as 'poor Tom,' and believing they are persecuted martyrs; thirdly, that they grant to each and every one of us the right to run our own homes in our own ways. On the daughters-in-laws' part, I shall formulate a plank that shall pledge them to patience with ways that sometimes seem a little old-fashioned; secondly, to remember that not even a bride knows everything, although she always thinks she does; thirdly, to use their utmost power of attraction to try to really storm the barricades that their husband's mothers have erected in front of their hearts."

"What shall you do," I asked curiously, as the young married woman ceased talking, "if your convention proves a failure?"

"Then," she replied, "there will be nothing for it but to marry men who are orphans." Dorothy Dix.

#### Piano Player Injures Eyes on Music.

An oculist tells us there are two lines of work which produce great harvest for both the oculist and the optician. One is music, particularly piano playing. The pianist's head, as he sits upright at the piano, generally is almost three feet from the music. He reads at long range. This, says our authority, of itself is bad, involving as it does a continual strain

upon the eyes. If the pianist only sat still, however, the case would not be so bad, but few do. In executing difficult passages or extended scales, they sway first to one side, then to the other, sometimes a foot in each direction, lean back six inches, then towards the music, all the time keeping their eyes fixed upon the notes, and during all the changes of distance and direction the delicate mechanism of the eye constantly is seeking to adjust itself to the distance, so as to obtain the clearest possible image of the notes. The result, of course, is an overstrain, and it is a common thing, when the practice hour is over, to see the musician rub his eyes.

Shorthand work and typewriting are as bad for the eyes in their way as music, continues the oculist. Most stenographers write with a medium pencil, and in small characters. The dots and dashes thus are hard to decipher, and themselves strain the eyes. Then comes the transcription, which is worse. If stenographers only would learn to use a typewriter as a pianist does the keyboard—that is, to write without looking at the keys, the eye strain would not be so severe, but few of them acquire this degree of confidence and proficiency, so the focus of the eye always is changing, first reading the notes, then dancing back and forth over the keys, then looking at the typewritten page, and repeating these processes all day long, until the wonder is not that their eyes are bad but that they don't go stone blind.

#### Electrolytic Application Solved.

Recent tests of "electrolytic medication" suggest to French enthusiasts a revolution in medical practice. It solves the problem of bringing curative substances into contact with the affected part only, and thus it is possible to treat the liver—for instance—without introducing powerful drugs into the stomach with risk of injury to nerves, heart, and the rest of the body. The new method depends upon the fact that elements of a decomposed solution pass to the electric poles. For example, a sponge saturated with iodide of potassium may be applied to each side of the body, and the electric current will cause the potassium to penetrate the tissues at the positive pole and the iodide at the negative.

It is found to be easy to excite at will either local action on the skin or action throughout the organism. Dr. Stephane Leduc locally has introduced salicylic acid in this way, and thus has cured neuralgia of the eyes after several surgical operations had failed. Even more remarkable was the case of a young soldier discharged from a military hospital with a hand made useless by a burn. The scar was treated electrolytically, the hand being placed in a bath of common salt, serving as cathode, and two sittings of thirty minutes each effected a complete cure.

Many people are talking about the gladness of the gospel who know nothing about the gospel of gladness.



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Let us call and explain. Main 330 or a postal card. We will do the rest.

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They are the Perfected Result of Years of  
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**Standard of Quality the  
Country Over**

You are losing  
money and  
business every  
day without them.

**Detroit Branch**  
127  
Jefferson Ave.

**The  
J. M. BOUR CO.**  
Toledo, O.



## THE SHIRT WAIST.

## Some Points About It To Be Considered.

Written for the Tradesman.

Yes, woman is "born to trouble as the sparks fly upward" when the subject in hand is the perennial shirt-waist problem. It used to be that the matter came up only in the "good old summertime," but now, when the vexatious garment is worn during the entire twelve-month, one is liable at any time to need her stock to be replenished.

Whichever way you look at it there is trouble with the shirt waist, and yet it "fills a long-felt want," as the exploiters say of a new invention. Designed, originally, as a sort of make-shift, its usefulness has extended until now, in all the length and breadth of Uncle Samuel's vast domain, you couldn't find one of his daughters without from one to half a dozen or more in her possession. The shirt waist has wormed itself into our good graces so insidiously that we one and all acknowledge our dependence on it for convenience and beauty, even while we decry it for the bother it causes us to acquire and "get into."

In the first place, the shirt waist is the hardest thing in the world to wear properly. It must be nicely adjusted as to blousability, to suit the style of figure. The sides and back must be made to look trim if the person be plump—we won't use the hateful word stout or corpulent as it doesn't sound near so nice as "plump." If she be spirituel the cloth may be left loose, even falling over the belt.

The latter must be decided on with great care, as an inappropriate one will spoil the effect of a whole costume. Likewise, caution must be exercised in regard to the skirt which is to accompany the shirt waist, as thoughtlessness here ruins the good appearance one might make.

There are numerous devices on the market for making the shirt waist "stay down," both front and back; but good old-fashioned pins on the hand-spike order are entirely dependable and are no togglement to learn the ways of and to exasperate a naturally sweet disposition, if not actually destroy it. Never make the mistake of pinning a white skirt down through the corsets with black pins, nor a black skirt with white pins. If they show in such case they look worse than bad. They declare all too plainly that you have not the French woman's nice attention to the tiny details of the toilet. She has all the little things down to perfection, and it is really these that count most in dressing. With her dressing is a fine art.

In the purchase of and the "getting into" one's shirt waist the utmost deliberation must be bestowed on the lines of the figure. What will do for the little slender person is suicide for her tall wide sister. While the former may affect large plaids, the latter must not attempt them. Stripes going crosswise may be used by the former, but the latter must not wear plaids—not of any description. Always have the stripes come to a narrow V at the waist line, both front and back, if you are at all inclined

to embonpoint. Nothing makes one look larger around the waist than for the stripes or folds in the goods to be wide at the belt.

The sort of collar or stock is not to be neglected. Don't wear an elegant lace or elaborately-made silk or fussy ribbon stock with a gingham, cambric or coarse white shirt waist. That would be making a display of poor taste. With such waists a tub lace or plain ribbon stock may be worn, or a white linen "turnover" and ribbon. Really, though, there's nothing natter with a tailored shirt waist than a man's white linen turnover collar and a narrow black string tie or long four-in-hand, if the skirt be black; if the skirt be brown or navy blue then the tie should match it in shade.

There's all the difference in the world as to the "goodness" put into the making of a shirt waist. A reliable dealer will inform you as to the desirability of this, that or the other make. Don't buy from a line that can not be recommended as to fitting qualities or how the seams are put together. Such waists are apt to "skew" at a critical place. You can't always go by the price of a shirt waist as to the fit. Sometimes a plain dollar waist will fit better and look nicer than a costly and elaborate one.

In the purchase of a shirt waist always be governed by the use it is to be put. If it is to be worn as an office waist serviceability must be looked to. A workaday (office or otherwise) shirt waist should be simply made, and—let me put this emphatically—it should not be of the "peek-a-boo" variety. A man—I do not care how good he is or may think himself to be—is going to "peek-a-boo" all the chances a girl gives him. There's a good old-fashioned proverb which runs, "Beware of familiarity with men," and many a girl has invited "familiarity" (the word has an ugly sound, hasn't it?) by the donning of a shirt waist so thin or lace-trimmed that her shoulders and lingerie show through too temptingly for a man to resist. Now that's pretty plain talk, isn't it? But it is no plainer than is illustrated by actuality every weekday in the year, where young women—especially those "attractive to the men"—are employed as co-workers. More than once have I observed a pretty office girl standing talking to a susceptible man caller who, during the entire interview, stood looking intently at the charms revealed by her shirt waist, and all on account of its "peek-a-boo" fashioning. She may possibly wonder why the men "rubber so," but a downward glance of her own eyes would explain the enticing *raison d'être*.

Polly.

## Cautious All Around.

Hotel Clerk (suspiciously)—Your bundle has come apart. May I ask what that queer thing is?

Guest—This is a new patent fire escape. I always carry it, so in case of fire I can let myself down from the hotel window. See?

Clerk (thoughtfully)—I see. Our terms for guests with fire-escapes, sir, are invariably cash in advance.

## No Place For Pessimism.

There is no place for the pessimist in the successful development of a business. He burdens by his presence and gives relief by his absence.

What most men call bad luck is not that chance does not present itself to them, but simply that they let it go by and miss it. If you want to be lucky in life, force luck and make it yourself. Believe in yourself, and others will believe in you. Rise early, be punctual, reliable, honest, economical, industrious and perserving, and, take my word for it, you will be lucky—more lucky than you have any idea of. Never admit that you have failed, that you have been beaten; if you are down, get up again and fight on. Be cheerful, amiable and obliging. Do not show anxiety to be paid for any good turn you may have the chance of doing to others. When you have discovered who your real friends are, be true to them; stick to them through thick and thin. Do not waste time regretting what is lost, but prepare yourself for the next deal. Forget injuries at once; never air your grievances; keep your own secrets as well as other people's; be determined to succeed, and let no one—no consideration whatever—divert you from the road that leads to the goal. According to the way you behave in life you will be your greatest friend or your bitterest enemy. There is no more "luck" than that in the world. It's going on and up and that is the fun of working, not arriving at the desired spot.

Arriving is the end.

## It Does Pay

To handle the best  
line of  
Harnesses

## That Is Why

so many firms sell  
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Write for catalog and  
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To all merchants  
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State amount of  
stock, various de-  
partments, popu-  
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Wilson Mercantile Co.

Suite 708 Security Bldg.  
Chicago, Ill.

(Expert Advertisers)

X=CEL=O

One With Five

For 30 Days

we will give the retailer ONE case FREE with  
FIVE cases 10 cent size X-CEL-O



This will give you a

## Larger Profit

than your can make on  
any other cereal food  
manufactured

It will pay you to cut out all other cereals and push

X=CEL=O

Order NOW from your jobber, as this deal closes May 6, 1907

National Cereal Co., Ltd.

Battle Creek, Mich.



**OLDTIME STOREKEEPER.**

**Was a Fur Trader and Controlled Indian Vote.**

Written for the Tradesman.

Harvey Dipham was an oldtime storekeeper on the Muskegon River.

It was in the days of the white pine domination. Lumbermen from the Eastern States were making inroads into the big Michigan pine forests and the mercantile business was in its infancy.

Dipham had a dash of Indian blood in his veins. He insisted on being considered white, however, and woe to the man who threw his mixed racial origin in his face. He traded with the Indians, getting large bundles of valuable furs for the goods he toted in from the outside.

Many are the stories related of the backwoods storekeeper. Space will not permit of giving more than a few of them here.

So well acquainted was he with the Indian character that he was chosen by the tribes to represent them at Washington during the pendency of treaty obligations. Dipham met the President on friendly terms, visited Congress while that great body was in session and had the pleasure of listening to Clay, Webster and Calhoun.

"Dem mighty smart men," he declared, when relating to the writer his experiences at the National capital.

Each member of the Indian tribes was given payment for certain lands in gold. Dipham coolly turned down eight hundred of the yellow boys, declaring indignantly that he was not an Indian but a French interpreter employed to represent them.

Proud as any king, Dipham carried himself with a haughtiness that would have done credit to a Chesterfield. His education was limited, yet he was a keen business man. He had abundance of native shrewdness and had his lot been cast in town he would have made his mark in the world. His front was as godlike as that of a Webster, and he could talk on almost any subject with seeming understanding and power.

General Jackson was his ideal statesman and of him he would talk by the hour whenever he could find a listener. At the time of the "Indian War" which shook Western Michigan in '62 the counsel of Dip-

ham was sought by the leading citizens. Some of the wildest yarns of the time were run to earth by an Indian sent by Dipham to investigate the condition of affairs.

A mill was built at the mouth of the creek near the little trading post and Dipham furnished supplies for the boarding house. There were times when the trader had large sums of money in his drawer. No Indian would have thought of robbing the store. White men were not so burdened with scruples, however, and one of them got his punishment while in the act of committing a theft.

Dipham usually slept in his store. Sometimes he would be absent and it was on an occasion of this kind that a thief invaded the place. It so chanced that the storekeeper returned late at night and sought his bunk under the counter without disturbing any one. The man who had planned to see the color of Dipham's money did not know of his return. The desk containing money and book accounts stood on a box next the front window. It was hardly a safe place of deposit, but, being strictly honest himself, Dipham distrusted none of his neighbors. Tired out by his long walk the storekeeper found trouble in wooing sleep to his eyes. About midnight, after tossing about uneasily for some time, the merchant sat up and was on the point of getting upon his feet when his attention was called to the front of the store by a slight scratching sound. His first thought was of the cats, then that a dog was scratching for admittance. Dipham was partial to dogs. He got upon his knees, crawled a few paces and listened. No, it was no dog. The sound was at the window directly in front of the desk. Dipham crept cautiously forward. As he moved along he bethought him of a small hatchet that lay in one of the drawers. Securing this he continued to approach the window. There was no curtain. The night was starlighted. Dipham saw a human form before the window and a hand removing a square of glass. Crouching within reaching distance the merchant awaited developments. Presently a hand was thrust through the opening and rested a moment on the broad sill. An instant later a dull thud fell. An imprecation and a groan! The thief turned on his heels and ran. Dipham lay back and chuc-

kled. To the day of his death the old backwoods merchant had a can of alcohol in which were preserved three finger ends! To these he often pointed, saying:

"Dere's de proof dat white folks'll steal. Nebber catch Injun in a scrape like dat."

The proof was not convincing since the redskins were too cunning to be caught napping.

On the day following the incident of the attempted robbery the mill fireman came up missing. There were spots of blood in front of the arch, and a little trail of crimson leading thence to the store. Nobody thought of pursuing the would-be thief. Doubtless it was thought that the rascal had been sufficiently punished.

Dipham, however, was not always as successful in disposing of thieves. When located in another place, and after the first heyday of youth had passed, a thief entered his store and carried off goods and money to a considerable amount. The thief entered by boring out the lock of the rear door. Dipham offered a reward and officers were put upon the case, but without avail.

Dipham established a branch store near Kalamazoo for the purpose of trading with the Indians. He amassed a considerable fortune in the fur trade.

Politically the old fur-trader was a staunch Henry Clay protectionist. At every election time he marshaled his forces and marched them to the polls. His influence was far-reaching among the Indians. He was a stalwart friend of the late Senator Ferry and saw to it that the Indian vote went solidly for the Grand Haven man in the days when Thomas W. was a candidate for the Lower House. At that time the Indian vote was not an inconsiderable factor in the election of a West Michigan congressman. Both parties struggled for it but while Dipham lived it was pretty nearly solid for the protective tariff candidate.

The man, as intimated, was strictly honest and an honor to the community in which he lived. Oldtimer.

The lightweight is almost sure to feel that he is called to be the light of the world.

He loses any benefit from relationship to God who shirks responsibility for man.

High **"Ideal"** Grade  
Go-Carts, Folding Carts  
and Baby Carriages  
"The Big Michigan Line"



Many hardware and general stores are selling these goods at a nice profit. Are you missing your share? Ask for catalogue.

**Detroit Folding Cart Co.**  
Detroit, Mich.

**Our Specialty**  
**Feed, Grain and**  
**Mill Stuffs**  
Straight or Mixed Cars

You will save money by getting our quotations, and the quality of the goods will surely please you.

**Watson & Frost Co.**  
114-126 Second St. Grand Rapids, Mich.

We are Headquarters for  
**Base Ball Supplies**  
**Croquet, Marbles and**  
**Hammocks**

See our line before placing your order.

**Grand Rapids Stationery Co.**  
29 N. Ionia St  
Grand Rapids, Mich.

# Are You a Storekeeper?

If so, you will be interested in our **Coupon Book System**, which places your business on a cash basis. We manufacture four kinds, all the same price. We will send you samples and full information free.

**TRADESMAN COMPANY, Grand Rapids, Mich.**



## HE CALLED THE BLUFF.

## Advertising Man Up Against Real Goods.

Written for the Tradesman.

"Talk about advertisers throwing away money," said the manager of a successful agency, "there's nothing to it. There are more keen men spending money to catch dollars by mail than there are in any other business. When you mention students by mail getting in the same atmosphere with these old war horses you're talking through your skypiece, if you'll pardon a little slang."

The advertising man, the tea salesman and the shoe man were sitting in the reading room of an up-north hotel, and a grate fire tempered the chill of March.

"I started out in life with a lot of misinformation acquired by mail," continued the advertising man, "and the first customer I bumped up against knocked it all out of me. Might as well take lessons by mail about conduct in the face of the enemy as to absorb a lot of book rot about making sales."

The traveling men had been discussing business methods previous to the breaking in of the advertising man, who had an idea that their notions of salesmanship were all cut by one pattern, one that wouldn't fit in half the cases.

"When I struck this tough customer I was full of book knowledge. I had read that the good salesman must not do too much talking. The books said he must be a good listener, and that if he handled his man right he would do the talking and sell himself the goods offered. Wow! But I soon found out about that.

"This first man I struck was what we call a remedy man. If I had been selling groceries or dry goods or shoes I would have had a line of talk that would have at least secured attention for a minute, but the advertising man is fighting blue sky. This man was noted for his insolence, yet he had the coin and knew how to spend it to bring back more. He owned a recipe for a cough drop, a curtain-top desk, a typewriter, a copying press and the most colossal nerve I ever encountered.

"He bought his remedy ready made of a manufacturing chemist, so his business operations were confined to the office furniture I have mentioned. His appearance was sufficient to drive a man to drinw. He carried fire-escapes of gray whiskers in front of his ears and down his cheeks, which fire-escapes were brushed forward until they looked like wind-blown billows. He had an undershot jaw, like a bull dog, and his eyes were gray and fierce and cold as ice."

"I know the breed," said the tea man. "They travel on that bull dog face. Most of them are four-flushers."

"Well, this one had me faded the first round. He was sitting at his desk when I entered the corner of the office which half a dozen frauds used in common. When I threw down my card he gave me a look which had the Arctic circle against the ropes for fridity and shut his teeth so hard that ridges showed on his jaws.

"Now, I had read in my books that

a good salesman will advance one good argument, covering his point carefully and thoroughly, and make sure that his man sees the point in the light he would have him see it. My books also said that one trouble with salesmen was that they didn't know when to quit talking. The trouble with me right then was that I didn't know when to begin.

"I began with my little story about circulation and the class of people who swore by our paper, and it never turned a hair on his Nobs. I had been told to watch the expression on the face of the man I was trying to convince. I was to look him straight in the eye and wait until one point had struck in before I advanced another. Say, but a wooden Indian was a shame-faced boy compared with that man's countenance. You might have bounced a brick against it without making a dent, except in the brick.

"I told my story deliberately, as I had all the time there was to let out my wisdom concerning advertising and the way to acquire results. At a certain stage I changed the subject in order to give him a chance to ask questions about the points I had been making. His steel eyes were looking over my head, focused on a locality about four thousand miles beyond the sunset's purple rim. The ridges on his jaws grew larger. For pure conversational ability the clam had him beaten to a frazzle."

"Why didn't you try a cannon cracker?" asked the tea man.

"You might have extracted a few words with a corkscrew," put in the shoe man.

"I had anticipated busy-day excuses, and contracts-all-made talk, and not-in-my-line arguments, but I was not prepared to face any pre-historic mummy like this. It made me feel like Saturday afternoon in the old log school house when I was speaking a piece in the presence of the School Board. The other frauds in the office swung around on their swivel chairs and took in the show. His Nobs saw that he was playing to an audience and doubled the cold storage in his alleged face. It was sure up to me to make good in jig time or get out into the open where I could get the frost out of my system. Talk about a human face carved in marble. Well!"

"Didn't your books put you wise?" asked the tea man.

"Books? Right there I dumped my hastily acquired knowledge of the advertising business and made a case to fit this Arctic winter in front of me. I knew that he was a fraud, and I knew that he knew it. He is one of the men who offer a thousand dollars for any case his remedy won't cure. His cough drops are composed of glucose and a drug which temporarily stops the cough by paralyzing the muscles of the throat. He ought to be arrested for using the mails for fraudulent purposes and for getting money under false pretenses."

"Nice party that," observed the tea man.

"It is the frauds who put on the most style," replied the advertising man, "In about five minutes I threw

off my overcoat and dropped into a chair close to his desk. His companions in crime at the other desks looked as if they expected me to be turned out right there.

"Now," said I, in a confidential whisper which all the others must have heard, 'I've told you about circulation and all that. This looks as if we'd take your advertising on the usual basis, but there's something else. We run a clean family newspaper, and guarantee to protect our readers against advertising frauds. I'm speaking low so these other fellows won't get next. We'll take your business on the terms stated, all right, but there's something you've got to do, too.'

"The face of his Nobs froze harder. I half expected it to crack open with frost. He made a slight movement as if to call for help, but there weren't any words escaping from the straight slit between the fire-escapes.

"It's this," I continued, 'You advertise to give \$1,000 to any person who tries your remedy in vain. See? You say in your readers that you've got the \$1,000 posted in a bank, and anyone can get it who uses it and is not cured. Isn't that it?'

"His Nobs gasped and wheezed like a snow man catching his breath. He lifted one hand and pointed to the door. At least I knew that I was not up against a deaf one.

"Now," I continued, 'you've probably got a thousand in the bank if you say so, but we don't know whether you have or not. You may have a check-writer here who puts in his time paying thousands to people who claim to have bought and used your remedy to no purpose. Still, we do not know anything about that. You have got to show us before we sign a contract with you. You see, there is nothing personal in this. We run up against so many con. men that we have to be careful. So if you want your notices to run in our paper you've got to put up a thousand where we can reach it and hand it out to any one of our readers who feels aggrieved. Understand?'

"How many stories up was this office?" asked the tea man.

"Is the fall what made that flat place on your head?" asked the shoe man.

"I can't begin to tell you the things that man said to me! I wouldn't repeat 'em here if I had 'em by heart! He walked up and down the floor and I was afraid he'd bite out the gas fixtures. Thaw? You never saw a man thaw as quickly as he did. I sat right there filling out a contract.

"Of course this is all impersonal," I said in a moment. 'You're on earth to sell cough drops and I'm getting my bread and my lamb chops by the sweat of my jaw. Be a good fellow and sign this contract. I'll call in later and show you a proof, at which time you can pass over a certified check for the thousand. If the talk about the forfeit is all a bluff we don't want your business. Understand?' He vividly and with violence described the region where I might go, so I put on my overcoat and stepped outside, where I found numerous clerks and stenographers listening to

the words pounding against the door.

"And I'll be dod gasted if he didn't follow me out into the hallway and down to the elevator. 'Look here,' he said, 'you ought to have more sense than to spring a thing like that on me right in my own office. You've got a good paper, and I didn't think the manager would send out a man with so little sense. However, if you'll promise me that the money will be safe I'll call your bluff. Yes, I'll put up the thousand in the hands of your manager, but I've got to know that a fair test of the remedy is made, and you must insert free of charge in the news columns the statement that the paper holds the coin. Is it a go? Come, you made the draw. Now play your hand.'

"Now, that was a nice game for me, wasn't it? I didn't think the manager would accept the forfeit money. I had a notion that he'd close the incident by setting me out on the sidewalk. I could see just what the remedy man was playing for, and I had given him an opening. He wanted the editorial endorsement of the paper. You both know what that means in these days of countless bum remedies. I knew that he'd advertise all over the world the fact that we were holding his money. Say, it would be like District Attorney Jerome holding the stakes in a dog fight! Anyhow, I had won."

"I tried to wiggle out of it. I said that it was just a bluff. He laughed and told me to play my hand. Well, I had to play it! The manager swore, and the remedy man got about ten thousand dollars' worth of free advertising. This remedy man was wise as Solomon when it came to advertising.

"Now, where are you going to educate a man to meet a crisis like that except on the road? Ordinary methods never made a salesman yet, and never will. It takes nerve and resourcefulness. It's all in the man. I've told this story about myself because I'm too good to lie and say it was another man. It looks like brag, but it is the truth. I'm going to bed."

Alfred B. Tozer.

## Speech Has No Special Seat in Brain.

A long established belief now seriously questioned, if not disproved, is that the various senses each have a special center in the brain. Nearly half a century ago Broca decided the faculty of articulate speech to be localized in the foot of the third cerebral convolution on the brain's left side, and it has been understood that removal of this part of the brain would cause loss of speech, or that the brain of a person attacked by loss of speech would show a lesion in this place. A late investigation by Dr. Pierre Marie of Paris does not confirm this theory. More than forty autopsies of subjects who had lost their speech have shown no case in which this part of the brain has been attacked, but an extensive hemorrhage of the brain has been noted in most cases. Further than this, loss of speech usually is attended by a diminution of the general intelligence, indicating that speech can not be assigned to any special part.



(BUTTER COLOR NEWS)

# Important to the Trade

BURLINGTON, VT.

Recent legislation and agitation relative to food products have induced us to make this explanation and statement concerning our butter colors:

The **DANDELION BRAND (Purely Vegetable)** is beyond question harmless, and is guaranteed by us as not deleterious or injurious to health.

The **IMPROVED BUTTER COLOR** is a coal tar color and, so far as our experience experiments and chemical tests can determine, is neither injurious nor deleterious to health when used in the quantities designated. This color is not forbidden by the Department of Agriculture under the Federal Food and Drugs Act of June 30, 1906. In some States, however, under considerations largely theoretical, coal tar colors, irrespective of their actual effect in use, are questioned.

## Money In Our Butter Color



FOR OVER 20 YEARS dealers all over this country have had a steady profitable trade on our famous Improved Butter Color, a trade that has grown so large and proved so satisfactory that our Improved Butter Color has long been acknowledged to be the Standard of the World.

NOW WE OFFER to the trade a tried and true Vegetable Butter Color in our already famous "Dandelion" Brand Vegetable Color. There is no guess work about this color. It has already in two years proved itself to be the one reliable Vegetable Color.

## Commissioner Slater on Dandelion Vegetable

From Commissioner E. K. Slater of Dairy and Food Department

EDS. N. Y. PRODUCE REVIEW AND AMERICAN CREAMERY:

St. Paul, Minn., Dec. 8, 1906.

Will you please accord me space to call attention to the scores on butter exhibited at the Minneapolis convention which was colored with vegetable color? This department made arrangements to send out trial packages of the color, and it is gratifying to note that no fault was found with the color by any of the judges. The names of the exhibitors, together with the scores, are as follows:

N. C. Siverling, Glenville .....	96 1/4	H. C. Hansen, Smith Mills .....	93 2/3
O. P. Jenson, Blooming Prairie .....	96	E. O. Quenvold, Hutchinson .....	93 2/3
Alfred Anderson, Litchfield .....	96	C. M. Davidson, Climax .....	93 1/2
Alex. Johnson, New Ulm .....	95	J. W. Reynolds, Eagle Lake .....	93 1/2
E. P. Greeley, Alden .....	95	C. W. Sly, Lake Crystal .....	93 1-6
H. H. Jensen, Clark's Grove .....	94 2/3	C. F. Wendt, Welcome .....	93
M. P. Mortensen, Cokato .....	94 1/2	S. S. Simpson, Dover .....	93
J. F. Keilty, Watkins .....	94 1/2	Greenwood, Zion .....	92 2/3
H. J. Rosenau, Meriden .....	94 1/2	J. C. Frost, St. James .....	91 1/2
J. Petersen, Chisago City .....	94	Henry Sprenger, Conger .....	91

This butter was all colored with the Dandelion Brand Vegetable Butter Color, manufactured by Wells & Richardson Co., Burlington, Vt.

This result, together with results obtained previously, should be sufficient to convince the most skeptical that the new color on the market is all right. Our buttermakers should not wait until the law compels them to use this color which will relieve their product of all suspicion. The Legislature of this State will undoubtedly pass such a law this winter. Butter is the only food product now manufactured in the State in which coal tar color is used. Is it not inconsistent for our buttermakers to ask this favor? Now is the time to get ready for what is practically certain to come.

Yours truly,

EDWARD K. SLATER, Commissioner.

TO RETAILERS AND JOBBERS---If you have not stocked our Dandelion Vegetable Butter Color in bottles and gallons, write us at once for prices

WELLS & RICHARDSON CO. = = Burlington, Vermont



### SAVED THE KING.

#### The Brown Work Mule Proved To Be a Hero.

Jim, brown work mule, 4 years old, is a hero.

Not only that, but, so far as the records show, Jim is the only mule that ever was a hero.

Like all heroes Jim is modest, and despite the fact that only a short time ago he saved many lives, and rescued from almost certain death one of the most famous horses in the world, Jim quietly is dragging a harrow across one of the vineyards of E. J. (Lucky) Baldwin's great Santa Anita ranch in Southern California, thankful for the better fare and the easier work—and asking no Carnegie medals, or admiration, or petting.

It is not recorded that he is any more patient, or any more self-important than he was before he became a hero. He is just as stubborn when he balks, and his heels are just as dangerous, while his appetite is as good as before.

History records hundreds of instances of mules drawing cannon into battle, facing shot and shell and bullets, and trying to brush away grapeshot with their whisk broom tails. But never before, so far as can be learned, has any mule, of his own volition, rushed to the rescue of endangered fellows and by sheer bravery and gallantry, and in the face of terrible death, rescued the imperiled ones, as Jim did.

The story is one of the oddest that ever has been told. Jim is only an ordinary work mule. He is a good work mule when he is good, but, like all other mules, he has his bad days, and he is certainly "sot in his mind." When he balks nothing starts him until he completes thinking about whatever he has on his mind. He defies the pure Castilian swear words of his enraged Mexican drivers, and is complacent under showers of carrambas and blows. When he is working over in the wonderful truck garden part of the valley, he matches his will against the wills of all the Japanese who try to force him to do things he does not want to do.

In fact, up to the time that the great work barns on the Baldwin ranch burned on the night of March 20, Jim was rated as "mule"—just as one of the hundreds that toil on the ranch. There was nothing to distinguish him especially from any of the other mules, except that he worked with Ned when in double harness, and at night belonged in the mule corral adjoining the big barn on Baldwin avenue, which cuts the western section of the immense ranch a mile west of Arcadia.

If Jim ever aspired to associate with the thin legged, high headed, sensitive nervous thoroughbreds that have made the Baldwin colors famous on every racetrack in the land, he never showed it. He appeared content in his corral, where he held his own in kicking and biting matches and won his share of food regularly.

That he ever had even a fleeting dream of knowing "The King" intimately seems beyond belief.

Everybody remembers "The King,"

at least everybody who, on that bright June afternoon, gathered with the tens of thousands in Washington Park to witness the greatest American Derby ever run.

For "The King" is—Rey el Santa Anita—the one horse that carried Lucky Baldwin's colors to victory in the greatest turf event of America.

Thousands remember the wonderful ride down the stretch at the track, now dismantled—the gallant battle, the wonderful gameness of Rey el Santa Anita, the shudders, the thrills, the sudden outbursts of wild cheering as inch by inch the field of grand horses struggled for the greatest prize of the Western turf—and saw the big, handsome horse, bearing the colors of Lucky Baldwin, flash to the front—and cross the line a length to the good, winning for the veteran (veteran even then) sportsman the prize which was his ambition in life.

"The King" is growing old now—for that Derby was run way back in the early nineties—but Baldwin has not forgotten. Other horses tried year after year—but only "The King" won. So Rey el Santa Anita has lived in luxury, eating the best food, and occupying the best box stall, receiving the reward due all great race horses.

Soemtimes "The King," standing in his deep pasture under the eaves of the purple Sierra Madre Mountains and in the shadow of Mount Wilson, the giant of the range, might have seen Jim dragging a plow or a harrow in the vineyards nearby. Possibly he may have noticed Jim—probably not. Perhaps his eye was wandering away over miles and miles of wonderful orchards of oranges and peaches, apricots and olives, over miles of strawberries and vegetables, wheat and barley and grapes, down arcades of giant eucalyptus trees, through groves of fragrant, spicy pepper trees, over flowering fields and wide, cacti covered wastes to the gaunt, rugged mountains.

There are 100,000 acres of the great ranch and he is the king. Possibly he looked across to where workmen are building a race track for Los Angeles, and day dreamed of his great day of triumph, when he walked before a banked mass of humanity, wearing the floral collar, and listened to the burst of cheers.

Meantime Jim tugged at the harrow, or balked, or kicked—and perhaps envied "The King."

But it happened that on March 20 "The King" was moved. Workmen were repairing the barn set aside for the blue-blooded aristocracy of the Baldwin barns and "The King," with other racers, was moved into the work barn.

That night, as "The King" stood in his box stall, a little burst of flame, a tongue of fire, shot upward and wrapped around the edge of a bale of hay. In the barn were five other horses, and outside in the corral and sheds adjoining were fifty work mules—and among them Jim.

What started the fire is not known—perhaps a discharged Mexican or Chinaman. In three minutes the flames were roaring over the pile of

## What's the Matter With It?

Why is it that you're not selling much sliced meat—ham, bacon, tongue, etc.?

Why is it that you sometimes feel that it's more bother than it's worth?

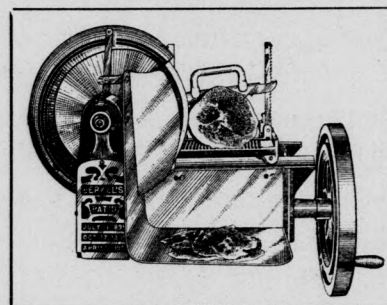
Why isn't there much profit in it for you?

Maybe you're in the position of the "other stores" referred to in the following letter:

"I have been using one of your machines about ten months. It does the work so nicely that it has increased our boiled ham and dried beef trade about 50%. People who buy their other meats at the other stores come to me for their cold meats and I eventually get all their trade.

I. B. JONES, Watseka, Ill."

Hadn't you better change?



The season is at hand when your sliced meat trade ought to be best; when it ought to be making you more money than almost any other line you carry, and more new customers as well. Is it?

If it isn't, you're not using an **American Slicing Machine**.

The machine will bring you all the trade of your locality in this line, save waste, save labor and make you more money on each sale.

Big store or little store, big town or little town, you need it.

Five thousand users back this statement up.

Let us prove it.

American Slicing Machine Co.

725 Cambridge Block, Chicago

## Grand Rapids Safe Co.

TRADESMAN BUILDING

## Dealers in Fire and Burglar Proof Safes

We carry a complete assortment of fire and burglar proof safes in nearly all sizes, and feel confident of our ability to meet the requirements of any business or individual.

Intending purchasers are invited to call and inspect the line. If inconvenient to call, full particulars and prices will be sent by mail on receipt of detailed information as to the exact size and description desired.



baled hay and clutching at the wood-work.

The first pungent clouds of smoke brought terror to the hearts of the horses. "The King," in his box stall, heard the neighs of terror, the screams of mortal fear; heard the pounding of hoofs and the wild braying in the pens outside, and then fear gripped him.

Fire was upon him, the fire that maddens horses while it draws them towards it with terrible fascination. He was loose, but the box stall bars were up. With a cry of fear he ran around and around.

Men were arriving, running from the nearby bunkhouses. By that time the fire was raging, the west half of the great barn was a roaring furnace. Outside in the mule pen pandemonium was let loose. The noise was terrific. Mules, crazy with terror, fought and struggled, screamed and brayed. Horses, even wilder with the fright that was upon them, rent the air with agonizing shrieks. Fire was dropping on their backs.

The men who arrived threw open the corral gates and rushed into the barn. Horses were cut loose—but, maddened and drawn irresistibly towards the fire by its fatal attraction, they bowled over their would-be rescuers and fought to get into the flames.

The mules were beyond human control. Running loose, and colliding with each other with terrible jars, screaming until the night was more than hideous, they stampeded towards the fire. The walls of the barn threw them back, but again and again they tried to get into the burning barn.

The cry went up among the men. "The King" is in there!"

In Japanese, in Spanish and in English the alarm was repeated. "Lucky" Baldwin arrived and he heard the cry. Rey el Santa Anita was burning to death.

"I'll give \$500 to the man who brings him out," he cried.

But the reward was not necessary. Already a score of men were struggling to reach the box stall. Dense clouds of smoke and the terrible heat drove them back.

In his box stall "The King" was screaming. The fear of death was upon him. Perhaps in those few minutes he was reviewing his life, and remembering that triumphant day when he swept under the wire and heard the roar that saluted a new victor.

In that moment Jim turned hero.

What impelled him to act no one ever will know, for Jim, like most heroes, says nothing in regard to his act.

He started in the corral, where the crowd of maddened mules was milling and screaming and rushing towards the fire. In that mad maelstrom of insane animals no man dared go. But Jim went.

The men who were watching saw a big brown mule, with ears laid back, teeth bared and screaming with rage, rush upon the milling, struggling mass that was fighting to get into the fire.

His charge broke the crowd. With

teeth nipping and gashing, ripping flesh and drawing blood, Jim charged through them. Then, when the impetus of his charge was checked, and he could press his way no farther through the throng, he turned, and using his heels in wonderful manner he beat a tattoo upon them.

A moment later, like a demon mule he backed off and charged again. In two minutes half the mules were fleeing from him. A minute more and he was chasing the last mule out of the corral into the big pasture, where the men were catching them and leading them away.

Fire was breaking through the roof of the barn. From inside came the screams of the horses, driven even more frantic as fire fell upon their backs and singed their hair.

"The King" was screaming and battering in his stall. Jim trotted halfway across the corral, stopped at a bunch of hay, drooped his ears and commenced to eat. A Mexican ran in and tried to drive Jim out, but fled when the hero turned upon him and bared his teeth.

The fire was sweeping almost through the barn. One horse already had fallen in his stall and two had been dragged out by the daring workman. But "The King" seemed doomed.

Suddenly Jim stopped eating. Those who saw him declare that he looked a bit annoyed. He pricked up his ears, trotted slowly across the yard; then, with teeth bared, ears laid flat, and tail sticking straight out, he charged in at the barn door—and disappeared into the fiery furnace.

The men outside thought he had been drawn by the fatal magnetism the fire has for animals. But he was not. Jim was going to the rescue.

An instant after he disappeared he reappeared, biting viciously at a roan two years old, which he had driven

out. Then he charged into the fire again.

A scream of agony from "The King" brought a look of despair to every face.

Half a minute—a minute—perhaps a minute and a half passed. The roof was beginning to sag at one end, and a volcano of fire flashed upward into the night, lighting up the wonderful groves, and throwing a red glare far up towards the summit of Mount Wilson.

Then, to the amazement of all, "The King" came forth. At his heels, and biting him viciously, came Jim. Across the corral, where the sheds already were blazing, Jim chased "The King"—and, as Rey el Santa Anita broke through the gate to where a score of men were waiting to capture and throw a blanket over his head, Jim turned like a flash, and, like lightning, planted a vicious kick squarely on the hind quarters of "The King."

Then he trotted back into the corral and commenced eating hay again, as if annoyed that he should have to stop his meal to rescue mules and horses foolish enough to get caught in burning barns.

The Mexicans finally captured Jim and led him away. His hair was badly singed, and a big spot on his back showed where a burning brand had fallen upon him—but, as the burn did not come near the collar, Jim, hero and rescuer of Rey el Santa Anita, went back to the harrow the next morning. Hugh S. Fullerton.

The man who can not show his religion in his business has no business with his religion.

It is easy to understand man's loathing for religion when it spells loss to his business.

The emptier the head the less it takes to inflate it.

## 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.

# PILES

## CURED

...without...

**Chloroform,  
Knife or Pain**

**Dr. Willard M. Burleson**  
103 Monroe St., Grand Rapids

Booklet free on application

# IF A CUSTOMER asks for HAND SAPOLIO

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

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

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



## CLERKS' CORNER

### Green Clerk Held His Job Despite Poor Work.

To my great surprise, I had held my job. I never expected to do it. My first day at work had convinced me of my utter unfitness as a clerk in the busy office in which it fell my lot to be employed. I was out of my class. I was too inexperienced, too "green" for the work, and I doubted seriously that I ever would be able to acquire the proficiency shown by the clerks about me. But, somehow, I managed to go through the second day as well as the first without receiving notice that my services no longer were required, and at the end of that first week I was in the employ of the same house and still there was no "notice" in my pay envelope.

I knew, however, that the receipt of this notice was only slightly delayed, for the first week had given me no more confidence than had the first day.

I was far from being a brilliant success as an invoice clerk. In the first place I had lost all the confidence in myself that I had possessed and the rush of the office had rattled me. This made it impossible for me to work with any degree of certainty, and my extending and footing were, to say the least, not satisfactory. I heard one of the older clerks say that they were "rotten." I have no doubt that clerk knew exactly what he was talking about.

At the end of the first week I was fully convinced that if I was going to learn to be an efficient invoice clerk I could not learn it in the office. It was no place for me to learn. I could not get used to the noise around me and consequently I could not get on to the trick of figuring rapidly and accurately. I tried my best, but I was a failure, and I knew it.

"Well," I thought, "I will last just about another week unless I make a sudden improvement."

But how was I to make any improvement?

I thought the thing over and finally I decided that the only way for me to do was to practice on dummy invoices away from the office, anywhere that it was quiet and where I could practice undisturbed. I had an old clerk show me his system of rapid extending and studied it under his tutelage until I had it by heart. Then I made a copy of a couple of his extensions, a copy of an invoice, and stuffed them into my pocket.

That night in my room I took out those papers and began to work. I practiced extensions until my head ached. I wrote imaginary invoices until I was a victim of writer's cramp. Next day I casually asked the old clerk to show me some more extensions, which he did with pleasure, his ability as a rapid and accurate extender being a matter of great pride with him. The next night I again

gave myself a liberal dose of self-instruction and practice on my day's work. I noticed now that the figures were beginning to come easier to me. A sum with five figures in it was no longer a terror to me, and fractions gradually grew to be as simple as plain figures. By the fourth night of this kind of practice I was able to make in my head without the use of paper or pencil most of the extensions necessary in my work in the office, and the more complex ones came readily with paper and pencil.

But at the office it was a different matter altogether. With clerks working and talking all about me, with office boys running up every few minutes and shouting for invoices, I found myself losing my grip on my figures and falling down as regularly as ever. I saw now that figuring in a quiet room and figuring in a decidedly unquiet office were two distinctly different matters. I saw that in order to do satisfactory work I must forget the noise around me and concentrate myself wholly upon the work in hand.

This was even more difficult than learning how to figure rapidly. The trouble really was that I was fresh from the country and wanted to learn as much as I could, and everything had an interest for me. When a boy came in and shouted for "the sugar invoices" I invariably sought to learn what the sugar invoices were, when a clerk from the auditing department asked for the "day's recap" I forgot the papers before me and looked to see what "the recap" was.

I saw that I would have to stop this. I would have to forget that I was interested in anything but the work which I was paid to do. I would have to concentrate myself; and this was the most valuable business lesson I ever learned in all my life.

It was a harder lesson to master than any other in my experience. I was sure that I was not mastering it at all. I did my best, but I felt that my best was bad; and I sweat blood and wondered just how long it would be before I was let go.

To my amazement I was on the pay roll at the end of a month. By this time I had managed to recover a certain amount of self-confidence, and I began to wonder if after all it were not possible that I would hold my position. I reasoned that, not having been discharged in the first awful two weeks, when my work was nothing but a series of blunders, it seemed probable that I would not be treated so now, when surely my work had shown at least some improvement. And just when I was reasoning along this line I made a serious error, and I promptly lost heart again.

While I was still in the dumps over this something happened to let a glimmer of light into my miserable existence. Two of the clerks on my desk were kept at home one day by illness. This left Fleury, an old clerk, and myself to do the work of four men. It was during the rush season and it was impossible to draw on other parts of the department for assistance.

"You fellows will have to do the

## Fifteen Carloads of Buggies

that is what we have in stock at Grand Rapids to begin the season. That means prompt shipments on hurry-up orders during the season when factories are crowded. Try It.

**Brown & Sehler Co.**

Grand Rapids, Mich.

WHOLESALE ONLY

Our registered guarantee under National Pure Food Laws is Serial No. 50

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



Our Cocoa and Chocolate preparations are ABSOLUTELY PURE—free from coloring matter, chemical solvents, or adulterants of any kind, and are therefore in full conformity to the requirements of all National and State Pure Food Laws.

**48 HIGHEST AWARDS** in Europe and America

**Walter Baker & Co. Ltd.**

Established 1780, Dorchester, Mass.

## A GOOD INVESTMENT

The Citizens Telephone Co., of Grand Rapids, Mich.

Having increased its authorized capital stock to \$3,000,000, compelled to do so because of the Remarkable and Continuing Growth of its system, which now includes 27,000 Telephones, of which more than 4,000 were added during its last fiscal year—of these over 2,000 are in the Grand Rapids exchange, which now has 7,600 telephones—has placed a block of its new Stock on Sale. Its stock has for years earned and received cash dividends of 2 per cent. quarterly (and the taxes paid by the company.) For further information call on or address the company at its office in Grand Rapids.

E. B. FISHER, Secretary.

Everything Is Up

Excepting

## Mother's Oats

Same good quality

Same old price, but an additional profit for the grocer

Why?

Because of our Profit Sharing Plan

which applies to

**MOTHER'S**

Oats Twos  
Oats, Family Size  
Cornmeal

Encourage economy by pushing these brands  
and make MORE PROFIT

**The Great Western Cereal Co.**

Chicago



best you can," said the head clerk. "Get out as much work as you can, and let the rest pile up until the other fellows come back. They'll be back to-morrow, I guess. Take the rush bills first."

Fleury was the most rapid and accurate figurer on the desk. He was a wizard in extending, never using a pencil save to put on the invoice the results of extensions made in his head. The head clerk often had said: "Fleury and another man as good as he is could take care of that desk alone."

I expected to be more of a handicap than a help during this emergency, but with a pile of work before each of us there was nothing to do but to dig in. Fleury did exactly twice as much as I did the first day. But that night I took a bundle of work home and worked on it until midnight. Next morning we were alone again, the illness of the two other men being more serious than was expected. I told Fleury about the work I had done at home.

"That's all right," said he. "To-night we'll both stay down here and clean up the stuff that's ahead of us."

We worked until 11 that night. When we were through we had completed all the work allotted to our desk and were ready to start on the regular day's work in the morning. The sick men stayed away three days more. When they came back they were instructed to dig in and help Fleury and me to clean up the old stuff. They promptly returned to the head clerk and informed him that there was no old stuff to clean up. He came down to investigate. He was surprised, but he said nothing.

That afternoon I was called to the desk of the head of the department. Here, thought I, is where I get my long expected discharge.

"The head clerk has just told me how Fleury and you have been doing the work of four men for the last four days," he said, in curt fashion. "That's a good start. Keep it up; you'll find you won't lose anything by it."

I went back to my desk with all the blood in my system in my face. I was more rattled by this unexpected praise than I had been by the clamor and whirl of the office.

Henry W. Jackson.

The simultaneous increase of rates by the Western Union and Postal Telegraph companies may not pass unnoticed by either State or National Government. The magnanimity of these companies in increasing the pay of employes 10 per cent. and then increasing the cost of messages 30 per cent. is wonderful. But there is a suspicion that such lovely agreement between supposedly independent companies is what the law terms a conspiracy in restraint of trade. The Inter-state Commerce Commission has no jurisdiction in the premises, but the Department of Justice has, and furthermore Attorney General Jackson may take a hand if he thinks, as he probably will, that state law is being violated.

The best aspiration for heaven is perspiration in making earth heavenly.

### The Legal Way.

Keep reasonably close to the best legal forms of doing business, even with your best friend. Probably you believe him strictly honest, and the longer that belief stays with you the happier you will be. But it is not an act of friendship to put temptation in his way by dealing loosely with him.

This world is not such a bad place after all and most men are by nature honest; it's when they are crowded by adverse circumstances that they become otherwise. But in these days of speculation it is always hard to tell just who may be crowded, and it is not wise to help make even your best friend the victim of circumstance. It is much better for both parties to be safe than sorry.

Some great legal authority has said that the object of law is to make it as easy as possible to do right and as difficult as possible to do wrong. Probably most of us have seen the time when we were inclined to reverse this statement; still, by doing our own part in rendering all our business deals valid and binding, we can do much to advance the true object of law as stated by its illustrious disciple.

Few things are more prolific trouble-breeders than loosely made agreements and the worst of it frequently is that both men are sincere. The enquiry necessary to prepare the agreement after legal forms would hardly fail to bring out the misunderstanding before either party has benefited and while adjustment of the difference is still easily made.

### Age and Sex Told by Pulse Beats.

How old are you? Ask your pulse. The human pulse has a wide range, even in perfectly healthy persons. The female pulse always beats faster than the male, and from birth to death the pulse beats steadily decrease. It has been said by great authorities that the age and sex of a person could be ascertained by the rate of the pulse alone. Babies at birth have a pulse beat of 160 times a minute in case of a girl and 150 in the case of boys. At the age of 4 or 5 the pulse beats will have fallen respectively to 110 and 100. Maidens' and youths' pulse average 95 and 90. Mature men and women average 80 and 75. Elderly men and women have an average of 60 and 50. An old woman's pulse rarely, if ever, sinks below 50, but among old men a pulse beat below 50 is quite common. There are, however, great variations consistent with health. Napoleon's pulse is said to have beaten only 44 times a minute.

### Making Light From Sugar.

Starlight, sunlight, moonlight, gaslight, lamplight, candle light, electric light, and now sugar light! A phenomenon whose cause has not as yet been satisfactorily explained recently was observed by an expert during the course of certain experiments. Disks of loaf sugar were mounted on a lathe and rapidly rotated while a hammer played lightly against them. An almost continuous radiation was thus produced from the sugar. It was shown that the light did not arise

from heating the sugar, and it is believed to have been caused by some change having taken place in the sugar crystals. The act of crystallization is known to be accompanied sometimes by flashes of light. The practical bearing of these experiments is on the question of obtaining artificial light by methods as yet untried.

### Camera Discovers Measles.

"I took a photograph the other day which for a time puzzled me more than any picture I ever made," writes a well known photographer. "The negative was good, but after developing it the face of the sitter was covered with small pimples. I could not account for them, for the girl's complexion was clear and white, without the slightest appearance of anything that would be likely to produce such a result in a negative. The next day the young woman's mother called for the proof, and explained that her daughter could not come, as she suddenly had developed a case of measles. I understood then that I had encountered one of the mysteries of the camera. It actually had seen beneath the skin the eruption that was about to appear on the surface, and faithfully had reproduced the little pimples that a day later broke out on the girl's face."

The use of the tailor's goose on your clothes will not take the goose out of your character.

The crooked man believes this would be a straight world if the upright were out of it.

## Mica Axle Grease

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

## Hand Separator Oil

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

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

## CHILD, HULSWIT & CO.

INCORPORATED

BANKERS

## GAS SECURITIES

DEALERS IN

## STOCKS AND BONDS

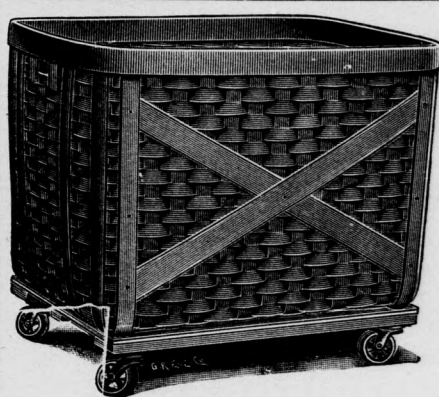
SPECIAL DEPARTMENT DEALING  
IN BANK AND INDUSTRIAL STOCKS  
AND BONDS OF WESTERN MICHIGAN.

ORDERS EXECUTED FOR LISTED  
SECURITIES.

CITIZENS 1999 BELL 424

411 MICHIGAN TRUST BUILDING,  
GRAND RAPIDS  
DETROIT OFFICE, PENOBSCOT BUILDING

## 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.**

## 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 HEALTH CIGAR.

## Why It Would Supersede the Regular Article.

"Good morning, Simpkins," said Col. Culver, as he came into the office one morning and threw his hat under the desk.

"Good morning, colonel," replied Simpkins, relighting his cigar and pushing his work aside in order to listen to the promoter.

"Do you know that's the worst thing you possibly could do, young man?" said the promoter, lighting a 25 cent perfecto and looking sternly at his secretary.

"Why, what's that, sir? I don't understand just what you mean is the worst thing I could do," Simpkins said, with a guilty glance at his cigar.

"Relighting that cigar, young man, that's what I mean; you should always throw away a cigar when it has gone out, it is injurious to light it again."

"I have heard that before sir," replied Simpkins, "but really, sir, with my limited means it is a trifle too expensive. I have to make a cigar go as long as it will, sir."

"It is a bad habit, this smoking," the promoter said and then asked abruptly: "Do you drink cereal coffee for breakfast, Simpkins?"

"Why, yes, sir," responded the secretary, "I have had to ever since my wife's mother came to live with us."

"That is just what I thought, young man; it takes these women to reform us, there is no saying no to it. That carries out my idea exactly. Do you like it, Simpkins?"

"Why, no, sir, I can't say that I do," admitted the clerk. "But I feel that it is much better for me. You know, coffee is a drug and the other is not, sir. I'd hate to be a victim of a drug and I really feel that the sacrifice is worth while, and I know that I am much healthier for it."

"Exactly, exactly, young man, that is just what they all say, and the women make them think it, too, in order to show their motherly devotion and interference, which are at all times present."

The promoter was silent for a few moments and then he reached into his pocket and pulled out a small, pallid, dyspeptic cigar.

"Here," he said, proffering the cigar to Simpkins, "smoke this and give me your opinion of it."

The promoter looked at him sternly and said solemnly: "Young man, you will be compelled to pay 15 cents apiece for these cigars and smoke them for the rest of your life."

"Pardon me, sir," interrupted Simpkins, coughing and choking and finally summoning up nerve enough to throw the cigar into the cuspidor. "Pardon me, sir, but if I must do this in order to retain my position I shall have to resign."

Col. Culver smiled and said: "No young man; I am not going to compel you to do it, but there are others who will. Are you ready for an idea this morning, young man?"

"I may say that I will listen gladly to one of your superb ideas this

morning. What is it, sir?" asked Simpkins.

"It's a Health Cigar. Same as health coffee and predigested breakfast food; same idea, you know. People are looking for something to make them live longer. Wives, in particular, love to give their husbands medicine they would not take themselves. Am I right, young man, am I right?"

"That has been my observation, sir," agreed the secretary.

"Well, to continue, Simpkins, you know that the tobacco habit, in a woman's eyes, is as bad as the demon of drink, for few of them suspect the drink and they all know about the smoke. It is woman's mission to reform man and they never miss a chance.

"Now, moreover, take a dyspeptic man who smokes an after dinner cigar, which really acts as a tonic to his system; he often attributes his bad health to that cigar and would quit, to his great detriment, if he only had the will. But we are a weak willed lot, we have to be scared into anything, or, and here is the beauty of it all, accept a substitute that is just as bad and often worse.

"Simpkins, put the following ad. into all the women's magazines and on the women's pages of the daily papers:

"The Health Cigar.

"Do you suffer from any of the bad effects of tobacco? Dyspepsia, heart disease, black spots before the eyes, baldness, headache, gout, rheumatism, neuralgia, corns, bad teeth, or sore throat?

"If you do, or if you feel that some day you might if you persisted in this pernicious habit, what you need is the Health Cigar. It makes the weak strong; it is better than all the medicine in the world; it will make us a sturdy race like our forefathers, instead of a nation of consumptives, dyspeptic weaklings.

"The Health Cigar has a genuine Havana flavor, which is seldom equaled in the real article. It is recommended by connoisseurs of tobacco, many of whom have quitted their favorite brand for the most delicate and delicious Health Cigar.

"Remember, it is highly recommended by physicians.

"Made in all sizes. Priced from 5 to 25 cents.

"Send \$1 for trial box.

"For your health's sake,

"The Health Cigar company."

"That will become a greater business than health foods," continued the colonel. "For cigars cost more, are made cheaper and are more quickly consumed. There will be a great business. Of course, we will patent it, and prosecute the slightest infringement. It will be a success, beyond a doubt. Am I right, young man, am I right?"

"It seems to me, sir, that you are correct, but what will you make the cigar out of and how will you be assured of a second sale, for, pardon me, sir, the cigar has a most peculiar and uninviting flavor, not to say rank," said the secretary, his face

puckering up unconsciously at the remembrance of the cigar.

"Well, in the first place, young man, it is made out of a few beneficial herbs and much cheap tobacco," responded the promoter. "I did not see the man make the sample you smoked, so I can not swear to just what it contained. But it looked much like a cigar, didn't it? That is, it was of the same general shape, wasn't it?"

The secretary nodded his head reluctantly for a reply, and the colonel continued:

"Well, my boy, that is all that is really necessary. A man doesn't care what he eats, drinks or smokes if he feels that it is doing him good, or if his wife stands over him with a club and tells him that it is making a man of him.

"Now, as to the second sale, that is easy, young man. There is a drug in this health cigar, and this will operate on the system so that by the time the victim has consumed the trial box he himself will be consumed by a burning craving for more, so you see how easily the habit is switched to our great profit. This habit will be stronger than the tobacco habit. Am I right, young man, am I right?"

"I may venture to say that you are, but I have one request to make, sir, which I pray you will grant, sir," pleaded Simpkins, weakly.

"What is it?" asked the colonel, abruptly.

"I hope, sir, that you will not force me to put an advertisement in the

'Housekeeper's Friend,' answered the secretary.

"Why," asked the promoter.

"My wife's mother takes that, sir."

Robert Carlton Brown.

## Trees, Roses, Shrubs, Fruit

should be planted now

The  
Central Michigan Nursery  
of Kalamazoo, Michigan

will sell them to you and plant them  
as well, if desired

Free catalogue on request



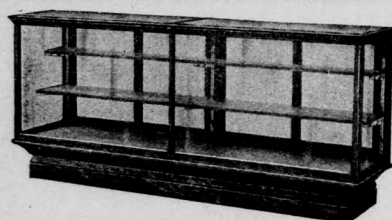
Great Mail Order House. No agents

It would be too bad to decorate your home in the ordinary way when you can with

**Alabastine**  
The Sanitary Wall Coating

secure simply wonderful results in a wonderfully simple manner. Write us or ask local dealer.

Alabastine Co.  
Grand Rapids, Mich.  
New York City.

Wolverine  
Show Case &  
Fixture Co.

47 First Ave.

Grand Rapids, Mich.

Get in your orders now. Write for catalogue. We are prepared to make prompt shipment on any goods in our line.



5 Cent  
Cigar

G. J. Johnson Cigar Co., Makers  
Grand Rapids, Mich.



**SCRUPULOUS HONESTY.**

**It Is Not an Asset To Be Realized On.**

While I maintain that an incorruptible honesty as between man and man in all the relations of life is, within itself, the highest of man's mental and moral attainments, I feel that the conventional preaching of the fact is misleading.

Show me the highest type of the honest man and you show me a product of training. Some of this training will consist of preaching, especially in the beginning. Most of it will come of the young man's realizations of the truth of the teaching through his experiences. And here is one of the greatest of all of the obstacles which the average young man has to face and surmount.

One of the keenest sociologists whom I know insists that most people are honest, according to their own standard. The trouble is with the standard. This standard, in his observation, is set by the person who gauges himself by it. Its prerequisite is that in the man's own following of his creed of honesty there shall be the least possible disturbance to his poise, self-esteem, pleasing environment and material self-interests. Retaining these as part of his creed the average person finds his code of morals easy of observance.

At the same time it is not hard to see that our philosopher is in the position of an apologist for this average honest man. This primary basis of honesty is selfishness, when the higher honesty is hardly compatible with more than the natural urgency of self-preservation in its broad sense.

Considering this average honest man, he needs no word from me; his thickness of skin will save him. It is that young man who imbibes the ideal honesty as his rule of life and who is preparing to step into the world of work and have his idealism recognized who may expect the sharp shock that comes of the wholly unexpected. But if there shall be a suggestion in this as to the meeting of the shock, this article will be made worth while.

As a matter of bold, blunt fact, an ideal honesty as part of the capital of the young man in the world of business is a quality not to be realized upon immediately. Business pays for the qualities which it expects to exact of a man. To the extent that a man may have qualities that are undesirable to a business, he becomes an undesirable employee. Especially within the period of the great corporations and their operations that old, ideal honesty in men has been discounted sadly.

That young man who is serene in the possession of a high ideal of honesty and honorableness of conduct is likely to discover that in presenting his qualifications for a position his absolute honesty is passed over rather lightly. Why?

Simply because in the administering of corporation business there are few men in any capacity handling money in any sum who are not under bond in a surety company guaranteeing the corporation against loss through the employee. Thus as be-

tween an absolutely honest employee in ordinary capacity handling money and the tricky, resourceful, conscienceless man who is disposed to live by his wits, anyhow, the chance of favor because of innate honesty is slim, indeed.

In the business world, where large interests are involved, it may be remarked that there are comparatively few women in the position of handling money in considerable sums. The reason for this fact is that many of the surety companies will not guarantee the honesty of the woman. Not that the woman may not be far less disposed to steal; that she has not far fewer temptations; that in the main, because of these facts, she is not a better risk. The truth is that occasionally a woman would be tempted to embezzlement. The whole bulwark of the guaranty company is its recognized policy of prosecuting offenders to the last ditch; but the fact that public sentiment will not back this prosecution of a woman in such circumstances ties the hands of the surety company and results in the fewest possible positions of money trust coming into the hands of women.

Here is one of the plainest insights into the business world's lack of material appreciation of the ideal honesty. The corporate employer can say to himself that if the applicant, Jones, can do the work of the position and the surety company will absolve the corporation of the chance of theft by Jones, the applicant is quite good enough. By the action of the companies with reference to the woman cashier, it is plain enough that corporate business hasn't time for sticking over possible deep-seated, individual honesty.

Naturally the employee, in one way or another, pays the premium for his surety policy. When the ideally honest young man in his first position of trust comes in contact with this law of a surety bond he will find soreness in his heart. As far as his employers are concerned, he is on the same plane of doubt as is the least trustworthy man in his class. As an honest man he is prepared to give his best services and his full time, regardless of espionage, but on that first morning he finds that he must turn a key in a time clock.

"Where," he asks, "am I any better employee than the worst of my fellows?"

This may be a hard, bitter question, asked out of his inexperience. In many lines of endeavor out of which men win worldly success, the question may be unanswerable. There are businesses which truth and honor would wreck in an hour.

The honest man must expect to find the full appreciation of his honor among his associates and within himself. In certain lines of endeavor an absolute honesty alone will insure him a success that is worth while. But he needs to get it out of his head that scrupulous honesty in all things is to be counted an asset upon which he can realize in the world of the workers.

John A. Howland.

There are too many saints showing their devotion to God by their indifference to men.

## Fishing Tackle



**Meek  
Reels**

**Blue Grass  
Reels**

**Talbot  
Reels**

**Hendryx  
Reels**

Complete stock of up-to-date  
**Fishing Tackle**



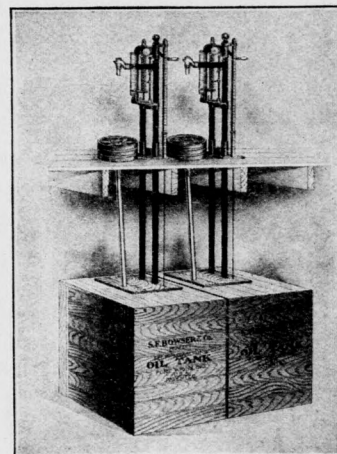


**Spaulding & Victor  
Base Ball Goods  
Athletic Goods**

**FOSTER, STEVENS & CO , Grand Rapids, Mich.**

## Bowser Oil Tanks Pay

The purchase of a Bowser Self-Measuring, Self-Computing Oil Tank does not mean an additional expense. As in all good investments, there is a first cost, but the money saved by the Bowser in the first year alone will repay the original price.



Cut No. 35  
Cellar Outfit for Two Kinds of Oil

### The Bowser Pays Because

It is an oil saver, and oil costs money.  
It is a labor saver, and labor costs money.  
It is a time saver, and time IS money.

Our booklet M tells why the Bowser saves. Send for it to-day.

**S. F. BOWSER & COMPANY, INC.**  
Makers of Kerosene and Gasolene Tanks  
**Fort Wayne, Indiana**

If you have an old Bowser and want a new one, write us for our liberal exchange offer.

## Four Kinds of Coupon Books

are manufactured by us and all sold on the same basis, irrespective of size, shape or denomination. Free samples on application.

**TRADESMAN COMPANY, Grand Rapids, Mich.**





### Some Sporadic Suggestions on Trimming Windows.

This morning I had a meandering mood upon me. It was a bright, crisp morning following hard upon a succession of gloomy, murky days; and I found myself unable to resist the inclination to vamoze. So I vamozed. It occurred to me that it would be a profitable method of diversion to convert my meanderings into a casual inspection of the more pretentious windows, with special reference to the window trims of our shoe dealers. (And, by the way, I am inclined to think our shoe merchants get up some window effects from time to time that rank with the foremost windows of the East.)

I am frank to confess that I am prodigiously susceptible to the charms of a window fitly trimmed. Most any sort of merchandise in a window makes an appeal to me that it could scarcely make under any other conditions. The very fact of the things being there at all is a bid for attention. The features of it are accentuated by their being apart from other wares of the same kind. The likht gives them a conspicuity they could not otherwise possess. So I find myself grown into the habit of looking at windows. I'm never too busy to give them at least a hasty glance, and not infrequently I linger before them when I ought to be hastening on. But this morning no unfinished task hung like a Damoclean blade above me, and I took my journey with the satisfying feeling that I could consume as much time as I cared to in the taking of it.

I seemed to hanker after shoe windows more than any other sort. Always did—even in the by-gone days when I didn't know the relative merits and demerits of shoes. I explain this fact on the grounds that leather, like music, "hath its charms," which appeal even to the uninitiated as well as the veteran in the trade. In thinking back through the years I discover that the window trims which photographed themselves upon my earliest memories are almost invariably shoe windows. There is a reason why leather, leather products and the leather craft get a hold upon the imaginative and emotional faculties of men, but as Kipling would say, that is another story.

So, when I went out this morning I went out with the mental resolution (and most resolutions are mental, when you come to think about it) to pay special attention to shoe windows. At this particular season they are rich and varied in the quantity and quality of their exhibits, and one must indeed be dull to the siren appeals of footgear if he comes in with his memory unpunctured by the vision of something in that line really worth seeing. I saw a great many things in the way of shoes that are really worth one's while looking at, and incidentally I got to thinking

about the art of window trimming and the principles underlying it.

It is a much-thought-about topic, I am frank to admit, and perhaps it ought to be that nobody be allowed to say anything concerning it without a special permit from the custodians of our trade journal literature; but despite these considerations I am going to make a few remarks upon it even at the risk of darkening counsel.

Too much can not be said on the advertising value of a good window. It is there day and night. It works while you sleep. It appeals to the eye. It speaks, not in printers' ink, but in terms of leather. It is, relatively speaking, inexpensive. Variety may be introduced adlibitum. It attracts attention. It proclaims (silently, but none the less eloquently) the important fact that you are in the business of shoe retailing. It never gets tired of proclaiming this fact. Your window trim never shirks. Seven days in the week your window works. It is right there, Johnnie-on-the-spot, when the salespeople are off on an excursion. It says its say to all alike. To the man who is somewhat shabbily clad as to his feet, a window tastefully, tactfully arranged, with shoes unwrinkled and unspotted, speaks to him of an elegance in the matter of foot-covering. To the man who is reminded from time to time by knife-blade messages tingling up his nerve wires that his pedal extremities are in trouble, a shoe window suggests the possibility of foot-comfort and peace that he would fain possess. That man (and remember that there are a good many of him) sees in every pair of shoes on display either comfort-producing promises or the reverse. If you have ever had any foot troubles of your own you understand his mental processes. He is an avowed peacemaker, whose chief ambition in life is to establish harmony between his feet and the shoes he wears on his feet. For this reason you can depend upon his lingering longest upon those leathers and lasts which look as if they might give him some respite from the ills that now are. The young man whose age and tastes incline him to the stylish and up-to-the-minute sort, will seek out the newest effects in footgear. The bargain-hunter will look for bargains. Individuals who are by nature a trifle ultra in their preferences will cast about for some highly unconventional combination of leathers, as a pair of patent leather shoes with white kid uppers adorned with narrow patent back—and lace—stays. Freak toes, twisted lasts, abnormal sole-extensions or excessive perforation in the toe piece might strike his fancy. Everybody is more or less on the lookout for economy, and this fact gives the price card a wide interest.

Variety in the tastes and preferences of the shoe-wearing biped calls for variety in the trim. In the window effects which I studied this morning I observed that this principle had not been lost sight of. There were shoes sufficiently varied in leather, style, finish and workmanship to suit the demands of most anybody for summer footgear. Medium and

# OXFORDS

Is your stock broken? If so let us send you samples of some of our Winners. Here is one of them.



Our stock is complete at all times.

## Geo. H. Reeder & Co.

(Under New Management)

Grand Rapids, Michigan

Any Time Is a Good Time  
To Add a Line of

## "Hard Pans"

to your stock. But the wide-awake dealer, the economist of time, will not lose a minute. No man can stop to parley with events or make excuses to circumstances. "Strike while the iron is hot" is the anvil chorus of the victor—the time to work is now, the place to work is here.

Where do you stand? Are you making it pay? Fearlessly cut out your handicap—the poor sellers. Get rid of them at any price and put in a line of "Hard-Pans," the original, and your business will boom this spring; but the time to do it is now. Send that postal today, we will do the rest.

Our Name on the Strap of Every Pair

☐ Herold-Bertsch Shoe Co.

Makers of Shoes

Grand Rapids, Mich.



Stock No. 887



feather-weight soles were there. There were toes with considerable point to them, medium toes, and toes broad enough to bring delight to the most ardent devotees to the alleged "natural foot lines." Oxfords were in evidence. There were summer shoes in shiny leather, summer shoes in dull leather, summer shoes in vici as thin and soft as glove kid. There was a little sprinkling of colored leather for the ultra folk, and outing shoes for outing people. There were white canvas shoes and canvas shoes in colors. There were shoes for very young people and shoes for the aged. There were shoes for dressy people and shoes for the conventional sort. There were some representatives of the tan contingency. There were slippers so cool and cozy looking that they positively suggested, even in the glare of a crisp forenoon, an after-dinner pipe with its attendant dreams. Findings of all kinds were there. It is safe to assert that no man with any shoe needs whatsoever could have taken the route I selected, and gone through to the end without being tempted to pause and examine the wares on exhibit.

There are a good many mooted questions at the retailing end of the shoe business, but the value and importance of the window trimmer's art lie beyond the rim of dispute. Advertising mediums may come and go, but the window trim goes on forever. When all other methods of allurements fail, the display window will go on silently but forcefully boosting the wares and plucking customers from the multitudes who pass

your shop. No other method of generating shoe wants is for a moment to be compared to the window trim. The show window vindicates the truth of the oft-repeated saying that "seeing is believing." People are persuaded to buy because they see something in the way of a pair of shoes that they want; but it was the goods-on-exhibit that created and fostered the want. Every well gotten up window trim kicks to death that old supply-and-demand theory that nullified the reasoning of the old writers on economics. Before I had finished my walk this morning I found myself positively hankering after more shoes than Solomon in all his glory ever possessed.

In spite of the fact that shoes in themselves have certain attention-pulling qualities, it is evident that an effective shoe display is not the easiest trick in the world. It has been urged (and probably with truth) that shoes lend themselves less readily to fetching displays than most any other merchandise. Shoes are, for the most part, black; and it is urged that black is entirely unattractive. It absorbs light and color, but gives out none in return. But this fact is merely an obstacle which the window trimmer must overcome by his ingenuity and resourcefulness. An inspection of most any first class shoe window, with its equipment and arrangement, will show how it is possible to overcome this difficulty. The window backgrounds are built low, and the devices for tilting and elevating the shoes are many and effective; racks, stands and brackets, in glass, wood

and metal. Bright and attractive colors may be introduced to accentuate the effect. Harmonious combinations of colors may be used. The background and floor-covering of the window afford yet other possibilities. Countless illustrative features may be employed. Curios, novelties, flowers and a host of other seasonable and timely objects may be used to shed light upon and create interest in the shoes.

Seasonable shoes, novelties in the matter of footgear, staples, stylish and comfortable shoes, shoe bargains, findings, etc., will generally have a place in every trim. The value of the price card has been too often commented upon to demand any emphasis in this connection. But absolute cleanliness, smartness, originality of conception, consistency of detail, and the harmonious blending of colors are considerations that can not be too frequently stressed.

The man who aspires to get out of the rank of commonplace competitors and make his store popular must devote time and thought and energy and ingenuity to his window trimming. He should focus the best that is in him on his window. Every layout which he designs ought to count. It will count in spite of him—against him, if it is not well arranged; for him, if properly studied.

Don't copy. Imitation of another man's ingenious window trim is a tacit recognition of that other fellow's superior resourcefulness in that particular. You can not afford even to make that admission. Let your window be your own even if it be like

Touchstone's wife, "an ill-favored thing." But it won't be that if you give to the preparation of it one-half the time and attention it really deserves.

In my walk about the principal shoe retailing section this morning I saw many windows that are really good to look at, and observed that they were receiving their share of attention. They had the effect, in some instances, of creating new shoe wants even in the writer—and the writer is morally certain that he does not, just at this time, have any actual shoe needs. This fact illustrates the advertising value of the window trim. But there are countless other illustrations, facts and reasons pointing to the same conclusion.

Upon the whole I am rather glad I meandered.—Cid M. McKay in Boot and Shoe Recorder.

#### Meaning of "Merchandise."

The courts hold that a policy on the property kept in a certain building will cover all kinds of property kept there, whether for sale, for use or simply on storage. A policy on "merchandise" in a certain building, however, is held to cover only such articles as are kept and intended for sale. One of the leading cases is that reported in 92 Mass., 221. The decision here was that the word "property" in a policy covered all kinds of articles in the building, but that a policy insuring "merchandise" did not cover "articles kept wholly or partially for use in and about the building, but only articles kept for sale."

# Don't Buy Beacon Falls

## Unless You Want First-Class Rubbers

and are willing to pay a fair price for them. We can not make them for 95 cents on the dollar and they are worth all we ask for them. Our aim has been to make reliable goods and a constantly increasing patronage from the best merchants is convincing proof of our success. The line has many exclusive features and dealers who cater to the finest class of trade will find it very desirable. Samples and prices on application.

**Beacon Falls Rubber Shoe Co.**

**Not in a Trust**

**236 Monroe St., Chicago**



### The Mighty Voice and the Wise Presence.

Written for the Tradesman.

A Mighty Voice is clamoring to gain the ear of the President. It is a mingling of the vociferations of officeholders with the honest, enthusiastic shouts of sincere but unthinking admirers.

The Voice will spare no effort to make itself heard and heeded. The most subtle flatteries and the most plausible arguments will be used.

The strongest plea, the one upon which the Voice depends for gaining its object, will be the appeal to the President's sense of duty. It will try to convince him that no other man can fill his place. If he will but yield to its persuasions the Voice will assure all prosperity and blessing for the nation, while it will predict as inevitable dreadful calamities if he persists in turning a deaf ear to its threats and entreaties.

The slogan of the Mighty Voice is "A Third Term."

The President will smile and go on with his tasks; but he will not heed the Mighty Voice with its alluring slogan. For there stands beside him the Wise Presence that was with him on the night of his election and guided him in making the memorable declaration that under no circumstances would he be a candidate for re-election.

It was a strange and unusual thing for a man to do—to turn aside at the moment of such a victory and listen to the low voice of the Wise Presence, who has the Spirit of the Long View and Great Wisdom gained from the study of the lives of countless famous men.

And what is the Long View and what are the lessons taught by the Wise Presence?

Pray give ear to a few of the plain teachings:

In a country such as ours a man can remain at the summit of power and popular favor only a few short years. No one, however much a hero, is an exception to the workings of this law. A great man must choose between two alternatives: Either he may of himself, at the proper moment, step down and out, or he may remain in high position until the inevitable reaction in public sentiment shall turn him down and thrust him out.

By his own voluntary act the President set himself a time limit. As by a magic stroke this elevated his administration into a class by itself. It left him free to carry out his ideas and no one could construe any act of his as currying favor for another term of office.

The third term enthusiasts seem to be blind to the fact that the moment the President weakens to their importunities, that moment the Nation's ideal of the man would be shattered. The white shield of their well-loved knight would be besmirched with the suspicion of ambition and political greed. The Mighty Voice seeks to force into leadership a Samson, but a Samson who would be shorn of his marvelous power.

The value of such a career as Roosevelt's does not lie in the length of time during which he can

serve his people nor in the number nor even in the excellence of the measures which result from his influence. It lies rather in the initiative given to the line of governmental policy for which he stands. The impetus which he has given this will not cease with a change of administration. The Roosevelt ideas were not born to die.

Does some one ask, "What will become of the Mighty Voice?" A few short months and it will have a new slogan and a new leader and will be shouting as lustily as ever.

At the appointed time the Wise Presence will lead our honored President into the serene retirement of his own choosing. Quillo.

The penchant for celebrating is a sort of circle idea in the cranium of the American people that may develop into outright insanity. Baltimore thinks she ought to celebrate the centennial of the birth of the "Star Spangled Banner," and is therefore planning an exposition in 1914. It is true that such fairs provide labor and amusement for many people, but they are also a drain on just as many more and so far as finances are concerned they seldom show up on the right side of the ledger. The practice is as foolish as that of having a holiday for every man who has happened to fall upon a favorable time and to be remembered for some deed, great or small. One good fair every five years is enough for the whole world.

E. H. Harriman, who recently gorged himself and friends with nearly \$25,000,000 of ill-gotten gains by plundering the Chicago & Alton, has been elected a director of the Pere Marquette. This road has already passed through the hands of two railway wreckers, Carpenter and Zimmerman, both of whom used the watering process very extensively. If it must now submit to a third dose of water, God pity the poor Pere Marquette. God pity, also, the people who must pay the freight.

### Incorporate in Arizona

The General Corporation Laws of ARIZONA are UNEQUALED for JUSTICE and LIBERALITY. No franchise tax; private property exempt from corporate debts; LOWEST COST; capitalization unlimited; do business and hold meetings anywhere; organization SIMPLE when our forms are used—free for the asking, by-laws too.

Law Department,

Incorporating Company of Arizona

Phoenix, Arizona

References: Phoenix National Bank, Home Savings Bank & Trust Co. (Mention this paper)

## HATS

At  
Wholesale

For Ladies, Misses and Children

Corl, Knott & Co., Ltd.

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

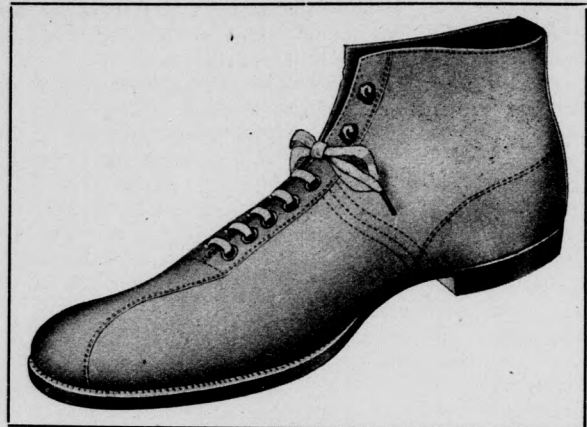
SELL

## Mayer Shoes

And Watch

Your Business Grow

# Elk Skin Shoe



We make this shoe in two qualities. First quality is fair stitch and

**Rubber Heel**

**\$2.00**

Second quality, plain edge and elk skin heel, \$1.85. You haven't seen the best if you haven't seen ours.

**Order Now**

**HIRTH-KRAUSE CO.**

**Grand Rapids**

**Michigan**

This is one of the Rouge Rex line.



**Our Trade-mark  
Represents Some  
Marked Advantages  
Over Ordinary  
Footwear**

It indicates shoes that stand hard abuse better and last longer.

Shoes whose style, appearance and fit make them the kind that go on the feet and don't stay long on the shelves.

Shoes whose service is so good they bring the wearer and his friends back for another pair.

We make many kinds and styles—all quick sellers at a fair profit.

**Rindge, Kalmbach, Logie & Co., Ltd.**

**Grand Rapids, Mich.**



## DRY GOODS

### Weekly Market Review of the Principal Staples.

**Domestics**—The situation remains practically unchanged. Prices rule high. Goods are scarce and growing scarcer, each week adding its quota toward clearing up availables for a long time in the future. Many lines have absolutely nothing to offer and now have all the goods on order that the mills can make up to the first of September. The different fabrics mentioned as scarce heretofore have merely added to their scarcity, which for the most part is best stated as being acute for the past few days. Orders from cutters have not been up to former takings, largely because of the holiday character of the present time. Among the manufactures, goods for immediate delivery are under normal conditions, eagerly sought and in at least one instance the demand seems to be inexhaustible. Gingham and denims are sold far ahead, and for this reason there is nothing new in their position. Tickings, quilts, etc., also present but little that is new for consideration.

**Sheetings**—Have for the most part offered the newest development in the way of enquiries of any line in the market. In numerous cases buyers seem to be imbued with the idea that the future has concessions in price to offer, many going so far as to state at what figure certain construction would be sold within the next thirty days. One large factor, in speaking of this question, states that after looking over his books, it is impossible for him to see how buyers figure this prospective condition out, for the many thousands of bales now on order will occupy the best effort of the machinery for a period far in excess of that stated. These statements are, without a doubt, the hope rather than the belief of those making them and consequently are not to be entertained as bearing serious import.

**Bleached Goods**—Really offer the best that is brand new as far as business is concerned. New prices are in force in this connection, and buyers seem to be willing to cover, but even at that there is little to offer before the early part of September, and the chances are that fancy prices will be demanded for desirable delivery. Some prices now represent the abnormal, but there is no indication of a weakening, but, as stated, a strengthening is rather the outlook. The volume of business that can be done is a surprise even to the initiated and comes from all quarters. In this connection it may be worthy of note that the salesmen who are accustomed to cover certain territory around the country at the present time and for some time back are now in the city giving their attention to local affairs, it being useless for them to go out, for the reason that they have nothing to sell, and scarcely enough to accommodate the business that comes in unsolicited.

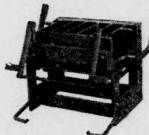
**Underwear**—While yet remarkably

early for underwear men to be even considering the showing of goods for the spring season of 1908, it is nevertheless a fact that such a thing has been done and buyers evinced a strong disposition to take hold of them even at the advanced prices which were asked. The showing had not been anticipated by the sellers themselves and came more as a surprise than otherwise. It seems very much like taking a long chance to operate so far ahead in the future as is obviously the case in this instance, and the chances are that a better average price could be gotten by not appearing to be too much in a hurry. Corroborative evidence of the truth of this reasoning may be had in the experience of certain large houses handling cotton piece goods.

**Hosiery**—A good volume of business has been the lot of hosiery sellers during the past week, but it was not so much the result of personal solicitation as of mail enquiry. Good orders have come in from all over the country in this manner, and are indicative of an inexhaustible demand from all quarters. These orders are for the most part for fall delivery, although a good spot demand has been operative at the same time. Buyers did not halt at the advanced prices, but took what they could get without debate. A few accumulations comprise all that is available for immediate delivery from first hands, which at the best are necessarily small. Job lots out of stock being carried are possible, but these are small. The question of the future is concerning the minds of most sellers of hosiery at the present. All agree that it is rather too early as yet and June 1 is universally held to as the best time to get out. It is hardly possible, to say the least, that all will wait until that date, as each betrays a desire to get out as soon as the other fellow. Advances will be forthcoming and if the suggestion of the Association of Hosiery Manufacturers is carried out more money will be made in the coming year than in the past. The increased proportion of fine gauge goods that will be produced is a proof of the possibility in this direction and it will raise the average receipts and profits of the market, in general. Such interest as has been shown in market doings by buyers for immediate or fall delivery follows much the same line as heretofore.

A hard character always is a weak one.

### DYKEMA CEMENT BRICK MACHINE \$35



Makes a FACE DOWN brick. A quick, handy machine at a low price. 10 brick machine \$65. Block machines \$25 up. Concrete mixers \$80. Book cement plans 30c. Send for catalog.

DYKEMA CO., 4847 Huron St., Grand Rapids, Mich.



### J. W. York & Sons

Manufacturers of  
Band Instruments and  
Music Publishers

Grand Rapids, Michigan

Send for Catalogue



## Overalls For Railroad Men

and other workers are profitable merchandise. We have all styles—the engineer's overall and coat with brass buttons, the white garments for painters and paper hangers, the fancy blue stripes, cottonade patterns, black or plain blue for general trade and "brownies" for the boys. Good value and good fit is our aim in this department and an "Empire" ticket is guarantee that garments are satisfactory in every respect. Give our line a trial.

Grand Rapids Dry Goods Co.

Exclusively Wholesale

Grand Rapids, Mich.

## Edson, Moore & Co.

Wholesale Dry Goods

Detroit, Mich.

SOLE AGENTS

## Sleepy Hollow Blankets

Made on special looms. An entirely new finish. Each pair papered separately. Finest wool-blanket finish.

Sample pairs of these blankets will be ready for delivery in about two or three weeks, and will be forwarded only on request.

EDSON, MOORE & CO.





### Packingtown Not So Dark As It Is Painted.

During the year 1906 the public was generally supplied with a variety of information regarding affairs at the Union stockyards and packing houses in Chicago. As a natural result of the frequently exaggerated situation, much confusion has arisen as to the real condition of the 45,000 persons living within the three square miles south and west of the yards—the neighborhood now generally known as Packingtown—the majority of whom are directly dependent upon the packers for their very existence. The notion has gained no inconsiderable credence that they are, without exception, a pauperized, discontented lot of humanity, underpaid, underfed and habitually unhappy.

Now the cheap optimist who goes smiling through life with his head above the clouds can always say, "I see nothing wrong anywhere." The pessimist's point of view, on the other hand, is equally distorted, for he is blinded to everything save the dull gray of existence, its hardness and its unevenness. Everything is out of joint, and he lets his riotous imagination loose in frenzied, and frequently unjust, accusation. The man of the broadest vision and keenest sympathy is he who realizes that even although the warp and woof of life is more often than not woven in somber colors, there is always a golden thread in the pattern. It is this man who rather sanely concludes that Mr. Upton Sinclair, or anyone else that comes forward and says unreservedly of the people of Packingtown that "he is able to find no ray of sunshine to brighten the lives of these people save such as they are able to get out of drunkenness" is either an impracticable idealist, a candidate for the blue spectacle fraternity, or is seeking to turn on, in full flame, the searchlight of sensationalism.

The Packingtown community is, in the most dignified sense of the word, an industrial community. It is not pauperized. It is not a slum. Throughout the entire neighborhood there is evident a self-respecting attitude that says as plainly as any words: "We do not want your pity or your charity; we simply want work." And they have journeyed across the seas to get it—these frugal, industrious, hopefully ambitious people. From mountainous districts and little villages and quiet hillsides, where the landscape is green and picturesque and beautiful, they come—to the Chicago stock-yards! The comparison has an ugly sound. Yet the man whose people for centuries before him have been hopeless peasants, and whose worldly possessions when he reaches Chicago consist often enough of a suit of clothes, the little pack slung over his shoulder and a few cents in his pocket, is not likely to be morbidly unhappy simply because he is poor, or even be-

cause of bad smells and ugly surroundings. A reasonably prosperous American finds it rather difficult to understand how seven, eight or even ten or twelve, dollars a week may be the sole financial support of an entire family. But the problem presents fewer difficulties to the foreigner—in spite of the higher cost of living here—who can earn at a trade in his native land only from 25 to 50 cents per day, and from \$25 to \$50 per year (including board) at farm labor. To look at his condition fairly, however, one must take into consideration not only the fact that he has always lived on the very lowest scale, but also the changed environment into which he is now placed.

A new start awaits him here—better wages, greater freedom, a chance to earn a home. Such opportunities he never could even dream of under the crushing wheel of serfdom. Also, it should be added, there are greater temptations.

A visitor to the village back of the yards walks through broad streets lined with frame cottages, most of them two stories high. Do not look for tenements; you will find none, although there are plenty of dingy basements and undesirable dwelling places. The whole partakes of a frontier appearance, and, with the exception of the stores on Ashland avenue, the banks, the public school buildings, the University of Chicago Settlement House and some of the churches, one is impressed with the newness, the really temporary aspect of everything. The distance between houses is considerable, there is usually a small patch of yard, front and back, and here and there, in summer, a bright bit of garden greets the eye. Flowers and vegetables thus demonstrate their ability to exist, even in smoky Packingtown. To be sure, these little plots are not always the perfection of cleanliness. But, as one busy mother, more optimistic than orderly, remarked in her broken vernacular, "It's better than no yard at all; and Joseph plays more safe inside the gate instead of all times by the street."

This outward impression of space, however, is rather misleading. For almost invariably not one but several families live under the same roof, and sometimes as many as six or even eight persons sleep in a room. The congested condition is most apparent during periods of extreme heat, when every one who can seeks escape from the unbearableness within, and far into the night all outdoors fairly vibrates with suffering humanity. This is, of course, true of any overcrowded community, a difference being that while in slum districts there are solid blocks of tenements, where sidewalk and street and roof are the only refuge, dwellers in Packingtown find at least a degree more of relief because of the yards and the house separation, with the consequent greater circulation of air. Yet, in spite of the crowded condition, it has recently been pointed out that the average number of persons per acre in this district is not one-fourth the number to the acre in portions of the lower East Side of New York.

Every household in Packingtown

is astir bright and early in the morning, and by 6 o'clock the army of workers begins to emerge from the homes and to make its way to the yards. It is a most unusual, interesting sight, this procession of types—from twenty to thirty thousand men and women, youths and girls. Irish, German, Bohemian, Pole, Lithuanian, Slovak, Scandinavian, Hungarian, Finn, Welsh, Scotch—in fact, representatives of almost every nationality are of the number. And as they chatter together along the way, bound by the common tie of honest toil, many a laugh rings out upon the morning air.

About 90 per cent. of the stock-yards workers are men and boys. The remaining 10 per cent. consists for the most part of unmarried women and girls who have reached the law-prescribed working age. The average mother in Packingtown is chiefly occupied at home. Hers are the usual duties of the laboring man's wife, varied, somewhat, of course, according to the size and circumstances of her family. But at best there are the simple meals to be prepared, perhaps a cold lunch or two to be put up, the children to be looked after, the marketing to be done, and always the inevitable scrubbing. When you meet them on the street Packingtown women are never laden with great piles of clothing to "finish." This is not the vicinity of the sweat shop. You will see them carrying an armful of wood, or perhaps a great canvas bag of it, which they have picked up here and there about the yards. It costs nothing, and many a family has no other fuel than this. You will see them coming from market, or going to the nearest saloon for a pail of beer, or carrying the baby out for an airing. And, as the thirty minute noon respite approaches, not a few of them, having prepared their own mid-day meal, hurry to the yards, bearing in one hand a pailful of steaming hot dinner. Now and then you will notice, almost enviously, a lace-trimmed garment, a gorgeously embroidered apron or kerchief or shawl—the product of leisure moments at home. It is for her marvelous skill in the so-called home industries that the Slavic woman is famed.

The custom of taking boarders is quite general in Packingtown, since it is a comparatively easy means of helping pay expenses or of adding to the family bank account. Board and room (which include simple fare and a corner to sleep in) and washing can be had as low as \$9 a month. Fully as popular a plan is to pay \$3 a month for sleeping accommodations and washing, and the little à la carte privilege of each day ordering cooked whatever one wants on his bill of fare, each individual boarder's account to be settled by him monthly at the grocery and meat market where the thrifty housewife does his buying. She, it may be remembered in passing, is a firm believer in simple methods and labor-saving devices. Various small portions of meat, for instance, are cooked in the same pot, but to prevent any possible mistake that might arise through such a method, an ingenious system of identification is employed. One man's order is

tied with a thread, another with a string, still another will be pierced with a toothpick, and so on.

There are three periods in the home life of these emigrant families. The first covers the interval from marriage up to the coming of the first baby or two. Then a few dollars go a long way. But when the family is still further increase, and the children need food and clothing, and there is no one to earn money but the father, making ends meet becomes a serious problem, even when no sickness has to be reckoned with. Lastly comes the period of greatest prosperity, when the father still works and saves, when the children are old enough to contribute their share and the longed-for home at last becomes a reality. The passion for saving money, universal among them, is not so much cupidity as it is the desire for a home and the comforts that the word typifies. One sees this brought out in the fullest and most beautiful way. All the breaking of kindred ties, the struggles and hardships, the economy and industry, count for nothing if only that precious goal can be reached. Many a man has relatives or friends in the Old Country, waiting anxiously until he can send back enough money to pay their way across.

Forty per cent. of the stock-yards laborers are skilled workers, and of these the majority own their own homes. Many of these are surprisingly comfortable and well furnished. Of those who show the greatest ability, as a class, for getting on, Germans, Bohemians and Poles undoubtedly head the list. Not a few are also owners of other property, the rent from which brings them a steady income. A Polish family who have been in this country for six years recently paid \$1,500 cash for two lots and a house. A particularly industrious Lithuanian came here eight years ago without a dollar, earning at first but \$3 a week. To-day he owns two houses and lots and has \$3,000 in the bank. The eleven years' savings of a Bohemian father, together with the contributions of a daughter who works in the yards, and two sons who play for dancing parties, amounted to \$1,700. A thousand of this went for two lots, and enough was borrowed from a building and loan association to add to the remaining \$700 for a home. The cost of a 25x25 foot lot to-day averages about \$600. For land a buyer almost invariably gives cash, but, according to the statement of a real estate dealer, the majority go into a building and loan association to pay for their homes. Innumerable other instances similar to those just cited are on record, yet it must be borne in mind that for every one of these there is a corresponding story of continued struggle and trial and hardship. There are homes which bespeak the most squalid compromise with want. The widow and the fatherless, and the families where sickness abides, where drunkenness and idleness work havoc—they are all to be found in Packingtown. For it is but a little corner of the great wide world.

In and near Packingtown are six banks—the Union Stockyards State



Bank, the People's Trust and Savings Bank, the Stockyards Savings Bank, the Chicago City Bank and the Englewood State Bank. On deposit among them \$5,000,000 stands to the credit of the working people of the stock-yards. This statement is exclusive of office help. Savings deposits are received from a dollar up, although 40 per cent. of these depositors attain the dignity of a checking account. On a recent day I sat for an hour in one of these banks, watching the people come and go. Clearly the majority were of the laboring class—most of them men, some women, and a few young men and girls. Not one of them drew out a cent. They were either depositing or arranging to send money to the Old Country. One man, it was explained to me, was ordering that \$20 of the \$26 pay check (it represented two weeks' work) should go to a friend in Lithuania whom he had urged to join him.

Over against this powerful \$5,000,000 fact some might set the one that employment in the yards is irregular and uncertain. Each morning from 3,000 to 5,000 men go away disappointed because there is no work for them. It is easy to understand that this condition of affairs is demoralizing, and that the families of such men must necessarily live near neighbors to poverty. Yet it is true that the average wage at the stock-yards is higher than that paid in the other industries, and that they work more days regularly here than in any ordinary manufacturing concern that has its seasons. Any laboring man who wroks by the day seldom has a steady job. He lives a catch-as-catch-can existence.

The packers explain that this irregularity of work can not be avoided, because of the irregularity of the cattle shipments. And, furthermore, it should be understood that the figures just quoted not only represent the unemployed among a large community but also that in this number may be many raw recruits from the Old Country, as well as those who, through sickness or drunkenness, or other reasons have been obliged to leave one department and are seeking work in another.

The proportion of saloons in Packingtown is about one to every forty voters. They are the social and political centers for the men. To quote one who is thoroughly familiar with life in the neighborhood, "The saloonkeeper and ward politician are the interpreters of American institutions. The saloon is often an employment bureau and a bank where checks can be cashed." It is true that practically this same condition exists in other industrial communities of the United States, such as mining and factory towns; that the saloon is here looked upon as a reputable business house and is not classed with the ordinary rough saloon which people have in mind when the word is mentioned; that wives and children go there to buy beer for the family; that all foreigners are given to drinking; that riotous drunkenness is no longer the rule, save perhaps on special occasions such as weddings, feast days, etc., and that the keepers are

## 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. Dr. Powder	oz. of Shot	Size Gauge	Per 100	
120 4	1 1/2	10	10	\$2 90
129 4	1 1/2	9	10	2 90
128 4	1 1/2	8	10	2 90
135 4 1/4	1 1/2	6	10	2 90
154 4 1/2	1 1/2	4	10	2 95
200 3	1	10	12	3 00
208 3	1	8	12	2 50
236 3 1/4	1 1/2	6	12	2 55
265 3 1/2	1 1/2	5	12	2 70
264 3 1/2	1 1/2	4	12	2 70
Discount, one-third and five per cent.				
Paper Shells—Not Loaded.				
No. 10, pasteboard boxes 100, per 100.	72			
No. 12, pasteboard boxes 100, per 100.	64			
Gunpowder.				
Kegs, 25 lbs., per keg	4 90			
1/2 Kegs, 12 1/2 lbs., per 1/2 keg	2 90			
1/4 Kegs, 6 1/4 lbs., per 1/4 keg	1 60			
Shot				
In sacks containing 25 lbs.				
Drop, all sizes smaller than B.	2 10			
AUGERS AND BITS				
Snell's	60			
Jennings' genuine	25			
Jennings' imitation	50			
AXES				
First Quality, S. B. Bronze	6 00			
First Quality, D. B. Bronze	9 00			
First Quality, S. B. S. Steel	7 00			
First Quality, D. B. Steel	10 50			
BARROWS				
Railroad	16 00			
Garden	23 00			
BOLTS				
Stove	80			
Carriage, new list	70			
Plow	50			
BUCKETS				
Well, plain	4 50			
BUTTS, CAST				
Cast Loose, Pin, figured	70			
Wrought, narrow	75			
CHAIN				
Common 7 1/4 c.	6 1/2 c.	5 1/2 c.	5 3/4 c.	5 1/2 c.
BB.	8 1/2 c.	7 1/2 c.	7 c.	6 1/2 c.
BBB.	9 c.	8 c.	7 1/2 c.	7 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.	net 65			
Corrugated, per doz.	1 00			
Adjustable	dis. 40 & 10			
EXPANSIVE 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				
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	dis. 90			
Double Strength, by box	dis. 90			
By the light	dis. 90			
HAMMERS				
Maydole & Co.'s new list	dis. 33 1/2			
Yerkes & Plumb's	dis. 40 & 10			
Mason's Solid Cast Steel	30c list 70			
HINGES				
Gate, Clark's 1, 2, 3	dis. 60 & 10			
Pots	50			
Kettles	50			
Spiders	50			
HOLLOW WARE				
HORSE NAILS				
Au Sable	dis. 40 & 10			
HOUSE FURNISHING GOODS				
Stamped Tinware, new list	70			
Japanese Tinware	60 & 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	9 1/2
Per pound	10
MISCELLANEOUS	
Bird Cages	40
Pumps, Cistern	75 & 10
Screws, New List	85
Castors, Bed and Plate	50 & 10 & 10
Dampers, American	50
MOLASSES GATES	
Stebbins' Pattern	60 & 10
Enterprise, self-measuring	30
PANS	
Fry, Acme	60 & 10 & 10
Common, polished	70 & 10
PATENT PLANISHED IRON	
"A" Wood's pat. plan'd. No. 24-27	10 80
"B" Wood's pat. plan'd. No. 25-27	9 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	
Steel nails, base	3 00
Wire nails, base	2 35
20 to 60 advance	Base
10 to 16 advance	5
8 advance	20
6 advance	30
4 advance	45
3 advance	70
2 advance	50
Fine 3 advance	25
Casing 10 advance	35
Casing 8 advance	35
Casing 6 advance	35
Finish 10 advance	35
Finish 8 advance	35
Finish 6 advance	45
Barrell 1/2 advance	85
RIVETS	
Iron and tinned	50
Copper Rivets and Burs	30
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	30 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	3 00
Nos. 25 to 26	4 00
No. 27	4 10
All sheets No. 18 and lighter, over 30 inches wide, not less than 2-10 extra.	
SHOVELS AND SPADES	
First Grade, Doz.	6 50
Second Grade, Doz.	5 75
SOLDER	
1/4 @ 1/2	30
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	12 1/2
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 85
Barbed Fence, Painted	2 55
WIRE GOODS	
Bright	80-10
Screw Eyes	80-10
Hooks	80-10
Gate Hooks and Eyes	80-10
WRENCHES	
Baxter's Adjustable, Nicked	80
Coe's Genuine	40
Coe's Patent Agricultural, Wrought	70-10

## Crockery and Glassware

STONEWARE

Butters

1/2 gal. per doz.	44
1 to 6 gal. per doz.	5 1/2
8 gal. each	52
10 gal. each	65
12 gal. each	78
15 gal. meat tubs, each	1 13
20 gal. meat tubs, each	1 50
25 gal. meat tubs, each	2 13
30 gal. meat tubs, each	2 55

Churns

2 to 6 gal. per gal.	6
Churn Dashers, per doz.	84

Milkpans

1/2 gal. flat or round bottom, per doz.	44
1 gal. flat or round bottom, each.	5 1/2

Fine Glazed Milkpans

1/2 gal. flat or round bottom, per doz.	60
1 gal. flat or round bottom, each.	6

Stewpans

1/2 gal. fireproof, ball, per doz.	85
1 gal. fireproof, ball per doz.	1 16

Jugs

1/2 gal. per doz.	56
1/4 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	50
Nutmeg	50

MASON FRUIT JARS

With Porcelain Lined Caps

	Per gross
Pints	5 25
Quarts	5 50
1/2 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	3 75

Fine Flint Glass in Cartons

No. 0, Crimp top	3 00
No. 1, Crimp top	3 25
No. 2, Crimp top	4 10

Lead Flint Glass in Cartons

No. 0, Crimp top	3 30
No. 1, Crimp top	4 00
No. 2, Crimp top	5 00

Pearl Top in Cartons

No. 1, wrapped and labeled	4 60
No. 2, wrapped and labeled	5 30

Rochester in Cartons

No. 2, Fine Flint, 10 in. (85c doz.)	4 60
No. 2, Fine Flint, 12 in. (\$1.35 doz.)	7 50
No. 2, Lead Flint, 10 in. (95c doz.)	5 50
No. 2, Lead Flint, 12 in. (\$1.65 doz.)	8 75

Electric in Cartons

No. 2, Lime (75c doz.)	4 20
No. 2, Fine Flint, (85c doz.)	4 60
No. 2, Lead Flint, (95c doz.)	5 50

LaBastie

No. 1, Sun Plain Top, (\$1 doz.)	5 70
No. 2, Sun Plain Top, (\$1.25 doz.)	6 90

OIL CANS

1 gal. tin cans with spout, per doz.	1 20
1 gal. galv. iron with spout, per doz.	1 40
2 gal. galv. iron with spout, per doz.	2 25
3 gal. galv. iron with spout, per doz.	3 25
5 gal. galv. iron with spout, per doz.	4 10
3 gal. galv. iron with faucet, per doz.	3 85
5 gal. galv. iron with faucet, per doz.	4 50
5 gal. Tilting cans	7 00
5 gal. galv. iron Nacetas	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	5 50

LANTERN GLOBES

No. 0 Tub., cases 1 doz. each, bx. 10c	50
No. 0 Tub., cases 2 doz. each, bx. 15c	50
No. 0 Tub., bbls. 5 doz. each, per bbl.	1 90
No. 0 Tub., Bull's eye, cases 1 dz. e.	1 25

BEST WHITE COTTON WICKS

Roll contains 32 yards in one piece.

No. 0 3/4 in. wide, per gross or roll.	28
No. 1 1/2 in. wide, per gross or roll.	38
No. 2 1 in. wide, per gross or roll.	60
No. 3 1 1/2 in. wide, per gross or roll.	90

COUPON BOOKS

50 books, any denomination	1 50
100 books, any denomination	2 50
500 books, any denomination	11 50
1000 books, any denomination	20 00

Above quotations are for either Tradesman, Superior, Economic or Universal grades. Where 1,000 books are ordered at a time customers receive specially printed cover without extra charge.

COUPON PASS BOOKS

Can be made to represent any denomination from \$10 down.

50 books	1 50
100 books	2 50
500 books	11 50
1000 books	20 00

CREDIT CHECKS

500, any one denomination	2 00
1000, any one denomination	3 00
2000, any one denomination	5 00
Steel punch	50



members of the church in good and regular standing. Even these slightly modifying conditions, however, can not materially alter the real seriousness of the situation, and whether you choose to believe that the discouragement consequent upon lack of work causes most of the drunkenness or whether the drunkenness is, in large measure, an encourager of idleness, this fact remains—the saloon influence is undoubtedly the greatest menace to the lives of these people, morally as well as industrially.

The idea seems to be quite general that the unpleasant odors from the stock-yards in some way affect the physical welfare of the people, but more than one physician has given an emphatically contrary opinion on this point. There are, of course, the over-crowded sleeping rooms to be reckoned with, the smoke, the neighborhood around Bubbly Creek, with its constantly escaping carbonic acid gas, and the fact that cleanliness is not always held next to godliness. But while changes for the better along these lines are being worked for and hoped for, it is cheering to know that this ward does not show as high a death rate as do some other wards in Chicago, and that it is only a trifle greater than that in Hyde Park.

These transplanted Europeans are mild-mannered and possessed of great self-control so long as they feel no sense of injustice. When law and order come to them in a beneficent way they abide by it. This characteristic was forcibly brought out in the strike of two years ago, when 22,000 persons were out of work. In their big labor parade men, women and children, almost babies, marched for hours, displaying not a sign of violence or lack of dignity. These people are full of sentiment. A strong streak of affection runs through their natures; they are passionately fond of music; they are religious—almost solidly Roman Catholic. The exceptions are chiefly Bohemian, a portion of whom, having revolted from Catholicism, are known as Free Thinkers. A dozen churches are scattered throughout Packingtown, and on Sunday practically the entire population attends service. To these humble folk a person who has no church affiliations is unthinkable. A Polish man who could hardly speak English, and who had been out of work for more than six weeks, went in desperation to one who he thought could help him, and kept exclaiming, in a fairly violent tone, "I must have work! I tell you I must have it!" Hurried arrangements were made to send him and his family to a little Michigan town—yet he stopped in the midst of his excitement to enquire, "But is there a Polish church there? And a school where my children can go?"

The necessity and value of education seem in a measure to be recognized, and the majority of parents wish their children to go to school—at least up to a certain age. The following extract from a report of the University of Chicago Settlement is typical of the general attitude of mind: "A few years ago the Educational Committee of the Polish Al-

liance, wishing to learn on what subjects its members desired to have lectures, put the question to a vote. The majority voted, first for American history, and then for Polish history and literature, proving that these most clannish of foreigners are transferring their patriotism from the old to the new home."

The public school, the settlement and the parks of the neighborhood have come to be important factors in the lives of the community. People separated by barriers of race, education and language need a common bond of interest, both educationally and socially. These institutions, with their varied and extended activities, are supplying such a need.

A comparison between the then and now of Packingtown scores on the side of the social optimist. A few years ago a child could be drowned in a ditch and nobody be the wiser as to its fate. To-day such a thing is impossible. Now the people, on an average, have better morals, better homes, better furniture, better clothing, better everything. Choose at random a hundred immigrant residents. Ask each one if he would like to go back and live in his country under the same conditions that he left, and ninety-nine will give you an emphatic "No." As one expressed it to the writer, "We at least get a chance here. Over there no chance."

Spencer's idea that the first step toward a man's success in life is to acquire that which will make him self-supporting is exactly the theory upon which the dwellers in Packingtown are working, although perhaps all unconsciously. And what more would we desire for them—with their ability and their heredity? Surely not professorships—at one jump—or fortunes, or homes on a boulevard.

An opportunity of getting on is half the battle. They have this opportunity in Packingtown; and they have it solely because of the business enterprise of Mr. Armour and Mr. Swift and the other packers. There is no getting around facts. While the packers have been building up a gigantic industry they have also been creating a beneficent institution which supports an entire community—providing their homes, giving them comforts, sometimes even luxuries, educating their children, opening up the way for still greater progress. And these people are, by reason of their opportunity, slowly but surely pulling themselves up; it is not too much to say that they are enjoying the process. It is not too much to say that, in general, they are happy and contented, thankful for a material condition that is better than they have ever before known, and hopeful of a future that may enable their children to become equipped for the world of achieving from which they themselves have been barred.—Mary Humphrey in National Magazine.

If you really have the light of the world in your heart every one will get some of your sunshine.



**YOUNG MEN WANTED**—To learn the Veterinary Profession. Catalogue sent free. Address VETERINARY COLLEGE, Grand Rapids, Mich. L. L. Conkey, Prin.

## L. J. Smith & Co.

Eaton Rapids, Mich.

Manufacturers of

### Egg Cases And Egg Case Fillers

WE AIM at all times to be able to furnish the best grades of Egg Cases and Egg Case Fillers. Cases sawed or veneered. Try our bass-wood veneer cases, they are clean, bright and strong, there is nothing better. Nails, excelsior, etc., always on hand. We solicit your inquiries. Let us hear from you.

L. J. Smith & Co. - - Eaton Rapids, Mich.

## Redland Navel Oranges

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

THE VINKEMULDER COMPANY

14-16 Ottawa St.

GRAND RAPIDS, MICH.

## Clover and Timothy

All orders filled promptly at market value.

ALFRED J. BROWN SEED CO., GRAND RAPIDS, MICH.  
OTTAWA AND LOUIS STREETS

## A New Commission House

We get you the highest prices. We give you a square deal.  
We send the money right back.

We can sell your Poultry, Veal, Hogs, Butter, Eggs, Cheese,  
in fact anything you have to sell.

BRADFORD & CO., 7 N. Ionia St., Grand Rapids, Mich.

## Butter, Eggs, Potatoes and Beans

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

R. HIRT, JR., DETROIT, MICH.



**WRITING ADVERTISING.**

**Pertinent Hints To the Man Who Does It.**

Many retailers find it necessary for one reason or another to write their own advertisements. Many in such cases have but little practice or special ability in this line when first they find it necessary, and a few "pointers" will, no doubt, prove acceptable.

The first thing to be done in advertising any article is to study the article. If the retailer is familiar with it this is, of course, an easy matter, but even in such cases careful study will bring out points hitherto unthought of.

Question yourself how and why it will benefit the purchaser, for this is the chief point that the purchaser will consider; see what points or arguments it has of superiority over others of the same kind; finally see why the reader should buy it of the advertiser; because he is the only one in town who sells it, he has the largest assortment, he is more convenient (location, store facilities, etc.), he sells it for a lower price; keeps the freshest goods, the largest stock, etc.

When making this study or analysis he should jot down the result of his investigations for future reference and if his list is complete it is an easy matter to select the strongest to present in copy.

After this analysis is complete he should study the class of people who would be likely to buy this article.

What arguments would be likely to appeal to this class? Do they spend money readily and often? Is the article a necessity or a luxury with them? etc., etc.

Arguments that seem irresistible to the advertiser may not carry an ounce of weight with the public. The business man would not be attracted by the same argument as the laborer or horse jockey. The woman of means and refinement would not be influenced by the same reasoning as would her cook or the factory girl.

This line of reasoning applies to the advertising of one article that would appeal to but one class. If it appeals to many an average should be struck; but the individual "selling points" should not in any case be neglected in the argument.

These points having been duly considered the next thing to study is the advertisement itself.

With the average retailer's advertisement it is advisable to secure space on the page which is most likely to attract the class of people who would buy the article he wishes to advertise. Thus, if he wishes to advertise a skirt or jacket the best place would be on the woman's page; if sporting goods on the sporting page, etc.

He should get next to reading matter each time if possible, as this position usually insures most readers.

Second comes the size of the advertisement. As the advertising appropriation of the average retailer is limited he should spend the most of it for space, using as large an amount as is possible each insertion.

However, he should not lose sight of the fact that if four inches is enough to use for the "dull season"

it will prove wholly inadequate for the busy and he should apportion his space accordingly.

He should see to it that he has an advertisement daily if possible; every other day at least, and should change copy each time.

When space to use has been decided upon he has next to secure a satisfactory plan of display.

This should seldom be left to the printer, first, because he is usually too busy to give it much study; second, his brain is not so fertile at planning displays but what he is bound to give you similar advertisement to your rival's third, he is usually a good mechanic but a poor artist and in all probability has but limited ideas as to artistic effects.

If the retailer's experience in this line is limited the most satisfactory method to pursue would be to secure copies of papers published in distant cities and examine them all closely until he finds an advertisement that he thinks is good, then pin it to the copy and tell the printer to "follow this for style."

Border and display type should be in keeping with the article; light and dainty type for dainty articles, bold type for the heavier articles.

Always use a cut when possible, providing it is a good one. A good cut will often bring out selling points that whole pages of print could not. See to it that it truthfully pictures the article and is well executed.

Line cuts are the most suitable for newspaper work, as the rapid press work and poor quality of paper used will not allow of a satisfactory impression of any but the coarsest screened half-tone.

Place the cut so that it stands out in bold relief and is not closely surrounded by border, display type or descriptions. White space, if used judiciously, gives the advertisement an open, easy-to-read appearance which invites perusal.

Next comes the writing of the "copy." As the first thing done was to analyze the selling points of the article it is easy to go over the list and select those most desirable to use in copy.

The individual points, points to which no similar article can lay claim, are the ones which will give the advertisement the greatest selling force.

Of these select the strongest, arrange them logically and write explicit descriptions embodying them. If a cut is used make the copy apply exactly to it. Don't illustrate coats and describe suits.

In writing use words and phrases that are easily understood by all and yet are not childish and weak. Make descriptions clear, crisp and concise, but do not sacrifice argument to brevity.

For the smaller advertisements the copy should describe but one article, as the space is too limited to describe more than one satisfactorily.

The copy should begin by giving a short sort of introductory that will help create a desire for the article, then it should bring out the strongest selling points, and lastly state the price of that particular article.

In the larger advertisements, where more than one article is to be adver-

tised, the copy should in most cases start out with a general introductory paragraph speaking of the line as a whole and should then follow up by several paragraphs each giving explicit description and price of one article.—George P. Parker in Brains.

**We want competent Apple and Potato Buyers to correspond with us.**

**H. ELMER MOSELEY & CO.**  
504, 506, 508 Wm. Alden Smith Bldg.  
GRAND RAPIDS, MICH.

**You Don't Have to Worry**  
about your money—or the price you will get—when you ship your small lots of fancy fresh eggs to us.

Never mind how the market goes—if you can ship us fancy fresh stock—we can use them at pleasing prices—in our Candling Dept. **We Want Your Business**

**L. O. SNEDECOR & SON, Egg Receivers, 36 Harrison St., New York**  
Established 1865. We honor sight drafts after exchange of references.

Established 1894

**BUTTER—All Grades of Dairy Butter Wanted**  
**EGGS—Get Our Prices Before Shipping**

**Stroup & Carmer - - - Grand Rapids, Mich.**

**FARMERS WANTED**

to grow tomatoes on contract for

**The New Canning Factory**

Write, phone or see **C. D. CRITTENDEN CO.**  
Both Phones 1300 **Grand Rapids, Mich.**

ESTABLISHED 1876

**FIELD SEEDS**

Clover and Timothy Seeds. All Kinds Grass Seeds.  
Orders will have prompt attention.

**MOSELEY BROS., WHOLESALE DEALERS AND SHIPPERS**  
Office and Warehouse Second Ave. and Railroad.  
**BOTH PHONES 1217 GRAND RAPIDS, MICH.**

W. C. Rea

A. J. Witzig

**REA & WITZIG**

**PRODUCE COMMISSION**

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

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

**REFERENCES**

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

Established 1873

**Butter**

We would like all the fresh, sweet dairy  
butter of medium quality you have to  
send.

**American Farm Products Co.**  
**Owosso, Mich.**





### History of the Campaign for Two Cent Fares.

Lansing, April 16—Now that the railroad bill has passed, it may be of interest to some of the readers of your valuable paper to know how this bill was brought about. For more than a year there has been dissatisfaction among the traveling men in regard to the mileage book. They objected to putting up thirty dollars for a book and waiting until it was used and then get back ten dollars or nine dollars and seventy-five cents; or, if they used the C. P. A. book, they objected to being obliged to go to the ticket window and exchange the mileage for a ticket. They wanted a thousand mile book good on all trains for twenty dollars. The best efforts put forth to secure such a book were without success. It was then with the proposition for a 2 cent rate on all roads in the Lower Peninsula crystallized. As Chairman of the Legislative Committee of the Michigan K. of G., I called on the Governor early in December and submitted the proposition to him. I assured him that the traveling men of Michigan wanted such a bill passed, that we believed it could be done without working an injury to the railroads. The Governor said he had been looking this matter up and, with the exception of some small roads whose earnings are meager, he favored the passage of a 2 cent rate bill. He further assured me he would urge the passage of such a bill in his coming message. How well he has carried out his promise you all know. Soon after I visited the Governor I received a letter from L. M. Mills of Grand Rapids, saying the traveling men of that city had held a meeting and were unanimous for a flat 2 cent rate in the Lower Peninsula and 3 cents in the Upper Peninsula and asking me to work in conjunction with them. The campaign soon started, a bill was drafted and given to Senator Russell to father in the Senate. Each traveling man considered himself a committee of one to work for the bill. Senators and Representatives were flooded with petitions from their constituents urging them to vote for the bill. The Michigan K. of G. and the U. C. T. worked side by side for the common cause. The first meeting of the Senate Committee was attended by a large number of railroad men, mostly employees of the roads, and about twenty traveling men. The railroad men claimed if the bill became a law, it would cause some of the trains to be taken off and cause several men to be laid off. The traveling men contended that this would not follow and showed that where other states had adopted this rate, business had increased and more trains had been put on. Among the prominent traveling men who spoke before the Committee were Edwin O. Wood, of Flint; W. S. Burns and L.

M. Mills, of Grand Rapids; John A. Weston, of Lansing; John W. Schram, of Detroit. Governor Warner and Commissioner Glasgow spoke for the bill. The railroad men asked for another hearing, which was granted. In the meantime, the interest in the bill did not abate, the railroad lobby plied their vocation with increased zeal. Many Senators and Representatives were objects of much attention by them. The next hearing of the bill was attended by about twenty-five railroad men composed of presidents and office men and lawyers. About fifty traveling men were present. The U. C. T. sent J. Frank Sniffin, from Columbus, Ohio. He proved a valuable asset for the bill. The most of the traveling men who spoke for the bill at the previous meeting joined in the argument. Editor E. A. Stowe and Commissioner Glasgow also spoke for the bill. The railroads asked for still another hearing. The Committee wished to give all a chance to be heard and so postponed the hearing until the next Monday. Theroads were represented by some of the best attorneys in the State, the traveling men were again here, the U. C. T. sent J. Frank Sniffin once more, from Ohio. Mr. Sniffin is well posted in railroad earnings and expenses and reminded the railroad speakers of many things they had seemingly forgotten. The roads again pleaded for more time, as they said, for the committee to get at the facts regarding the roads. Commissioner Glasgow delivered the speech of the day. Among other things he said he did not know whether the railroads wanted more time so the Committee could get at the facts or if they wanted more time so the railroads could get at the Committee. Before the last hearing the Wetmore substitute, exempting all roads where earnings are less than one thousand per mile, had been offered. This substitute was acceptable to the administration and to the traveling men. It was generally supposed that the Railroad Committee would stand three for the bill and two against it, but Senator Kinnane went over to the railroads, the majority reporting a bill as follows: Roads earning less than one thousand, three cents and earning less than two thousand, two and one-half cents and roads earning over three thousand, two cents per mile, the roads in the Upper Peninsula three cents. A compromise substitute was offered by Senator Wetmore making only two classes—the roads earning less than twelve hundred, three cents per mile and the roads earning over twelve hundred, two cents per mile.

The two thousand classification would have given the Pere Marquette and the Ann Arbor two and one-half cents. Senator Seeley and Senator Wetmore, of the Committee, favored the Wetmore substitute. This bill was made a general order in the Senate for April 3. When the advocates of the bill found Senator Tuttle had gone over to the railroads and Senator Russell had gone to Grand Rapids and could not be induced to return in time to vote for the bill, there were many discouraged faces. We

were fortunate in having with us Senators Fife and Wetmore. They managed the bill and did the most of the talking for it. They are a pair that can't be beat. Senator Carton, who had been counted for the railroads, voted for the substitute and two senators who had been the objects of much attention from the railroad lobby stood firm. The Wetmore substitute passed the Senate by a vote of 16 to 14. The House made the bill a special order for April 11. The railroads tried hard to tack on some amendment so the bill would go back to the Senate. They hoped they might thus defeat the bill, but the House would not stand for any sharp practice and passed the bill as it came from the Senate by a vote of 92 to 1. It is a great victory, but we must not forget that great credit is due Governor Warner and Commissioner Glasgow, who have been untiring in their efforts for this bill.

The shadows of the lobby still hover over the Senate and the House of Representatives. Through the same old familiar methods of the past, frantic efforts were made to organize the Senate and House against a fair and equitable action, but a majority rose superior to the old influences and showed the unofficial special agent of the legislation that they had lost control. On the final vote, all but three of the Senate voted for the bill, but this was only after the futility of resisting the inevitable had been indicated. Sixteen names, whose alignment in a decisive test vote in the primaries made the inevitability painfully plain, ought to be held in pleasant remembrance. They are: Allen, Bates, Bland, Carton, Edenborough, Ely, Fairbanks, Fife, Kline, Lugers, Martindale, Ming, Seeley, Traver, Wetmore and Yeomans.

What has been done is a source of great satisfaction for many reasons. Not only is it an index of changed conditions in the upper house, but it gives the great majority of two and one-half million of the State the benefit of the two cent passenger rate.

J. J. Frost,  
Chairman Legislative Committee,  
Michigan K. of G.

### The Dub and the Wise Boy.

They offered a prize in the office. It was \$50. to be awarded to the clerk who made the best suggestion for the improvement of the office work.

"Oh, I don't think I'll try to put in any suggestions," said the Dub.

"Why not?" said the Wise Boy.

"Oh, there wouldn't be any use. I don't suppose they'd do anything with 'em but throw 'em in the waste basket."

"Why? Have you any ideas? What are they like?" asked the Wise Boy, still more condescendingly.

"Well," said the Dub, "I often have wondered why they don't make the invoices at the same time as they do the order records. Don't you see? If they made a carbon copy the original only would need to be extended and footed to be a complete invoice, while the carbon copy would serve as an order record. But I don't suppose it would go through."

"No," said the Wise Boy, "that wouldn't be worth bothering about."

"Mr. Manager," said the Wise Boy, stepping into the private office, "I want to turn in a suggestion. Why not make the order records at the same time as we make the invoices? Don't you see? If we make a carbon copy, the original only would need to be extended and footed to be a complete order record, while the carbon copy could serve as an invoice."

"What?" said the manager.

The Wise Boy repeated his suggestion, bearing down especially hard upon the fact that it would require only extending and footing to make the original a complete order record, while the carbon copy could serve as an invoice.

"What do you want to extend an order record for? What do you want to foot it for? Eh?" said the manager.

"Why-er-why-er," said the Wise Boy.

"Go on; nobody's going to bite you."

"Why-er-why, don't you want to do it?"

"Because it is customary to extend the invoice," roared the manager. "Go back to your desk. Learn what the different things in the office are before trying to make suggestions for their improvement. That's all; good day."

Moral: If you're going to steal ideas, cultivate a good memory.

Martin Arends.

### James' Hard Luck.

A certain farmer is noted for his constant complaining. A friend met him one morning and remarked:

"Fine weather, James."

"For them as ain't got to work."

"Your farm looks in fine condition."

"To them as ain't got to dig in it."

"Well, James, I'm glad your wife's better."

"Them as don't have to live with her may be."

The heavenly mind is not the one that is in a hurry to get into heaven, but the one that labors to bring heaven to earth.

**THE**  
**Keeley**  
**Cure**

**LIQUOR**  
**MORPHINE**  
**27 Years Success**

**ONLY ONE IN MICH. WRITE FOR INFORMATION.**  
**GRAND RAPIDS, 265 So. College Ave.**

### If You Go Fishing

and don't catch anything, just remember that

### Hotel Livingston

Grand Rapids

has an exceptionally appetizing way of cooking FISH that someone with better luck just caught.



**SUCCESSFUL SALESMEN.**

**Frank E. Minne, Representing Edson, Moore & Co.**

After reaching an elevation the climber is able to discern the trail leading from the plains to the highlands. It usually appears less difficult after having been traversed than it did when viewed from the starting point. Only the traveler, however, is able to appreciate the dangers of the narrow passes and the nature of the obstructions which line the pathway. To others they may seem difficult or the reverse, but to the man who has overcome them their real nature is known and by him appreciated.

It is not everyone who cares to venture into untrodden paths. The danger of the unknown trail repels, while the heights to which it leads attract. To some natures the former is the more weighty and the attempt never is made. Many who set out on a journey of this kind—and each man starts from a different point and walks along untrodden ways—become disheartened. Each difficulty seems greater than the preceding one and finally a stage is reached where, before the magnitude of the obstruction, the would-be scaler of mountain heights sits down appalled without attempting to continue. The nature of these pathways is such that a man can not remain stationary; he either must advance or under the law of gravitation return to the dead level of the commonplace, his mission abandoned.

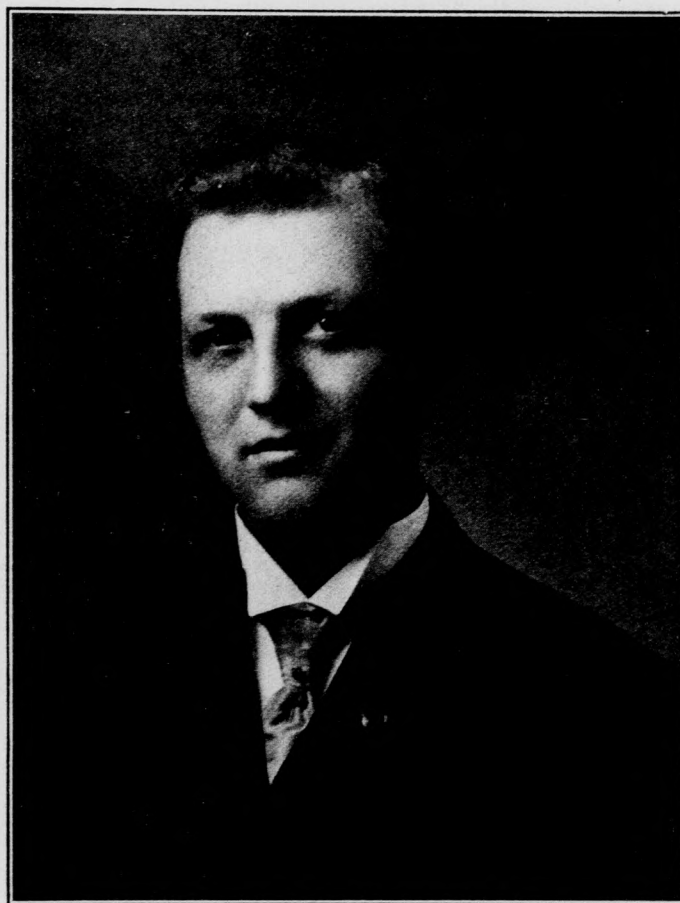
A real or figurative struggle of the nature outlined has its counterpart in the lives of those who obtain high positions in commercial affairs. To this class the difficulties, the obstructions, the discouragements and the trials are not insurmountable. They are of a nature, however, that requires a maximum of determination and at least an average of ability and that tenacity of purpose which enables the commercial climber to utilize every possible foothold, every possible assistance that is offered, even though it be no more substantial than the lightest straw.

Frank E. Minne was born in Brockway, St. Clair county, Michigan, March 13, 1878. His great grandfather was born in France and his mother was of Scotch descent. When he was a year old his father, F. G. Minne, removed to St. Johns and engaged in the commission business. When he was 5 years old his parents removed to Port Huron, where he lived until he was 11 years of age, when the family removed to a farm between Brockway and Yale. Mr. Minne lived on a farm with his parents for five years, when he went to Yale and secured employment as clerk in the general store of W. H. Ballentine. Four years later he secured employment in the dry goods and shoe house of the Ballentine Co., at Port Huron. One year later he engaged with Edson, Moore & Co. to open up a new territory in the Thumb country as a specialty salesman. This position he continued to occupy one year, when he was changed to general salesman and given the territory

sixty miles each way from Detroit. He undertakes to see his trade every four to six weeks and spends from one to two days of each week in Detroit.

Mr. Minne was married June 22, 1900, to Miss Nellie Wright, of Port Huron. They have two boys, one 4 years old and one 15 months old. They reside in their own home at 725 Superior street, Port Huron. Mr. Minne has but one hobby. He loves a horse and, although he does not own one now, expects to acquire one soon. In the meantime he enjoys a good horse race.

Mr. Minne is a Blue Lodge Mason, an Odd Fellow, a Maccabee, and a member of the Michigan Knights of the Grip and the Utica Traveling Men's Association.



Frank E. Minne

Mr. Minne attributes his success to attending strictly to business. He is one of the youngest men Edson, Moore & Co. ever put out with their general line of dry goods. He is square and reliable in every way and a good salesman from every point of view. He is very careful and conservative in his methods, takes excellent care of himself, is well liked by his customers and stands well with his house.

A Petoskey correspondent writes as follows: Willis Wachtel, familiarly known as "Bolts," has been promoted to the position of traveling salesman for the Brackett Hardware Co. He has been employed in the retail store for the same firm for several years and should be an able man to look after the wholesale trade.

**Has Added Another Coach—Locking the Door.**

Grand Rapids, April 16—I note the communication in the Tradesman of April 4, complaining about the lack of cars on train No. 7 and also the locking of the rear doors on the passenger coaches of the G. R. & I.

The matters complained of come under the jurisdiction of the transportation department. Some time before the receipt of your communication I had drawn the attention of our Superintendent of the Southern Division to the inadequate accommodations at times on our train No. 7, and he informs me that he has already arranged to provide an additional coach for this train.

As regards the locking of the coach doors, would say that I do not un-

merely for the purpose of protecting our passengers from injury, so that the train would not start until all passengers had disembarked and boarded the train; also that trainmen could render assistance to such passengers. It does not seem to me that this could, in any way, discommode or be a hardship to passengers in getting on or off our trains.

The company is doing the very best it can in view of the existing and threatened reductions in its net revenue, caused by passed and proposed action of the Legislature, and as a matter of safety it proposes to protect its patrons wherever it may deem it necessary.

C. L. Lockwood,  
General Passenger Agent.

John Wyckoff, formerly engaged in the retail shoe business at Greenville under the style of Wyckoff & Miller, but for some time past in the employ of Clark & Co., at Hastings, has engaged to cover the Upper Peninsula for Hirth, Krause & Co., succeeding John V. Alles, who has taken a position with Guthmann, Carpenter & Telling, of Chicago.

You can not give a man much light by throwing knowledge at him in such a way that he sees stars.



**HOTEL TULLER**

Detroit's newest and finest hotel. Absolutely fireproof—partitions, stairways, etc.  
CONVENIENT—Only one block from Lower Woodward, on the west side beautiful Grand Circus Park, corner Adams ave., W.  
ROOMS—Steam, bath, electric lights, \$1.50 up.  
PLAN—American and European. Fine popular priced cafe. Elegant Am. dining room.  
DINNER—Served 6 p. m., six courses, 50c. Sunday, 75c.  
CARS—Take Woodward, Grand River or Fourteenth street. Get off Adams avenue.  
MUSIC—Until 12:30 p. m.  
Make The Tuller your home while in Detroit. Colored souvenir postal of hotel and park and illustrated brochure mailed on request. Address Tuller Hotel, Detroit.

**One Hundred Dollars in Gold**

The Michigan Tradesman proposes to distribute \$100 among the traveling men who secure the most new subscriptions for the Michigan Tradesman during the present calendar year, as follows:

- \$50 For the Largest List
- \$25 For the Second Largest List
- \$15 For the Third Largest List
- \$10 For the Fourth Largest List

Subscriptions must be taken on the regular order blanks of the company, accompanied by a remittance of not less than \$2 in each case. For full particulars regarding this contest and a full supply of order blanks address this office. This contest is open to all traveling salesmen, without regard to line, location or territory.





**Michigan Board of Pharmacy.**  
 President—Henry H. Helm, Saginaw.  
 Secretary—Sid. A. Erwin, Battle Creek.  
 Treasurer—W. E. Collins, Owosso; J. D. Mulr, Grand Rapids; Arthur H. Webber, Cadillac.

**Michigan State Pharmaceutical Association.**

President—John L. Wallace, Kalamazoo.  
 First Vice-President—G. W. Stevens, Detroit.  
 Second Vice-President—Frank L. Shilley, Reading.  
 Third Vice-President—Owen Raymo, Wayne.  
 Secretary—E. E. Calkins, Ann Arbor.  
 Treasurer—H. G. Spring, Unionville.  
 Executive Committee—J. O. Schlotterbeck, Ann Arbor; F. N. Maus, Kalamazoo; John S. Bennett, Lansing; Minor E. Keyes, Detroit; J. E. Way, Jackson.

### Drug Clerk Minded His Own Business Too Well.

Written for the Tradesman.

"Who is the new clerk?"

A dozen friends had asked the question of the druggist, and in each case he had admitted that he didn't know much about the fellow.

"His name is Smithers, and I got him at Chicago," was about the only thing he could say in answer to the rather frequent query.

"I'll bet he's a good one," said the clothier one day. "He goes about his work like an expert and he's a quiet sort of a fellow, too. I wonder who his people are? Ever hear him say?"

The druggist shook his head.

"You would never know from him that he ever had any people," he said. "He never says a word about himself."

"I don't like the looks of that new clerk of yours," said the shoe man to the druggist one day. "He goes about like a ghost. There's something remarkably mysterious about him. Where did he get his knowledge of the business?"

"I don't know," replied the druggist. "He never talks. He has a good knowledge of drugs and that's all I know about him."

"That new clerk is a queer one," said the hardware man one day. "You never see him out with the boys or in the company of any one. Where does he put in his time when he is not in the store?"

"I don't know," replied the druggist. "I never pay any attention to him after he finishes his work."

"Don't you know where he lives?"

"I do not."

"Well, there's something funny about the fellow."

"I wonder if we can't get your new clerk to join our reading club," said a bright young lady to the druggist. "We have some very nice people in it. If you think he's all right, I'll have one of the young gentlemen call and invite him."

"Come to think of it," said the druggist, "I have never seen him reading anything, not even a newspaper. You see, I don't know anything about the fellow, except that he is a fairly good drug clerk. You might invite him and see what comes of it."

"I'll gamble that new clerk of yours is a great student," said the base ball crank to the druggist. "You never see him at the corners or at the gym.

It looks to me as if he was a student, studying out some gigantic proposition."

"He may be," replied the druggist.

"I wonder where you got that crank of a clerk?" asked the boss saloon-keeper of the little town where the druggist does business. "I believe he's a spy sent here by some of these fool temperance societies. He just goes snooping past my place every night, trying to see something to find fault with."

"I don't think he's a spy," said the druggist. "He's just trying to earn his living by good, honest work."

"Well, that's the way the boys have him sized up."

"Oh, they are always sizing some one up. Why don't they go out into the woods and size themselves up now and then?"

"Why," said the little woman who lived out near the city line and kept boarders, when she could get them, "there's my new boarder working in the drug store. I didn't know he worked here."

The druggist looked the woman over in amazement.

"Boards with you, does he?"

"Yes, sir."

"Did he never tell you where he worked?"

"He never did."

"That's queer."

"Did he never tell you where he boarded?" asked the woman.

"Why, no. It was none of my business."

"Doesn't he act a little suspicious?"

"What does he do that is suspicious?"

"Oh, he acts funny."

"What does he do?" repeated the druggist.

"Why, he's so awfully sly. He comes in so softly that he gives me a start, and he keeps the door of his room locked every minute he is in there."

The druggist laughed. This matter of the new clerk was becoming interesting to him; in fact, the arrival of the new clerk had set many tongues to wagging in the little city. The clerk never spoke an unnecessary word, he never sought the company of others. He never talked of his personal affairs. So far as any one in the little town knew he might be a visitor from Mars or a delegate from the Safe Burglars' Association, looking for a good ripe cash box to pick when opportunity offered. He was a puzzle in a little place where every one wants to know about every one else. So he was talked about and the talk was not always in his favor.

"I guess I've found out about your new clerk," said the city marshal to the merchant. "I've been keeping an eye on him, and I think he's a detective sent here for some underhand work. I've noticed him going to the postoffice for his mail, and he always slips his letters into his pocket in a hurry and in a sly manner, as if he feared others would see the name on the envelope. There's something more to the fellow than a mere drug clerk."

That afternoon the druggist said to the new clerk:

"How long were you in Chicago?"

"Quite a spell," was the reply.

"Where did you work there?"

"Out on Clark street."

"What was the name of the firm?"

"Just drug company."

"Where did you work before you went there?"

"Out in Iowa."

"Where in Iowa?"

"One of the river towns."

The druggist gave it up. The clerk certainly was secretive. He began to watch him closely and to note the height of the whisky in the blue bottle behind the prescription case. He soon found out that the new clerk did not drink. He did not smoke, either, and never looked all tired out in the morning. It was evident that he spent his nights in bed.

"Did you hear about there being counterfeit money in town?" asked the barber of the druggist. The barber was an inquisitive fellow, and was always ready to knock anything or anybody on the face of the earth. "I haven't seen any of it," was the reply.

"Then you're going to see some of it right now," said the barber, with a malicious grin, as he rattled two lead ten-cent pieces on the counter. "I got these here."

"Who gave them to you?" asked the druggist. "They're bad, all right," he added, taking them into his hand.

"That new clerk gave them to me," was the reply. "And he's been giving 'em out to all the boys. I guess we've found him out at last. I've sent word to the United States Marshal, and he'll be here on the noon train."

And the little dinky city chuckled and congratulated itself when the clerk was actually cornered and questioned by the official. They all know that there was something wrong with the fellow because he was so sly. Of course he was guilty! Were-n't the bad dimes all over town? And hadn't the clerk given them out to a dozen customers? Yes, he had come to the wrong place to commit his crime! They were too sharp to be caught by such a scamp!

But the officer went away and the new clerk kept right on working at the drug store. The people of the city almost had another fit. They began to look with suspicion on the druggist, at which he laughed and grew fat.

"It's just this way," he said to his friend, the clothier, "that new clerk is merely one of the mysterious fools you find now and then. He's square and all right, but he is almost insane on secretiveness. He's afraid people will know his business. There are lots like him. And the people of this town are another set of fools in another way. They suspect everything and every one that is new and strange to them. If a man keeps himself to himself they think he's a thief. Now, some one unloaded a roll of bad dimes on the bank, and the clerk got them when he went over there after change. I'm not sorry this happened, for it may teach him that suspicious actions cause suspicious thoughts. The man of mystery never has a friend. Don't talk too much, me son, but don't go too far the other way."

Alfred B. Tozer.

The saddest morality is that which is satisfied with itself.

### Doubles Its Sales in Twelve Months.

Charlotte, April 16—The Beach Manufacturing Co., of this city, has been in existence for the past fifteen years, the concern having been the leading industry of Lyons before its removal to this city three years ago this spring.

The company is composed of Fitch H. Beach, who is now recovering from a serious attack of appendicitis, and Fred S. Beach. Both are practical molders who started in to manufacture plows and plow repairs.

Six years ago they changed the line to triple expansion cast iron and steel culverts and have the splendid record of doubling their sales with each succeeding year. The output is sold almost exclusively in the Central States and the trade, which consists entirely of highway commissioners and railroad purchasing agents, are called on by seven salesmen.

Two years ago the company commenced the making of bridges and plans for a plant for this branch of the business are now in preparation. The first year the concern sold thirty bridges against 237 last season and nearly twice that many have already been contracted for delivery in 1907.

The company built a commodious plant along the right of way of the Grand Trunk, the molding room alone being 90x155 feet.

### Contracts Let for Car Shops.

Battle Creek, April 16—The newest industry is the Michigan Carton Co. It has leased the idle plant of the Battle Creek Iron Works, which failed a few years ago from lack of capital sufficient to meet the abundant orders for work.

W. I. Fell, who purchased the plant from the City Bank, which had bought it in at \$40,000, will direct the business. Associated with him will be John Byrne, retiring superintendent of the Record Printing & Box Co. and former manager of the Battle Creek Paper Co. The plant is a handsome one on Jefferson avenue, with a pressed brick front and a capacity for doing \$750,000 worth of business a year. Contracts are being let for the erection of the structural work of the Grand Trunk engine and car shops. The first one will call for building the machine shop, which covers a space of 204x100 feet. The bidding is for masonry, brick work, carpentering, painting and glazing, all separate. The shops will require two years, at least, to erect. Work will be begun as soon as the weather permits.

Reputation is often got without merit and lost without fault.

He who is not afraid to die is truly immortal.

## FIREWORKS

### Celebration Goods

Most complete line in Michigan. We admit doing the leading trade in this line. Dealers who place their orders early will get the goods at present prices.

Manufacturers will advance soon. Reserve your orders for our travelers, who will call soon with a complete line of samples.

**FRED BRUNDAGE**

Wholesale Drugs and Stationery  
 32-34 Western Ave. Muskegon, Mich.



~~Advanced—~~  
Advanced—Citric Acid, Oil Peppermint, Camphor.

Liquor Arsen et		Rubia Tinctorum	12@ 14	Vanilla	9 00@ 8
Hydrarg Iod ..	@ 25	Saccharum La's.	22@ 25	Zinci Sulph	7@ 8
Liq Potass Arsnit	10@ 12	Salacin	4 50@ 4 75		
Magnesia, Sulph.	2@ 3	Sanguis Drac's.	40@ 50	Oils	
Magnesia, Sulph bbl	@ 1%	Sapo, W	13 1/2@ 16	Whale, winter ..	70@ 70
Mannia, S F	45@ 50	Sapo, M	10@ 12	Lard, extra	70@ 80
Menthol	2 90@ 3 00	Sapo, G	10@ 15	Lard, No. 1	60@ 65
Morphia, S P & W2	55@ 2 30	Selditz Mixture	20@ 22	Linseed, pure raw	40@ 43
Morphia, SNYQ	2 55@ 2 80	Sinapis	@ 18	Linseed, boiled	.41@ 44
Morphia, Mal.	.2 55@ 2 80	Sinapis, opt	@ 30	Neat's-foot, w str	65@ 70
Moschus, Canton	@ 40	Snuff, Maccaboy,		Spts. Turpentine	Market
Myristica, No. 1	2 25@ 3 00	DeVoës	@ 51	Paints	bbl. L.
Nux Vomica po 15	@ 10	Snuff, Sh DeVo's	@ 51	Red Venetian	.1% 2 @ 3
Ox Sepia	2 25@ 2 28	Soda, Boras	9@ 11	Ochre, yel Mars	1 2 @ 4
Pepsin Saac, H &		Soda, Boras,	9@ 11	Ocre, yel Ber	.1% 2 @ 4
P D Co	@ 1 00	Soda et Pot's Tart	25@ 28	Putty, comm'r	1 2 1/2 @ 3
Picis Liq N N 1/2		Soda, Carb	1 1/4@ 2	Putty, strictly pr	2 1/2 @ 3
gal doz	@ 2 00	Soda, Bi-Carb	3@ 5	Vermillion, Prime	
Picis Liq qts	@ 1 00	Soda, Ash	3@ 4	American	13@ 15
Picis Liq, pints.	@ 60	Soda, Sulphas	3 1/2@ 2	Vermillion, Eng.	75@ 80
Pil Hydrarg po 80	@ 50	Spts. Cologne	@ 2 60	Green, Paris	.29 1/4@ 33 1/4
Piper Nigra po 32	@ 15	Spts. Ether Co.	50@ 55	Green, Peninsular	13@ 16
Piper Alba po 35	@ 30	Spts. Myrcia Dom	@ 2 00	Lead, red	.7% 7@ 7 1/2
Pix Burgum	@ 1 5	Spts. Vin Rect bbl	@ 1 00	Lead, white	.7% 7@ 7 1/2
Plumbi Acet	12@ 15	Spts. V'l Rect 1/2 b	@ 1 00	Whiting, white S'n	@ 70
Pulvis Ip'e et Opil	1 30@ 1 50	Spts. V'l R't 1 gal	@ 1 00	Whiting, Gliders'	@ 35
Pyrethrum, bxs H		Spts. V'l R't 5 gal	@ 1 00	White, Paris Am'r	@ 25
& P D Co. doz	@ 75	Strychnia, Cryst'l	1 05@ 1 25	Whit'g Paris Eng	@ 1 41
Pyrethrum, pv	20@ 25	Sulphur Subl	2 1/2@ 4 1/2	clift	@ 1 41
Quassiae	8@ 10	Sulphur, Roll	2 1/2@ 3 1/2	Universal Prep'd	1 10@ 1 21
Quina, S P & W	21@ 31	Tamarinds	8@ 10	Varnishes	
Quina, S Ger	21@ 31	Terebinth Venice	28@ 30	No. 1 Turp Coachl	10@ 1 20
Quina, N. Y.	21@ 31	Theobromae	65@ 70	Extra Turp	1 60@ 1 70

# Full Protection To Our Customers

The Secretary of Agriculture has accepted our guarantee and has given us the number

599

This number will appear on all packages and bottles from us on and after December 1st.

**Hazeltine & Perkins  
Drug Co.  
Grand Rapids, Mich.**



## GROCERY PRICE CURRENT

These quotations are carefully corrected weekly, within six hours of mailing, and are intended to be correct at time of going to press. Prices, however, are liable to change at any time, and country merchants will have their orders filled at market prices at date of purchase.

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## 1

## ARCTIC AMMONIA

12 oz. ovals 2 doz. box

AXLE GREASE

Frazer's

1 lb. wood boxes, 4 dz. 3 00

1 lb. tin boxes, 3 doz. 2 35

1 1/2 lb. tin boxes, 2 dz. 4 25

10 lb. pails, per doz. 6 00

15 lb. pails, per doz. 7 20

25 lb. pails, per doz. 12 00

BAKED BEANS

1 lb. can, per doz. 90

2 lb. can, per doz. 1 40

3 lb. can, per doz. 1 80

BATH BRICK

American 75

English 85

BLUING

Arctic 40

6 oz. ovals 3 doz. box

16 oz. round 2 doz. box

Sawyer's Pepper Box

Per Gross. 4.00

No. 3, 3 doz. wood

boxes 7.00

No. 5, 3 doz. wood

boxes 7.00

BROOMS

No. 1 Carpet 2 75

No. 2 Carpet 2 35

No. 3 Carpet 2 15

No. 4 Carpet 1 75

Parlor Gem 2 40

Common Whisk 85

Fancy Whisk 1 20

Warehouse 3 00

BRUSHES

Solid Back 8 in. 75

Solid Back, 11 in. 85

Pointed Ends 85

Stove

No. 3 75

No. 2 1 10

No. 1 1 75

Shoe

No. 8 1 00

No. 7 1 30

No. 4 1 70

No. 3 1 90

BUTTER COLOR

W. R. &amp; Co.'s, 15c size 1 25

W. R. &amp; Co.'s, 25c size 2 00

CANDLES

Electric Light, 8s. 9 1/2

Electric Light, 16s. 10

Paraffine, 6s. 9

Paraffine, 12s. 9 1/2

Wickling 20

CANNED GOODS

Apples

1 lb. Standards 1 00

Gallon 2 65

Blackberries

1 lb. 90@1 75

Standards gallons 5 50

Beans

Baked 80@1 30

Red Kidney 85@ 95

String 76@1 15

Wax 75@1 25

Blueberries

Standard 1 45

Gallon 7 50

Brook Trout

2 lb. cans, spiced 1 90

Clams

Little Neck, 1 lb. 1 00@1 25

Little Neck, 2 lb. 1 50

Clam Bouillon

Burnham's 1/2 pt. 1 90

Burnham's pts. 3 60

Burnham's qts. 7 20

Cherries

Red Standards 1 30@1 50

White 1 50

Corn

Fair 60@75

Good 85@90

Fancy 1 10

French Peas

Sur Extra Fine 22

Extra Fine 19

Fine 15

Moyen 11

Gooseberries

Standard 90

Hominy

Standard 85

Lobster

1/2 lb. 2 25

1 lb. 4 25

Picnic Tails 2 75

Mackerel

Mustard, 1 lb. 1 80

Mustard, 2 lb. 2 30

Soused, 1 1/2 lb. 1 30

Soused, 2 lb. 2 30

Tomato, 1 lb. 1 30

Tomato, 2 lb. 2 80

Mushrooms

Hotels 19@

Buttons 24@

## 2

## OYSTERS

Cove, 1 lb. @1 05

Cove, 2 lb. @1 85

Cove, 1 lb. Oval @1 20

Plums

Marrowfat 85

Early June 1 25@1 60

Early June Sifted 35@1 65

Peaches

Pie 1 00@1 15

Yellow 1 65@2 25

Pineapple

Grated @2 50

Sliced @2 40

Pumpkin

Fair 80

Good 90

Fancy 1 00

Gallon 2 60

Raspberries

Standard @

Russian Caviar

1/2 lb. cans 3 75

1/2 lb. cans 7 00

1 lb. cans 12 00

Salmon

Col'a River, tails 1 80@1 85

Col'a River, flats 1 90@1 95

Red Alaska 1 20@1 30

Pink Alaska 1 00

Sardines

Domestic 1/2s 3 1/4@ 3 1/2

Domestic, Must'd 6 @ 9

California, 1/2s 11 @14

California, 1/2s 17 @24

French, 1/2s 7 @14

French, 1/2s 18 @28

Shrimps

Standard 1 20@1 40

Succotash

Fair 85

Good 1 00

Fancy 1 25@1 40

Strawberries

Standard 1 10

Fancy 1 40@2 00

Tomatoes

Fair @1 10

Good @1 20

Fancy @1 40

Gallons @3 75

CARBON OILS

Barrels

Perfection @10 1/2

Water White @10

D. S. Gasoline @16 1/2

Gas Machine @24

Deodor'd Nap'a @15 1/2

Cylinder @29

Engine @16

Black, winter 8 1/4@10

CEREALS

Breakfast Foods

Bordeau Flakes, 36 lb. 2 60

Cream of Wheat, 36 lb. 4 50

Egg-O-See, 36 pkgs. 2 85

Evello Flakes, 36 lb. 4 50

Excellor, large pkgs. 4 50

Force, 36 lb. 4 50

Grape Nuts, 2 doz. 2 70

Malta Cereals, 24 lb. 2 40

Malta Vita, 36 lb. 2 85

Mapl-Flake, 36 lb. 4 05

Pillsbury's Vitos, 3 dz. 4 25

Ralston, 36 lb. 4 50

Sunlight Flakes, 36 lb. 2 85

Sunlight Flakes, 20 lbs. 4 00

Vigor, 36 pkgs. 2 75

Voigt Cream Flakes 4 50

Zest, 20 lb. 4 10

Zest, 36 small pkgs. 2 75

Crescent Flakes

One case 2 50

Five cases 2 40

One case free with ten cases.

One-half case free with 5 1/2 cases.

One-fourth case free with 2 1/2 cases.

Freight allowed

Rolled Avena, bbl. 5 00

Steel Cut, 100 lb. sacks 2 60

Monarch, bbl. 4 75

Monarch, 90 lb. sacks 2 30

Quaker, 18-2 1 50

Quaker, 20-5 4 00

Cracked Wheat

Bulk 3 1/4

24 2 lb. packages 2 50

CATSUP

Columbia 25 pts. 4 50

Columbia, 25 1/2 pts. 2 60

Snider's quarts 3 25

Snider's pints 2 25

Snider's 1/2 pints 1 30

CHEESE

Acme @14 1/2

Climax @14 1/2

Mile @14

## 3

Emblem	@14
Gen	@15
Ideal	@15
Jersey	@15
Peetie	@15 1/2
Riverside	@15 1/2
Springdale	@15 1/2
Warner's	@15 1/2
Brick	@17 1/2
Leiden	@18
Limburger	@15
Swiss	@16
Sap Sago	@22
Swiss, domestic	@16
Swiss, imported	@20

CHICKORY	
American Flag Spruce	50
Beeman's Pepsin	55
Adams Pepsin	55
Best Pepsin	45
Best Pepsin, 5 boxes	2 00
Black Jack	55
Largest Gum Made	55
Sen Sen	55
Sen Sen Breath Perf	1 00
Sugar Loaf	55
Yucatan	55

CHOCOLATE	
Walter Baker & Co.'s	
German Sweet	24
Premium	32
Caracas	35
Walter M. Lowney Co.	
Premium 1/4s	32
Premium 1/2s	30

COCOA	
Baker's	39
Cleveland	41
Colonial, 1/2s	35
Colonial, 1/4s	33
Epps	42
Huyler	45
Lowney, 1/4s	40
Lowney, 1/2s	38
Lowney, 1/4s	37
Lowney, 1s	37
Van Houten, 1/4s	32
Van Houten, 1/2s	30
Van Houten, 1s	30
Webb	28
Wilbur, 1/2s	36
Wilbur, 1/4s	36

COCOA SHELLS	
Dunham's 1/2s & 1/4s	27
Dunham's 1/4s	28
Dunham's 1/2s	29
Bulk	12

COFFEE	
Common	13 1/2
Fair	14 1/2
Choice	16 1/2
Fancy	20
Common	13 1/2
Fair	14 1/2
Choice	16 1/2
Fancy	19
Peaberry	19
Maracaibo	16
Choice	19
Mexican	16 1/2
Fancy	19
Guatemala	15
Java	12
African	17
C. G.	25
P. G.	31
Mocha	21
Arabian	21
Package	
New York Rasls	16 00
Arbuckle	15 50
Dilworth	15 00
Jersey	15 00
Lion	14 50

McLaughlin's XXXX	
McLaughlin's XXXX sold to retailers only. Mail all orders direct to W. F. McLaughlin & Co., Chicago.	

Extract	
Holland, 1/2 gro boxes	95
Felix, 1/2 gross	1 15
Hummel's foil, 1/2 gro.	85
Hummel's tin, 1/2 gro.	1 43

CRACKERS	
National Biscuit Company	
Brand	
Butter	
Seymour, Round	6
N. B. C. Square	6
Soda	6
Select Soda	8
Saratoga Flakes	13
Zephyrette	13

Oyster	
N. B. C. Round	6
N. B. C. Square Salted	6
Faust, Shell	7 1/2

Sweet Goods
-------------



6	7	8	9	10	11
<b>Meal</b> Bolted ..... 2 40 Golden Granulated ..... 2 60 St. Car Feed screened 20 50 No. 1 Corn and Oats 20 50 Corn, cracked ..... 19 50 Corn Meal, coarse ..... 19 50 Winter Wheat Bran 22 00 Winter Wheat Midng 23 00 Cow Feed ..... 22 50 <b>Dairy Feeds</b> Wykes & Co. O P Linseed Meal ..... 29 50 Cottonseed Meal ..... 30 00 Gluten Feed ..... 27 00 Malt Sprouts ..... 21 00 Brewers Grains ..... 24 00 Molasses Feed ..... 21 00 Dried Beet Pulp ..... 16 50 <b>Oats</b> Michigan, carlots ..... 45 Less than carlots ..... 46 <b>Corn</b> Carlots ..... 48 1/2 Less than carlots ..... 50 <b>Hay</b> No. 1 timothy car lots 15 00 No. 1 timothy ton lots 16 00 <b>HERBS</b> Sage ..... 15 Hops ..... 15 Laurel Leaves ..... 15 Senna Leaves ..... 26 <b>HORSE RADISH</b> Per doz. .... 90 <b>JELLY</b> 5 lb. pails, per doz. .... 1 95 15 lb. pails, per pail. .... 44 30 lb. pails, per pail. .... 78 <b>LICORICE</b> Pure ..... 30 Calabria ..... 23 Sicily ..... 14 Root ..... 11 <b>MATCHES</b> C. D. Crittenden Co. Noiseless Tip ..... 4 50 @ 4 75 <b>MEAT EXTRACTS</b> 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 50 Liebig's Imported, 4 oz. 8 50 <b>MOLASSES</b> New Orleans Fancy Open Kettle ..... 40 Choice ..... 35 Fair ..... 26 Good ..... 22 Half barrels 2c extra. <b>MINCE MEAT</b> Per case ..... 2 75 <b>MUSTARD</b> Horse Radish, 1 dz. .... 1 75 Horse Radish, 2 dz. .... 3 50 <b>OLIVES</b> Bulk, 1 gal. kegs ..... 1 65 Bulk, 2 gal. kegs ..... 1 60 Bulk, 5 gal. kegs ..... 1 55 Manzanilla, 8 oz. .... 90 Queen, pints ..... 2 50 Queen, 19 oz. .... 4 50 Queen, 28 oz. .... 7 00 Stuffed, 5 oz. .... 90 Stuffed, 8 oz. .... 1 45 Stuffed, 10 oz. .... 2 40 <b>PIPES</b> Clay, No. 216 per box 1 25 Clay, T. D., full count 60 Cob ..... 90 <b>PICKLES</b> 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 <b>PLAYING CARDS</b> No. 90 Steamboat ..... 85 No. 15, Rival, assorted 1 25 No. 20, Rover enameled 1 50 No. 572, Special ..... 1 75 No. 98 Golf, satin finish 2 00 No. 908 Bicycle ..... 2 00 No. 632 Tourist's wheel 2 25 <b>POTASH</b> 48 cans in case ..... 4 00 Penna Salt Co.'s ..... 3 00 <b>PROVISIONS</b> <b>Barreled Pork</b> Mess ..... 19 50 Clear Back ..... 18 25 Short Cut Clear ..... 18 00 Bean ..... 16 00 Brisket, clear ..... 20 00 Pig ..... 20 00 Clear Family ..... 20 00 <b>Dry Salt Meats</b> S P Bellies ..... 13 1/2 Bellies ..... 11 1/2 Extra Shorts ..... 11 <b>Smoked Meats</b> Hams, 12 lb. average ..... 13 1/2 Hams, 14 lb. average ..... 13 1/2 Hams, 16 lb. average ..... 13 1/2 Hams, 18 lb. average ..... 13 1/2 Skinned Hams ..... 14 1/2 Ham, dried beef sets ..... 15 California Hams ..... 10 Pleasant Boiled Hams ..... 15 1/2 Boiled Ham ..... 21 Berlin Ham, pressed ..... 8 1/2 Mince Ham ..... 9 <b>Lard</b> Compound ..... 8 1/2 Pure in tiers ..... 10 1/2 80 lb. tubs ..... advance 1/2 60 lb. tubs ..... advance 1/2 50 lb. tins ..... advance 1/2 20 lb. pails ..... advance 1/2 10 lb. pails ..... advance 1/2 5 lb. pails ..... advance 1/2 2 1/2 lb. pails ..... advance 1/2	<b>Sausages</b> Bologna ..... 5 1/2 Liver ..... 0 1/2 Frankfort ..... 0 1/2 Pork ..... 8 Veal ..... 7 Tongue ..... 7 Headcheese ..... 7 <b>Beef</b> Extra Mess ..... 9 75 Boneless ..... 11 25 Rump, new ..... 11 25 <b>Pig's Feet</b> 1/2 bbls. .... 1 10 1/4 bbls., 40 lbs. .... 1 85 1/2 bbls. .... 3 25 1 bbl. .... 7 75 <b>Tripe</b> Kits, 15 lbs. .... 70 1/4 bbls., 40 lbs. .... 1 50 1/2 bbls. .... 3 00 <b>Casings</b> Hogs, per lb. .... 28 Beef, rounds, set ..... 18 Beef middles, set ..... 45 Sheep, per bundle ..... 70 <b>Uncolored Butterine</b> Solid dairy ..... 10 @ 12 Country Rolls ..... 10 1/2 @ 16 1/2 <b>Canned Meats</b> Corned beef, 2 lb. .... 2 40 Corned beef, 1 lb. .... 1 30 Roast beef, 2 lb. .... 2 40 Roast beef, 1 lb. .... 1 30 Potted ham, 1/2 s ..... 45 Potted ham, 1/4 s ..... 85 Deviled ham, 1/2 s ..... 45 Deviled ham, 1/4 s ..... 85 Potted tongue, 1/2 s ..... 45 Potted tongue, 1/4 s ..... 85 <b>RICE</b> Fancy ..... @ 7 Japan ..... @ 5 1/2 Broken ..... @ 3 1/2 <b>SALAD DRESSING</b> Columbia, 1/2 pint ..... 2 25 Columbia, 1 pint ..... 4 00 Durkee's, large, 1 doz. 4 50 Durkee's, small, 2 doz. 5 25 Snider's, large, 1 doz. 2 35 Snider's, small, 2 doz. 1 35 <b>SALERATUS</b> Packed 60 lbs. in box. Arm and Hammer ..... 3 15 Dand's ..... 3 00 Dwight's Cow ..... 3 15 Emblem ..... 2 10 L. P. ..... 3 00 Wyandotte, 100 lbs. 3 00 <b>SAL SODA</b> Granulated, bbls. .... 85 Granulated, 100lb. cs. 1 00 Lump, bbls. .... 80 Lump, 145lb. kegs ..... 95 <b>SALT</b> Common Grades 100 3 lb. sacks ..... 2 10 60 5 lb. sacks ..... 2 00 28 10 1/2 lb. sacks ..... 1 90 56 lb. sacks ..... 30 28 lb. sacks ..... 15 Warsaw 56 lb. dairy in drill bags 40 28 lb. dairy in drill bags 20 Solar Rock 56lb. sacks ..... 24 <b>Common</b> Granulated, fine ..... 80 Medium, fine ..... 85 <b>SALT FISH</b> <b>Cod</b> Large whole ..... @ 7 Small whole ..... @ 6 1/2 Strips or bricks ..... 7 1/2 @ 10 1/2 Pellock ..... 4 1/2 <b>Halibut</b> Strips ..... 13 Chunks ..... 13 1/2 <b>Holland Herring</b> White Hoop, bbls. .... 11 00 White Hoop, 1/2 bbls. 6 00 White Hoop, keg 65 @ 75 White Hoop mchs. .... 80 Norwegian Round, 100lbs. .... 3 75 Round, 40lbs. .... 1 75 Sage ..... 12 <b>Trout</b> No. 1, 100lbs. .... 7 50 No. 1, 40lbs. .... 3 25 No. 1, 10lbs. .... 90 No. 1, 5lbs. .... 75 <b>Mackerel</b> Mess, 100lbs. .... 14 00 Mess, 40lbs. .... 5 60 Mess, 10lbs. .... 1 65 No. 1, 100lbs. .... 14 00 No. 1, 4 lbs. .... 5 60 No. 1, 10 lbs. .... 1 65 No. 1, 8 lbs. .... 1 36 <b>Whitefish</b> No. 1, No. 2 Fam 100lb. .... 9 75 4 50 50lb. .... 5 25 2 40 10lb. .... 1 12 60 8lb. .... 92 50 <b>SEEDS</b> Anise ..... 10 Canary, Smyrna ..... 4 1/2 Caraway ..... 21 Cardamom, Malabar 1 00 Celery ..... 15 Hemp, Russian ..... 4 1/2 Mixed Bird ..... 4 Mustard, white ..... 8 Poppy ..... 9 Rape ..... 5 1/2 <b>SHOE BLACKING</b> Handy Box, large, 3 dz. 2 50 Handy Box, small ..... 1 25 Bixby's Royal Polish ..... 9 1/2 Miller's Crown Polish ..... 25	<b>SNUFF</b> Scotch, in bladders ..... 37 Maccaboy, in jars ..... 35 French Rappie in jars ..... 43 <b>SOAP</b> J. S. Kirk & Co. American Family ..... 4 00 Dusky Diamond, 50 8 oz 2 80 Dusky D'nd, 100 6 oz. 3 80 Jap Rose, 50 bars ..... 3 75 Savon Imperial ..... 3 50 White Russian ..... 3 50 Lome, oval bars ..... 3 50 Satinet, oval ..... 2 15 Snowberry, 100 cakes 4 00 Proctor & Gamble Co. Lenox ..... 3 25 Ivory, 6 oz. .... 4 00 Ivory, 10 oz. .... 6 75 Star ..... 25 <b>LAUTZ BROS. &amp; CO.</b> Acme, 70 bars ..... 3 60 Acme, 30 bars ..... 4 00 Acme, 25 bars ..... 4 00 Acme, 100 cakes ..... 3 25 Big Master, 100 bars ..... 4 10 Marseilles, 100 cakes ..... 6 00 Marseilles, 100 cakes 5c 4 00 Marseilles, 100 ck toilet 4 00 A. B. Whisley Good Cheer ..... 4 00 Old Country ..... 3 40 <b>Soap Powders</b> Lautz Bros. & Co. Snow Boy ..... 4 00 Gold Dust, 24 large ..... 4 50 Gold Dust, 100-5c ..... 4 00 Kirkoline, 24 4lb. .... 3 80 Pearline ..... 3 75 Soapine ..... 4 10 Babbitt's 1776 ..... 3 75 Rosine ..... 3 50 Armour's ..... 3 70 Wisdom ..... 3 80 <b>Soap Compounds</b> Johnson's Fine ..... 5 10 Johnson's XXX ..... 4 25 Nine O'clock ..... 3 35 Rub-No-More ..... 3 75 <b>Scouring</b> Enoch Morgan's Sons. Sapolio, gross lots ..... 9 00 Sapolio, half gross lots 4 50 Sapolio, single boxes 2 25 Sapolio, hand ..... 2 25 Scourine Manufacturing Co Scourine, 50 cakes ..... 1 80 Scourine, 100 cakes ..... 3 50 <b>SODA</b> Boxes ..... 5 1/2 Kegs, English ..... 4 1/2 <b>SOUPS</b> Columbia ..... 3 00 Red Letter ..... 90 <b>SPICES</b> <b>Whole Spices</b> Allspice ..... 12 Cassia, China in mats. 12 Cassia, Canton ..... 16 Cassia, Batavia, bund. 28 Cassia, Saigon, broken. 40 Cassia, Saigon, in rolls. 55 Cloves, Amboyana ..... 25 Cloves, Zanzibar ..... 18 Mace ..... 55 Nutmegs, 75-80 ..... 45 Nutmegs, 105-10 ..... 45 Nutmegs, 115-20 ..... 30 Pepper, Singapore, blk. 25 Pepper, Singp. white. 25 Pepper, shot ..... 17 <b>Pure Ground in Bulk</b> Allspice ..... 16 Cassia, Batavia ..... 28 Cassia, Saigon ..... 48 Cloves, Zanzibar ..... 18 Ginger, African ..... 15 Ginger, Cochín ..... 18 Ginger, Jamaica ..... 25 Mace ..... 65 Mustard ..... 18 Pepper, Singapore, blk. 17 Pepper, Singp. white. 28 Pepper, Cayenne ..... 20 Sage ..... 30 <b>STARCH</b> <b>Common Gloss</b> 1lb. packages ..... 4 @ 5 3lb. packages ..... 4 1/2 @ 5 6lb. packages ..... 5 1/2 @ 5 40 and 50lb. boxes 8 1/2 @ 8 1/2 Barrels ..... 3 1/2 <b>Common Corn</b> 20lb. packages ..... 5 40lb. packages ..... 4 1/2 @ 7 <b>SYRUPS</b> <b>Corn</b> Barrels ..... 25 Half Barrels ..... 27 20lb. cans 1/2 dz. in case 1 80 10lb. cans 1/2 dz. in case 1 75 5lb. cans 2 dz. in case 1 85 2 1/2 lb. cans 2 dz. in case 1 90 <b>Pure Cane</b> Fair ..... 16 Good ..... 20 Choice ..... 25 <b>TEA</b> Japan Sundried, medium ..... 24 Sundried, choice ..... 32 Sundried, fancy ..... 36 Regular, medium ..... 24 Regular, choice ..... 32 Regular, fancy ..... 36 Basket-fired, medium 31 Basket-fired, choice ..... 38 Nibs ..... 22 @ 24 Biftings ..... 9 @ 11 Fannings ..... 12 @ 14	<b>Gunpowder</b> Moyune, medium ..... 30 Moyune, choice ..... 32 Moyune, fancy ..... 40 Pingsuey, medium ..... 30 Pingsuey, choice ..... 30 Pingsuey, fancy ..... 40 <b>Young Hyson</b> Choice ..... 30 Fancy ..... 36 <b>Oolong</b> Formosa, fancy ..... 42 Amoy, medium ..... 25 Amoy, choice ..... 32 <b>English Breakfast</b> Medium ..... 20 Choice ..... 30 Fancy ..... 40 <b>India</b> Ceylon, choice ..... 32 Fancy ..... 42 <b>TOBACCO</b> Fine Cut Cadillac ..... 54 Sweet Loma ..... 34 Hiawatha, 5lb. pails. 39 Telegram ..... 30 Pay Car ..... 33 Prairie Rose ..... 49 Protection ..... 40 Sweet Burley ..... 44 Tiger ..... 40 <b>Plug</b> 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 Tody ..... 34 J. T. ..... 38 Piper Hedsick ..... 66 Boot Jack ..... 27 Honey Dip ..... 80 Black Standard ..... 40 Cadillac ..... 34 Forge ..... 52 Nickel Twist ..... 32 Mill ..... 32 Great Navy ..... 36 <b>Smoking</b> 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 Bow ..... 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 ..... 33 Corn Cake, 2 1/2 oz. 25 Corn Cake, 1lb. .... 22 Plover Boy, 1 1/2 oz. 39 Plover Boy, 3 1/2 oz. 35 Peerless, 3 1/2 oz. .... 35 Peerless, 1 1/2 oz. .... 38 Air Brake ..... 36 Cant Hook ..... 30 Country Club ..... 32-34 Forex-XXXX ..... 30 Good Indian ..... 25 Self Binder, 16oz. 8oz. 20-22 Silver Foam ..... 24 Sweet Marie ..... 32 Royal Smoke ..... 42 <b>TWINE</b> Cotton, 3 ply ..... 22 Cotton, 4 ply ..... 22 Jute, 2 ply ..... 14 Hemp, 6 ply ..... 13 Flax, medium ..... 20 Wool, 1lb balls ..... 6 <b>VINEGAR</b> Malt White, Wine, 40 gr 8 1/2 Malt White, Wine, 40 gr 10 Pure Cider, B & B ..... 14 Pure Cider, Red Star. 12 Pure Cider, Robinson. 12 Pure Cider, Silver ..... 13 1/2 <b>WICKING</b> No. 0 per gross ..... 30 No. 1 per gross ..... 40 No. 2 per gross ..... 50 No. 3 per gross ..... 75 <b>WOODENWARE</b> <b>Baskets</b> Bushels ..... 1 10 Bushels, wide t d ..... 1 60 Market ..... 40 Splint, large ..... 3 50 Splint, medium ..... 3 25 Splint, small ..... 3 00 Willow, Clothes, large 8 25 Willow, Clothes, small 7 50 Bradley Butter Boxes 2lb. size, 24 in case. 72 3lb. size, 16 in case. 55 6lb. size, 12 in case. 63 10lb. size, 6 in case. 60 <b>Butter Plates</b> No. 1 Oval, 250 in crate 30 No. 2 Oval, 250 in crate 35 No. 3 Oval, 250 in crate 40 No. 5 Oval, 250 in crate 50 <b>Churns</b> Barrel, 5 gal., each ..... 2 40 Barrel, 10 gal., each ..... 2 55 10 gal. 10 gal., each ..... 3 75	<b>Clothes Pins</b> Round head, 5 gross bx 50 Round head, cartons. 70 <b>Egg Crates and Fillers.</b> Humpty Dumpty, 12 doz. 20 No. 1 complete ..... 32 No. 2 complete ..... 32 Case No. 2 fillers 15 sets 1 30 Case, mediums, 12 sets 1 15 <b>Faucets</b> Cork lined, 8 in. .... 70 Cork lined, 9 in. .... 80 Cork lined, 10 in. .... 90 <b>Mop Sticks</b> 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 <b>Pails</b> 2-hoop Standard ..... 1 60 3-hoop Standard ..... 1 75 2-wire, Cable ..... 1 70 3-wire, Cable ..... 1 90 Cedar, au red, brass ..... 1 25 Paper, Eureka ..... 2 25 Fibre ..... 2 70 <b>Toothpicks</b> Hardwood ..... 2 50 Softwood ..... 2 75 Banquet ..... 1 50 Ideal ..... 1 50 <b>Traps</b> Mouse, wood, 2 holes. 22 Mouse, wood, 4 holes. 25 Mouse, wood, 6 holes. 70 Mouse, tin, 5 holes. 65 Rat, wood ..... 80 Rat, spring ..... 75 <b>Tubs</b> 20-in. Standard, No. 1 7 00 18-in. Standard, No. 2 6 00 16-in. Standard, No. 3 5 00 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 <b>Wash Boards</b> Bronze Globe ..... 2 50 Dewey ..... 1 75 Double Acme ..... 2 75 Single Acme ..... 2 75 Double Peerless ..... 3 90 Single Peerless ..... 3 00 Northern Queen ..... 3 25 Double Duplex ..... 3 00 Good Luck ..... 2 75 Universal ..... 3 40 <b>Window Cleaners</b> 12 in. .... 1 65 14 in. .... 1 85 16 in. .... 2 30 <b>Wood Bowls</b> 11 in. Butter ..... 1 25 13 in. Butter ..... 1 75 15 in. Butter ..... 2 10 17 in. Butter ..... 3 50 19 in. Butter ..... 4 30 Assorted, 13-15-17 ..... 2 30 Assorted, 15-17-19 ..... 3 25 <b>WRAPPING PAPER</b> Common Straw ..... 1 1/2 Fibre Manila, white. 2 1/2 Fibre Manila, colored. 4 No. 1 Manila ..... 4 Cream Manila ..... 3 Butcher's Manila ..... 2 1/2 Wax Butter, short c't. 13 Wax Butter, full count 20 Wax Butter, rolls ..... 15 <b>YEAST CAKE</b> Magic, 3 doz. .... 1 15 Sunlight, 3 doz. .... 1 00 Sunlight, 1 1/2 doz. .... 50 Yeast Foam, 3 doz. .... 1 15 Yeast Cream, 3 doz. .... 1 00 Yeast Foam, 1 1/2 doz. 58 <b>FRESH FISH</b> Per lb. Jumbo Whitefish ..... @ 16 No. 1 Whitefish ..... @ 14 Trout ..... @ 13 Halibut ..... @ 12 Clusces or Herring ..... @ 10 Bluefish ..... @ 14 Live Lobster ..... @ 35 Boiled Lobster ..... @ 35 Cod ..... @ 12 Haddock ..... @ Pickerel ..... @ 12 1/2 Pike ..... @ 10 Perch, dressed ..... @ 12 1/2 Smoked, White ..... @ 12 1/2 Red Snapper ..... @ Col. River Salmon ..... @ 16 Mackerel ..... @ 20 <b>HIDES AND PELTS</b> <b>Hides</b> Green No. 1 ..... 10 Green No. 2 ..... 9 Cured No. 1 ..... 11 Cured No. 2 ..... 10 Calfskins, green, No. 1 13 Calfskins, green, No. 2 11 1/2 Calfskins, cured No. 1 12 Calfskins, cured No. 2 12 1/2 <b>Pelts</b> Old Wool ..... 30 Lambs ..... 1 00 @ 1 75 Shearlings ..... 15 @ 40 <b>Tallow</b> No. 1 ..... @ 5 1/2 No. 2 ..... @ 4 1/2 <b>Wool</b> Unwashed, med. .... @ 26 Unwashed, fine ..... @ 21	<b>CONFECTIONS</b> <b>Stick Candy</b> Standard ..... 7 1/2 Standard H H ..... 7 1/2 Standard Twist ..... 8 <b>Cases</b> Jumbo, 32 lb. .... 7 1/2 Extra H H ..... 10 Boston Cream ..... 10 Ode Time Sugar stick 80 lb. case ..... 13 <b>Mixed Candy</b> Grocers ..... 6 Competition ..... 6 1/2 Special ..... 7 1/2 Conserve ..... 7 1/2 Royal ..... 8 1/2 Ribbons ..... 10 Broken ..... 10 Cut Loaf ..... 7 1/2 Leader ..... 8 1/2 Kindergarten ..... 10 Bon Ton Cream ..... 9 French Cream ..... 9 1/2 Star ..... 11 Hand Made Cream ..... 15 Premio Cream mixed 13 O F Horehound Drop 10 <b>Fancy-In Pails</b> Gypsy Hearts ..... 14 Coco Bon Bons ..... 12 Fudge Squares ..... 13 Peanut Squares ..... 9 Sugared Peanuts ..... 11 Salted Peanuts ..... 12 Starlight Kisses ..... 11 San Blas Goodies ..... 12 Lozenges, plain ..... 12 Lozenges, printed ..... 10 Champion Chocolate ..... 12 Eclipse Chocolates ..... 14 Eureka Chocolates ..... 14 Quintette Chocolates 13 Champion Gum Drops 8 1/2 Moss Drops ..... 8 Lemon Sours ..... 10 Imperial ..... 11 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 Old Fashioned Hore- hound Drops ..... 60 Peppermint Drops ..... 60 Chocolate Drops ..... 65 H. M. Choc. Drops ..... 90 H. M. Choc. Lt. and Dark No. 12 ..... 1 00 Bitter Sweets, ass'd. 1 15 Brilliant Gums, Crys. 60 A. A. Licorice Drops. 90 Lozenges, plain ..... 55 Lozenges, printed ..... 55 Imperial ..... 60 Mintoes ..... 60 Cream Bar ..... 56 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 Assnt. .... 3 75 Ten Strike No. 1 ..... 6 54 Ten Strike No. 2 ..... 6 00 Ten Strike, Summer as- s'tment ..... 6 75 Scientific Ass't. .... 18 00 <b>Pop Corn</b> Dandy Smack, 24s ..... 65 Dandy Smack, 100s. 2 75 Pop Corn Fritters, 100s 50 Pop Corn Toast, 100s 50 Cracker Jack ..... 3 25 Checkers, 5c pkg. case 3 50 Pop Corn Balls, 200s ..... 20 Cicero Corn Cakes ..... 60 per box ..... 3 00 Azulikit 100s ..... 3 00 <b>Cough Drops</b> Putnam Menthol ..... 1 00 Smith Bros. .... 1 25 <b>NUTS-Whole</b> Almonds, Tarragona ..... 17 Almonds, Avica ..... 17 Almonds, California aft. shell ..... 15 @ 17 Brazil ..... 15 @ 17 Filberts ..... @ 13 Cal. No. 1 ..... Walnuts, soft shelled @ 16 Walnuts, Grenoble. @ 15 Table nuts, fancy. @ 15 Pecans, Med. .... @ 16 Pecans, ex. large. @ 18 Pecans, Jumbos ..... @ 20 Hickory Nuts per bu. Ohio new ..... Cocanuts ..... @ 5 Chestnuts, New York State, per bu. .... <b>Shelled</b> Spanish Peanuts 8 1/2 @ 9 1/2 Pecan Halves ..... @ 75 Walnut Halves ..... @ 32 Filbert Meats ..... @ 27 Alicante Almonds. @ 42 Jordan Almonds ..... @ 47 <b>Peanuts</b> Fancy, H. P. Suns 7 1/2 @ 7 1/2 Fancy, H. P. Suns Roasted ..... 8 1/2 @ 8 1/2 Choice, H. P. Jumbo @ 9 1/2 Choice, H. P. Jumbo Roasted ..... @ 10 1/2



## Special Price Current

### AXLE GREASE



Mica, tin boxes...75 9 00  
Paragon .....55 6 00

### BAKING POWDER

#### Royal



10c size 90  
1/4 lb. cans 1 35  
6oz. cans 1 90  
1/2 lb. cans 2 50  
3/4 lb. cans 3 75  
1 lb. cans 4 80  
3 lb. cans 13 00  
5 lb. cans 21 50

### BLUING



#### C. P. Bluing

Doz.  
Small size, 1 doz. box...40  
Large size, 1 doz. box...75

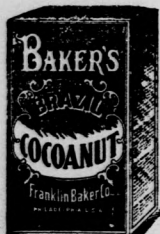
### CIGARS



G J Johnson Cigar Co.'s bd.  
Less than 500 .....33  
500 or more .....32  
1,000 or more .....31  
Worden Grocer Co. brand  
Ben Hur  
Perfection .....35  
Perfection Extras .....35  
Londres .....35  
Londres Grand .....35  
Standard .....35  
Puritans .....35  
Panatellas, Finas .....35  
Panatellas, Bock .....35  
Jockey Club .....35

### COCOANUT

Baker's Brazil Shredded



70 1/4 lb. pkg. per case 2 60  
85 1/2 lb. pkg. per case 2 60  
38 1/4 lb. pkg. per case 2 60  
16 1/2 lb. pkg. per case 2 60

### FRESH MEATS

#### Beef

Carcass .....5% @ 8 1/2  
Hindquarters .....6 1/2 @ 10  
Loins .....8 @ 14  
Rounds .....6 1/2 @ 7 1/2  
Chucks .....5 @ 6 1/2  
Plates .....4 @ 4 1/2  
Livers .....3 @ 3

#### Pork

Loins .....@ 11  
Dressed .....@ 8 1/2  
Boston Butts .....@ 10  
Shoulders .....@ 9 1/2  
Leaf Lard .....@ 10  
Trimnings .....@ 8 1/2

### Mutton

Carcass .....@ 8  
Lambs .....@ 12 1/2  
Spring Lambs .....

### Veal

Carcass .....6 @ 8 1/2

### CLOTHES LINES

#### Sisal

60ft. 3 thread, extra...1 00  
72ft. 3 thread, extra...1 40  
90ft. 3 thread, extra...1 70  
60ft. 6 thread, extra...1 29  
72ft. 6 thread, extra...

#### Jute

60ft. ....75  
72ft. ....90  
90ft. ....1 05  
120ft. ....1 50

#### Cotton Victor

50ft. ....1 10  
60ft. ....1 35  
70ft. ....1 60

#### Cotton Windsor

50ft. ....1 30  
60ft. ....1 44  
70ft. ....1 80  
80ft. ....2 00

#### Cotton Braided

40ft. ....95  
50ft. ....1 35  
60ft. ....1 65

#### Galvanized Wire

No. 20, each 100ft. long 1 90  
No. 19, each 100ft. long 2 10

### COFFEE

#### Roasted

Dwinell-Wright Co.'s B'ds.



White House, 1 lb. ....  
White House, 2 lb. ....  
Excelsior, M & J, 1 lb. ....  
Excelsior, M & J, 2 lb. ....  
Tip Top, M & J, 1 lb. ....  
Royal Java .....  
Royal Java and Mocha .....  
Java and Mocha Blend .....  
Boston Combination .....  
Distributed by Judson  
Grocer Co., Grand Rapids;  
Lee & Cady, Detroit; Sym-  
ons Bros. & Co., Saginaw;  
Brown, Davis & Warner,  
Jackson; Godsmark, Du-  
rand & Co., Battle Creek;  
Fielbach Co., Toledo.

### Peerless Evap'd Cream 4 00

### FISHING TACKLE

1/4 to 1 in. ....6  
1 1/4 to 2 in. ....7  
1 1/2 to 3 in. ....9  
1 3/4 to 2 in. ....11  
2 in. ....15  
3 in. ....20

### Cotton Lines

No. 1, 10 feet .....5  
No. 2, 15 feet .....7  
No. 3, 15 feet .....9  
No. 4, 15 feet .....10  
No. 5, 15 feet .....11  
No. 6, 15 feet .....12  
No. 7, 15 feet .....15  
No. 8, 15 feet .....18  
No. 9, 15 feet .....20

### Linen Lines

Small .....20  
Medium .....25  
Large .....34

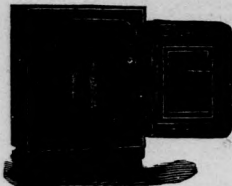
### Poles

Bamboo, 14 ft., per doz. 55  
Bamboo, 16 ft., per doz. 60  
Bamboo, 18 ft., per doz. 80

### GELATINE

Cox's 1 qt. size .....1 10  
Cox's 2 qt. size .....1 61  
Knox's Sparkling, doz. 1 20  
Knox's Sparkling, gro. 14 00  
Knox's Acidu'd. doz. 1 20  
Knox's Acidu'd. gro. 14 00  
Nelson's .....1 50  
Oxford .....75  
Plymouth Rock .....1 35

### SAFES



Full line of fire and burglar proof safes kept in stock by the Tradesman Company. Twenty different sizes on hand at all times—twice as many safes as are carried by any other house in the State. If you are unable to visit Grand Rapids and inspect the line personally, write for quotations.

### SOAP

Beaver Soap Co.'s Brands



100 cakes, large size...6 50  
50 cakes, large size...3 25  
100 cakes, small size...3 85  
50 cakes, small size...1 95  
Tradesman's Co.'s Brand



Black Hawk, one box 2 50  
Black Hawk, five bxs 2 40  
Black Hawk, ten bxs 2 25

### TABLE SAUCES

Halford, large .....3 75  
Halford, small .....2 25

We sell more 5 and 10 Cent Goods Than Any Other Twenty Wholesale Houses in the Country.

## WHY?

Because our houses are the recognized headquarters for these goods.

Because our prices are the lowest.

Because our service is the best.

Because our goods are always exactly as we tell you they are.

Because we carry the largest assortment in this line in the world.

Because our assortment is always kept up-to-date and free from stickers.

Because we aim to make this one of our chief lines and give to it our best thought and attention.

Our current catalogue lists the most complete offerings in this line in the world. We shall be glad to send it to any merchant who will ask for it. Send for Catalogue J.

## BUTLER BROTHERS

Wholesalers of Everything—By Catalogue Only  
New York Chicago St. Louis

### TYPEWRITING, ADDRESSING, ETC.

Grand Rapids Typewriting and Addressing Co.  
Write, call on or phone  
A. E. HOWELL, Manager  
23 So. Division St. Citizens 5897-2R.

## ATLAS MASON JARS

Made from superior quality of glass, by a special process which insures uniform thickness and strength.

BOOK OF PRESERVING RECIPES—FREE to every woman who sends us the name of her grocer, stating if he sells Atlas Jars.

HAZEL-ATLAS GLASS CO., Wheeling, W. Va.

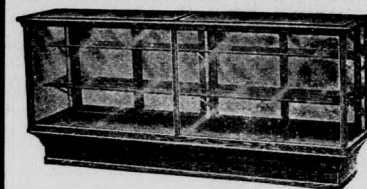


### A Good Investment

## PEANUT ROASTERS and CORN POPPERS.

Great Variety, \$8.50 to \$350.00  
EASY TERMS.  
Catalog Free.

KINGERY MFG. CO., 106-108 E. Pearl St., Cincinnati, O.



## THE CASE WITH A CONSCIENCE

is precisely what its name indicates.

Honestly made, exactly as described, guaranteed satisfactory.

Same thing holds on our DEPENDABLE FIXTURES.

### GRAND RAPIDS FIXTURES CO.

So. Ionia and Bartlett Sts. Grand Rapids, Mich.

Capital, \$800,000.00

## All Business Men Require

A safe Bank in which to deposit their money—large enough to inspire the confidence of its customers.

The

## Old National Bank

No. 1 Canal Street

Grand Rapids, Mich.

Is the oldest and largest bank in Western Michigan.

Resources \$7,000,000.00

Use  
Tradesman  
Coupon  
Books

Made by  
Tradesman Company

Grand Rapids, Mich.

## "Skreemer" Shoes

For Men

Made on all popular lasts and in all leathers. We call this our "Re-order" shoe. If you have sold them you know why. Retail at \$4.00

MICHIGAN SHOE CO., - DETROIT, MICH.



# BUSINESS-WANTS DEPARTMENT

Advertisements inserted under this head for two cents a word the first insertion and one cent a word for each subsequent continuous insertion. No charge less than 25 cents. Cash must accompany all orders.

## BUSINESS CHANCES.

For Sale—Salmon and trout property. Four hundred acres land, half mile river frontage, good fishing, convenient to railway line. Address A. D. MacKenrick, Campbellton, N. B. 784

Bargain—Stock groceries, all bright, new stock. Sales last year \$23,695.18. Fine farming country. Nearly all cash business. Stock and fixtures will invoice about \$2,200. Will sacrifice on fixtures. Proprietor going into contracting business. Address Bargain, care Tradesman. 782

Wanted—Address of any brother druggist who wishes to know the real truth of the condition and process to secure an absolutely pure Virgin Olive Oil put up under my own personal supervision. Loma Olive Oil Co., 132 So. Broadway and 1532 W. 16th St., Los Angeles, Calif. C. S. McKenney, Sole Owner. 781

For Sale—Brick store and small stock of drugs and fixtures. For particulars address Chas. Green, Sand Lake, Mich. 785

For Sale—A plant well-equipped with all modern machinery and all conveniences for a furniture factory. Or will put plant against capital. Write John MacNeill, Albany, Oregon. 780

A Good Business Opportunity—For rent, a modern brick store building. Location in the heart of the business center of the city. General store established at this location for over twenty years and has always enjoyed an excellent trade. Excellent farming country. Size of store 22x100 feet, three floors which include a good basement. Brick warehouse in rear of main store. Store well adapted for groceries, dry goods, boots and shoes. Will lease for a term of years at reasonable rental. Address John W. S. Pierson, Owner, Stanton, Mich. 779

For Sale—Established up-to-date racket store. The one racket store in Alpena. Best location, corner main street. Brick building, five years' lease. The cleanest, newest and most desirable merchandise in Alpena; dry goods, gents' furnishings, shoes, notions, hosiery, underwear, shelf hardware, tinware. An exceptional opportunity as an investigation will prove. Good reason for selling. Address James Yeon, Alpena, Mich. 778

For Sale—Harness shop, buggy, wagon and implement business. Only shop in a live town. Address No. 777, care Michigan Tradesman. 777

For Sale—Neat, clean up-to-date stock general merchandise, in live Northern Colorado town, 1,500 population. In best farming community in State; have big sugar factory; stock and fixtures will invoice about \$20,000. Good paying business. Reason for selling, want to retire. Only cash deals considered. Act quick. Address P. O. Box 9, Eaton, Colo. 776

Leading bakery in a manufacturing town of 5,000. Only one other. Do not run a wagon. Do an all cash business. Turn your money every week. Experience unnecessary. Old established and well paying business. First-class proposition. Will bear closest investigation. Dotens' Bakery, Woodstock, Ill. 775

For Rent—Splendid opening for dry goods, grocery or furniture and house furnishing goods store. Best city in state, Green Bay, Wis., 25,000 population. I have a store 44x100, two floors, modern improvements. Store can be divided. Robt. Hoffman, Green Bay, Wis. 773

An opportunity to purchase an old-established sporting goods and hardware business. Splendid location. Owner retiring. Address Opportunity, care Michigan Tradesman. 772

To Every Merchant—Mr. Merchant, if you will send us 2c stamps, we will send you the most interesting and useful book that you ever read. W. D. Hamilton & Co., 1037 E. Main St., Galesburg, Ill. 771

For Sale—Small country store, doing strictly cash business. A money-maker. Address No. 770, care Michigan Tradesman. 770

Why tax your brain writing that prospectus, display advertisement or advertising booklet? Employ experienced ad writer and get results. Wm. W. Hudson, 1206 Boyce Bldg., Chicago, Ill. 769

For Sale or Rent—Bakery, confectionery and restaurant. New building, new oven. Only soda fountain in town of 3,500. John McCormick, Toluca, Ill. 786

For Sale—Nice grove on shore Campau Lake. Room for twelve cottages, one already built. Good fishing and boating. Also land across the river from Cascade Springs. Geo. P. Stark, McCords, Mich. 769

One of the best bargains ever offered to a lucky purchaser—Pocono Springs Sanitarium and Hotel Resort, on Pocono Mountains, at Elmhurst, Penn., 60 rooms completely furnished, near New York; beautiful scenery; 2,000 ft. altitude; fine spring water; ideal in every way. A great bargain where a fortune can be made. For particulars write E. E. Snyder, 27 Main St., Binghamton, N. Y. 768

Rare Opportunity—For Sale, fine grocery, patent medicine and drug sundries business in one of the best trading towns in Michigan. Good business, clean stock, latest fixtures, best store in town. Best reasons for selling. Bargain. Address P. Y., care Tradesman. 741

Timber Lands—Opportunities for profitable investment in timber is better today in Washington and Oregon than it ever was in Michigan and Wisconsin. Write Chittenden-Munger Co., Dealers in timber lands, 505 Peoples Bank Bldg., Seattle, Wash. 736

For Sale—Clothing stock, clean, up-to-date, in county seat town Central Michigan. Old-established business. One other clothing store. Good reasons for selling. No trades considered. Address No. 733, care Tradesman. 733

For Sale—Nice clean stock of groceries in fashionable part of Grand Rapids. Good prices. Good location. Rent reasonable. Sales last year \$28,000. Owners leaving city. Address No. 754, care Tradesman. 754

## I WANT TO BUY

From 100 to 10,000 pairs of SHOES, new or old style—your entire stock, or part of it.

### SPOT CASH

You can have it. I'm ready to come. PAUL FEYREISEN, 12 State St., Chicago

For Sale—The most up-to-date bakery and lunch room in the State. Can clean up \$2,000 per year. Enough business for two men. Enquire No. 734 care Tradesman. 734

For Sale—Country store; invoice about \$2,000; little credit business. Best territory for wagon routes. Address W. F. Krahn, Fairfield Center, Ind. 752

For Sale—Good dry goods and grocery business. Inventorying \$2,000 to \$3,000. Money-maker. Terms easy. Address No. 751, care Michigan Tradesman. 751

Wanted—Partner for old-established business, 24 years. Lady preferred. Address H, care Michigan Tradesman. 749

For Sale—320 acres land, good soil, 1/2 mile from R. R. station. Some improvement. No buildings. A snap, \$6 acre. Address No. 762, care Michigan Tradesman. 762

For Sale—280 acre land, timbered with green hemlock, block birch, pine and cedar. R. R. switch on land. Price \$10 per acre. Address No. 763, care Michigan Tradesman. 763

Partner Wanted—Grocery stock, require \$2,500. Practical man. Address No. 764, care Michigan Tradesman. 764

Drug stock in Detroit, \$4,000. Well located. Fine business. 10,000 prescriptions annually. Best reasons for selling. Don't miss this. For further particulars address The National Drug Exchange, Detroit, Mich. 760

For Sale—Snap. Stock drugs, dry goods and groceries, about \$3,000. Easy terms. In best village in Michigan. Address No. 750, care Michigan Tradesman. 750

For Sale—Stock of drugs, \$500 to \$600, in town of 5,000. Good location, town growing. Doing good business. Must be sold at once. Address 1041, Greenville, Mich. 758

For Sale—Store building and fixtures, corner lot close to depot. Only one other general store, drug store, hardware, two hotels, one cheese factory, elevator, foundry, bank. Putting in new pickle salting station. Good farming all around. A good chance for another general store. Will sell cheap. Address W. H. Wamsley, Butternut, Mich. 757

Business Chance For Sale—A good clean up-to-date stock of furniture and undertaking in a good live town in South Dakota; county seat of one of the best counties in this state. Population 2,500; only undertaker in town; owns complete outfit. Will sell for cash only. An opportunity of a lifetime. Ill health reason for selling. Will stand close inspection. Don't write unless you mean business. Address Box 564, Webster, South Dakota. 755

Make money easily, quickly, in the real estate business under our co-operative system, everywhere, no matter what your occupation. Our Correspondence Course shows just how to start; it secures your appointment as our local representative. This opportunity offers unlimited possibilities for making money. Thousands have become prosperous, independent and men of affairs in this business without capital, why not you? Free book, endorsements, etc. American School of Real Estate, Dept. T., Des Moines, Iowa. 727

For Sale—Grocery and crockery business. Last year's sales \$20,000. Good opportunity. Stock invoices about \$3,000. Address Paul J. Walk, Neillsville, Wis. 716

For Sale—Saw mill. A new mill, only run one season, modern and up-to-date; 35,000 daily capacity and plenty of timber for ten years. Reason for selling, sickness and inability to give personal attention. Address Box 562, Boise, Idaho. 722

To Close Up Estate—A fine stock of dry goods and groceries, with bakery in connection for sale in the city of St. Johns, Mich. Good trade established. Address McKinley Estate, St. Johns, Mich. 720

Cigars—Let me send you a price list of my Union made cigars. It will surely pay you. Address W. E. Krum, Cigar Manufacturer, Reading, Pa. 719

## ASK ME IF YOU WANT TO SELL YOUR BUSINESS OR REAL ESTATE for Cash

No matter where located if you want to buy, sell or exchange any kind of business or real estate anywhere at any price write me today. Established 1881.

FRANK P. CLEVELAND, Real Estate Expert  
1261 Adams Express Building, CHICAGO, ILL.

For Sale—A clean up-to-date stock of shoes, clothing, men's furnishings, hats, caps, etc. Have just taken inventory. Stock and fixtures invoice \$3,500. Will sell everything complete for \$2,500 or would be willing to form partnership with reliable party. \$1,500 for half interest. Address Gavin W. Telfer, Big Rapids, Mich. 685

For Sale or Exchange—Bazaar stock in first-class condition, nearly all new goods. Good location in one of the best cities in Michigan. Will invoice about \$1,800, but will give liberal discount if sold soon, as I want to change climate on account of health. A good opportunity for young man to start in business. Address No. 731, care Michigan Tradesman. 731

We make a specialty of getting men of ability and a few hundred dollars into good paying businesses. Write for list of exceptional opportunities. Benham & Wilson, Real Estate & Investment Brokers, Hastings, Mich. 730

For Sale—Shares of preferred or common stock in mercantile company, owning two general stores in Idaho. Preferred guarantees 8 per cent. common will make several times that. Splendid opportunity for young men who can invest only a few dollars each week. For particulars address Box 5, Newberry, Mich. 723

Wanted—Manager for general store in Idaho. Must be experienced and able to invest in the business. State experience and references. Box 5, Newberry, Mich. 724

For Sale—A \$15,000 wholesale grocery stock, in a good live city of 35,000. Goods all new and in good condition. Building well adapted for the business and will give a lease for a term of years, at cheap rent, if sold at once. Reason for selling, poor health. No trades considered. Address C. Care Michigan Tradesman. 747

Cash for your real estate or business wherever located. If you want to sell, send description and price. If you want to buy, send for our monthly. Northwestern Business Agency, 43 Bank of Commerce Bldg., Minneapolis, Minn. 746

Merchants and Business Men. I have an up-to-date collection system, it makes the old-time beat dig up the coin; \$1 gets it with the privilege of your money back if not satisfactory. C. L. Peck, Neola, Ia. 745

For Rent—At Watervliet, Mich., modern cement block store building 31x100. Admirably located in hustling town on Pere Marquette Ry. and Paw Paw Lake summer resort. Good opening for drug store. Address F. F. Blake, R. F. D. 1, Coloma, Mich. 763

Mr. Merchant—Do you want \$1,000 to \$5,000 extra to meet those matured bills without borrowing it? A postal will tell you how. Address Finance, care Michigan Tradesman, Grand Rapids, Mich. 718

For Sale—Bazaar stock in a good hustling town. Best location. Will take 75 cents on the dollar to get out quick. No trades. Address 600, care Tradesman. 708

For Sale—About \$2,500 stock hardware, stoves and tinware in Southwestern Michigan town. Bargain if taken quick. Address No. 705, care Tradesman. 705

Parties with ample means are looking for a location for a bank in a small city or village. Any citizen of locality needing a bank is requested to Address No. 540, care Michigan Tradesman. 540

Drug Stores For Sale—Michigan stores that show a profit. All kinds and prices. Buyers and sellers should consult us. National Drug Exchange, Detroit, Mich. 701

Drug Stock For Sale, \$5,000. In good Michigan city of 8,000. One of the finest stores in State, doing big business. Address No. 702, care Tradesman. 702

Drug and Grocery For Sale, \$4,000. Town of 600, in Michigan. Cash business, doing \$12,000 a year. Fortune for a hustler. Address No. 703, care Tradesman. 703

For Sale—One of the best located general stores in the Arkansas Valley east of Pueblo, Colo. Investigate. Address S. H. Longmoor, Nepesta, Colo. 678

For Sale—Building suitable for manufacturing purpose. Address No. 681, care Michigan Tradesman. 681

Two years ago I furnished the money to start a general store in a live town in Michigan. The man for whose benefit I made the investment, did not make good, although he had a large trade. I am not a merchant and have no time to give to it. I want to sell good will and all and rent the building. I would take part cash and allow time on paying balance or would take desirable real estate at cash value. Only those meaning business need apply. Address No. 675, care Michigan Tradesman. 675

For Sale—Large store building, with large basement, two stories. All opening for drug store with fountain or boots shoes and furnishings. Large factory just completed in town. Rent, \$365 a year. \$2,000 if taken in March. Address E. A. Ferguson, Middleville, Mich. 634

Converting stocks into cash, our hobby. Our system will close out your business satisfactorily or no pay. All references. G. E. Breckenridge Auction Co., Edinburg, Ill. 608

Wanted—Location for stock of dry goods, clothing and shoes of \$12,000 to \$15,000; give full particulars. Address No. 586, care Michigan Tradesman. 586

Butcher's Boston Polish is the best finish made for floors and interior woodwork. Not brittle; will not scratch or deface like shellac or varnish. Send for free booklet. For sale by dealers in paints, hardware and house furnishings. The Butcher Polish Co., 356 Atlantic Ave., Boston, Mass. 505

## SITUATIONS WANTED

Wanted—Permanent position as salesman in general store, (shoe store preferred). Five years' experience. Best of references. Address Salesman, care Michigan Tradesman. 756

## HELP WANTED.

Wanted—Young man with about two years' experience, to work in drug store. G. Van Arkel, Muskegon Heights, Mich. 774

Wanted Salesman—Experienced young married man wanted for general store in pleasantly located town of 600 inhabitants. We want a man who can furnish gilt-edge references as to honesty. Strictly temperate and a man who will make friends. An all round trade getter. A good position for the right man. Write at once to Coy Mercantile Co., Alden, Mich. 783

Traveling salesmen wanted. We make advertising signs and want salesmen to handle same on commission. We can not consider curiosity seekers, but want to hear from those who mean business. Write for territory and terms. The Statesman Co., Marshall, Mich. 739

Wanted—A good, bright grocery clerk for general store. Must be of good habits and well recommended. Address Clerk, care Michigan Tradesman. 587

Want Ads. continued on next page.



### Recent Business Changes in the Buckeye State.

Archbold—John Frey, who formerly conducted a novelty works, is succeeded in business by Frey & Mehring.

Ashtabula—Alzier & George are the successors of Alzier & Dibs in the furnishing business.

Euclid—C. L. Avery & Son will continue the men's furnishings business formerly conducted by Covert & Avery.

Kossuth—G. Rapp will continue the general merchandise business formerly conducted by Gracely & Rapp.

New Bavaria—Christian Horning, who conducts a general store, is closing out his stock.

Niles—Hy A. Geisel is succeeded in the bakery business by the S. & B. Co.

Tiffin—A. Weigel, grocer, is succeeded by A. Lonsway.

Columbus—C. J. Clay & Co. succeed G. L. Dickover, grocer.

Cranberry—Shull & Swick are the successors of W. S. Kerlin in the grocery business.

East Liverpool—Mayhew & Thompson will continue the grocery business formerly conducted by G. C. Mayhew.

Jewett—C. S. Beetham, dealer in men's furnishings, is succeeded in trade by Beetham & Dray.

Kingsville—F. A. Brooks is moving his drug stock to Ashtabula.

Westerville—Bale & Walker succeed W. C. Bale in the hardware business.

Columbus—Wm. Buck succeeds Wm. Beaver & Son in the meat business.

Columbus—J. W. Cruzen is the successor of R. S. Burris, grocer.

Hebron—The hardware business formerly conducted by K. C. White will be continued under the new name of the White Plumbing & Hardware Co.

Kenton—L. N. Pfeiffer succeeds Pfeiffer & Kipker in the harness business.

Cleveland—Fred Zimmerman, meat dealer, is succeeded in trade by P. C. Smith.

Dayton—A receiver has been appointed for McCafferty & Disinger, grocers.

Farmer—U. A. Spangler is succeeded in the implement business by Norway & Buda.

Wapakoneta—Kentner Bros., meat dealers, are succeeded by Walter Bros.

Cleveland—H. S. Friedman succeeds E. J. Morgan in the grocery business.

Delaware—Williamson & Shaw succeed Warren, Shaw & Co. in the grocery business.

Elgin—H. L. Nowlin succeeds M. Long & Son, dealers in general merchandise.

Russellville—J. D. Seip will continue the general merchandise business formerly conducted by H. D. Seip & Co.

Findlay—Geo. W. Walters has purchased the Isaac Foucht dry goods and millinery stock.

Dayton—Owing to ill health Geo. R. Chambers has sold his drug stock

to Frank Schwilk, who will soon take possession of same.

Springfield—Lon Hullinger, formerly traveling salesman for the Thomas Manufacturing Co., has purchased the grocery stock of Lowrey Walker.

### The Drug Market.

Opium—Is very firm but unchanged. Crop prospects are very poor and higher prices will rule.

Morphine—Is unchanged.

Quinine—Is steady.

Citric Acid—Remains very firm.

Glycerine—Is very firm and it is believed that higher prices will rule later.

Menthol—Is very firm and tending higher.

Balsam Copaiba—Has again advanced and is tending higher.

Oil Lemon—Is steadily advancing and is very firm.

Oil Pennyroyal—Remains very firm.

Oil Cassia—Is very firm.

Oil Hemlock—Has almost doubled in price and is very scarce.

Oil Peppermint—Is weak and lower.

Oil Spruce—Has advanced.

American Saffron—Is weak and lower.

Gum Camphor—Is very firm and another advance would not surprise anyone.

Paris Green—Manufacturers named the price of 28½¢ on the 13th, and on account of higher price for crude material advanced the price 1¢ on the 15th. The price of arsenic kegs is 29½¢, with the usual advance for smaller packages.

### Butter, Eggs, Poultry, Beans and Potatoes at Buffalo.

Buffalo, April 17—Creamery, fresh, 26@31c; dairy, fresh, 20@26c; poor to common, 18@20c; roll, 23@25c.

Eggs—Fancy white, 18c; choice, 17@17½c.

Live Poultry—Springs, 15½@16c; fowls, 15@16c; ducks, 15@16c; old cox, 10c; geese, 10@12c; turkeys, 12@15c.

Dressed Poultry—Iced fowls, 15@16c; chickens, 14@16c; old cox, 10@11c; turkeys, 15@18c.

Beans—Pea, hand-picked, \$1.40; marrow, \$2; mediums, \$1.45; red kidney, \$2.10@2.25; white kidney, \$2@2.25.

Potatoes—White, 35@38c; mixed and red, 30@35c. Rea & Witzig.

### New Bank President at Plainwell.

Plainwell, April 16—John W. Gilkey has been elected President of the Citizens State Savings Bank to fill the office made vacant by the death of John N. Ransom. F. F. Patterson was chosen to succeed Mr. Gilkey as Vice-President. The Board decided to increase the interest to be paid on savings book accounts and certificates of deposit to 4 per cent., the former rate being 3 per cent.

It will pay every traveling man, whether he carries trunks or not, to post himself fully on the subject by reading the article on Excess Baggage on pages 2 and 3 of this week's issue. No more exhaustive treatment of the subject has ever been given it than in this case and the arguments used and the conclusions reached are such as will appeal particularly to business men.

### Thirty-Seven Traveling Men in Ionia.

The following is a list of the traveling men who reside in Ionia.

F. M. Hecox, lumber.  
H. L. Peck, hardware.  
F. A. Tower, wire and nails.  
K. R. Smith, Jr., wall paper.  
G. Morgan Smith, wall paper.  
H. B. Peck, wall paper.  
L. P. Brock, shoes.  
William Cannon, tobacco.  
Frank Fuller, tobacco.  
G. F. Faude, cigars.  
A. G. Markham, clothing.  
Will C. Peer, cloaks.  
F. T. Mason, cloaks.  
Grove A. Wright, furs.  
Isham Miller, iron culverts.  
A. O. Freeman, washing machines.  
Frank L. Taylor, groceries.  
B. M. Hawley, carpet sweepers.  
John Blue, school supplies.  
Patrick Barrett, cigars.  
Frank W. Gardner, pottery.  
Fred C. Whitney, crockery.  
Frank B. Cressy, chairs.  
W. L. Amphlett, stoneware.  
George Hackett, harvesting machinery.

Frank Snobble, gasoline engines.  
S. B. Hosmer, insurance.  
H. S. Schreimer, harness, etc.  
E. Clark, pottery.  
Charles Soules, beer.  
Fred Phillips, beer.  
Gilbert S. Yates, machinery.  
J. J. Dilley, washing machines.  
R. L. Barnes, theater scenery.  
Harvey E. Kidder, pottery.  
R. B. Hoyt, dry goods.  
Walter T. Smith, insurance.

### Jackson Grocers Entertain Themselves and Guests.

Jackson, April 10—One of the most enjoyable and beneficial happenings to the members of the grocery trade in some time took place in the city last evening under the auspices of the Jackson Retail Grocers' Association. Added to the members of the local organization were guests from away, about twenty from Albion and others from surrounding cities, Manchester, Clinton, Ann Arbor being represented. A large delegation was expected from Kalamazoo, but the strike situation held those grocers at home.

The grocers met first at their hall over Sauer & Haefner's store and then repaired to the banquet room of the Elks' Temple where a feast awaited them. This was served at 7:30. It was a three-course menu and included numerous "attractive propositions" in the way of eatables. It is said that grocers live high, and none but the best can tickle their palates. This theory was in the minds of the men who had direct charge of the banquet. They were J. M. Moore as chairman, and Homer Smith, George Thorpe and John Beckwith as other members. The clerks of several of the local grocery stores served as the waiters. The banquet committee and the clerks made a decided hit with the seventy-five people around the boards.

The grocers returned to their hall after the feed, and with C. G. Hill, the president of the local assembly, presiding, a number of impromptu speeches were made, the manufac-

turers and wholesales being represented among the speakers. One of the prominent speakers was J. T. Percival of Port Huron, State Secretary of the grocers' organization. Other speakers were S. M. Reed, Secretary of the Albion Association; Messrs. Anderson and Warrington of the National Biscuit company; Arthur McCann of the cold storage, of Jackson; A. D. Welling of Jackson in recitation, "The Soldier Tramp"; W. J. Butterfield of the Jackson Grocery Co.; Mr. Sibley of Albion; J. F. Helmer, B. S. Mosher, H. L. Davis (Brown, Davis & Warner), M. J. Moore, George Thorpe, F. Walton, J. L. Petermann and W. J. Barry, all of Jackson.

The Albion contingent remained in Jackson until nearly midnight when they took the train on the Michigan Central for home. Local grocers entertained them during the interim of the adjournment of the meeting and the departure of the train.

Detroit—The Gemmer Manufacturing Co. has been incorporated to deal in motor vehicle accessories with an authorized capital stock of \$200,000, of which amount \$100,000 has been subscribed and \$20,010 paid in cash.

### BUSINESS CHANCES.

For Sale—Stock of 400 pairs of men's and women's shoes, at a bargain. A. Vanscoyoc, Kingman, Ind. 789

For Sale—Stock of shoes in a good town of 2,500 inhabitants. Only three shoe stocks. Address No. 787, care Michigan Tradesman. 787

Wanted—A position in drug store. Have had four years' experience. Course in Ferris School, Big Rapids. Am registered. Can furnish best of references. Address Miss Maud Baldwin, c-o South End Drug Store, Hillsdale, Mich. 788

For Sale—Clean drug stock, fixtures, etc. in town of 2,500 inhabitants. No dead stock. Doing paying business, invoices about \$1,500. Will sell at discount or on contract on account of ill health. Old established. Good location. Expenses reasonable and great bargain. Address No. 790, care Michigan Tradesman. 790

Wanted—Temperate registered or assistant registered pharmacist. State salary and reference. Address No. 791, care Michigan Tradesman. 791

For Sale—A clean stock of drugs, fixtures, etc., complete. Everything up-to-date. Stock invoices about \$2,700. Annual sales \$5,000. In town of over 2,000. Store centrally located. An old stand. Expenses light. Reason for selling, other business requires attention. Address No. 591, care Tradesman. 591

For Sale—\$10,000 to \$12,000 stock dry goods, notions, carpets, etc., largely staple. Long-established in Southern Michigan city. Part pay, productive clear real estate. Easy terms. Address No. 528, care Michigan Tradesman. 528

Wanted—2,000 cords basswood and poplar excelsior bolts; will pay highest market price—cash. Address Excelsior Wrapper Co., or W. F. Mueller, Hall St. and Godfrey Ave., Grand Rapids, Mich. 543

For Sale—Stock of groceries, boots, shoes, rubber goods, notions and garden seeds. Located in the best fruit belt in Michigan. Invoicing \$3,600. If taken before April 1st, will sell at rare bargain. Must sell on account of other business. Geo. Tucker, Fennville, Mich. 538

For Sale—Pork packing house, capacity 150 hogs per day. Reason for selling, wish to retire. J. H. Copas, Sr., Owosso, Mich. 485

For Sale—Stock of shoes, dry goods and groceries located in Central Michigan town of 350 population. Living rooms above store. Rent \$12 per month. Lease runs until May 1, 1908, and can be renewed. Last inventory, \$2,590. Sales during 1905, \$8,640. Good reasons for selling. Address No. 386, care Michigan Tradesman. 386

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. 301



O.A.B.  
Cheese

Judson Grocer Co's.  
Exclusive Brands

O.A.B.  
Cheese

## Ceresota Flour

Made From Minnesota Spring Wheat

## Fanchon Flour

Made From Kansas Hard Wheat

## Barlow's Best

Made From Michigan Winter Wheat

None Better

O.A.B.  
Cheese

Judson Grocer Co.  
Grand Rapids, Mich.

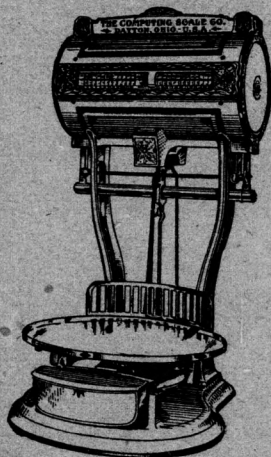
O.A.B.  
Cheese



The purity of the Lowney products will never be questioned by Pure Food Officials. There are no preservatives, substitutes, adulterants or dyes in the Lowney goods. Dealers find safety, satisfaction and a fair profit in selling them.

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

## Overweight Problem Solved



Dayton Moneyweight Scale  
No. 140

Note the Low Platform

With this 1907 visible, self-weighing, self-computing, **Spring Counter-Balancing Scale**, a child can easily, quickly and correctly divide the wholesale purchase into retail packages **without a grain of overweight**.

This is the **simplest**, easiest to operate form of

### Automatic Weighing Machine

Accurate, reliable, durable

Gives the **exact** weight for the **exact** dealer.

Gives the **exact** weight to all customers.

**True as steel** and built for a **lifetime** of exact weighing.

Weighs to an ounce—computes to a cent.

Capacity 30 lbs. Prices per lb. range

from 3½ to 30 cents.

**Low platform**—only 6½ inches from the counter.

We make both **Spring** and **Springless** scales. We recommend the **Spring** scales as the **more reliable** from the **user's** standpoint.

Our spring scales are equipped with a thermostat, like a watch, which makes them weigh with **absolute accuracy** in any temperature.

No swinging pendulum, no moving indicators, no poises to shift, no beams to bother with, no ball to forget, no friction to pay for.

This scale saves time and money.

**THE SCALE THAT SAVES IS NO EXPENSE**

Drop us a line and see the scale on your own counter.



**Moneyweight Scale Co.**

58 State St., CHICAGO



## Some Reasons Why It Pays To Use Our Duplicate Books

A  
Complete  
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1. They promote prompt remittances.
2. They save you and your clerks much valuable time.
3. They prevent disputes and by so doing please your customers.
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5. They give you a complete and accurate record of your sales in duplicate, and as the customer's record must agree with yours, confidence is established in you and your business method, which fact produces that healthful relationship so essential for future business.

For samples and further information address

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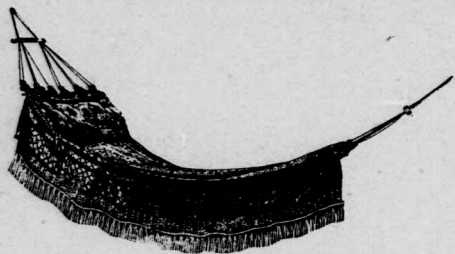
1062-1088 Court St.

Fremont, Ohio, U. S. A.



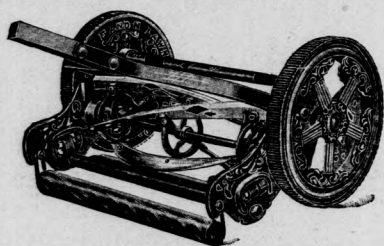
# Seasonable Goods===Goods That If Not In Stock Should be ORDERED TODAY

If you haven't our Catalogue No. 190 you are missing a really good thing. Drop us a postal card for a copy and we will send it by return mail. Every page is bristling with good things that you should handle. **Write us today.**



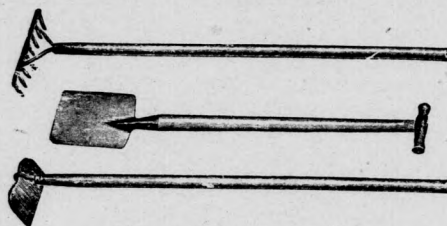
## Hammocks

Every style and grade are represented in our magnificent line and the color combinations are unusually bright and pleasing. We offer some strong inducements that you will appreciate.



## Lawn Mowers

"The Gem," "New Standard," "Ideal" and complete lines of  
**LAWN HOSE AND GARDEN TOOLS**  
Lowest Prices Quoted in Catalogue No. 190



## Garden Tool Sets

A complete line of popular sellers quoted on page 72 of Catalogue No. 190. Also full line of

## Croquet Sets

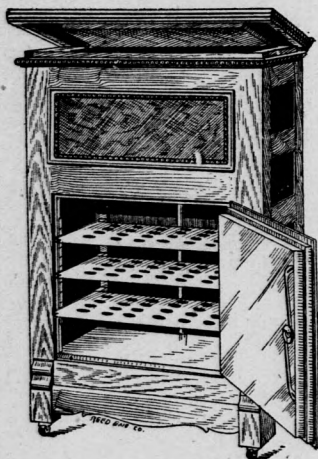
**Johnson Bros.'  
English  
Semi-Porcelain  
White and Decorated**

Highest Grade  
**American Cut Glass**  
at the  
**Very Lowest Prices**

Selling Agents  
for  
**"Community" Silver**  
25 years' guarantee

**Ice Cream Freezers  
"Lightning" and  
"Blizzard"**  
Prices on page 35, Catalogue 190

**Homer Laughlin's  
Celebrated  
Ironstone China and  
Semi-Porcelain**



## The "Leonard Cleanable" Refrigerators

For Home and Store Use

Eight Distinct Walls  
Polar Felt Insulation  
Air Tight Locks  
Galvanized Iron Ice Rack  
Sliding Adjustable Shelves  
Has maintained its superiority over all others for over 25 years  
**SECURE AGENCY**

We Are State Agent for

## "Insurance" Gasoline Stoves

We have handled these stoves for several years and never had a single complaint.

**Absolutely Accident Proof**

Ask for catalogue and prices and **secure agency** for your town and vicinity.



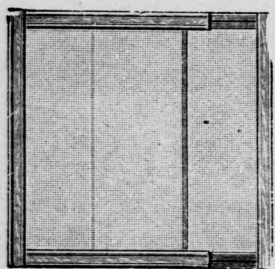
Complete line of double coated  
**"Columbia Gray"  
Enameled Steel Ware**  
Selected first quality

Lowest prices on best quality  
**Tinware**  
Everything guaranteed  
full standard size and weight

**Ex'tra Heavy I C Tin**  
10 Quart  
Flaring  
Pails  
Per dozen **\$1.05**

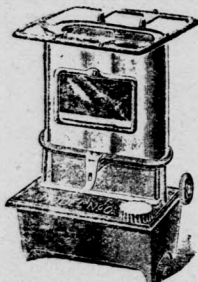
**Folding Go-Carts  
Sleeping Coaches  
Carriages**  
Latest designs  
and improvements

Complete line of triple coated  
**"Crown"  
Enameled Ware**  
White Lined



## Window Screens and Screen Doors

We sell them at lower prices than they can be bought elsewhere.



## OIL STOVES

"Brightest and Best," "Star" and  
"Wickless Blue Flame"



## STEPLADDERS

Made of selected timber with shelf attachment, heavy sheet iron braces, lock notch and iron brackets. See page 42 of Catalogue No. 190 for prices.



## BASE BALL GOODS

Base Balls, Bats  
Gloves and Mittens, Masks, Etc.  
**At Lowest Prices**

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**