

MICHIGAN TRADESMAN

PUBLISHED WEEKLY TRADESMAN COMPANY, PUBLISHERS \$2 PER YEAR

Twenty-Fourth Year

GRAND RAPIDS, WEDNESDAY, APRIL 24, 1907

Number 1231

THE VAGABOND

In the dew and the sunshine of morning, in the glow of the fresh dawning day,
I'm footing it over the meadows, the trail of the wanderer's way;
A blotch on the skyline's crimson, you can see the black smoke of the freight
That dumped me off here while a-rolling along at a twenty mile gait.

You may call me a tramp and you're welcome, the name doesn't matter to me,
For the world seems glorious at present, whatever the finish may be;
I have borne the burden of toiling, but, thank God, I ha' shifted the load
And I'm tasting the joys of free living, the endless delights of the road.

In patches of white on the hedges the blossoms of hawthorn gleam,
And the buttercup, jonquil and crocus, resplendent in gold and in green,
Are nodding their heads to the primrose and daffodil low in the grass,
While the scent-laden breezes of April are lilting a tune as they pass.

Forgotten the crime and the squalor, the noise of the streets and the town;
Out here where all Nature rejoices with the sun and the sky smiling down;
On the countryside peaceful and verdant, the past and its miseries seem
But a vague, vagrant trick of the memory, the shadow of some evil dream.

I have broken the chains of my bondage, I care not for hearthstone or home,
The world is my heritage splendid, a gypsy unfettered I roam;
And my pulses are throbbing and dancing to the notes that the mating birds sing,
For I'm quit of the curse of the City and freed by the call of the Spring!

George T. Pardy

My Creed

I started in life with a feeling
That I'd like to be just and fair,
But I soon found out if I kept it up
That I'd have to subsist on air;

For there didn't seem to be any place
For the man who was gentle and kind—
Like the yellow dog under the wagon
He just had to trot on behind.

So I said to myself, "I'll change a bit—
I'll be hard and cruel and proud,
The devil may take all the hindermost,
But I'll forge on with the crowd."

So I sealed up my heart, I closed my hand,
And I tried to live up to my plan;
I reared a pile of dollars on high,
But I took from the world a man;

For in spite of all that wealth could bring
'Twas a pitiful kind of strife,
And my heart went out to the under dog
And I longed for the Simple Life.

And so I opened my heart again
And my dollars they melted away,
But a happier feeling came to me—
And I decided to let it stay.

W. L. Brownell

Wood Magic

You will understand how the buds trust
themselves to the spring in their unfolding,
and how the blossoms trust themselves to
to the winter in their withering, and how
the busy hands of Nature are ever weaving
the beautiful garment of life out of the
strands of death, and nothing is lost that
yields itself to her quiet handling.

Van Dyke

Have No Can'ts

Have no "can'ts" in your mind. "I
can't" is a fatal thought. Have only ideas
and reveries of "I CAN!" You shall accom-
plish anything you persistently set your
forces upon. You have within you the
faculty for advance in any direction. Just
COMMENCE. Desire is the proof of abili-
ty to achieve. Doubt neither yourself nor
anyone else.

I. G. Pentecost

Clock Workers

I cannot abide to see men throw away
their tools the minute the clock begins to
strike, as if they took no pleasure in their
work and were afraid o' doing a stroke too
much. The very grindstone 'll go on turn-
ing a bit after you loose it. George Eliot

DO IT NOW

Investigate the

Kirkwood Short Credit System of Accounts

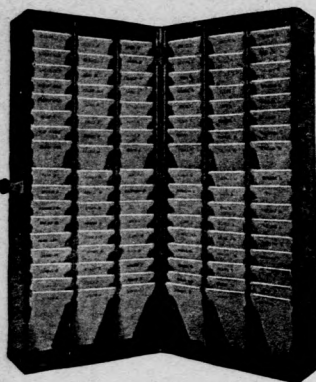
It earns you 525 per cent. on your investment. We will prove it previous to purchase. It prevents forgotten charges. It makes disputed accounts impossible. It assists in making collections. It saves labor in book-keeping. It systematizes credits. It establishes confidence between you and your customer.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

A. H. Morrill & Co.

105 Ottawa St., Grand Rapids, Mich.

Bell Phone 87 Citizens Phone 5087

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



Every Cake

of FLEISCHMANN'S

YELLOW LABEL YEAST you sell not only increases your profits, but also gives complete satisfaction to your patrons.

The Fleischmann Co.,

of Michigan

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



Pure Cider Vinegar

There will be a great demand for

PURE CIDER VINEGAR

this season on account of the Pure Food law. We guarantee our vinegar to be absolutely pure, made from apples and free from all artificial coloring. Our vinegar meets the requirements of the Pure Food laws of every State in the Union.

Sold Through the Wholesale Grocery Trade

The Williams Bros. Co., Manufacturers

Picklers and Preservers

Detroit, Michigan

Makes Clothes Whiter-Work Easier-Kitchen Cleaner.

SNOW BOY WASHING POWDER.

GOOD GOODS — GOOD PROFITS.

MICHIGAN TRADESMAN

Twenty-Fourth Year

GRAND RAPIDS, WEDNESDAY, APRIL 24, 1907

Number 1231

**GRAND RAPIDS
FIRE INSURANCE AGENCY**
THE McBAIN AGENCY
Grand Rapids, Mich. The Leading Agency

**The Kent County
Savings Bank**
OF GRAND RAPIDS, MICH

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

3½ Per Cent.
Paid on Certificates of Deposit

Banking By Mail
Resources Exceed 3 Million Dollars

Commercial Credit Co., Ltd.
Credit Advances and Collections

MICHIGAN OFFICES
Murray Building, Grand Rapids
Majestic Building, Detroit

ELLIOT O. GROSVENOR

Late State Food Commissioner

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

2321 Majestic Building, Detroit, Mich

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

THIRD RAIL SYSTEM

A course in bookkeeping, shorthand and typewriting is like the third rail. It increases your speed toward the goal of success. Secure it at the

Commercial School
75, 83 Lyon St.
Grand Rapids, Mich.

Fire and Burglar Proof

SAFES

Tradesman Company
Grand Rapids

SPECIAL FEATURES.

- | | |
|-------|------------------------|
| Page. | |
| 2. | Cadillac's Future. |
| 4. | Around the State. |
| 5. | Grand Rapids Gossip. |
| 6. | Lessons of Arbor Day. |
| 7. | United Action. |
| 8. | Editorial. |
| 10. | Character Counts. |
| 12. | Gamler's Losses. |
| 14. | Dry Goods. |
| 15. | Clothing. |
| 16. | Cutting Expenses. |
| 15. | Woes of Wealth. |
| 20. | Cipher Codes. |
| 22. | Woman's World. |
| 26. | Ugly-Faced People. |
| 28. | Pure Food Laws. |
| 30. | Gined His Point. |
| 31. | Girl With a Gift. |
| 32. | The Ribbon Girl. |
| 33. | Mail Order Houses. |
| 34. | Shoes. |
| 36. | Harry Took a Tumble. |
| 38. | New York Market. |
| 40. | Commercial Travelers. |
| 42. | Drugs. |
| 43. | Drug Price Current. |
| 44. | Grocery Price Current. |
| 46. | Special Price Current. |

ABSOLUTE ESSENTIALS.

Considerable newspaper talk has been indulged in along the lines of organizing a land company, the purpose of which shall be the offering of inducements to the owners of industrial enterprises to locate their establishments in Grand Rapids. Thus briefly outlined, the proposition bears an attractive appearance.

The success of such a plan will depend largely upon the character of the inducements offered, and the experience of all cities shows that the donation of factory sites, while important, must be supplemented usually by the donation of cash to meet the cost of moving of machinery and setting it up and to cover the cost of transporting employees. Occasionally, too, it becomes necessary even to put up such a building as may be desired.

Once in awhile it happens that an industrial enterprise may be secured without making any concession beyond rendering assistance in securing a factory site at "ground floor" figures, but these instances are very rare. This is the actual condition which must be constantly confronted by any organization, public, semi-public or private, which undertakes to induce industrial enterprises to locate in Grand Rapids or any other industrial center, and there is no getting away from it.

To take up the details of such a campaign of industrial expansion there is certain to come an immense amount of wasted effort in looking up and considering bonus seekers who are seeking nothing else. Following that come other discouraging labors in the investigation of possibilities which, while they are honestly offered, are not of such a character as to warrant the bestowal of assistance. All of these things can be met and handled successfully, but they mean that the members of an association undertaking such work must be patient, absolutely harmonious in their co-operation and serene in the face of disappointments. Such

patience, harmony and serenity do not develop off hand. Years of working together, of giving and taking, of mental analyses of individual bent and moods and all the rest of the human intercourse problem are required. Last of all and first of all there must be abundant cash resources available as may be needed. If the originators of the proposed real estate and promotion plan can meet all of the foregoing essentials there is no apparent reason why they may not succeed.

WHAT CAN YOU DO?

That was a fine move when a committee of the Board of Trade, representatives of the various women's organizations and the Mayor and other city officials joined in a meeting the other day in a successful effort to make the observance of Arbor Day and Cleaning-up Day something more than a perfunctory and half-hearted event.

The Mayor very cordially consented to request the citizens of Grand Rapids to accept Friday, May 3, as Cleaning-up Day, thus combining it with the functions of Arbor Day as set by President Roosevelt and Governor Warner. In turn, the Board of Education promised a half holiday for that day, thus giving every school child in the city an opportunity to participate in cleaning up the home premises and in planting a tree, bush, vine, shrub or flower, as the case may be.

Thus far the co-operation has been splendid and it is a good beginning, but further co-operation is imperative.

Fathers and mothers and sisters and brothers, uncles and aunts and cousins must get together and strive to make the day the real success it deserves to be. Children will quickly absorb the enthusiasm of their parents and other kinsfolk and especially is this the fact in the display of patriotism and loyalty; and the responsibility of making a success of the day rests chiefly with the parents. They must interest themselves in interesting the children; explain to the youngsters the merit of civic pride, the value of patriotic loyalty to one's own city and the pleasure there is in helping others by helping ourselves.

If it were as probable as it is possible that every lawn, every backyard and every street in Grand Rapids should appear spick and span, neat, clean and beautiful on the morning of May 4 there would be no need of organized effort to repeat the experiment a year hence. There would be given such a lesson as no child and no parent in our city would ever forget—and it would be one of the best lessons in political economy possible to bestow.

A BORESOME HABIT.

The "has been" condition is one of the most insidious in its approach, one of the most useless in its presence, possible to be inflicted upon a man; and yet it is a common feature in every-day life.

The man who, in even a slight degree, bases his future value upon what he has achieved in the past, and upon not much else, is, as a rule, the man whose record contains but little merit.

"Thirty-five years ago when I was superintendent of—," is usually the style in which your "has been" man begins to orate when making an effort to impress someone with his especial fitness in any certain department of human endeavor, and then, voluble and gloating over his memories, he wastes his own time and that of his listener with reminiscences based upon facts actual and traditional. This kind of talk in the year of our Lord nineteen hundred and seven is tedious, unimportant and more generally than otherwise unreliable.

The "has been" does not intend to misrepresent, perhaps, but certain commonplace experiences when viewed through the mists of many years are much magnified in his eyes and so, losing all sense of To-day, Tomorrow and Next Day, he goes on year after year rehearsing and each time enlarging upon what happened in the "Eighties" or the "Seventies" until he becomes almost a blind man as to the Present.

It is a safe bet to make that every influential, hustling, prosperous man has lost all interest in Yesterday. The big black beast that stands up in front of him is To-day and he realizes beyond all question that it is squarely up to him to conquer the critter.

Yes, it is quite a common practice among employers of men to ask, when employing a stranger, for recommendations. That is merely a matter of discretion and it is worth the while, sometimes. And it is desirable and perfectly proper for a person seeking employment to be prepared with endorsements as to his character and ability. But the incident is closed as soon as a man's recommendations have been scrutinized and considered.

But your "has been" usually has a position and has no need for being vouched for. This does not satisfy him seemingly. He longs to tell his own little story because he is dissatisfied with what he has. Through continually looking backward he is forever impressed and weighted down with the conviction that he deserves better than he is getting and so insists upon telling: "When I was general manager of—," and so on, to his own detriment and misfortune.

CADILLAC'S FUTURE.

Position and Possibilities of a Prosperous City.*

When any citizen of any village or city is invited to address any public welfare organization in any other city and is requested to express his opinion as to the position and possibilities of the village or city that extends the invitation, he will, if he is a good business man and patriotic citizen, give his own personal estimate frankly, fairly and as clearly as it is possible for him to bestow. He will do this because of his own appreciation of the honor conferred upon him by the invitation and because it is right and good business to state only those views which he can support by authentic and convincing evidence.

Considering myself fairly patriotic and with a keen realization of the fact that you have greatly honored me by inviting me to be with you this evening, I shall make an effort to reciprocate sincerely, honestly and without the slightest desire to exaggerate either for or against the position and the possibilities of the city of Cadillac.

My first visit to Cadillac was in the fall of 1871. It was accomplished by means of a construction train operated by the Continental Improvement Co., which built the northern division of the G. R. & I. Railroad and operated it for several years after completion. The town was then known as Clam Lake and gave little indication of developing into the splendid city which is now spread out before us. Thirty-six years is a long time to look back over, and at that time it was very generally conceded that as soon as the pine forests around the town were cut off it would become little more than a way station. In spite of these predictions Cadillac continued to grow, but within a dozen years I have heard it frequently predicted that as soon as the Blodgett pine lying east of the town was cut off Cadillac would go backward instead of continuing to forge ahead. Experience has demonstrated that these predictions were all based on incorrect assumptions and to-day we behold one of the strongest, most progressive and promising cities in Michigan.

That fact of itself constitutes unimpeachable evidence as to the character of your citizenship since the crude, noisy, fearless, industrious and sometimes reckless days of the lumberjack.

Your pioneers came, chiefly, from the cities south, west and east of this point, and they were young, ambitious, strong, self-reliant, and with nine or ten good days' work in each of them for each calendar week. They knew the lay of the land and saw its potentialities, with Grand Rapids almost a hundred miles away; with Newaygo, Big Rapids, Pentwater, Ludington, Manistee and Traverse City from forty to sixty miles distant and about 3,000 square miles of wilderness and wealth to the east and north. And they liked the prospect.

And so it happened that the lumber camp developed within six years into

a well-organized village, and that three years later it received its charter as a city with graded streets, sidewalks and that most essential of public utilities—a water supply and protection against fire. And presently the railroads began to sit up and take notice, so that to-day your city is the metropolis of an empire made up of a dozen counties, which within the next quarter of a century will give forth the strongest heart throbs of the central territory of the Lower Peninsula of Michigan.

Geographically and from the standpoint of railway development during the next decade, Cadillac is the hub of a territory which, as a natural sequence, must develop a city of at least 25,000 people within the lifetime of men who are now before me and I will give you my reasons for making such a prediction:

By virtue of electricity your possibilities as a manufacturing center and freight-producing point are on a par with those enjoyed by any other city in the land. Within a few miles are water powers which are certain to be developed because of the present importance of your industries. Already your city is recognized as an advantageous point for certain manufacturing enterprises—notably iron industries—and you already have good railway facilities, which are certain to be increased northeastward to Alpena and Lake Huron, westward to Ludington and Manistee, and south-easterly to Harrison and Gladwin.

These things must come and, coincidentally, there will be the further development of agricultural and live stock interests in every direction; of interurban railways and, with increased publicity as to railway management and the ways of Wall street, all of these interests will contribute equitably and generously to the growth and betterment of Cadillac as an industrial, commercial, financial and educational center. Even now your city has made a beginning toward the creation of a jobbing center, and these things all emphasize the excellence of your location and the high grade of the men who are in charge of your various enterprises.

Seven years ago the United States census awarded a population of about 175,000 persons to the 3,000 square miles which constitute the territory logically belonging to Cadillac as tributary thereto in a commercial sense. To-day that population is nearly 250,000 and, with the beginning of another decade, it will be close to half a million. What will this mean to your city, if, as is evidenced by this gathering to-night, your business men co-operate harmoniously, energetically and wisely to secure the benefits you are entitled to by virtue of your position?

It means that your present quota of farms will be doubled; that secluded, unnoticed and unknown water power privileges will be utilized; that new villages will spring up here and there around industries made possible by the distribution of electric power in all directions; that traffic arrangements will be agreed to by all railways and to your advantage; that schools will increase in number; that social privileges will be developed,

and industrial, financial and commercial facilities will be greater and better. It will mean that Grand Rapids, Detroit and Chicago will have a strong, hearty and fair competitor within your own gates; that your products will go out from you in not only carload lots but by the trainload, to be ferried across Lake Michigan or Lake Huron to the Far West or East.

Because of your position will come naturally and almost unawares another possibility, solely because of your position and the energetic, harmonious co-operation between yourselves. I know of no other interior city in Michigan possessing as you do right at your front gate—an adjunct of your chief thoroughfares—such a grand and beautiful water front as is within five minutes' walk of the major portion of your city. True, to-day it is somewhat unkempt with its mills and booms, its sunken dead-heads and its marshy reminiscences, but it is here and here to stay and to participate in the unraveling of the problem certain to be solved. This fact alone is sufficient assurance that in time Cadillac must become important and a leader, so far as Michigan is concerned, as a delightful home city and a resort for summer travelers.

Two hundred and six years ago next July a French soldier with strong commercial proclivities founded the metropolis of Michigan, one of the most beautiful cities in all our land. The only tangible evidence yet given by the 400,000 people of Detroit that they esteem the memory of their chief pioneer is the presence of a cheap stone chair with a tombstone inscription upon its back, fulfilling its lugubrious mission on Cadillac square. You of this city have done better. You have permanently and pronouncedly honored the memory of Sieur de LaMothe Cadillac, who was Commandant at Mackinaw before Detroit existed and who was Governor of Louisiana when that city was a tiny trading post, known only to the Frenchmen at Montreal and Quebec and to the Dutchmen at Albany.

Your perpetuation of Cadillac's name is proof that you are up-to-date and utilized a splendid opportunity long overlooked by the people of Detroit; that you have the spirit of leadership and the wit and courage to take the initiative. And when, fifteen or twenty or thirty years hence, those of you who will be alive stand upon the shores of your lakes and see the boulevards skirting them made attractive by scores of beautifully wooded lawns and splendid residences stretching away along either shore toward the west, you will recall my predictions and say truly: Cadillac is the home city of Michigan.

Civic pride and municipal beauty are topics which are at present receiving tremendous attention everywhere. The magnificent plan for beautifying the city of Washington; the similar plans for beautifying New York, Cleveland, Buffalo, St. Louis, Chicago and many other cities involve the expenditure of hundreds of millions of dollars, and they will be

well spent. All through the Far West are smaller cities which, already discounting the future by their appreciation of the present, are developing municipal plans for harmonious architectural and landscape effects and are carrying them out at a merely nominal cost. They are taking their environment as it is and, working to well considered plans, are utilizing the values Nature has given them to the end that five or ten years hence they may not be behind the greater cities of the East in their beauty.

Therefore I say to you, with your magnificent opportunity, utilize the splendid possibility that awaits your sympathy and enthusiasm. Cadillac has always been a healthy city; and so it is that to-day it is a strong city, troubled only by growing pains. The years pass swiftly and values increase in accordance with that speed. Study your possibility intelligently and in the firm conviction that your city's growth will never lessen in its vigor. And, having faith as to that fact, study to make your city unique among the cities of Michigan. Procure at the hands of competent experts—don't try to figure it out yourselves—a plan for the beautification of your city, with your hills and your lake as the keystones of that embellishment. And then, with all your might and main and on the basis of a permanent splendid investment, work to that plan. Make it purely a public-welfare matter, with no thought of individual gain except as all citizens will alike be benefited, and pending the preparation of the plan secure for your city at once and now, when values are comparatively nominal, the ownership of the entire lake front circuit. Don't do the thing piecemeal, for if you do your project will be spoiled by the interpolation of Coney Island fakements, road-house nuisances and the uncontrollable bedlam marking such mistakes.

Thirty years ago the city of Grand Rapids might have secured the ownership of both Fiske's Lake and Reed's Lake and the property fronting thereon for one-tenth of what it might be bought for to-day, and it is one of the present great griefs of the city that it was so short-sighted as to lose the opportunity. Had the city been the owner of the property it would to-day control the chief features of the handsomest municipal park in Michigan. Because of our failure to seize the opportunity the resort is a questionable one, maintained and controlled for the benefit of the Street Railway Company. By all means, citizens of Cadillac, do not imitate Grand Rapids in this respect.

In conclusion permit me to say that my estimates, my predictions and my advice given to you this evening are all based upon the belief that you citizens of Cadillac are, and that those who come after you will be, thoroughly proud of your city and adamant in your loyalty to her; and, more than that, that all will see clearly and firmly believe in the force and value of co-operative effort for the public welfare, and are enlisted for the war.

And it will be a war. It will be a struggle that will put to test all your

*Address delivered by E. A. Stowe at annual banquet of Cadillac Board of Trade.

patience, all your breadth of character, all your stability, all your loyalty, all your generosity, all your public spirit. But you can win because your chief obstacles will be jealousy, slander, selfishness and penury, and history does not record a single instance where those enemies of humanity ever won a fight against genuine civic pride, absolute honesty of purpose and co-operative effort in behalf of such pride and such purpose.

Common Sense Stenographer Invisible.

The common sense girl is the girl who wins in the business world. The girl with "frizzes" and a dizzy pompadour may attract her fellow workers, but she doesn't appeal to the man who employs her. He is paying her to do his work, not to see how many of his clerks she can get on her string.

The common sense girl minds her own business; she doesn't gossip or cause friction among her coworkers; she dresses neatly and plainly; she doesn't monopolize the telephone or ask to get off to go to the matinee. These are the points a business man appreciates and they are necessary attributes to the girl who wants to succeed.

The common sense girl is amiable; she endeavors in all things to please her employer. She makes it just as much a part of her business to humor his personal characteristics as to do his work. In the business woman amiability is as requisite as efficiency; a smile is the principal adornment of the human face, and we can not expect to allure success by frowning at it.

Some girls confuse amiability with sycophancy; they are afraid they will be considered what vulgarly is called a "supe." Don't let this false impression stand between you and the top of the ladder; and don't think that to preserve your dignity you must assert your rights at every possible opportunity. The girl who always is getting offended at every arbitrary action on the part of her employer is neither the amiable girl nor the common sense girl. Neither is she the girl who succeeds.

Clara M. Lennon.

His Last Retort.

The story is told of a well known Chicago criminal lawyer, whose valuable services were retained last year by the wealthy relatives of a man accused of murder in a Western State.

The case was a bad one, for the evidence was overwhelmingly against the accused. Despite this fact the lawyer contrived, by the skillful exercise of every trick and maneuver known to the profession, to secure the disagreement of juries, delays, appeals, etc., until at last the case was brought before the Supreme Court of the United States.

One day in an interview between the prisoner and his counsel the former asked, "In case the Supreme Court should decide against me, what will be my next move?"

"To Heaven, I hope," was the candid response of the lawyer.

Differing Methods of Applying for Positions.

How should a young man apply for a position?

Thousands of young men would give a year each of their lives for a satisfactory answer to this question, which, in spite of rules that have been laid down by those entitled to speak with authority on the subject, remains as puzzling as ever. Seekers after employment have been told over and over again of the necessity of being "neatly and plainly dressed," "clean as to linen and finger nails," and "liberal as to shoe polish." These and similar injunctions have been handed out by the self-made merchants of all time, and yet, in the opinion of many young men who would like to secure their first job or better their present position, several elements besides clothes and manicuring enter into the question.

Varying ideas as to how a young man should apply for a position prevail among Chicago business men. On some things they are agreed, as a matter of course, but on other vital points there is a wide diversity of opinion. Some of those who have made themselves conspicuously successful in the business world of Chicago say that a young man should bristle with confidence when he asks for a position, while others hold the idea that if he speaks above a whimper he has the swell head and is not to be seriously considered as an applicant. Some employers think that if the applicant looks them squarely in the eye he necessarily is honest and above board, while others admit that they have known rascals of the worst sort who could stand up and look any man in the face while they were telling him the greatest lie imaginable.

Frederic Bode, President of Gage Brothers & Co., wholesale millinery, and himself one of the most successful of Chicago business men, says the trouble with the most of those who apply for positions in his company is that they seem to lack in confidence. Many a young man, Mr. Bode says, has come into his office seeking employment who probably would have been given a place had he not been so timid.

"When a young man buckles right up and tells in a firm, clear voice just what he has done and what he can do," said Mr. Bode, "I make up my mind right away that he is a good sort and that his confidence in himself can be utilized in my business. I don't like the fellows who stand shiftlessly awhile on one foot and then on the other, twirling their hats on their fingers, and glancing nervously everywhere except at me. All other things being equal, I am inclined to believe that a young man who talks straight from the shoulder and straight into your eye, who seems to be enveloped in an atmosphere of confidence and who assures you by his manner that he means business, is the one that gets the good position. I am sure he is the man that appeals to me."

Charles L. Drain, assistant manager of Marshall Field & Co.'s retail store, who has employed many young men, and many old ones, too, in his

time, declares there are no hard and fast rules for an employer to go by when he is selecting men to work for him. Mr. Drain says he is able to size a man up pretty well by talking to him a few minutes, and then, if he "looks good," as he put it himself, the applicant is given a chance.

"You can't tell much about the applicant merely by looking at him and talking with him a few minutes," said Mr. Drain. "I have been completely fooled by fellows that had every appearance of being honest and able on the one hand and on the other by men in whom I put little confidence at first. One of the most successful and upright men of my acquaintance never looks you squarely in the eye when he talks, and I am sure that a person unfamiliar with his ways would be likely to form a wrong impression of him on a short acquaintance. Then I have met fellows, many of them, who came to me brimming over with confidence and sincerity, looking me straight in the eye as they talked, only to be forced to put the police on their trail a few weeks later. There usually is an indefinable something about a man, however, that enables an experienced employer to single him out, and among men of extensive experience a mistake in judgment is rare. I insist, though, that you can not make a rule for the guidance of young men or employers either. To act too confidently may create a bad impression for the reason that the employer may think the applicant is swell headed, and to act timidly is apt to have the opposite effect. About the only thing a young man can do is to be honest with himself, and then, after doing the best he can in his application, take his chances of getting the desired employment."

Edwin Mandel, of the firm of Mandel Brothers, desires that applicants for employment in his firm be truthful above all else.

"I have been troubled so much by liars," said Mr. Mandel, "that I have come to desire a truth telling applicant above all others. It is all right to have confidence in yourself, and, of course, a young man should be clean and neat and prompt, but above all things tell the truth. If a young man has been a failure all his life I would advise him to tell his prospective employer the exact truth rather than attempt to cover over some weak points in the hope of securing the desired position. I think the average employer can tell usually when the applicant for a position is telling the truth, and regardless of what others may think I believe that if the young man can impress the prospective employer with the truthfulness and sincerity of his statements he will be given the preference."

George W. Jackson, engineer and contractor, believes, as do many others, that a young man should speak with confidence on his belief in his ability to do the work he seeks.

"The trouble with the majority of young men is that they are too timid," said Mr. Jackson. "What they need is a little gumption and assertiveness about them. Of course it would not be wise to create the im-

pression that they know it all and that the business with which they seek to become identified no longer can exist without them. Especially should a young man without specific training be warned against assuring an employer that he can do 'anything.' Usually the fellows who can do anything are the ones who can do nothing. If a man has no particular position in view when he seeks employment with a firm he should say so in the beginning, and then add that he is willing to start in any department with the idea of working himself up. If the applicant has any preference as to which department he would rather work in he should say so.

Arthur West.

Here's a Freak Traveler.

Here are another story and another side to the 2 cent fare proposition: Senator A. J. Tuttle, of Ingham, has received a letter from George D. Wilcox, a traveling salesman of Lansing, commending Tuttle's course on that bill when it was before the Senate. Mr. Wilcox says he fears that it will tend to poorer railway service, thus being a detriment to the traveling salesman, 70 per cent. of whom, he declares, oppose the bill. Mr. Wilcox asserts that lower freight rates will be of far greater benefit than 2 cent fares to the traveling men and their firms.—Detroit Evening News.

The glorious life never seeks its own glory.



J. W. York & Sons

Manufacturers of
Band Instruments and
Music Publishers

Grand Rapids, Michigan

Send for Catalogue

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.



Movements of Merchants.

Fountain—Fred Reek will soon open a hardware store here.

Saginaw—Adam Sharp succeeds Rudolph Knapp in the cigar business.

Saginaw—E. A. Winterstein succeeds G. E. Beer in the hardware business.

Hastings—Wm. H. Fairchild has recently added a bakery to his grocery business.

W. N. Burgess, President of the Leonard Crockery Co., has returned from Chicago.

Owosso—Capitan & Malamakis succeed Harry Capitan in the confectionery business.

Hudsonville—E. & M. DeWeerd succeed F. L. Chamberlin in the general merchandise business.

Ludington—Edward D. Moulton has sold his meat market to August Johnson. Mr. Moulton will go West.

Jackson—G. W. Coover has sold his grocery stock and building to W. C. Lyman, who will continue the business.

Burr Oak—John L. Crandell has sold his cigar store to W. H. Snook, of Sturgis, who has already taken possession.

Sandusky—Charles H. Rauch has sold his stock of general merchandise to Ex-Sheriff Proctor, who will continue the business.

Otsego—Richard Montgomery, of Grand Rapids, has purchased the grocery stock of E. J. Franklin and taken possession of same.

Hudson—The creditors of F. F. Palmer & Son, hardware dealers, of which D. D. Palmer is proprietor, have filed a petition in bankruptcy.

Scottville—Oldt & Kilker, dealers in general merchandise, have dissolved partnership. The business will be continued in future by Orion B. Oldt.

Kalamazoo—The stock of Flexner Bros., who formerly conducted a department store, will shortly be offered for sale by the receiver, E. S. Rankin.

Akron—The general merchandise firm of Maxwell & Alde has been dissolved, Burt D. Maxwell going to Detroit, where he intends to engage in the grocery business.

Grand Ledge—Geo. Hilliker has joined the implement firm of Soper & Every, the business to be continued in future under the style of Soper, Every & Hilliker.

Hopkins Station—Wm. F. Tiefenthal has sold his interest in the general stock of Tiefenthal & Duryee to Frank Duryee, and the new firm will be known as Duryee Bros.

Kalamazoo—Chas. T. White has sold his stock of dry goods to A. Strauss, who owns a dry goods store in Anderson and has other stores in Greenfield, Plainfield and other Indiana towns.

Hartford—W. H. Reinheart is succeeded in the Hartford Home Bakery by Claude White and Henry Teifenthal.

al, of Hopkins, who will conduct the business under the style of White & Teifenthal.

Hillsdale—Samuel C. Bull, of Jonesville, has purchased the drug stock of George H. Keefer. Mr. Bull retains his interest in the Jonesville telephone exchange, of which he is owner and manager.

Shelby—C. W. Fisher & Son have dissolved partnership by mutual consent. Chas. W. Fisher will continue the cigar and confectionery business at the same location, Chas. C. Fisher retiring from the firm.

Owosso—The Lenawee Produce Co. has reopened under the supervision of the Michigan Farm Products Co., of Detroit. W. A. Ross, of Owosso, will act as manager and Charles Shaw will have charge of the business here.

Otsego—Richard Montgomery, who has been employed as salesman by the Worden Grocer Co., of Grand Rapids, has bought the stock of groceries in Otsego formerly owned by E. J. Franklin and will continue the business at the same location.

Sturgis—Chas. Neuman, who has conducted a hardware and agricultural store at Williamsport, Indiana, will close up the business at that place and open a store here, carrying lines of hardware, buggies and wagons. Mr. Neuman was formerly engaged in trade at Sturgis.

Cadillac—The William M. Gow Company bankrupt dry goods stock was put up for sale by the receiver, S. W. Kramer. The principal bidders were Adolph Fixel, as representative of A. Krolik & Co., S. Goldstein & Co., both of Detroit, and Goldman Bros. of this city. The latter secured the purchase on a bid of \$3,650.

Union City—Geo. E. Bell has sold his grocery stock to Wylie U. Hubbard and Samuel W. Seaver, who will continue the business under the style of Hubbard & Seaver. Mr. Seaver has been employed by the Tradesman Company for the past four years as stock cutter. He is a painstaking workman and will undoubtedly achieve success in his new undertaking.

Manufacturing Matters.

Jackson—The Walcott & Wood Machine Tool Co. has increased its capital stock from \$60,000 to \$100,000.

West Branch—The Batchelor Timber Co. is installing a heading mill in its sawmill plant to work up refuse hardwood timber.

Traverse City—Frank L. Shuter is succeeded in the cigar manufacturing business by Carl O. Erickson, who has been his foreman for the past four years. Mr. Shuter will retain his cigar store.

Le Grand—Frank Buell, of Bay City, has sold his sawmill at this place to Lewis Jensen, of Gaylord, who will move it to Mangum, nine miles from Marquette, where a mill belonging to him was destroyed by fire two weeks ago. He has a large body of mixed timber there. Mr. Buell also sold to Mr. Jensen 4,000,000 feet of mixed timber on the Lake Huron shore north of Onaway.

Houghton—The Wolverine Lead & Zinc Co. has been incorporated to mine lead and zinc with an authorized capital stock of \$150,000, all of which has been subscribed, \$125,000 being paid in in property.

Detroit—The Eagle Manufacturing Co. has been incorporated to manufacture novelties with an authorized capital stock of \$15,000, of which amount \$10,000 has been subscribed, \$60 being paid in in cash and \$9,940 in property.

Detroit—A corporation has been formed under the style of the Detroit Waterproofing Co. which will conduct a waterproofing business with an authorized capital stock of \$10,000, all of which has been subscribed and paid in in cash.

Escanaba—A corporation has been formed under the style of the National Pole Co., which will deal in lumber and general merchandise, with an authorized capital stock of \$1,000,000, all of which amount has been subscribed and paid in in cash.

Petoskey—A. N. Hart and M. S. Planck, who are manufacturing kitchen cabinets under the style of the Petoskey Kitchen Cabinet Co., are organizing a stock company with an authorized capitalization of \$10,000, of which \$2,000 has already been subscribed.

Lansing—A corporation has been formed under the style of the Cove Manufacturing Co. to manufacture woodwork and building material with an authorized capital stock of \$50,000, all of which amount has been subscribed and \$7,200 paid in in cash and \$22,750 in property.

Saginaw—A corporation has been formed under the style of the Saginaw Concrete Stone Co., which will construct buildings and manufacture materials therefor. The company has an authorized capital stock of \$50,000, of which \$27,000 has been subscribed and \$9,000 paid in in cash.

Detroit—The Detroit Silk Glove Co. has been incorporated to manufacture gloves, mittens and shirt waists. The company has an authorized capital stock of \$25,000, of which amount \$20,000 has been subscribed, \$8,498.46 being paid in in cash and \$11,501.54 in property.

Detroit—Contracts will be let this week by the Chicago Hosiery Co., one of Detroit's infant industries, for a new factory building to cost about \$50,000. The plant of the company is now located in the Boydell building at 139 Beaubien street, where it has been since its organization about eight years ago.

Detroit—The Fiber Hardwood Lumber Co. has been incorporated to conduct a lumbering and mercantile business, operations to be carried on at Felsenthal, Arkansas. The company has an authorized capital stock of \$1,000,000, all of which has been subscribed, \$70 being paid in in cash and \$999,930 in property.

Bay City—The car movement in lumber is as active as the railroads will permit it to be. Shippers are able by persistent effort to obtain about one-fifth of the cars wanted, and their business has suffered much this winter in consequence of the car

famine. When the lumber is shipped they are anxious to have it reach its destination that cash returns may be received, but in many instances cars are from three weeks to sixty days in reaching the point shipped to, and makes it bad all around.

Kalkaska—Frank B. Gibbon, of Cincinnati, an experienced man in the canning factory business, has rented the old canning factory at this place and is now away buying new machinery which he will have installed at once. He will operate the plant this summer, making a specialty of string beans and if there is any huckleberry crop, he will can these berries. The canning factory has been idle for the last two years and the machinery mostly sold. Its revival will be a good thing for Kalkaska.

Bay City—The sawmill of E. C. Hargrave is receiving something over 100,000 feet of white and red oak from within fifty miles of Bay City and as fine timber as has ever been cut in Michigan, some of the 3-inch plank being clear stuff and of extraordinary width. It is white and red oak. A portion of it has been sold to the Detroit Car Works and the remainder to the Bay City Boat Building Co. The timber is being manufactured for D. H. Trombley, who bought the logs and railed them to Bay City. It is worth from \$45 to \$80 a thousand feet.

Berrien Springs—A new warehouse 70x100 feet in dimensions is being erected by the John Boyle Canning Co., which has also caused the old canning factory buildings to be moved to the Pere Marquette depot, where both have been refitted and are now ready for the machinery, which is being installed. Part of the machinery has been brought from the Eau Claire factory and also from the plant at Brownsberg, Ind., it being the intention of the company to make this factory their principal one. W. E. Wilson and August Hellweg have charge of the company's interests here.

Business Changes at Toledo.

Toledo, Ohio, April 23—Campbell & Cramer have purchased the hardware stock of Harvey & McGregor, at 612 Front street, and will close out the goods at once.

H. T. Kecheley has severed his connection with the Zehner Brothers Packing Co., for which he was city salesman for the past year, and will again engage in the grocery and meat business at his former location, 1151 West Bancroft Street.

Will Not Locate in Detroit.

Ely & Walker, the St. Louis dry goods jobbers, write the Tradesman, requesting it to deny the report that they contemplate establishing a branch house in Detroit. President Calhoun requests the Tradesman to state that no branch houses are under contemplation at this time and that the report sent out from Detroit last week to the effect that such action was being considered was unauthorized and untrue.

You may climb fool's hill in an auto, but you will not reach the top any earlier.



The Produce Market.

Bagas—\$1.35 per bbl.
Beets—\$1.35 per bbl.
Butter—The market is very firm at an advance of 2c per lb. All grades are very scarce and the situation is exceedingly strong. Storehouses all over the country are empty, and the trade are forced to depend upon the current make, which is light, owing to the backward season. The outlook for the coming week is very short, and probably even higher prices will prevail. Creamery is held at 33c for No. 1 and 34c for extras. Dairy grades are held at 28c for No. 1 and 20c for packing stock. Renovated is in fair demand at 28c.
Cabbage—\$1 per doz. for home grown; \$3 per crate for Charleston; \$3.50 per crate for California.
Cheese—The market is unchanged. A seasonable consumptive demand is reported and stocks are decreasing satisfactorily. Holders believe that no special change will occur until old stocks are exhausted and new cheese is good enough for the grocery trade.
Celery—85c for California.
Cocoanuts—\$3.50 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 1/2c lower than a week ago. The quality of receipts is excellent. Dealers are paying 15c for stock to-day, finding a ready market for it on the basis of 16c.
Green Peas—\$2 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—14c per lb. for hot house.
New Beets—75c per doz.
New Carrots—65c per doz.
Onions—Home grown scarce and in good demand at 75c per bu. Texas Bermudas are now in market, commanding \$2.25 per crate for white and \$2 for yellow. Spanish meet a limited demand at \$1.65 per 40 lb. crate.
Oranges—\$3.25@3.50 for large stock and \$4@4.25 for the more desirable sizes. Shippers are still seriously hampered by their inability to get cars and it is estimated that half the crop of California navels is still on the trees.
Parsley—35c per doz. bunches.
Pieplant—2.25 per 40 lb. box of hot house.
Potatoes—Country buyers pay 30@35c.
Poultry—Local dealers pay 14c for live hens and 16 1/2c for dressed; 14 1/2c for live chickens and 17c for dressed; 13c for live ducks and 15c for dressed; 16c for live turkeys and 17@20c for dressed. Receipts are meager. Good stock brings best prices.
Radishes—Long fetch 30c per doz. bunch.
Spinach—1.25 per bu. for Illinois.
Strawberries—\$2.25@2.50 per crate of 24 pints.

Sweet Potatoes—\$4 per bbl. for kiln dried Jerseys.
Veal—Dealers pay 5@6c for poor and thin; 6 1/2@7 1/2c for fair to good; 8@8 1/2c for good white kidney from 90 lbs. up. Receipts are not adequate to the consumptive demands of the market.

Difficulty Experienced in Ordering Goods.

The hardware man was "up against it." He wanted to make an order and to save his life he couldn't. He then called in a friend and told his predicament.
"How did you write it?" asked his friend.
"Well, first I wrote it this way: 'Please send us one dozen tailor's geese,' and I saw that wouldn't do, so I wrote 'Please send us one dozen tailor's geeses,' and that didn't look right to me, so I tried again and wrote 'Please send one dozen tailor's geoses,' and that looks as badly as the others. Now, how would you do it?"
"Oh, that's easy," said his friend and he wrote: 'Please send one tailor's goose.'
"P. S. Send eleven extra."

W. R. Bates.

O. F. Jackson has sold his grocery stock at 739 South Lafayette street to Richard Hoeksma and Tice Van Eulen, who will continue the business at the same location under the style of Hoeksma & Van Eulen.

The Raab Chair Co. has leased the factory building now occupied by the Grand Rapids Fixtures Co. and will take possession of it as soon as the present occupant removes to its new factory now in process of construction.

Detroit—The American Go-Cart Co. has discontinued business, having turned its list of customers over to the Detroit Folding Cart Co. and sold that company a considerable portion of its material. The Detroit Folding Cart Co. states that it will not manufacture any of the styles of the retiring company, but will continue to make its own line exclusively and will remain in the same factory occupied by it heretofore.

J. P. Vail & Sons, fruit and produce commission merchants, Columbus, Ohio: Enclosed please find check for \$2 for one year's subscription to the Tradesman. We simply can not get along without the Tradesman, that is all there is about it, and do not mean that we should get along without a single copy, so let it come immediately.

Clyde Terrell has started a blacksmith shop at Jenison. Sherwood Hall Co., Ltd., furnished the stock and tools.

Irving Seymour has started a blacksmith shop at Lyons. Sherwood Hall Co., Ltd., furnished the stock and tools.

The Glengarry Mercantile Co., general dealer at Glengarry, has added a line of harness. Sherwood Hall Co., Ltd., furnished the stock.

The Grocery Market.

Sugar—Raws have shown an advancing tendency during the entire week, and some sales have been at advances. There has been no change in refined during the week, but an advance is expected if the firmness in raws continues. The demand for refined sugar is fair.

Tea—There continues a very fair demand from both wholesalers and retailers and the market remains in its former position. The limited stocks of low grade teas keep these kinds particularly strong, especially for Indias, Congous and Ceylons.

Coffee—The market has fluctuated during the week, moving both up and down, but the advances have not equaled the declines, and the market closes the week with a further decline of about 20 points in options and 1/4c in actual Rio and Santos. The cause of the continued weakness is the enormous receipts which are bearing so heavily upon the market that a sharp and decided break would not be surprising. The demand is sluggish. Java continues very firm at unchanged prices. Mocha is steady and in moderate demand. Milds are steady and unchanged.

Canned Goods—The situation in spot tomatoes was interesting, mainly because of the divergent views of brokers. Some professed to see no prospect of an improvement in demand, without which the existing feeling of weakness among holders is likely to result in a further decline in prices. Others believe that a change in condition is about due and would not be surprised to see a reaction in the market at any time, as from now onward to the time when local fresh tomatoes will become available there should be an active consuming demand, if the experience of previous seasons is repeated. Future tomatoes remained quiet but firm.

Dried Fruits—The prune market on the coast is firm, as holders there are tightening up until they learn the extent of the crop damage. Until that is learned there will probably be no sharp decline in prunes, and not then if it is found that the crop will be short. If there is to be a good crop, however, easier prices on spot prunes can be expected. Peaches are slow and most of the business is from second hands. Holders are making concessions to move stock and have succeeded to some extent. There is no active demand, however. The coast market on peaches is still firm. The demand for currants is about average for the season and there is no indication of any lower prices. Raisins are in fair demand, chiefly, however, for seeded goods. Loose raisins are dull, because of scarcity and high prices.

Rice—Markets at New Orleans and points in the South report a good demand and light supplies, with consequent firmness. There is a feeling existing that if demand were to increase to any extent prices would be likely to advance. Foreign markets are reported exceptionally strong, and this feeling is reflected in Chicago.

Fish—Mackerel is unchanged and in light demand, Norway fish being scarce and firm and Irish easier. Domestic sardines are unchanged at the

last advance and in fair demand. Imported sardines are likewise unchanged and in light request. Cod, hake and haddock are unchanged and in small demand. Salmon is steady and unchanged. The new season has not yet opened.

Provisions—All smoked meats are unchanged. Lard, both pure and compound, is steady and unchanged. Canned meats, barrel pork and dried beef are steady and unchanged. All provisions are in curtailed demand on account of the cool weather.

Syrups and Molasses—Reports from New Orleans note a firm feeling. The tone on sugar syrups holds firm under a good demand and lack of accumulated stock. Maple syrup is firm and in seasonable demand.

The Grain Market.

Wheat prices have been stronger the past week, influenced largely by crop damage reports and a generally increased demand for both domestic and foreign shipments.

The visible supply for the past week showed changes as follows: Increases of 812,000 bushels of wheat, 474,000 bushels of oats and 79,000 bushels of rye; decreases of 850,000 bushels of corn and 2,000 bushels of barley. This makes the present visible supply of wheat 51,991,000 bushels, compared with 43,943,000 bushels at the same time last year. The present visible supply of corn is now 10,000,000 bushels, compared with about 7,000,000 bushels at the same date last year. Oats are now quoted at 9,946,000 bushels, compared with 18,190,000 bushels at the same date last year.

Cash corn has been quite strong, advancing slightly from day to day. There is a large amount of poor and damaged grain on the market, and this grain is being sold at a discount of from 3@5c per bushel, according to quality.

Oat prices hold very firm, but the demand is comparatively light, owing to the extremely high prices as compared with corn and other feeds. The situation in this grain is very strong, however, stocks being light, and we do not look for any material decline under present conditions.

L. Fred Peabody.

Annual Meeting of Traverse City Council.

Traverse City, April 23—At the annual meeting of Traverse City Council, No. 361, U. C. T., the following officers were elected:

Senior Counselor—W. E. Smith.
Junior Counselor—L. W. Codman.
Secretary and Treasurer—Wm. L. Chapman.
Page—James Flaggert.
Sentinel—C. O. Whitbeck.
Executive Committee—A. L. Yoyce, F. P. Boughey.

The ladies were invited to the installation of officers, after which refreshments were served and all enjoyed a good time.

Fred C. Richter, Sec'y.

Frank Murlington has opened a blacksmith shop at Pierson. Sherwood Hall Co., Ltd., furnished the stock.

LESSONS OF ARBOR DAY.

Forest Topics To Group About the Event—Excellent Planting Suggestions
by Forester Pinchot.

Grand Rapids, April 24—We are doing what we can to enlist an interest in growing trees in Michigan to take the place of the woods and forests that have been cut off, and we would like very much to have especial attention given on this Arbor Day to the importance of the forest in its relation, not only to the beauty of the country, but to the great commercial interests of the State subserved by the products of the forests.

Please call attention particularly to the vast amount of forest products used in connection with almost every phase of life and emphasize the responsibility that we all have in the saving and growing of forests, that the welfare and happiness of the people may thus be subserved and protected. The forests nowadays must be recognized as crops the same as any other product of the soil, and while the time of maturity may be extended over a large number of years, the method of treatment must be upon the same scientific basis as is followed by the most progressive farmer in the handling of his annual crops.

The virgin forests in our own State have mostly been removed and matters connected with tree planting and tree growing are of greater importance to-day than at any time in the history of the State. The wood-working industries stand next to agriculture in importance as an occupation. They will naturally decrease unless we furnish the raw material for their maintenance. Arbor Day furnishes the opportunity to bring these facts before our people.

Charles W. Garfield,

President Michigan Forestry Commission.

Lessons of the Day.

The lesson of Arbor Day is the use and value of the tree in the life of the Nation. It should therefore be the aim of the teacher so to observe the day as to convey this lesson clearly and impressively. The diversion of setting out a few trees, the exercises with which the school hours are enlivened, although all-important in exciting the interest and calling forth the enthusiasm of the scholars, may well be regarded as a means to the desired end rather than as the end itself. The sentiments and emotions aroused on Arbor Day pass only too quickly; the significant thing is that permanent results be left—lasting impressions in the minds of the children, and, flourishing in the earth, an object lesson in a tree plantation of use or beauty, or both combined.

The tree that is significant in the life of the Nation is, of course, the forest tree. Isolated trees, along the roadside, in the city streets, or in the school yard, please the eye and cool the air with their refreshing shade. But the forest of trees, where wood is growing to supply material for homes, for fuel, for a hundred industries; where the forest litter is storing the waters for streams to quench men's thirst, to irrigate their lands, to drive their mills, to fill their rivers deep for the vast traffic of inland navigation; in a word, the forest as producer and custodian of the necessities of life and happiness, is the true message of Arbor Day.

Forestry is based on this idea of the forest, and all its teachings aim to put this idea into actual practice. As a science forestry secures the exact knowledge of forest life which makes it possible to co-operate with nature in bringing the forest to its very fullest usefulness as a source of wood, as a protection to the soil, or as a natural reservoir. As an art forestry applies this knowledge for the good of mankind. Thus Arbor Day is the time for imparting, especially to children, such of the clearest and simplest of forest laws as their minds are ready to receive. It is, of course, impossible to go profoundly into the subject, and quite as unnecessary. But, however modest the work undertaken on Arbor Day, it is by no means difficult to make that work tell in the right direction by bringing home its connection with the larger and simpler truths of forestry. The planting of a few trees, without reference to the commercial utility and protective value of forests, is but a small part of the work of the day.

Nature Study and Forestry.

That the elements of forestry are highly suited to interest the mind and appeal to the affections of the child is now well established, and is due principally to the fact that the forest is an active and performing thing, and the home of wild life. The child mind, from very infancy, has the enquiring spirit of an investigator. But the direct appeal to the child's attention and fancy, as to those of the children among races, the barbarians, is made not by the abstract or the inanimate, nor by causes and laws, but by the concrete and external forms of nature. The crystal or the weather, the rocks or the stars, have their strongest attraction for a later time; but for the half-dozen years between the ages of 6 or 7 and 13 or 14—the age for nature study—it is the beasts, the insects, and the birds, the flowers with their beauties, and assuredly the deep forest in its strength and mystery, the dwelling place of these creatures and the place chosen for adventure by youth, that keep the spell to charm and hold the child discoverer.

This is borne out by the methods of nature's own schooling. Through instinct the mother, civilized or savage, is led unerringly to the fable and the lore of the woods for the persuasive tales wherewith to satisfy the restless and imaginative curiosity that is so nearly the complete definition of the child mind; with the story of the cruel wolf, the thundering torrent, the wise raven, the mighty oak, she corrects her infant's naughtiness or soothes its petulance, weariness or fright. And so as the child advances, and teaching, brought indoors, becomes more formal and sedentary, it is the true pedagogic

instinct which still continues to keep constant and animated the touch between the young faculties and the real world. This is, indeed, the whole sphere of nature study—to preserve, with what we can retain of its first sincerity and freshness, the inborn zest for original discovery in the teeming field of life. Nature study, with its aquaria and herbaria, its window boxes, its butterfly collections, is the true preparation for science, which follows the same ways of observation and experiment; both lead to useful knowledge through the one door of reality.

Forest Topics To Group About Arbor Day.

What child has not seen a muddy freshet? Yet this sight, so common in the spring, is full of suggestion for a forest lesson. The stream is discolored by the earth which it has gathered from the soil. This carries us back to the stream's source, the forest springs. Again, it shows us with what force the water has rushed over the exposed ground where there was no forest to shield and bind it. In just this way the Mississippi tears down and flings into its bed each summer more soil than will be dredged with years of costly labor to make the Panama Canal. An experiment with fine and coarse soils stirred quickly in a tumbler of water and then allowed to settle explains how the stream continues muddy while it runs swiftly, and how it clears again as it slackens on more level stretches, dropping the soil to the bottom. On any steep, plowed hillside, or on any railroad or trolley embankment, exposed soil may be seen washing with the rain. A forest on a mountain slope may be pictured by a cloth upon a tilted table; then if water be poured on the higher edge it will creep downward through the cloth and drip slowly from the lower edge, as would rain falling upon the forest. If now the cloth be plucked off, and the water still poured, we may observe at once what happens when such a forest is destroyed.

Most articles in common use, clothing excepted, are made of wood alone or in combination with metal. Here is an excellent subject for an Arbor Day composition. Let one but think of the poverty and backwardness of life without the material that is supplied only by the forest. No single one of nature's gifts, after air and water, is more freely offered or readily enjoyed than wood. We live chiefly in wooden houses and burn wood to keep warm. Tables and other furniture, carriages and garden implements, matches and paper are taken in whole or in part from the forest. Wood is easy to procure and to work. How simple a matter to cut a sapling for a fishing rod; how hard to smelt and cast a fishing rod from iron ore. Boys who have grumbled over having to split a tough stick to feed the kitchen fire would have better cause to grumble if wood had to be painfully mined from the rock. Nails and screws, saw and plane and chisel, suffice for a multitude of smaller repairs which anyone can make; to cut or rivet metal is no such easy affair.

The flowers and seeds of trees are interesting subjects of investigation. The bursting of the blossoms on elm and red maple, the tassel-like catkins of cottonwood, willow and alder are among the earliest signs of spring. Some of the most fascinating facts of botany are easily studied in tree flowers. Black locust, basswoods and yellow poplar, for instance, carry perfect flowers that pollinize their own pistils; chestnut, beech, pines and spruces, on the other hand, have their staminate and pistillate flowers distinct, although on the same tree, while such species as the cottonwood, the willows, alders and ashes, the persimmon and the boxelder bear only the staminate or only the pistillate flowers on a single tree. The ingenious and often intricate devices of nature to secure cross-fertilization are well worth enquiring into.

Many of the early flowering trees mature their seeds before the school year ends. The adaptations by which forest trees secure the distribution of their seeds are diverse. Some seeds, such as the nuts and hickories and chestnuts, are distributed by squirrels, foxes, bears and coyotes, and by birds, others by the wind, and yet others by floods or running waters. Hedge-rows of locust trees commonly spring up where the seeds, after falling on the frozen snow, are driven by the wintry gusts to lodge among the brush and roots along the fences. Rows of juniper and cherry are just as often grown from seeds dropped by birds. Willows are mainly found along streams and oozy ground, not because they always prefer so wet a soil, but because the fresh, fine mud beside the water gives the seed-bed most favorable to the germination of the seed.

A whole world of undiscovered yet most rewarding truth can be opened through this gateway. And the story of flower and seed conveys very vividly the insistent purpose of nature to renew the forest and carry it, undepleted, from one generation to another.

Tree seeds collected by the children, toward the close of the school year, may be planted by them at home, preferably out of doors, where they will furnish a striking demonstration of the sturdy force of tree life, and at the same time, if carefully tended, supply a few seedlings for next year's Arbor Day planting. For such a project the seeds of elms, soft maples, poplars, cottonwoods and willows, all of which may be found in the spring, offer the best of material.

A number of similar subjects will suggest themselves; for example, a description of the largest, the most useful, the strongest, or the most beautiful of trees; or telling how the age of trees is counted by the annual rings. There is the basis for one story in the age of the giant Sequoias, among the oldest trees in the world, which have stood, some of them, upward of 4,000 years; and for another in the newspaper, which, like most books and many inferior papers, is a sheet of wood that has been ground and pressed and

dried so that it will be light and smooth enough to take ink, and thus scatter everywhere the news of the doings of the world.

Planting Suggestions.

The proper season for planting is not everywhere the same. Where spring is the best season—north of the thirty-seventh parallel generally—the right time is when the frost is out of the ground and before budding begins.

The day to plant is almost as important as the season. Sunny, windy weather is to be avoided; cool, damp days are the best. For this reason it is well to leave the date for Arbor Day unfixed. All exercises are better deferred until the planting is done.

Trees can not be thrust into a rough soil at random and then be expected to flourish. They should be planted in well-worked soil, well enriched. If the trees can not be set out immediately after being secured, the first step is to prevent their roots drying out in the air. This may be done by standing the roots in a "puddle" of mud or "heeling-in" the trees by burying the roots deep in fresh earth.

In planting they should be placed from two to three inches deeper than they stood originally. Fine soil should always be pressed firmly—not made hard—about the roots, and two inches of soil at the top should be left very loose to act as a mulch to retain the moisture.

Small seedlings may be secured easily and cheaply. If these are set out in good numbers after the pattern of a commercial plantation they will become in due time a true forest on a small scale. No matter how few the trees, they may be made to illustrate planting for some useful purpose.

The scope of planting may sometimes be broadened by securing permission for the children to plant a small block of trees in some field unsuited for crops, and in this way the work can be done just as it would be done on a larger scale by the forester.

Outside the scope of the actual planting, it is well to bear in mind that Arbor Day is not the only day in the year on which trees deserve to be remembered and cared for. They need care throughout the season. Watching the plantation thrive under right treatment greatly adds to the educational value of the work, and to its success, which should be its best lesson.

It is all important that the plantation should serve as a model of what can be accomplished along these lines. Then, when the children are grown men and women, they will find great satisfaction in the work of their school days.

Gifford Pinchot,
Government Forester.

UNITED ACTION.

What Co-Operation Has Done for Cadillac.*

The year or more that has elapsed since last we met as an organization was not as fruitful in bringing new industries and increasing our population as the preceding year. We claim, however, that we have accomplished fully as much for the permanent good of our city as in any previous year.

As many of you know, our policy has not been directed so much toward the location of new industries, although we have neglected no opportunities, as it has been to build up and strengthen those we now have. Fully \$75,000 of individual subscriptions have been made in purchasing stock in some of our new companies.

I believe you will agree with me that there is nothing so harmful in building up a city as a number of unsuccessful, irresponsible, non-producing industrial institutions. As a Board of Trade we are as much obligated to look after those we have as in directing our efforts to procure new ones. The present condition of our bonus manufacturing industries is gratifying evidence of the success of our plan. All of them, with the possible exception of one, are giving employment to as many people as we expected they would and a majority of them are employing twice as many.

I know that there has been some criticism among a few of the stockholders of some of our new factories, owing to their inability to pay dividends. It must not be forgotten that

it takes time to bring any new industry up to a dividend-paying basis. Indications are that it will not be long before we can look for a realization of our desires in this direction.

We, no doubt, have been criticised for the things we didn't do that we ought to have done and others that we did do and ought not to have done. This is not surprising. It is rather to be expected. Why, even the methods employed in the administration of our city affairs have been criticised, and I for one am glad of it.

The spirit of criticism that permeates our municipal life is of real value in keeping things straight. It would have been a mighty good thing for Minneapolis, St. Louis and Grand Rapids if they had had a little more criticism and investigation at the right time. A quiet, peaceful, happy-go-lucky contentment with conditions as they are is not conducive to honest government. Care should be exercised. Be sure that your criticism is just and that you have facts and figures to substantiate whatever claim you make.

There is cause for congratulation in the fact that our phenomenal growth of the past three or four years had nothing of the elements of a boom. There is always danger when the growth is unusual of being classed as a boom town, and had we been as successful in 1906 as in 1905 in locating factories we might have had some of the unfortunate experiences of this class of towns.

In the work of the coming year I would recommend that the advertising feature be made more prominent. Publicity is the key to success, not only in large commercial enterprises

but in municipal affairs as well. It is not, perhaps, generally known that we are naturally a jobbing center. This knowledge should be disseminated among those who would naturally be interested. Not only should our advantages as a jobbing center, but our advantages as a manufacturing town, be emphasized. We want industries which are not looking for bonuses, but which have discovered that our city is, geographically and naturally, adapted to their particular kind of business.

We want to get away from the bonus feature. It is an unfortunate and pernicious condition that is the outgrowth of a too earnest desire of towns without natural advantages to produce a boom for the purpose of unloading real estate that was valueless as soon as the boom was over.

The competition for factories during the past ten years has become so active that any city which wished to grow along industrial lines was obliged to resort to this method. We have no apologies to offer for what has been done. It was the right thing to do and it may be policy to continue along the same lines a little longer, but eventually we want our growth to come without this kind of persuasion.

As I mentioned before, we must advertise—not foolishly, wasteful advertising. Papers full of pictures of our prominent citizens—and some who are not so prominent—are absolutely without any value unless it might be to send to some relative or friend down at the old home, just to show them what a devil of a fellow you have got to be. For downright foolish spending of money I know of nothing that will equal it. Our advertising should be among that class of industries which we positively know would succeed here. This could be done by correspondence and personal solicitation.

As you all know we have certain well-defined resources, such as unoccupied lands within our trade radius, central location, distance from other towns and railroad facilities which should make us an ideal jobbing center; hardwood industries of all kinds and transmitted electric power from the Manistee River; opportunities for the laboring men; public utilities, churches, schools, libraries, hospital, opera house, Y. M. C. A., banks, parks and streets—all these are valuable assets and should be thoroughly advertised, persistently and systematically. These things we must do if we succeed in making our town all that we desire it to be.

Occasionally I notice that some of us get into the old rut of pessimism and lack of confidence. When this disease becomes general there is nothing quite so bad. We try to convince ourselves that hard times are coming because someone has said that they come every ten years anyway without cause or reason. Now if this were true we should have had a financial panic in 1903. As you know, it was just the reverse of all this, and yet I am aware that a general belief in hard times will in itself produce a panic. We must not think of hard times, least of all talk about

them, because there is no reason for it.

A very encouraging feature is the outlook for 1907. This in itself ought to dispel any ordinary case of the blues. There will be more money spent for building operations than in any previous year. Fully \$200,000 will be expended on public buildings and brick blocks; \$50,000 more on old and new private residences and the repairs and changes on factories will bring the amount up to \$300,000. Over half this amount will be paid for labor.

These figures are conservative. I can furnish positive facts and figures to substantiate them. In addition to this there are several building projects and small industries, pickle factory, canning factory, and such like, that are under consideration and some of them will, no doubt, be actualities before the season is over.

Your own judgment will tell you how much more you can safely add to the figures I have mentioned. In any event, it is not a very gloomy outlook—rather discouraging to the professional pessimist. I am of the opinion that it will compare favorably with any town of its size in the United States. We have every reason for being profoundly thankful for the prospects that illumine the horizon.

We are proud of the character of our people. The loyalty, unselfishness and generosity of some of our wealthier citizens are causes for congratulation. We may at times disagree politically, but in our love and loyalty for all that is best for our city we are and always have been a united citizenship.

Secrets We Are Losing.

"We are losing all our secrets in this shoddy age," an architect said. "If we keep on the time will come when we'll be able to do nothing well.

"Take, for instance, steel. We claim to make good steel, yet the blades the Saracens turned out hundreds of years ago would cut one of our own blades in two like butter.

"Take ink. Our modern ink fades in five or ten years, to rust color, yet the ink of medieval manuscripts is as black and bright to-day as it was 700 years ago.

"Take dyes. The beautiful blues and reds and greens of antique Oriental rugs have all been lost, while in Egyptian tombs we find fabrics dyed thousands of years ago remaining to-day brighter and purer in hue than any of our modern fabrics.

Should Not Be Too Credulous.

An Irishman was talking about the case of Baring Gould, whose obituary, you will remember, was recently printed by mistake, Mr. Gould still being happily with us.

"So," said the Irishman, "they've printed the funeral notice as a man that ain't dead yet, have they? Faith an' it's a nice fix he'd be in now if he was wan o' thim people that belaves iverything they see in the papers!"

The popularity of a merchant is largely due to the popularity of his prices.

*Annual address of Arthur H. Webber, President Cadillac Board of Trade, at annual banquet on April 17.



DEVOTED TO THE BEST INTERESTS
OF BUSINESS MEN.

Published Weekly by
TRADESMAN COMPANY
Grand Rapids, Mich.

Subscription Price

Two dollars per year, payable in advance.

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

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

Sample copies, 5 cents each.

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

Entered at the Grand Rapids Postoffice.

E. A. STOWE, Editor.

Wednesday, April 24, 1907

THE SEARCH FOR THE POLE.

When Commander Robert E. Peary started on his last voyage of discovery into the frozen Arctic in search of the North Pole he announced that, succeed or fail, it would be his last venture. The world knows that he failed, but that the failure was due to a sudden and unfavorable change in the weather which broke up the ice fields and rendered further progress by sled impossible. Despite this mischance, Peary reached farther north than any other Arctic explorer, and his experience convinced him that with better weather and better equipment success would be entirely possible. It will therefore surprise no one that, despite his former announcement that he would go north no more, he is again preparing for a fresh journey in search of the elusive North Pole.

To facilitate his explorations the Navy Department has granted Peary a three years' leave of absence. This liberal allowance of leave from his regular duties, after previous concessions of the same sort, has given rise to some criticism, but the Navy Department has very properly paid no attention thereto, taking the position—and rightly, too—that Peary's work, while not strictly in line with his duties in the Department as a civil engineer, has reflected great luster on the Navy and has been productive of valuable results which fully compensate the Government for the temporary loss of the explorer's services.

Peary has now made a number of voyages into the Arctic, each one more daring and successful than its predecessor. By these frequent voyages Peary has acquired knowledge which makes him better equipped to conduct a fortunate search for the North Pole than any other explorer. Those backing him evidently take the view that if Peary had a good chance of success before his chance has greatly improved because of previous experiences. All the money that will be needed has not been raised, however, and the explorer announces that \$10,000 is still required to insure the success of the venture. Without doubt that comparatively modest amount will be raised before the time arrives for the sailing of the expedition.

It is understood that Commander

Peary will again use the specially constructed steamer Roosevelt, which did such good service when he made his last dash to the Pole. The ship will be further strengthened and equipped for a long stay in the North. Just what change in his programme, compared with the one he followed last time, the explorer is to make has not been divulged, but it is believed that he will follow pretty much the same plan as before—that is, push as far north in the Roosevelt as possible and then proceed northward over the ice fields in sleds, trusting to favorable weather to permit of the final dash proving successful.

Another project of interest in this connection is that which is being prepared under the direction and leadership of Walter Wellman, already a person of distinction in American journalism, as well as in Arctic exploration. The Chicago Record-Herald is standing sponsor for this essay, which is to be made by balloon from some point in Norway or Spitzbergen. In 1897 a balloon voyage to the Pole was attempted by a Norwegian, Salomon Auguste Andree. It failed, however, and the daring aeronaut perished.

Although the constant quest for the elusive North Pole has been productive of little but disaster and suffering, still the eagerness of the world to unveil the last mystery surrounding the North Pole is as keen as ever, and it is safe to say that there will never be lacking adventurous spirits willing to take all the risks until the problem of reaching the goal has been finally solved. That the Pole will be finally reached seems absolutely certain; and that accomplished, all interest will promptly turn to the even more difficult task of discovering the South Pole. Antarctic explorers have not been idle, but owing to the greater difficulties of the case and the vaster expanse of the ice circle surrounding the earth's southern extremity, success is not even measurably in sight. With the North Pole discovered, however, all energies would be promptly bent towards a solution of the difficulties of the remaining proposition.

STREET CAR CONDITIONS.

Some years ago, when the city railway system of Detroit was owned by George Hendrie, it was a notorious fact that he somehow or other owned the Common Council of that city. Just what that "somehow or other" was no one knew, and to this day, even although conditions have changed for the better, the details of Mr. Hendrie's Street Railway Machine are not known. About all that is asserted positively is that another Scotsman, as canny as are Geo. Hendrie and his son Strathearn, was the chief fogleman, the chap (long since dead) who by lifting a finger, shrugging a shoulder or winking an eye could make things before the Common Council "go" as he wished.

One of the universal tenets of street railway building is to first find out exactly where the enterprise is "at" in its relation to the City Fathers and, if the situation is not right, to make it right before beginning operations. This is the history of every street railway proposition ever fully developed, so that it is not at all unique

that there is a widespread, strong feeling that street railway matters in Grand Rapids might be improved upon if the general public were a little better informed as to whether or not the Grand Rapids Railway Co. has long been a most potent factor in shaping street railway legislation.

What one or two or three of our City Fathers is prepared to assert, off hand, that the terms and provisions of the company's charter are being met and fulfilled by the Railway Company as they should and as they agreed to? On the other hand, how many citizens are there who are ready to testify that the company do not give the service they have contracted to provide? Do they give eight minute or ten minute service, as they are bound to give? Do they keep the pavements between their tracks in the condition they have agreed to maintain? Do they provide sufficient accommodations for the patrons who are entitled to seats?

If they are living up to their contract, thousands of citizens would be pleased to know the fact and, if they are not, those thousands are interested in knowing the reasons why. Answers to these enquiries are easy to obtain. For instance, recently Mayor Thompson, of Detroit, called for volunteers to aid him in keeping tab for given periods upon the various street railway routes of that city, and within twenty-four hours he had hundreds of reputable, reliable citizens who were at his command free of charge. And, working in pairs, so that there would be two witnesses to substantiate every statement made in the shape of testimony, this suddenly created Vigilance Committee kept tab. They were unknown to the railway people and they were particularly interested in time schedules and seats provided. Two men at a given point recorded the passage of a certain car numbered so-and-so; unknown to these two, another two recorded the passage of the same car three or four miles away. These records were reported to the Mayor. Similar reports were made as to overcrowding cars, and the results were of such a character as to create the direst sort of consternation in the street railway camp. The effect was good in that it caused, within two or three days, a marked improvement of the service, but the best result was the presentation of unimpeachable evidence that the Street Railway Company were violating the terms of the charters of every one of the various lines of the Detroit United Railways.

Such a campaign might be tried in Grand Rapids, and without doubt the result would be interesting to the Railway Company and to citizens in general.

Rev. Anna M. Shaw, President of the Woman's Suffrage Association, says that universal peace will never be a reality until political equality, without regard to sex, is established. Perhaps; but a woman's convention rarely gets down to business until they have had a lively scrap.

There is little danger in the discontent with condition that is equaled by discontent with character.

MR. HILL SETS AN EXAMPLE.

Two cent fare sessions of legislatures have been pre-eminently en vogue the past few months and, as a result, fifteen or twenty states have acquired just rates for railway fares and at no loss to railway corporations. And now, when the Legislature of Minnesota, expecting a fight, appropriated a generous fund for expenses in securing a two cent rate from her railroads, James J. Hill comes out frankly and says: "Gentlemen, you needn't spend your money. I've had my ear to the ground and am ready to grant the two cent fare." And so Minnesota covers the appropriation back into her treasury and swears that Jim is a bigger man than some others they know about.

And he is. Mr. Hill's railway interests include thousands of miles of track, tank stations, sidings, bridges, and all that, where the population is less than five persons to the square mile immediately adjacent, where the villages are hundreds of miles apart instead of fifteen or twenty miles away from each other, as they are in the North, Central and Eastern States. Mr. Hill wastes no time, words, money or ill feeling on the subject, but by his ready concession acknowledges his appreciation of the fact that two cent fares mean an increased income for his entire railway system; mean better business all around.

Mr. Hill's concession also admits the fact that the wondrous publicity given to railroad affairs the past two years has opened the eyes of the great general public to the impositions put upon them in the past by the railway corporations. Complicated, involved and almost incomprehensible as they are, reports by railway companies have been sufficiently straight and available to let us know that railway manipulators have worked their graft long enough and that it is time to stop.

When the Pennsylvania system announces a net income of ten or eleven million dollars last year it means that its few miles in Michigan have not been mere ballast, and it also proves that under two cent rates the business of that system as an entity has been better than it was when rates were higher.

The Tradesman regrets to learn that the Senate Committee on Railroads has decided to amend the Railroad Commission bill so that the Commissioners will receive \$3,000 a year salary and devote their entire time to the work of the Commission. This amendment may be traced to the cunning hand of the railway attorneys, who seek this means of destroying the effectiveness of the measure in the event of its becoming a law. Commissioner Glasgow, who drafted the bill, voluntarily reduced the salary of the Commissioners from \$5,000 to \$4,000 a year, but the action of the Committee in making a further cut in compensation will practically nullify the measure, because it will prevent the appointment of competent men for the positions.

You lose sense as soon as you ignore all sentiment.

GRAFT IN ENGLAND.

It is a common saying that the corruption which is so prevalent in politics in the United States makes our governmental system, while theoretically almost perfect, practically the most corrupt of that of any civilized nation, except Russia, and our politics is constantly being compared with that of England, which is set up as a model.

According to Frederic C. Howe, who has been writing in the American Magazine, there is a sort of political and governmental graft which goes on in England that leaves ours completely in the shade.

It is not generally known that the members of the British Parliament get no pay. They serve for glory and patriotism, having been until very recently, with the exception of some of the Irish members, the wealthy landholders of the country. Some of the Irish members are supported in London by their friends and constituents, and this is done also for the labor representatives now in the British House of Commons.

In State and national and municipal politics in this country there is bribegiving to officeholders, while jobbery and other sorts of corruption are supposed to abound. But sooner or later it is all exposed and made the subject of public denunciation. Moreover, the changes which take place in American official life prevent any particular gang from holding long and continuous control. In England, on the contrary, the same landed class constantly dominates public affairs.

According to the writer mentioned, one-fifth of the land in the Kingdom is owned by the Peers, who number about six hundred. The House of Lords is almost exclusively a landed body. The land owners form the country gentry, the aristocracy of Great Britain. The cabinet of Lord Salisbury was a family ministry of great estate owners. For nearly a century the contest for the control of the Government has been between the landed aristocracy on the one hand and the commercial classes on the other. But even the commercial classes have taken on the color of the gentry. Up to the recent election the Liberal Party differed from the Conservative Party only in the kind of privilege that it struggled for. The railway, the mining, the franchise and financial interests are woven back and forth into the aristocracy of the land until the purely commercial interests are very secondary.

The land owners, being the law-makers of this great country, have been able to control assessments, and it is declared that there has been no revaluation of landed property since the seventeenth century. The land pays a tax of four shillings a pound on its value, which was fixed more than two centuries ago. Were the land of Great Britain revalued as is the land of every American State, the aristocracy which controls the Government would pay nearly \$200,000,000 a year instead of \$6,000,000. They would pay this sum if the rate of

four shillings on the pound, which was the rate agreed upon in 1692, were not increased a penny. It is to shield their property from taxation and regulation that the railways, mine owners and franchise corporations enter politics in America. But nowhere do their law-made privileges compare in magnitude with those of the land-owning class in control of Parliament.

If lands and houses are not rented they pay no taxes at all, as the land tax is supposed to be based on the rent. There is no one from whom the taxes can be collected. If a mine owner is involved in a strike with his men and the mine closes, the taxes cease. In consequence land, and mines and property are permitted to lie idle. The people are prevented from using them. The land owner reaps his harvest by the growth of population which enables him ultimately to exact a monopoly price.

It is this exemption of land from direct taxation and the throwing of all rates onto the occupier that lies at the heart of England's present decay. The exemption of land from taxation permits millions of acres to be kept out of use as hunting preserves. Millions more are used for grazing and careless cultivation. England buys her breadstuffs from the United States and her dairy produce from little Denmark and Holland, not because her land is unfertile, but because the landlord is under no incentive to make use of it himself or permit another to do so if he will not. It is this that has driven the English yeoman from the soil which he can not till and may not buy.

There is in England no general law under which railroads may be incorporated and built. Every road must have a special charter granted by Parliament, and before the charter is granted arrangements must be made to buy the requisite right of way through the lands along the proposed route, and enormous prices must be paid.

According to Mr. Howe, the railroads are capitalized at an average of \$225,000 a mile. Their paid-up capital is about five billion dollars, for 21,500 miles, as against about ten billions, the capital stock and bond value of our own, with 200,000 miles. This is four times the capitalization per mile of the American railways and ten times their estimated cost of reproduction. The landlords of Great Britain are said to have received at least four hundred millions of dollars in excess of the actual value of their land through these means. It was no uncommon thing for a company to pay from \$20,000 to \$40,000 a mile for the right of way alone. Men made use of their position in Parliament to exact such terms as they saw fit for their holdings. And the landlords remain the controlling owners in the English railways. Many members are directors and stockholders.

"The railways of Great Britain are far more oppressive than they are in America. The statistics show that the average freight rate per ton mile in Great Britain is about three times

what it is in America. And any redress is much more difficult, for the water in the English railways is not the result of stock-jobbing. It represents the greed of the land owners who levied blackmail on the companies in the form of extortionate prices for their land. The same thing is true of docks, and city land which is occupied by disease-breeding tenements. They are owned by the same dual landlords. When the city finds its development strangled by private dock monopolies, it has to pay the landlord his own price for the river or seaport frontage which it is forced to acquire. When a city's life is threatened by disease and the unsanitary conditions of its slums, it has to pay an extortionate figure to acquire the property, which only drives the dweller elsewhere to create another slum."

From these observations it is seen that political conditions in Great Britain rest upon a vastly different basis from what they do in this country, and while there are no bribery and jobbery the governing classes have enjoyed from far past periods advantages which they never omit to use, and to which the people have constantly submitted. But a very different state of affairs is coming into view. The people have imbibed the spirit of unrest and the desire for change that have infected others in every country on the globe, and the revolution already begins to shake the governmental fabric in Great Britain as it does everywhere else.

Paper milk bottles are the latest sanitary innovation. The demand for them has been so great as to exceed the supply. The bottles are made in Philadelphia, and that city has a corner on them at present. Boston has a small quantity in use and New York has put in an application for a supply. Other cities are endeavoring to follow suit as rapidly as possible. The advantages of the paper bottle over glass bottles are that they can be used but once, and there is no chance of their being unclean. The new bottles come in quarts, pints and half pints. The quart bottles cost one cent each, the pints six mills and the half pints four mills each. They are made of heavy spruce wood fiber paper of three-ply thickness. The shape is conical. Under a test a downward pressure of 200 pounds failed to col-

lapse one of the bottles, and if dropped to the floor it will not break. The bottle is airtight and sterile.

That the men who go into the gold fields of Alaska and come back laden with treasure within a year or two live mostly in magazine stories is borne out by the statement of the chief engineer of the Nome Improvement Company. Last year for every dollar that came out of the earth two went in. The work going on there is development work. They are only laying cinder paths to chase the rain-bows. The men who are after the gold are spending lots of money. These are the statements of a man who is on the ground and they show conclusively that you do not get something for nothing in Alaska any more than you do in New York. So consider the ant, thou sluggish, and get busy.

For a country which prides itself on its educational system the United States is lamentably fertile in illiterates. There are over 5,000,000 illiterates in this land of free schools and of the more than 2,000,000 white persons in this class the greater number are native born. A German investigator who has drawn these facts to our attention says further that while the universities prosper by the bequests of the millionaires, scarcely anything is given to further the education of the poorer classes. That is true and it would not pay a millionaire to make such bequests so long as the law does not require children to take advantage of them.

A large catfish saw a small fish which seemed to be fast, and immediately swallowed it. He discovered when it was too late that he was caught on the same hook that had caught the little fish. It often happens when the strong undertake to swallow the weak that in the end they find that they have got the hooks themselves.

Loyalty to a business is an essential requisite to achieve success. This is the very foundation of the business structure; without it, naturally, the structure will crumble and fall into deep ruins of failure. A salesman can not succeed unless he is loyal to the house which he represents and loyal to the instruments which that house produces.

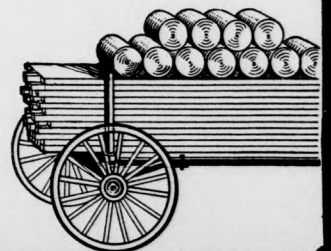
Rolls of Roofing TAKE THE PLACE OF SHINGLES

The increasing popularity of H. M. R. Prepared Roofing—the Granite Coated Kind—is proven by the rolls and rolls of it that appear on the loads of lumber leaving the yards of up-to-date dealers.



Building supply men appreciate the great need of a good prepared roofing to take the place of shingles and slate, and they are making good money pushing the H. M. R. Brand. Proof and prices will convince you it will pay you to push too. Write.

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



CHARACTER COUNTS.

Universal Rule Applied To Advertising Contracts.

Written for the Tradesman.

Johnny entered the advertising department of the big department store at the age of 18. All through his high school course he had entertained romantic notions of his future activities. His youthful inclination was to be a poet, but, even with his thoughts soaring in the cerulean blue, the young man had a pretty good cargo of horse sense tucked away under his rusty red thatch, so he decided to turn his attention to advertising. He was given a desk and a salary of \$6 a week. His first work was checking up advertisements for correct display and position, but in time he was given reading notices to write for the city and suburban newspapers. This was an improvement, and he took his work seriously.

"There seems to be talent somewhere in your system," said the manager to him one day, "but you are too given to catchy headlines. You talk too much about the size of the store, when, as a matter of fact, it is not the store we are trying to sell. Write about the goods and let the store and the scenery alone."

"I thought the trick was to get people to notice the advertisements," suggested the young man.

"If a man wants to buy shoes," replied the manager, "he will read what we have to say about them. Put the name of the goods in good, big type and then describe them. Catchy headlines may mean sugar, salt or shoes. Cut them out."

So Johnny began using purchased space in the way it should be used and made a hit with the firm. He learned to tell a story about a \$7 suit of clothes that would make prospective purchasers get into line in the clothing department as soon as the doors opened in the morning.

One day the advertising manager fell off a car platform and went to the hospital, and the general manager sent for Johnny, who blushed all over his clean shave as he stood in the presence of the great man.

"Can you take Dick's desk until he gets out again?" asked the great man, wrinkling his high brow as he saw how young Johnny was.

And Johnny? Could he take Dick's desk? Well!

"I should like to have a try at it," he said, and the manager told him to go ahead and produce results. "Results," added the great man, "are what we want. Choose your papers and go ahead. Perhaps, however, you had better submit your copy until you get trained in."

Johnny wondered at the great man's notion of getting results.

"I'll show you," he thought, "that the papers you use are more important than the copy you send 'em. And I'll show some of these yellow journals that they are not in our class."

Johnny did show the yellow newspapers, and there was a howl that might have been heard a league out at sea. One day the manager dropped into Johnny's room and looked over his lists.

"What's the grouch on the Evening Scorch?" he asked.

Johnny ran down the line with his pencil point.

"Why, they've got a contract," he said.

"A little one for a cent."

"I think that is about their size," said Johnny, quaking in his easy chair, which he could by no means physically fill.

"We used to give them a page," said the manager. "Dick thought that one of our best mediums."

"Pretty yellow," suggested Johnny.

"Yes, but they've got the circulation among the people. The Scorch goes to men and women who take only one paper, and therefore it is read from the headline through. I think you'd better do something better for them. The proprietor was in to see me this morning."

"I've been looking up the Scorch," said Johnny, wondering if his voice was on straight under the critical eyes of the great man, "and I don't believe we get results from it."

"Then drop it entirely."

"The Scorch," said the young man, "has the circulation claimed. I found that to be the case right away. The next thing I went after was the quality of circulation. I discovered that half of the copies printed daily are placed in the hands of newsboys, there being four editions. There are few copies delivered at homes, but some are sold at news-stands in residence districts."

"Well, if the boys sell the papers that is good circulation, isn't it?"

The manager was becoming interested in the mental processes of the young man.

"No," was the reply, "it is not. Last week I hired a boy to follow a newsboy who sold during the day two hundred copies of the Scorch. Where do you think he sold them? In the business district. Let me show you. The boy sold two hundred copies. Eighty-seven of them were sold in saloons, and were thrown aside as soon as the sporting pages had been looked through. That is not good circulation, is it? Thirty-three copies were sold about the Board of Trade building. My boy saw only two men put the copies they bought into their pockets. The remainder were cast aside as soon as the markets had been studied. That is not good circulation, is it? The newsboy sold forty copies on the street cars. I rode out on one train he worked. When it reached its destination the seats and aisles were white with discarded papers. That is not good circulation, is it? The other copies the boy took out were sold along the streets to men who looked over the want page and threw the rest of the sheets away. That is not good circulation, is it?"

"Then why do you carry any advertising there?" asked the manager.

"I carry ten inches on the want advertisement page," was the reply. "Half the people who read the sheet are after situations or want help. I put the advertisement there for the benefit of those who want help. The others are not buying goods, as a rule."

"That is true enough."

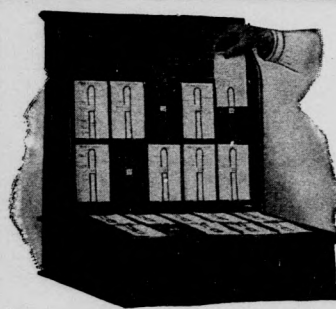
When Ordering
Don't Forget the Quaker Brands

Quaker Tea
Quaker Coffee
Quaker Spices
Quaker Flour
Quaker Can Goods
Quaker Mince Meat

WORDEN GROCER COMPANY

Grand Rapids, Mich.

The Prompt Shippers



The
McCaskey
Account
Register

Handles YOUR ACCOUNTS with ONE WRITING.
It PREVENTS goods going out of your store UN-
CHARGED
It COMPELS your CLERKS to be CAREFUL.
It eliminates ERRORS and DISPUTES.
No delay in waiting on customers.
CREDIT sales handled as fast as CASH sales.
It gives you a complete record of the details of your business—CREDIT sales, CASH sales, money RECEIVED on account, money PAID out, the amount of stock on hand, your net ASSETS and LIABILITIES.
Your accounts can be protected from FIRE.
A postal will bring you complete information.

The McCaskey Register Co.
Alliance, Ohio

Mfrs. of the Celebrated Multiplex Carbon Back Duplicate and Triplicate Order Pads. Also Single Carbon, End Carbon, Side Carbon and Folded Pads.

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

"Then," continued Johnny, gaining courage, "I put a page advertisement in the Scorch that went into no other sheet. It did not produce results. There was little or no call for the goods advertised. Then I put the same page advertisement in the Morning Toogood, and the coin rolled in."

"But the Toogood does not claim a big circulation."

"No, but it is an old paper, and nearly every copy goes into a home where the people swear by it. You ask a newsboy for the Toogood and he'll turn up his nose at you. You go into the homes of any given district, and you'll find that they have the paper delivered regularly by carriers. Anyway, it produced results."

"You are probably right," admitted the great man. "If I should carry a copy of the Scorch home with me to-night my wife would have the house fumigated before noon to-morrow."

"It looks like throwing money away to pay Scorch rates," said Johnny. "I don't believe I would put a line in the sheet except for the sporting department. Then I should advertise sporting goods. Of course sporting men and business men who follow the sports of the day are possible buyers, but the people we want are the women of the house, who make up a list of about \$50 worth of goods and come down with the cash tucked away in a little purse in the big hand-bag. Anyway, people don't believe what the yellow newspapers say, and lots of 'em wouldn't believe it if we told 'em in the yellow columns that we were selling solid gold watch cases for six cents."

The manager ran his finger through the list of newspapers on the payroll.

"I notice," he said, "that you've got the Tremers down for a small contract."

"The Tremers," replied the young man, "has the average circulation claimed, but it is not a clean-cut, every-day circulation. People haven't acquired the Tremers habit yet. The publishers get spasms now and then and get up a premium scheme or something of that sort and rush in a lot of new subscribers, but people take the sheet for the premium and pay little attention to it."

"But they claim to hold the lists."

"They don't. I found out. Last year they unloaded eight-day clocks with a year's subscription, pay the collector by the month. Long before the contracts were out the victims were angry at themselves for being talked into such a scheme, and half the clocks were in the hospital for repairs. They blamed the paper for it all, and by the time the contract had expired they were so enraged that you couldn't pry a Tremers into their homes with a crowbar. It seems to me, Mr. Manager, that the papers to advertise in are the family papers, the old-time dailies which have their homes in the hearts of the people. A newspaper is like a man. If it is a good paper you believe what it tells you, even in the advertising columns. If it is a bad paper, with no moral standard, it has no following and advertising space ought to be bought at cut rates if used at all.

It is character that counts, in papers as in everything else."

And the manager went away and told Johnny to keep the big desk.
Alfred B. Tozer.

Bay City's Newest Factory.

Bay City, April 23—The Bay City Colonial Porch Column Co. is the latest addition to local manufacturing plants. The company was organized by Lansing parties and is now in operation on the West Side of the river. The product is exclusively porch columns of colonial design. These columns are finding an especially good market in Southern States where land owners and planters are strongly affecting the old style homes of before the war.

The Industrial Works, manufacturers of railroad wrecking cranes, who have the largest plant of its kind in the world, has begun construction work upon the steel foundry, which it recently determined to build, together with a new erecting shop larger than any building it now has, and a car shop. The steel foundry is to be completed first. It is expected that at least two years will be consumed in erecting the three buildings.

The Richardson Lumber Co., of Alpena, has begun work on its large new flooring plant to be erected in this city, in connection with which it will manufacture a number of chemical by-products, secured by utilizing waste sawdust, slabs, etc. It is now announced that the probability of another factory of similar nature is strong, and the Board of Trade is negotiating with outside manufacturers regarding a location here.

The recent development of the manufacture of chemicals, such as wood alcohol, coal tar products, acetates, etc., from refuse wood, has given an impetus to all branches of the local lumber manufacturing industries, and the probabilities are that within a short time nearly all the mills will be manufacturing chemicals at upon, at least, a small scale.

Factories Are Beautifying Their Surroundings.

Battle Creek, April 23—Local industries are planning on developing their environments from an esthetic standpoint this spring. The Lyon & Healy Organ Co. and the Nichols & Shepard Thresher Co. have already started their work. The thresher people will have a park extending alongside the Michigan Central tracks for several blocks, and the organmakers will add new shrubbery and flowers to their already well-kept lawns. Other industries promise to follow suit.

The industrial event of the week was the awarding of a contract to the American Bridge Co. for the steel structural work on the immense new Grand Trunk car and locomotive works—a contract that runs into the millions rather than thousands.

Little acts of daily kindness do more to lubricate the machinery of life than a whole deluge of benevolence from a dead millionaire who has really left to the world what he could not carry away.

Don't be too sure that the honeymoon will sweeten a sour disposition.

G. R. Notions & Crockery Co.

The only

Exclusive Wholesale Notions House in Western Michigan

A full line of Laces, Hosiery, Suspenders, Handkerchiefs, Pearl Buttons, etc., always in stock

Send us a postal card and one of our representatives will call on you with a complete line of samples

GRAND RAPIDS NOTIONS & CROCKERY CO.

1-3 So. Ionia St.

Grand Rapids, Mich.

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.

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

Capital, \$800,000.00

An Account Once Established With

THE OLD NATIONAL BANK

No. 1 Canal Street

Will Prove a Source of Permanent and Mutual Satisfaction and Profit

Resources \$7,250,000.00

GAMLER'S LOSSES.

How He Succeeded in Discovering the Leak.

This is the way Fred explained it: "I don't see why I'm not making money," said Gamler, wearily. He threw himself into his big chair before his desk and began toying with the paper cutter. As he did I noticed that his hand trembled unceasingly. He was nervous. Tap, tap, tap! went the paper cutter on the desk, each tap a little more vehement than the one before, and the last expressing a culmination of vexation and irritation. Finally he flung the toy from him and whirled around at me, running his hands nervously through his thin hair.

"I can't see why I'm not making money," he said. "I can't see why. That's the whole trouble. That's why I've sent for you. I want your help. Somebody told me that you were good at straightening out things like this, and I need just that kind of a man. What do you think? Can you help me?"

"I waved my hand noncommittally.

"You know it's not a businesslike question," I replied. "You wouldn't expect a doctor to say that he could cure you before you had told him what was the matter with you, would you? Well, then you must see that I can't say whether I can or can not help you until you explain a little at least."

"That's right, that's right, of course," he said hastily. "Fact is I'm all shot to pieces trying to straighten things out by myself. Well, as I said, I can't understand why I don't make money here. But I don't. Why I don't know. I certainly do the business. We sell more goods than we need to make a satisfactory profit, but somehow or other when we come to run up the figures at the end of a period we only are a trifle over actual running expenses. Now, if you can tell me why this is I'll pay you whatever you ask and be your everlasting friend."

"I looked over his little plant. He made advertising novelties of various kinds and he had a most interesting little sort of a place. Part of it was given over to the manufacturing end of the business in which half a hundred people under the supervision of a superintendent named Dawson turned out his goods. The rest of it was a salesroom which was separated from the office and the factory department.

"He sold his goods outside of the city entirely by mail, having no traveling salesmen. In the city he sold them by local advertisements, customers coming to his salesroom when they wanted to do business with him. He had one salesman here, a young fellow by the name of Gardner. This one man sold all the goods that were sold in the city, with the exception of a few big orders which Gamler landed himself. He was a hustler, was this young fellow Gardner. Gamler pointed to him with pride as he showed me over his place.

"I developed him from an errand boy," he said, "just as I did Dawson.

And they both certainly are hustlers. Dawson knows how to run the producing end as well as I do myself, and Gardner—well, I believe that boy can sell goods better than I can. At least he can sell better than any man I ever had in that room, and that's going some, for I've had some high priced salesmen in there. The same applies to the whole force here, I believe. They are all efficient and the sales are big enough. But we don't make money. To tell the truth, we lost \$1,500 last year. If it had been a bad year that wouldn't have worried me so much. But it wasn't. It was one of the best years we ever had. Did a good business all around and had fewer bad accounts than ever. But we lost the money—and I can't understand how."

"I suppose you've had your accounts examined?" I asked.

"O, yes; had an expert accountant here for a week. He went over every book in the office and didn't find anything wrong. Had him check up the order slips and he found them all right. I confess I don't see what the trouble is—haven't an idea."

"Are your checks all right?"

"I sign every one that goes through, personally," said Gambler. "There couldn't possibly be anything wrong there."

"And your deposits?"

"The expert attended to that—checked them up thoroughly."

"Are you satisfied that they are all right?" I asked. "Are you willing to obviate the necessity of my looking in that direction by saying that your bank business is all right?"

"Gambler demurred. 'I really can't say that I am. Suppose we look them over together.'"

"Accordingly we went through his check books, the records of check issues, the deposits, and everything connected with these important items. As Gambler had predicted at the start, we found everything just as it should be. Not a cent out either way, not a check issued that wasn't strictly accounted for. The deposits in his bank account corresponded exactly with the record which he personally kept of them in the office.

"Considerable cash business was done in the salesroom and the money was turned over to the cashier, who receipted for it, placed it upon his records, and when the time came for sending the money to the bank he turned it over first to Mr. Gambler with duplicate slips of deposit. Gambler checked the money against the slips, kept one of them, which he filed as a personal memorandum, and then the money went by messenger—a young woman in the book-keeping department—to the bank. There was no chance for a slip here. Had the cashier held out any sum, no matter how adroitly he covered it up in his department, it would have appeared as a deficiency when the sales tickets were checked against them. Then an investigation instantly would have shown where the fault lay.

"So the obvious clew—the one to be searched out first in all such cases—had been tried and found wanting. The cashier wasn't robbing Gambler. But I now was sure somebody was

doing it. His business as a business was being run so efficiently that there was hardly a possibility that the leakage was to be found in mismanagement. It was thieving; somebody was robbing Gambler.

"After arriving at this conclusion I began to look for thieves exclusively—not for inefficients—and thieves. And I had decided that the cashier—at least alone—was not the man who was responsible.

"I next turned my attention to young Mr. Gardner, the crackerjack local salesman. I watched him for a couple of days and he certainly lived up to the reputation that his employer had given him. He could sell goods. I thought possibly that he was selling too many—less than his record showed. I got the records of the goods taken out of the stockroom—the goods that he had to sell from, and compared them with his sales records and with the stock on hand. They fitted as well as such records ever fit. With a little allowance for wear and tear, damaged and broken goods, and errors in counting, they jibed to perfection.

"I must say that this discovery sorely disappointed me. I had expected to get a trace of the trouble here, for Gardner wasn't an honest man, judging from his appearance and actions when he knew my business in the house, and the failure to be so put me considerably at sea.

"Where was I to look for the thief?"

"I went home with the question that night and took it to bed with me. In the morning I arose with the same impression that I had retired with: that I had made no headway; my work was all before me.

"The next day sufficed to show me that the robbery could not have been made in the finished products. These were accounted for in a way that eliminated such possibility. The next thing to do was to look for it in the raw material. And—there was where I found it. Between the total amount of raw material received in the plant for the year under question and the amount of finished goods therein produced there was a discrepancy which amounted in value to nearly \$6,000. This was after all allowances of the regular kind had been made. In other words, if all the raw material had been honestly made up into goods, the year's product of the plant would have been worth \$6,000 more than it was. In some way \$6,000 worth of raw material had been done away with.

"I went straight to Gambler. 'Who,' I asked, 'could steal your raw material, supposing somebody did steal it?'

"Why, of course, Dawson, the superintendent is the only man in a position to do anything with the raw stock," he said. "But why do you ask?"

"Because," I replied, "if Dawson is the only man who could do anything with your stock then you've got to go to Dawson for an explanation of your loss. There is a discrepancy of \$6,000 in the raw material figures."

"It took him a long time to believe it. We had to overhaul every figure in the house and check up every bit

of finished stock and material on hand as well. Then, when he saw there was no chance for an error, he calmly phoned for Dawson. Dawson came, and I knew we had a thief the moment he had gazed at Gambler's face and saw the look on it.

"Gambler shoved the figures at him and merely said: 'Can you explain, Dawson?'

"Of course he could. The goods were in the house. Our count was wrong. We hadn't any business trying to count the goods. What did we know about his business? About the stock? He was the only man in the place who had any right to pretend to know what was in the house and what was not, and, blankety blank! he wasn't going to stand for any outsiders monkeying with his affairs and trying to put him in the wrong. He ran on this way for fifteen minutes, first trying the angry bluff, then beginning to explain, and getting more mixed every minute. Finally he said: 'I suppose you think I stole these goods. Well, how are you going to prove it? What did I do with them, eh?'

"Gambler got up then and said: 'We're going to get a confession from you.'

"You're going to do nothing of the kind," sneered Dawson. "There is no confession to make, and now I'm going to quit you right here. Good day."

"I got between him and the door, but I had to pull the gun before he'd go back and sit down. Then little by little we broke him down. At 6 that evening he confessed, and Gambler had the confession typewritten and signed. He wasn't prosecuted, merely discharged.

"Four thousand dollars' worth of goods was stored in warehouses and Gambler got it back. The rest he lost, \$2,000 worth. He never let anybody have exclusive charge of his factory after that. He looked after it himself. He had learned that his losses after all simply were due to his own lack of business ability; that if he had been a good business man, in the fullest sense of that abused word, he would have been running his business in a way that made such a theft impossible. The rejuvenation through which he immediately put his system of business was worth the \$2,000 that his lesson cost him and more.

James Kells.

The Star of the Play.

A proud father was helping his children with a little parlor play at home in whose plan courtships and weddings played a leading part. During the progress of the play he went behind the scenes, where he found his youngest offspring sitting quietly in a corner.

"Why, Marie," asked he, "have you been left out of the play? Why aren't you on with the others?"

"I'm not left out," indignantly denied Marie. "I'm the baby waitin' to be born!"

M. S. Doyle Cheese Co., Elsie, Michigan: Please do not ever cancel our subscription. We can not get along without the Tradesman.

It means much to you

in the face of the rising market to have at your command a wholesale catalogue that you can bank on—a catalogue that guarantees its prices for 30 days.

That is what we offer you

in our May Catalogue, No. 494, which is now ready.

In addition

Every price is low.

Every line revised to date.

Every item right in quality.

Your May success

and our May catalogue go hand in hand. It is free to merchants on application.

Shall we send one to YOU?

Ask for catalogue No. 494.



LYON BROTHERS

Chicago, Ill.

Madison, Market and Monroe Streets

Wholesalers of General Merchandise

We Sell to Dealers Only



Weekly Market Review of the Principal Staples.

Domestics—The situation in these goods is no less problematical than it has been all along, and although goods come forward with absolutely no improvement over former conditions, there is still the same inordinate demand that is far short of being supplied. The mail is the largest factor in this connection and the fact that these orders come from every section of the country proves, in view of present possibilities, the wide discrepancy between the supply and the demand. Few, if any, goods of a standard make are available until later on in the year and as a matter of fact the new business that is being taken is for deliveries around that period. The spot demand is, as usual, very good, but as may naturally be supposed from the long draft on the supplies, there is little to be had. Accumulations appear occasionally, but they are of no considerable proportions and are quickly disposed of. Buyers at times seem to be eager for anything they can get at almost any price. There is little or no change as regards bleached sheetings. Slight advances are made here and there, but these are of no importance. Occasionally the standard tickets are heard from to some extent, but as a rule they are so tightly sold as to admit of but little leeway. For the most part no prices are named, nor will they be named until shipped, a fact which in itself is prima facie evidence of the condition of things.

Gray Goods—Continue in good demand in spite of the fact that deliveries are poor. There are cases, to be sure, where this is not the fact; there are others, however, where converters are being kept in need of goods, some of which are six months behind their stipulated delivery. The call for heavy sheetings has improved somewhat recently, although it is nothing of a phenomenal nature. The fact that the buying continues in a sense unabatedly does not surprise all departments of the trade. There are those who agree that the reason that the home market supports itself so admirably is that second hands and every one else had allowed their stocks to disappear entirely before replenishing them and consequently all buying subsequent to initial orderings has failed to keep them up to their needs. All markets are bare of goods, no matter what the connection, and supplies are sorely needed.

Hosiery and Underwear—In ladies' goods laces have been very popular indeed, but as the summer season approaches gauzes take the place of laces. For this season of the year, gauzes are in great demand in men's half hose. The "boot effects" in ladies' lines are holding their own in great shape and there is practically no let-up in the interest in these lines. The gauzes which were mentioned as being so popular in both men's and ladies' goods average about 200 to

220 needle, although a few 240-needle goods are to be found; 240-needle goods are, however, about the limit. There is also at the present time a great demand for silk and mercerized goods. Every woman who can possibly afford it is buying silk stockings and very few are satisfied with anything less than imitation silk. The eagerness of buyers and the great demand in general for domestic goods may be attributed to the fact that certain foreign lines are out of the tariff range.

Foreign Goods—Of course these goods in fancies still have the lead over domestics. However, the time may not be far off when a radical change may take place. The prices of foreign goods have jumped from 25 per cent. to 33½ per cent. higher and the prospect is that next season they will be about the same, or possibly, even higher. A spurt in certain lines of domestics has already been noted and a more general movement in this direction may not be far off. One of the large dealers of New York City, whose location is pretty well up town, is impressed with the fact that there is little or no demand for the cheaper lines of hosiery and underwear. People in general have more money and they want better stuff.

Novelties—Coat cut undershirts and knee length drawers are very good sellers indeed, and all lines of mesh goods are going well. There is an especially wide range of colors in the underwear that now has hold of the popular fancy—you may find anything from bleached white goods down through the usual pinks and blues, old gold, drabs, lavenders and even blacks. This applies to mesh goods as well as to knitted fabrics of the uniform kind.

Ladies' Sweaters—There are quite a number of innovations in these goods. Sweater coats still hold their popularity, but something newer and even more popular is the sweater blouse. A sweater blouse is simply a blouse made of a knitted instead of a woven fabric. Box coats of knitted fabrics, with pockets at the hips, are now in great demand.

Alice Coats—Tight fitting at the hips, with colored cuffs and colored borders, are having a great run. White is the favorite color, but gray is also as popular as ever. In men's goods whites have for some time been out of favor because of their tendency to soil easily, but white still remains the proper thing in ladies' garments of this sort. Some of the popular combinations are white and cardinal, white and navy, white and gray, gray and cardinal.

Sailor Collars—These collars are, moreover, showing up well in ladies' goods. Knitted shawls and skirts are in great demand. These goods are made up principally in black and in white.

HATS At Wholesale
For Ladies, Misses and Children
Corl, Knott & Co., Ltd.
20, 22, 24, 26 N. Div. St., Grand Rapids.

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.



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.



Active Demand for Little Men's Wear.

There is no doubt that the business transacted in the juvenile departments during the Easter period was the greatest ever recorded. These reports came not only from the largest cities, but from the smaller towns throughout the country.

When it is considered at what an early date Eastertime came this year, the volume of business done is something phenomenal and is indicative of a healthy condition everywhere.

While it is true that the personal energy in the shape of advertising and hard pushing on the part of the respective firms aided to a great extent the results achieved, yet it is to that all-important factor, the weather, that the credit must be given. Scarcely does the country generally have such fine, warm days as were experienced the two weeks preceding Easter, and this feature was largely responsible for the big business transacted by all.

Many dealers who had figured on the advance date of Easter this season and had ordered in what they considered an ample supply of merchandise found themselves short of goods, because they had not contemplated the period of high temperature, which greatly increased the demand. Others who had dates set for early deliveries were disappointed by the manufacturers on considerable quantities of these merchants, in addition to the number of those who sent in small duplicate and special orders, created lively times in the wholesale markets. Forces were worked night and day in an endeavor to turn out the goods, and all were glad of the respite obtained the week following Saturday, March 30.

With Easter over on the last day of March, an unusual situation, that of a long selling season ahead, faced the retailers. When Easter came in the middle of April or later, it was quite the customary thing for many merchants to consider the big selling end of the season over, particularly in boys' and children's clothing, and from then on their efforts in these departments began to gradually wane. This will not be the case this year, however.

Quantities of goods were bought as early as the middle of March which ordinarily were not purchased until a month or six weeks later. On this account it stands to reason that later these people will have to buy new clothing for their children, and by the time vacation season commences dealers are looking for another big selling period.

The result of this early buying and of the long season will be an active demand for light weight merchandise and this can have but one effect, that of causing a firm market. Some buyers who have not protected themselves against this situation have already visited the markets to replenish

their stocks. Others who could not get away have written, but all state desirable merchandise is scarce. They name blue serges and fancy gray worsteds as being the class of goods they are after, and say what merchandise is on sale is held at regular prices and no concessions are made.

When the long season yet to run is considered and that, owing to this fact the many dealers who have large quantities of goods yet undelivered did not cancel after Easter, as they usually have done, but will hold the manufacturers to them as far as possible, it is quite likely that merchandise classed as "desirable" will be held at a premium before the season ends.

Spring reefers and topcoats have met with good sale during the past three weeks and coverts are continuing to be popular fabrics, although fancy gray mixtures are leading in the numbers sold.

A great many three-piece suits, with plain knee pants, in blue and black

serges and clays, although not so many of the latter, were sold at Eastertime, but the demand for this style has fallen off at the present time.

Double-breasted and belted coats or the yoked Norfolk, with bloomers for the little chap and knickers for his older brother continue to be prime favorites, as previously chronicled.

High-class stores are doing a good business on wash goods and report an increased sale as the spring progresses.

The representatives of the boys' and children's clothing houses are generally out. Even as early as it is, some salesmen state that their orders run ahead of former seasons and others say that they are fully holding their own. Of course, it is difficult to predict for the fall and winter business, with many houses just started, but the feeling is that the selling will surpass that of last year to a large extent.—Apparel Gazette.

A Toast To Laughter.

Here's to laughter, the sunshine of the soul, the happiness of the heart, the leaven of youth, the privilege of purity, the echo of innocence, the treasure of the humble, the wealth of the poor, the head of the cup of pleasure; it dispels dejection, banishes blues and mangles melancholy; for it's the foe of woe, the destroyer of depression, the enemy of grief; it is what kings envy peasants, plutocrats envy the poor, the guilty envy the innocent; it's the sheen on the silver of smiles, the ripple on the water's delight, the glint of the gold of gladness; without it humor would be dumb, wit would wither, dimples disappear, and smiles would shrivel, for it's a glow of a clean conscience, the voice of a pure soul, the birth-cry of mirth, the swan-song of sadness. Laughter!

Things sublime always are simple at heart.



Hermanwile GUARANTEED CLOTHING



"Better than Custom Made"

The BEST POSSIBLE materials for the money: The BEST POSSIBLE workmanship for the money: **STYLE and FIT** unsurpassed at any price: These make

Hermanwile GUARANTEED CLOTHING

the BEST CLOTHING for the money—\$7 to \$15—in the United States.

Our representatives are out for Fall—let us send you by prepaid express a few sample garments. They will convince you that an inspection of the full line will repay you.

HAS THE
UNION
LABEL

HERMAN WILE & Co. BUFFALO, N. Y.

HAS THE
UNION
LABEL

CUTTING EXPENSES.

Instances Where It Is Hazardous To Do So.

Probably the most trying test of the business man in his work comes of the necessity for cutting expenses still lower when already he has had reason to think that he has been conducting his business close to the line of sane possibility.

"Where to cut expenses and how" is a proposition of necessity which is not to be met off hand by the average man who has his numerous irons in the fire.

His necessity prompts a saving in the conduct of his general business. But saving in the pay roll may not be saving at all when results are figured at the end of a trial period. Saving in the quality of material entering into a manufactured article may become a suicidal resort. Taking anything from the quality or appearance of the line of goods which he has been putting before the public has that baneful result attaching which brings the first complaint not from the new customer, but from the old, tried patron of the business, who is quickest to note the deflection and quickest to resent the fact. And it requires no seer to discover the wide distinction between the incidentally dissatisfied customer and the resentful old patron, who, in long business relations, has had reason to expect better things of the business in which he has found satisfactory methods and value for his money.

For example, I have in mind an old established house which, through the individuality of its founder, made for itself an exclusive trade in a certain line in a great city. This founder of the business was a conservative man of the old school in which fortunes were not read in millions. In his conduct of the establishment he appealed to the conservative patron who counted upon the house to see to it that he got the worth of his money. As competition grew and new methods came into vogue doubtless the methods of the individual founder and owner of this house grew obsolete. But his old patrons stayed by him.

This man died, finally, and the business passed into new hands which retained the old firm name—but little else. New blood, new management and new ideals in business came with the successors. It was physically impossible that the house attain the size of some of its sharpest competitors, yet this new management attempted its competitors' methods. Cheaper help was placed everywhere to receive patrons. Cheaper methods were resorted to on all sides. Cheaper goods that would not have been handled under the old management became the rule. Houses with ten times the business, which had been built out of a constituency accepting a cheap-

er service and a cheaper grade of commodity as a matter of choice, were succeeding; this newly organized business which never could approximate their volume of business under any circumstances—deciding that something in the nature of retrenchment was needed—stocked itself to the roof with cheapness. Cheapness was the one thing its old custom did not want; the firm name would have required a generation's time to have grown into a reputation for cheapness of goods or service to attract the new.

Result? The dispersion of its old trade and failure to gather to itself a new constituency. Failure! Yet almost on the physical ruins of this business, wrecked by ill advised methods in saving, a new house sprang up based on better goods, better service and higher prices and is a success!

I am in occasional touch with a man in a city of 50,000 population who does a business of a million dollars annually, much of it by correspondence. Recently I have been in correspondence with him on certain matters of mutual interest. He dictates his correspondence and in the matter of appearance and, more vitally, in the errors pertaining to inclosures in these letters the work of his stenographers has been execrable. When I called his attention to the inefficient correspondence recently he explained to me that he was cutting down office expenses, as they had grown out of all proportion of late.

Cutting down office expenses by hiring cheap and inefficient stenographers to conduct correspondence upon which his business itself largely was founded! In my own case, in half a dozen letters, each of which was to have contained one or more papers, only the slovenly letter had been sealed in the envelope. Incidentally I may add that I am waiting at this moment for a draft from this house, although the letter which was to have enveloped it was received days ago—the trouble is explained in the fact that the draft was inclosed in another letter to another person who has not yet returned it!

Is this man cutting expenses of his house by hiring cheap stenographers when only a little while ago his correspondence was remarkably good and effective? It would be hard to make his conservative old customers believe it. If conversation were the life of his business as correspondence is, would he cut expenses by hiring men of defective intellect and speech?

Cutting operating expenses for an established business always was and always will be deserving of the most careful judgment of the business man. Keeping an old, tried customer, and at the same time making a new and a better one, means preeminently the cutting of expenses of any house by raising proportionate profit. Too oft-

en short-cut methods to visible checking of outgo mean ruin.

Are you requiring a man's work of some fledgling at half pay? Are you giving the burdens of two men to your most capable employe simply because he is willing to stand under them and then do the best he can? Are you cheapening your business to a constituency which has not asked it? There is danger in the method.

John A. Howland.

Worship is independent of walls.

Genius.

Mrs. Kawner—How is Johnny getting along as a grocer's clerk?

Mrs. Crossway—Well enough, I guess. He can tie up a package with a knot that you can't untie to save your life, and yet it'll come untied itself as soon as you get on the street car with it.

The fanatic is he who would rather see the race go down to perdition than that it should climb up unlabeled with his pet fad.

Seals--Stamps--Stencils

WE MAKE THEM

Volk Stamp and Stencil Co.

H. J. VOLK.

J. P. SOLOMAN.

91 Griswold St
Detroit

BEN-HUR
CIGARS
5 CENTS

STANDARD
OF THE
WORLD



GUSTAV A. MOEBS & CO
MAKERS. DETROIT-MICH.

BEN-HUR CIGARS

MADE ON HONOR
SOLD ON MERIT

WORDEN GROCER COMPANY

Wholesale Distributors for Western Michigan

ESTABLISHED
1883

WYKES & CO.

SUCCESSORS TO WYKES-SCHROEDER CO.

MANUFACTURERS AND
WHOLESALE DEALERS IN

FLOUR, GRAIN & MILL-PRODUCTS

WEALTHY AVE. AND S. IONIA ST.

GRAND RAPIDS MICH.

THOS. E. WYKES
CLAUDE P. WYKES

Actions, Not Words, Count in Retaining Custom.

Written for the Tradesman.

There is no need of sycophancy where a merchant is concerned, but it is right that he should deal fairly with the public. Mere words do not always convey a bad impression, it is the actions of the clerk. There is no truer saying than "Actions speak louder than words."

A gentleman entered a store, the principal grocery in a considerable village, and asked to see some butter.

The lady clerk brought out a jar. It was not sightly.

"Who was the maker?"

"Didn't know."

"We never mark our butter," she observed. "We're too busy for that. And, besides, what difference does it make?"

"A good deal, it seems to me," returned the customer. "There are certain good buttermakers in the country and I like to get hold of a brand that I know is good without tasting it. One can not always tell by taste, anyhow."

"Well, that's strange," and the clerk laughed.

"However strange it is true," said he. "Now I don't dare trust myself to taste butter. What seems from such a test to be all right—gilt edge, in fact—may turn out the reverse once it is at home and put on the table. I buy all my butter by name and not by taste."

Miss Clerk lifted her eyebrows and sniffed.

"You won't buy any here that way," she declared.

She removed the butter and fetched another crock. Smell and taste were all the customer had to go by. The lady clerk didn't know a thing about the article in question. She held her head high and seemed to act as though the sight of "cow-grease" was extremely offensive to her delicate sensibilities.

The boss and other clerks had gone to dinner. Miss Flimsy was, in truth, more at home at the confectionery counter. She produced several crocks of butter, some of which would be rejected at a glance.

The customer tasted one or two samples, then gave up in despair. It was five miles home—no chance to return the butter if it should prove no good. There was one test, and one only, that he could count on: the test of the maker. He usually bought butter made by one of several celebrated good makers. The store that always put the maker's name on every crock when received happened to be out of butter to-day and so this customer had turned to another store.

"Well, what are you going to do?" queried the clerk, impatiently.

"I suppose I will have to trust to luck and take the butter that looks the best," he said, but, with butter at a high figure, it was no small matter with the gentleman from outside.

"Talk about folks and butter," said the clerk, suddenly, "you can't always tell, you know. A farmer's wife will make good butter one week and a poor lot the next. Even the best makers fail sometimes."

"Hardly," and the man smiled. "I think—"

"I think if you want that butter you'd better take it," snapped the girl behind the counter.

Her cheeks were flushed and she turned to where her cloak lay, which she appeared impatient to don. The disdainful, fretty actions of the clerk irritated the customer. He turned and walked halfway to the door, then faced about. The girl was in the act of carrying away the crock he had thought of most favorably.

"On the whole," said he, "I think I'd better take that butter. It's Hobson's choice anyhow."

The clerk slipped on the cloth cover and shoved the jar impatiently across the counter. It was plain to be seen that she was glad to be rid of her customer on any terms.

The man went his way.

What were his thoughts? He told them to a friend afterward:

"Although that jar of butter turned out fairly good," said he, "I have never been to that store since. It wasn't what the girl clerk said but her snippy, scornful manner that made me mad. I don't have to trade with insolent people; therefore, I won't."

"And yet," said the friend, "the proprietor could not be called a particle to blame. It was near the noon hour and the girl was anxious to get home to luncheon. I think you are a trifle too hard on her."

"I am not. What was luncheon to being decent? A girl who can't control her feelings on an empty stomach is not fit for a clerk. The proprietor not to blame? Yes, he is. He has no right to keep such a clerk. Anyhow, if he does he has no cause to complain for lack of custom. I am not a particular chap by any means, but I like to be treated respectfully when the other fellow is reaching after my money."

"Yes, of course."

"Now, up at that little store on the next street there's a girl clerk that is good to see."

"You refer to Gladys Benson. Everybody likes to be waited on by her. The trade at that little place is immense, and Benson hasn't been in business a year."

"That's it exactly. He'll come out top of the heap in the end."

"Why don't you trade there, Tom?"

"Why, bless you, old man, I do. I'll never go into the big grocery again. If Benson'd had any good butter you wouldn't have caught me looking into another place. Why, that daughter of his has a smile and pleasant word for everybody. Her actions emphasize her speech, too, and that's the best of it. I don't see why merchants will keep such impudent clerks as the one I bought butter of under protest."

"Nor why they won't mark the maker's name on the butter when it comes in," suggested the friend.

"Exactly. Benson does that and he is getting the trade."

All of which was true. In every branch of trade a pleasant smile and cordial friendliness are better than profuse flattery of the tongue to win customers. When merchants learn this snippy girls and toplofty boys

will find their occupation behind store counters gone forever; and I say fervently, "May Heaven speed the day."

J. M. M.

One Intelligent Listener.

W. Pett Ridge tells the story of an incident at a lecture delivered by Prof. Huxley, at which only one young lady showed any signs of appreciation or attention. She took careful notes, nodded frequently and at the end went up and thanked Huxley and said how much she had enjoyed the address. Huxley said: "I can assure you that it is a great pleasure that I have had one intelligent person to lecture to." "Well," said the young lady, "of course I am exceptionally placed because I know a good deal about this subject. But there was one point which you did not make clear—did you say that the cerebellum was inside or outside the head?"

Had Not Been Decided.

A Missouri lawyer tells of an assault and battery case that was recently tried in a Kansas City court.

To the first witness called the presiding magistrate put this question: "Why did you not go to the aid of the defendant when this fight occurred?"

"Because," answered the witness with a smile, "I didn't know which one of them was going to be the defendant."

The young fellow who watches the clock as a rule soon gets his time.

He possesses nothing to whom his possessions are everything.

Saves Oil, Time, Labor, Money

Bowser Self Measuring Oil Outfit

Full particulars free. Ask for Catalogue "M".
S. F. Bowser & Co. Ft. Wayne, Ind

"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.

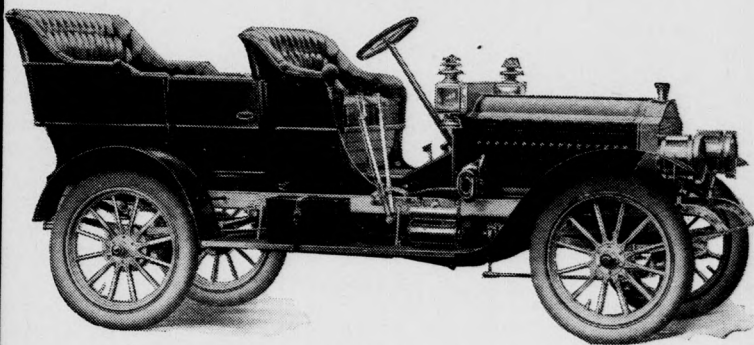
The Wabash Limited—A safe, speedy, geared car—a regular flyer. Built low down and well balanced so there is no danger of upsetting. 36 inch frame, with Wabash 11 inch steel wheels. Handsomely painted in red and green. Affords sport and exercise combined. Recommended by physicians.

Manufactured by
Wabash Manufacturing Company
Wabash, Indiana

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

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.

WOES OF WEALTH.

Why It Is Hard To Give Money Wisely.

I am fortunate enough to be wealthy. I did not make the money. It was left to me, therefore this is not a success story. My wealth is great enough to make my name well known. Few persons know me, and in that I rejoice, for it gives me the chance to enjoy myself among my friends who do not worry me.

Certain duties fall upon a man who has wealth. He may be as hard hearted and conscienceless and unfeeling as he is said to be, but even so he has duties that his conscience impels him to attend to. Before I was wealthy I had friends. I could mingle with them in perfect good fellowship. On hundreds of occasions I have heard fellows wish they were rich and explain graphically all the good they would do. As I expected to be rich some day I made no rash assertions, but give myself credit with planning even then to try to do great good when I came into my wealth. Perhaps I have succeeded in doing some good. Perhaps I might do even more good but for the fear of doing harm.

When I first inherited my fortune I employed an extremely able young man, poor, inclined towards socialism, and really a scientific humanitarian, to assist me in charitable work. If it had become known that I was seeking chances to do good, I would have been swamped with applications in a day.

He acted for me in investigating cases and we discovered that at least 95 per cent. of all cases we investigated were unworthy of help and that at least 10 per cent. of those we did try to help were damaged by the pecuniary assistance. I came to the conclusion then that charity is dangerous business, and that those who most need and deserve assistance scarcely can be found.

It is small wonder that, after a time, I decided to limit all giving to cases discovered or heard of accidentally and then only after investigation of the most careful kind.

After a time I proceeded to do good scientifically and decided upon the following things to do with money:

To educate boys, especially street boys and office boys who showed symptoms of brightness and good qualities.

To have my representatives visit hospitals and pay for treatment of patients who applied for admission and were turned away because too poor to enter the hospital.

To give temporary assistance in the form of loans to young men stranded in the city and looking for work.

Ultimately, I decided the entire fortune should go into a colonization and irrigation scheme in the southwest—but that is yet a dream.

Having pointed out the few difficulties that beset a rich man who ardently desires to assist his fellow men I will sketch briefly some of the propositions to which I have listened.

The most importunate person that besets and dogs the footsteps of a rich man is the man who has an idea that, with a little financial backing, he can get extremely wealthy. For the reason that he seeks selfishly after millions and is money mad I generally decline to assist him, being certain that wealth in his hands would do more harm than good.

When I receive one of these men personally I begin, after listening to his plan, by saying: "What will you do with the million when you get it?" Not one of these visionaries has given that a thought. They want the million—for themselves and not for humanity.

One man came near answering. Tears leaped into his eyes when I asked the question, and then he said, thickly: "I'd let the missus handle it. She'd know how to do good with it." I backed that fellow, but we failed, and he now is running a nice little machine shop I built for him, and insists on paying interest on the money.

But what I started to tell was about the wonderful propositions that are advanced by these would-be millionaires who seek a financier to back them.

First, there are the inventors—cranks all—but often men devoted entirely to their one idea and more than probably wasting life on that idea. This class I generally strive to discourage in the most practical way, and that is by spending a little money to hire an expert to examine the inventions and report on their practicability and their probable utilitarian worth. Not one in five is practical, and not one in ten of the practical ones is worth inventing. If I am convinced that his ideas are practical and worth something to humanity, I advance money enough to start the man in business or to protect his interests.

The second class are the schemers and promoters. From this source come the wildest lot of ideas ever advanced by any one.

One of the recent cases was that of a man who came to me to assist him in a colonization scheme. He wanted to colonize an island, preferably the Isle of Pines, with American negroes, and, while developing the resources of the island, to settle the negro question. I hinted that Liberia was not an entire success, and gently told him that he could not get the negro to leave the United States.

"I've thought that all out," he said, enthusiastically. "We'll raise watermelons, and I have drawn plans for a big opera house. All we'll have to do is to hire Williams and Walker to play there every night and they'll all go."

Last summer a man came with a scheme to build a mountain a mile high within ten miles of Chicago, with real snow on the summit, real Alpine chalets, abyssees, glaciers, and all. He had it figured out that the trolley and roadhouse privileges would pay 8 per cent. on the cost, and that much more could be made by using the summit as a cold storage plant and for harvesting ice. He had plans all drawn for ice slides

from the summit, ski and toboggan courses, and all. He expected it would take ten years to build the mountain, but he was willing to wait—and still is waiting.

Another freak came with a wave motor idea. I have examined perhaps 200 wave motors, but this one had them all beaten. All the man wanted was to build a combination float and breakwater along the entire water front of Chicago, to supply the city with all heat, light and power. He had over \$500 worth of blue prints, made to his order, to show that the scheme was feasible.

Solutions of traction problems can be found every day by any one who has the reputation of being rich if he only will listen to the ideas of callers. My secretary has tabulated about forty different solutions of Chicago's traction problem. Endless chains of rolling chairs propelled by central power stations caught my fancy because the originator of the idea added details which made the prospect of that kind of traction delightful. He put in foot warmers and adjustable shades and awnings, and had a scheme whereby the rider, by merely extending a board, would receive any paper or magazine desired from the wayside stands. It took two days to get rid of that man.

One idea, which interested me vastly, has been lost, because the promoter was too much afraid I would steal his secret to be entirely frank. He refused to reveal the inner workings until he saw the mon-



The "Ideal" Girl in Uniform Overalls

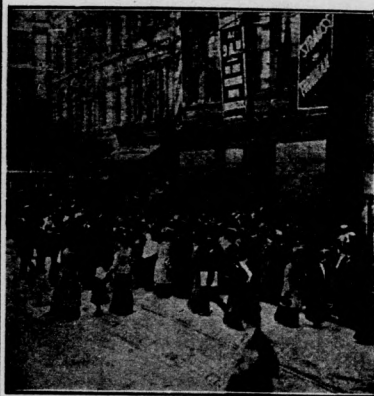
All the Improvements
Write for Samples

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.

ey, but the outline of the scheme was enormously interesting. His plan was to educate boys and girls practically instantaneously—thus saving them all the time lost in school and college.

Altogether the rich man who really would like to help has his troubles. Even now I am forced to hide my identity for fear a swarm of persons would descend upon me, asking me to back them in schemes which might help them and hurt a hundred others.

Frank Stowell.

Acting as Guide Easy Money for College Boys.

To the young man of athletic build, with a fondness for outdoor life and knowledge of angling, the lakes and streams of Michigan, where summer resorts are located, offer a means of spending a profitable summer vacation. Young men are wanted as guides to the patrons of the resorts and from the ranks of the colleges, and sometimes the high schools, the army of guides is filled. The guide enjoys the summer outing equally as much as his employer and receives compensation for his work.

Usually the summer resort is built in a sparsely settled section of the country, and the "town boy" can not be relied upon to guide the wealthy financier, banker, or manufacturer about lake or stream to the favorite nooks of the bass, trout or muskellunge. The fishermen will not do the work and the necessity for a guide is created.

Many a college youth has earned sufficient money to pay for a full year's schooling by spending his summer vacation at one of these health resorts. He receives board and room from the hotelkeeper, a fair salary, a dollar or so a day, the fisherman usually gives twice as much, while a good fat tip now and then, as a result of a good catch, swells the weekly stipend.

The position of guide is not a hard one to fill, but calls into play the knowledge of water and angling. That the guide may have gained during his life. Thus a guide, with a year or two of experience in one place, is in demand and his remuneration far greater than that of the beginner. The salary increases with his experience and knowledge of the haunts of the fish.

The actual work is light. One must be able to handle a boat well, and occasionally give instructions in angling, but not often, as usually the fisherman is more experienced at this than the guide. The guide must be an adept with the landing net or gaff, and not spoil a good catch by a false movement when the fish is nearly in the boat, else the ire of the fisherman be aroused and visions of large profits for the day go glimmering. To handle the boat well nearly every college youth, with a love for the outdoor life, is able to do and fulfills the first requirement easily.

In the morning it is up and about early for the morning catch. Breakfast may come at 9 or 10 o'clock or later if the fishing is good. Once returned to the hotel, it is rest until

the afternoon, when the last trip of the day is made. It may endure until darkness if the fishing is good, but not longer.

Not more than eight hours is consumed any day, and a large portion of this is rest. If the catch is good the guide is rewarded liberally, but if small the size of the tip, if any, is proportionately so. With the fishermen it is the size of the basket and not the purse.

The summer resort season usually is on at the same time the college man is enjoying his vacation. The resort and fishing season begins early in June and closes in September, the same months as the colleges are closed and opened.

Some students who have been guides go directly to the summer resort, become acquainted and are established firmly when the first resort comes for a season's rest or fishing. If a guide one year he usually returns the next, having a large acquaintance and in a position to earn more money.

Beside the financial benefit to be derived from a season spent at a resort, the collegian enjoys a summer vacation and returns to his school in the best of health, ready to begin studying, while his more fortunate and wealthier brother may return in dismal spirits and in a condition for anything except hard study and work.

E. E. Irvine.

His Dates Were Confused.

A prominent Southern planter, during the troubles in the South, was called before the United States Court for being implicated in certain outrages committed against colored people. The United States District Attorney was a shrewd man and knew just what kind of person he had to deal with. The defendant, whose name was Jones, went on the stand and told a plausible yarn, and then: "Mr. Jones," said the District Attorney, "where were you on the night the six negroes were slain at Unionville?"

"Well, suh, that night I reckon I was over in Pope county buyin' cattle."

"And then where were you the night the colored women were whipped in Killville?"

"Well, I was on the aidge of Georgia sellin' cattle, suh."

"Very good, Mr. Jones; but where were you the night the two colored men were hanged at Batesburg?"

"That night, suh, I was up in the north of the State visitin' my uncle."

"Where were you the night Cain killed Abel?" asked the lawyer quickly.

"That night, suh," said the planter, with a puzzled expression—"well, let me see—wasn't that about the year 1870?" The lawyer nodded gravely.

"Well, suh, that night I was on a fishin' trip on the Brick River."

"That will do," said the attorney, and the court adjourned for dinner.

The defendant's son pushed up to his father. "Say, dad," said he, "it hurts me to say it, but you are the biggest jay I ever see. Hyeh you just swore that Cain killed Abel in 1870, when any common fool knows it was the first year o' the war."

The Marrying Point.

Tibble was a Scotch lass, hard-working and comely. She ruled over a grateful family of Michiganders for eight years, and then announced her intention of marrying within six weeks.

"I suppose it is Rab whom you mean to marry, Tibble?" asked her nominal mistress, referring to a tall, mild-faced young Scotchman who had spent more or less time in Tibble's spotless kitchen for the last three years.

"It is," announced Tibble, calmly. "Here he's been coming and sitting wi' me all these times, and never a word o' marrying. So at last I said to him, 'If you've no mind to take me, Rab, ye can jist say so, and I'll spend nae more on bright ribbons to sit up wi' ye, but I'll tak my money and buy one o' those talking machines that plays tunes, after I've paid for a strip o' new oilcloth to cover the floor where you've worn out the old one, and then I'll tak my releegious books and settle down in quiet.'"

"Rabbie was so concerned at my drear prospects and the thought o' my savings he said he would have me whenever I got ready."

Always put a plain, readable price on your goods—selling is easier and more rapid.



FOOTE & JENKS'

Pure Extract Vanilla and Genuine, Original Terpeneless Extract of Lemon

State and National Pure Food Standards

Sold only in bottles bearing our address. Under guarantee No. 2442 filed with Dept. of Agriculture.

FOOTE & JENKS, Jackson, Mich.



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

The Weatherly Co.

18 Pearl St. Grand Rapids, Mich.

Manufacturers' Guarantee



Jennings

Flavoring Extract Co.



We are pleased at this time to inform our friends and patrons that the Secretary of Agriculture has accepted our guarantee and has given us the number

6588

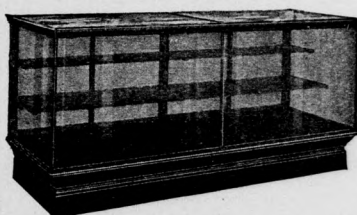
and this number in due time will appear on all bottles of Jennings' Flavoring Extracts and such other goods as we pack that come under the Food and Drug Act June 30, 1906.

Assuring the trade that the Jennings D. C. Brand is worth 100 cents all the time, we solicit your orders.

Jennings Flavoring Extract Co.

C. W. Jennings, Manager

Grand Rapids, Michigan



Our "Crackerjack" No. 42 Note the narrow top rail

Our new 1907 General Store Catalog "A" is now ready. Let us figure on your requirements. One case, a hundred or your complete outfit.

Consult our "Expert" if you desire your store planned or remodeled.

GRAND RAPIDS SHOW CASE CO.

GRAND RAPIDS, MICH.

The Largest Show Case Plant in the world New York Office, 714 Broadway Under Our Own Management

CIPHER CODES.

The Reason Price Marks Should Be Changed Often.

Almost every merchant has a secret price mark. It is a business necessity. The greatest point in its favor is that the dealer who marks his articles with a code is not subject to comparisons of price, which the one price dealer always has to complain of.

The majority of dealers have a secret code from which to determine the price. A great many of them so arrange this code that they can tell the cost as well at a glance.

Most frequently the price code is arranged on a word of nine or ten letters, in which word there are no two letters alike. The letters correspond with the numbers from one to ten, like this:

m a n u s c r i p t
1 2 3 4 5 6 7 8 9 0

This is the commonest and easiest way of marking the price. All dealers are familiar with it, but they seldom change their key-word on account of the difficulty of looking up a new word or the bother of becoming accustomed to the new code.

It is essential that the key be changed often, for when two or three persons, aside from the clerks, know the key it is useless as far as any idea of secrecy is concerned.

Here is a list of nine letter words which can be used for keys. They are all adapted to the use, they offer great variety and are difficult to decipher. These being nine lettered words, the o, or last number can be used as it stands, or any other letter or sign substituted for it.

Thus:

s i g n a t u r e o
1 2 3 4 5 6 7 8 9 0

Similar nine letter words are:

blasphemy
cavernous
clerkship
dangerous
drinkable
dropsical
duplicate
facetious
fisherman
gunpowder
hamstring
harmonize
heptacord
labyrinth
longevity
machinery
manifesto
monastery
nocturnal
numerical
obscurity
observant
outwardly
outspread
prudently
pneumatic
porcelain
subaltern
voluntary

"Abruptness" also may be used in this class by substituting o for the final "s."

The advantages of the nine letter word are many, they are simpler to remember, simpler to read (on account of the o), and more inexplicable than the ten letter words. The

nine letter word, however, is not used as often as the ten letter word. The following list of keys of ten letters will aid the dealer in picking out a new price mark:

background
birthplace
blacksmith
chivalrous
daughterly
deaconship
fishmonger
handsomely
importable
lachrymose
manipulate
manuscript
plastering
pneumatics
profligate
formidable
phlegmatic
forgivable

The following eleven letter words also may be used by dropping the final letter, or using it as a repeater:

Candlestick.
Disturbance.
Neighborly.

The two words, "birthplace" and "blacksmith," in the ten letter list, are well fitted for price marks. Being double words and each word containing five letters, they are much easier to remember and far simpler for the clerk to decipher.

b l a c k s m i t h
1 2 3 4 5 6 7 8 9 0

The simplicity is seen from the above, the first word ends with number five and the second begins with number six, the letters being equally divided in the compound word making the key much simpler.

But even more suitable is the hyphenated word. There are few, if any, dealers who have discovered and used this class of words for keys. They are ideally adapted to such use:

h a i l - s t o n e
1 2 3 4 5 6 7 8 9 0

Other hyphenated words, which are suitable for price marks, are:

back-slide
hail-stone
make-shift
ship-board
shop-lifter
yard-stick

The word "fish monger" also may be used, the same as "shoplifter," by cutting off the final letter.

Five is the most frequent number occurring in price marks. There usually is a five somewhere in the combination, and for this reason the type of words above makes the ideal word key. At a glance the clerk can read the dash or hyphen and it is confusing to the curious customer, who can not account for a figure in a letter code, unless it represents a figure one or a naught. The five never is thought of by the investigator and easily thought of by the clerk. In those two points lies the beauty of such a word for a price mark.

The figure x, as a rule, is used for a repeater thus, with "manuscript" for the key:

m s t x - \$ 1 5 . 0 0 .

It will be found in key words that the p's and m's predominate, and words beginning with those letters are used by the majority of dealers

FOR EXCHANGE

Farm of forty acres located in Mecosta County. Stanwood the nearest trading point. Good house and barn on place. Will exchange for grocery or general stock.

A fine opportunity for a merchant who wishes to dispose of his business and come in possession of a desirable farm.

For particulars address,

B. H. Comstock, Sales Specialist

933 Mich. Trust Bldg.

GRAND RAPIDS, MICHIGAN

Crown Piano

GROWING IN POPULARITY

The spreading fame of the Crown name is just what is sure to follow when skill and care and honesty are built into every instrument. Every day new friends are made for the "Crown" by its merits. This does not surprise its maker, but multiplies its friends, whose appreciation grows by the actual test in the home. Get the name in mind, the piano in your home, and its benefits in your life. It requires no skill to select it—the skill has been put into its making.

The Quality Goes In Before the Name Goes On

Write for our new catalogue

George P. Bent

Manufacturer

211½ Wabash Ave., Chicago

U. S. Horse Radish Company

Saginaw, Mich.

Wholesale Manufacturers of

**Pure
Horse Radish**



Girls are frequently painted

Much worse than they really are.

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

Manufacturers

Traverse City, Mich.



**Putnam's
Menthol Cough Drops**

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

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

**One Full Size Carton
Free**

when returned to us or your jobber properly endorsed.

PUTNAM FACTORY, National Candy Co

Makers

GRAND RAPIDS, MICH.

For that reason it would be advisable to pick out one beginning with a letter other than p or m.

There is some humor in price marks; for instance, "shoplifter," as a constant reminder and warning to the clerk; "yard-stick," how ironical it must sound to the "counter jumper." Think of a clerk determining the price of face powder from the key "gunpowder." And how suitable the code "labyrinth" is to the new clerk winding in and out among the letters of the word in a vain effort to find the price of a 5 cent cake of soap.

With the introduction of the spelling reform there has been an innovation in price marks. It opens up a wide field, and articles marked on such a key surely are inexplicable. For instance, among the novelties are the following:

Sel th gudz.
Charg enuf.
Plez b onist.

The keys are novel and intricate, but it is not seriously thought, however, that many of the dealers will adopt this scheme of marking.

Some merchants use phrases instead of words. For instance, a big wholesale jewelry house in New York uses the legend, "Now be sharp." A firm in Chicago uses, "Be watchful." Some houses think that phrases have certain advantages over mere words.

Many merchants form keys upon their business names, for instance:

Klein Bros.
Born & Smith.
Yalving Co.
C. L. Hornsby.
Jones Drug.

There is a personality about such a key that makes it of value to the merchant, and it is, as a rule, hard to decipher.

A simple device, which is preferred by many, is plain figure marking. The real figures are written down as a stock number in a row.

For instance, in 2468793: \$4.89 would be the price mark. Beginning with the first number and using every other number as a blind, this is read easily and not as liable to mistake as the word method. This may be varied, beginning with the first and skipping every other one, reading backwards, and divers other ways. The merit of this lies in its readability and simplicity, together with the fact that it is usually taken for a stock number instead of a price mark.

An even simpler way is to use merely one blind, as, 6,148.

Price would be \$1.48.

Any letter or figure may be used for the blind.

One objection to this is that an article marked to sell at less than a dollar often is sold for more, and the scarcity of figures would lead the customer to believe that the price came in two, rather than three figures. This easily may be overcome by using an extra figure, a plus sign, or an x, before the number to make the price look greater.

This method often is used as a cost mark, the selling price being found by adding whatever per cent. profit is to be figured.

A new method in cost marking which would be almost impossible to solve, and yet one which the clerk

could handle and learn easily, is the following:

For example, 61483: 6 is the blind; 148 is the cost; 3 is the figure which, multiplied by the cost, will give the selling price.

Often a buyer picks up a line of goods at a bargain which he either can afford to sell cheaply as a leader, or which he prefers to get a better profit from. By this system of marking he can get whichever price he wishes and still know the original cost simply by looking at his price mark.

There are some curiosities in price marks which can be seen once in awhile. For instance, a haberdasher in Clark street in Chicago uses Stevenson's "dancing man." The marks are curious but almost impracticable.

The solution is, that the numbers correspond to the various parts of Stevenson's famous "dancing man."

The various limbs must be made with care, and even then there are frequent mistakes in the reading. The adoption of such a cipher scarcely is advisable.

A merchant on the West Side of Chicago makes his price marks on the typewriter, and uses the following code:

1 2 3 4 5 6 7 8 9 0
.: : | * ! ? ()

An article selling at \$16.50 would be marked *|).

This is inexplicable without the code; but, on account of its complexity, is not specially adapted to use as a price mark.

Probably the best mark possible never has been used. It is most simple and could be adopted with great safety, for it is practically unknown. There is no code to it, nothing to remember, nothing to figure out. It is simply this, in putting down a price mark merely use the preceding figure in the numerical scale instead of the real figure.

An article to be priced at \$17.50 would be marked 0649. What could be more simple? What could be more practical?

Or, by reversing the process the article priced at \$17.50 would be marked 2861, according to the following table:

2-3-4-5-6-7-8-9-0-1
1 2 3 4 5 6 7 8 9 0

It is safe from detection and nothing could be easier. The mark would be taken either for a stock number or an intricate price mark.

There are thousands of different price marks in use to-day, and more coming in, as the advisability of an exclusive mark grows upon the dealer. It is a business necessity, as is the frequent changing of the code or cipher for the sake of protection.

Robert Carlton Brown.

Wanted a Continuance.

A Western Senator, generally esteemed as one of the ablest lawyers at the north end of the Capitol, enjoys telling of an experience of his early days at the bar in Chicago which showed that he did not then enjoy the reputation he now holds:

"I was retained by an old Irish-woman," says the Senator, "to defend her only boy, charged with

housebreaking. Shortly after the beginning of legal proceedings against the boy I received a message from the old lady to meet her on pressing business. When we met she rushed up to me, and in an excited voice exclaimed:

"I want ye to git a continuance for me b'y."

"Very well, madam," was my reply; 'I will do so if I can; but it will be necessary to present to the court some grounds for a remand. What shall I say?'

"Sure," responded the old lady, 'ye can jist tell the court that I want a continuance till I can git a better lawyer for the b'y.'"

It is hard to do a man who doesn't mind being downed.

FREE! FREE! FREE!

To all merchants
for the writing

Practical Plans, Etc.

FOR

Holding Special Sale

State amount of
stock, various de-
partments, popu-
lation, etc.

Wilson Mercantile Co.

Suite 708 Security Bldg.
Chicago, Ill.

(Expert Advertisers)



The Sign of Quality

A Call in the Night

FIRE! POLICE!

Lift the receiver from the hook and tell the operator.

Exclusive Feature—We Have Others

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

Michigan State Telephone Company

C. E. WILDE, District Manager

Grand Rapids, Mich.

With Bour Quality Coffees You Have America's Best Drinking Coffees

They are the Perfected Result of Years of
Painstaking Experiment and are the

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.



Crimes Committed by the Careless Who Never Think.

A great many of us—and we are not hard-hearted people either—read with delight, the other day, of a Pennsylvania judge who had the courage to sentence a man to eight years in the penitentiary for accidentally killing his friend. It is about time that somebody called a halt, not only on the fool who fools with a gun, but on the other criminally careless individuals who go on their devastating way through the world, breaking hearts and ruining homes, and who think they have sufficiently atoned for the harm they do by saying they did not intend it. To the woman who agonizes over the dead body of her husband or the mother who mourns her son, it can not make much difference whether she was robbed of all that made life dear through accident or by design.

In all the length and breadth of contradictory human nature there is nothing stranger than that we should take this overly charitable view of carelessness. The simple testimony that "he didn't know the gun was loaded" has been accepted as handsome apology for murder in innumerable cases. To say we "didn't think," the rest of us regard as a blank excuse that we can stretch over all the lesser crimes in the calendar.

We work it for all that it is worth, yet in reality it is a plea for pardon that nobody but an idiot is justified in putting forth in his own behalf. What reason, that anybody ought to be expected to accept, can an intelligent human being give for not thinking? It always reminds me of a colored philosopher I once knew, who meted out a stern justice to her offspring, and who was particularly severe on them when they dared to offer the excuse, "I didn't think," by way of a panacea for their shortcomings. "Didn't think, didn't think," she would exclaim, wrathfully, "whut's de good in havin' a thinker ef you don't wuk hit?"

So say we all, brethren and sisters: What's the use?

To take the matter up in its most practical aspect is to recognize the fact that it is other people's carelessness that lays our heaviest burdens upon us. This is particularly true as regards women, and there isn't a mother and wife and housekeeper in the land who doesn't know that it is because her family does not think that she must slave at a never-ending job, one that has no let-up from year's end to year's end. She spends her time picking up clothes off the floor, hanging up hats, putting back books on the shelves, straightening chairs, picking up newspapers, arranging the things other people have disarranged. Nobody thanks her for it. Nobody knows she does it. Her husband and children are of the opinion that one's best clothes always brush themselves and get back where they belong by themselves, and that if you will only

give a house time it will tidy itself up and become spick and span. They never connect mother's tired face with the process, and when she speaks of being busy, "Oh," they say, "you ought to have to do what I do," and they wonder how she really puts in the time, with so little to do.

Every now and then some dreamer of Utopian vision who is looking a century or two forward devises some wild scheme for the lightening of domestic labor and solving the house-keeping problem, and we hear about co-operative millenniums when we shall all eat out of the same pot and live in barracks, and when we shall only have to push a button and a paternal government will do the rest. It is the folly of a fanatic. Domestic reform must begin at home, but it never will until the man who can only afford to hire one servant learns to pick up his own dirty collars and keep from strewing the Sunday papers from the basement to the attic. When everybody in a house acquires the habit of putting things back where they got them, we shall have fewer over-worked women who are the victims of the criminal carelessness of those of their own family.

Even more to be deplored than this is the lack of thought we show in our conduct to those of our own household, and whose happiness or misery lies in our hands. I often think that when the great judgment day comes for each of us and we must answer for the deeds done in the flesh, we shall not be so appalled by the one or two great wrongs we may have committed as by the thousand

and little acts of criminal carelessness that darken our past. What are those husbands going to say who took the jewel of a woman's happiness in their keeping and then were so careless that they threw it away?

The world is full of heart-hungry wives who are starving for a little appreciation, a little love, a little praise. We don't recognize it as a tragedy because we are too familiar with it; but there is really no sight sadder than that of the woman who spends her life trying to please a husband who accepts her labor without thanks, who passes over her achievements without commendation and who growls and grumbles over every mistake. To far too many men courtship ends the lovemaking, and the marriage ceremony converts the adoring admirer into the carping critic. They are not bad men. They are not intentionally cruel, but not all sins are sins of commission. Sometimes the thing we do not do is just as cruel a wrong as anything malice could devise and fiendish malignity put into execution.

I was told once the story of a woman who was married to a good man, but one who broke her heart slowly through long years by his apparent indifference and lack of affection. For nearly half a century she gave to him a ceaseless devotion, unrewarded by any word or sign that he knew or appreciated the work of her hands and brain. At last the time came when she lay dying, and the gray-headed old husband sobbed out to her all that had lain silent in his heart so long—the love and devotion and grati-

"IT'S ALL IN THE JAR"

How often have you had complaints as to poor quality of Fruit Jars and loss of fruit? You never heard of failure or complaint of

ATLAS SPECIAL WIDE MOUTH FRUIT JARS

We think so much of them that we spent several thousand good dollars last year telling the housewives all about them. We had thousands of inquiries which we did our best to satisfy, but in very many cases were unable to supply the goods. This year we will continue to advertise in the leading women's papers, for the benefit of the retail grocer.

We want to ship in car lots as we also supply Atlas Mason Jars, Atlas Mason Improved, and Atlas E. Z. Seal Jars (new wide mouth). There is no trouble about making up carloads. Don't put a lot of cheap jars in stock but write us for prices on the BEST before it is too late. We have done our part, so now it is up to you, and really "IT'S ALL IN THE JAR."

HAZEL-ATLAS GLASS COMPANY
Wheeling, West Virginia

tude and admiration with which he had always regarded her. The woman turned on him eyes dimmed by years of weeping and asked: "Why did you never tell me this before?" and the man answered: "I never thought that it mattered;" and the woman said: "It would have paid me for everything I have endured. It would have made my life happy instead of full of misery. Now it is too late," and she turned her face to the wall and died.

It takes so little to make a woman happy—just a little love, a few caresses, a flower, a word of remembrance. Every man knows that, and when he neglects to give them to his wife it is no excuse to say that he didn't think of it. He doesn't forget to jolly the man of whom he wants a favor. He remembers to treat the customer to whom he expects to sell a bill of goods. He can remember the things he thinks worth while, and surely among these is making his wife happy. Let us be done with men pleading the baby act that they did not think. If they can not remember any other way, let them tie knots in their pocket handkerchiefs and every time they pull them out at home be reminded to pay their wives a compliment. To marry a woman and then not make her happy is a crime, whether it is the result of carelessness or set intention.

Another place where we deserve to do time for our criminal carelessness is in the way we talk before servants. We discuss the most intimate matters before them. We hazard guesses at people's motives. We repeat rumors of intrigues. We talk as if the maid who is waiting behind our chair were deaf as the adder of the scriptures, and dead as a coffin nail, instead of being an elongated ear and a talking machine combined. Then when a distorted and garbled report goes forth of some family happening we wonder how on earth it got out. Perhaps it is not far short of the truth to say that we are all the authors of our own scandals and that our own servants are the disseminators. They get a word here and there and put their own interpretation on it, and the result is that reputations are ruined. Mr. and Mrs. X. discuss family finances at the table, and Mr. X. remarks that they can not afford so and so. Listening Mary Jane, bringing in the dinner, picks up a few sentences, and, by the time she

has confided what she thought she heard to Mrs. Jones' cook, and she has passed it on to Mrs. Brown's nurse, all the world is aware of a rumor that the X's are toppling on the verge of bankruptcy and can not pay their servants. We despise the base rumor we call kitchen gossip, but we listen to it. It makes and mars characters, and the pity of the thing is that it is our own criminal carelessness that lays its foundations. There are also the criminally careless people who terrorize society with their malapropos remarks. A forbidden subject attracts them and draws them on to their doom as surely and irresistibly as the magnet does the needle. If there is a tender spot in your soul they put their finger right on it. Let an old maid be present and they get funny on the subject of women who are trying to marry. Is there a divorced person in the company, wild horses could not drag them away from a discussion of marital unhappiness. Has somebody a son who is a black sheep and who has brought shame and sorrow on his family, they discourse on forgery and betrayed trusts and prisons. Of course these people always excuse themselves by saying they did not think. It should never be accepted. People who have not enough brains to think have no business in society. They should be locked up in asylums for the feeble-minded until they learn enough intelligence to keep them from wounding other people by their dangerous conversation. For my part, I would prefer to be killed by the clean stiletto stab of an enemy to being kicked to death by a donkey, and I would just as soon have my feelings hurt or my vanity wounded by an intentional unkindness as by the blundering stupidity of the criminally careless who never think.

Dorothy Dix.

Different.

A Philadelphia settlement worker tells of two fresh-air fund children who gazed in some wonder at a number of live chickens running about the place in the country to which the youngsters were taken.

"Haven't you ever seen any chickens before?" asked the kind woman in charge of the expedition.

"Oh, yes, mum," answered the elder child, knowingly, "we has seen lots of 'em, only it was after they was peeled."

The Highest Paid Man in the World.

John Hayes Hammond, the mining engineer of New York, receives a salary aggregating \$800,000 a year, which is more money than any other man ever received for his personal services. Men make millions on investments, or by manipulations, or speculation, but Hammond is the only man in the world who is paid so near a million a year for professional advice.

Hammond is the greatest soldier of fortune of modern times, perhaps of all times, and was the model from which Richard Harding Davis drew his hero in "Soldiers of Fortune." He was born in San Francisco fifty-two years ago and graduated from the Sheffield Scientific School of Yale. During his boyhood in California he heard and dreamed of nothing but gold, for the Western coast was gold mad during this period.

In his quest for the precious yellow metal Hammond has traveled all over the world, from Siberia to South Africa. He followed the course of prospecting in Australia during the boom days, and he was in the Transvaal at the time of the Jameson raid. With Phillips, Frank Rhodes and George Farrar he was captured by the Boers and sentenced to death, to the great excitement of the whole civilized world. Oom Paul Kruger, under threats from Joseph Chamberlain, released the four men upon payment of an enormous fine and sentence of punishment.

Hammond went to New York and opened an office as a consulting engineer. He may be found now in a little room in the Empire building, and so great is his knowledge of gold bearing ore from all the great gold fields of the world that he is able to pass unerring judgment upon mines without visiting them.

His word is law to investors. If Hammond says "Yes" financial kings will spend millions for purchase or development of gold mines. If Hammond says "No" investors will not spend a cent, no matter how tempting the offers may be. He has a corps of assistants who visit mines under question and make their reports to him.

R. N. Blackfaun.

Always look out for the man at the other end of the bargain. Do this and success is assured.

Emptiness is not innocence.

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.

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

PILES

CURED

...without...

Chloroform,
Knife or Pain

Dr. Willard M. Burleson

103 Monroe St., Grand Rapids

Booklet free on application

Wanted SECOND-HAND SAFES

Grand Rapids Safe Co.

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.



THE HIGHEST GRADE
OF FLAKED WHEAT
FOOD IN THE WORLD

This Great Combination Offer on These Two Products Settles the Cereal Question

BUY YOUR WHEAT FLAKES AND CORN FLAKES FROM THE SAME
COMPANY AND GET THE BENEFIT OF THE COMBINATION PRICE



THE HIGHEST GRADE
OF TOASTED CORN
FLAKES IN THE WORLD

We Pay the Freight==You Make the Profit

We have increased our capacity on our new FLAKED CORN FOOD—EGG-O-SEE COMPANY'S CORN, FLAKED AND TOASTED—to a point where we are able to include it with EGG-O-SEE in our GREAT COMBINATION OFFER; consequently, FROM THIS DATE TO MAY 1st, 1907, and as long thereafter as we are able to fill orders, we will allow

THE RETAIL GROCER with

- 10 cases of EGG-O-SEE or E. C. TOASTED CORN FLAKES—1 case FREE
5 1-2 cases of EGG-O-SEE or E. C. TOASTED CORN FLAKES—1-2 case FREE

On all such purchases we will allow FREIGHT, when shipped from Jobbers' stock, or prepay FREIGHT on drop shipments from factory.

EGG-O-SEE COMPANY'S PRODUCTS ARE GUARANTEED
UNDER THE NATIONAL PURE FOOD LAW, SERIAL No. 5968

REMEMBER—This enables you to make Combination Orders of EGG-O-SEE and E. C. CORN FLAKES, to suit your requirements, and get the benefit of the SPECIAL PRICE on each. For instance, you can purchase 3 cases of E. C. CORN FLAKES and 2½ cases of EGG-O-SEE upon which you are entitled to the five case price and ½ case of either CORN FLAKES or EGG-O-SEE FREE or vice versa.

The illustration on the opposite page is the first of a series of advertisements which will be used in our great newspaper campaign; this full page appeared in the leading newspapers of the country on Sunday, April 7th.

Our GREAT ADVERTISING CAMPAIGN FOR 1907 is now in full swing, and comprises the use of over fifty of the most prominent magazines of this country; the leading newspapers of practically the entire United States; a street car card in all the street cars of the country. This, together with the liberal use of bill boards, sampling and detail work, by what is conceded to be the Greatest Sales Organization of any Cereal Company in this country, will make both of these products easy to sell.

We are now entering the season during which Flaked Cereals have their largest sale; consequently, we are making you this SPECIAL OFFER at a time most profitable to you.

Send order to us or to your jobber.

EGG-O-SEE CEREAL COMPANY
CHICAGO

JUDGE FOR YOURSELF



The above picture illustrates a fact which we feel every thrifty American housewife ought to know—

A single package of our E. C. Corn Flakes contains 50% more toasted corn flakes than any other 10c package on the market.

This means that you can serve E. C. Corn Flakes with rich cream and fruit for less money than it costs to serve other brands plain and dry.

In other words, every time you do not insist upon our E. C. Corn Flakes at your grocer's you are practically being cheated out of 5c in real money.

Could anything more clearly illustrate to the thrifty American housewife the real economy of E. C. Corn Flakes?

But that is not all—

E. C. Corn Flakes so far surpasses

other brands in regard to quality that there is really no basis for comparison on that point—

For E. C. Corn Flakes is made in the largest, cleanest and most economically operated pure food mills in the world, by the famous Egg-O-See process, which has made Egg-O-See the favorite flaked food from Maine to California.

More Egg-O-See is eaten each day than all other flake foods combined.

Never in the history of a food product have the American people given such a sweeping endorsement of merit as has been accorded Egg-O-See.

That is why we call our flaked and toasted corn food Egg-O-See Company's Corn.

We realized that the millions of people who, for years, have known

the deliciousness of Egg-O-See would understand at once that E. C. Corn Flakes is as good a corn food as Egg-O-See is a wheat food and that, with these two in the home, they need no other cereal.

Remember the name, Egg-O-See Company's Corn, flaked and toasted, or E. C. CORN (as we call it for short), and that it is made the Egg-O-See way by the Egg-O-See Company in the largest, cleanest and most economically operated pure food mills in the world, thus making it possible for us to sell the largest package of the highest quality food for 10 cents.

Get a package at once and judge for yourself. Your grocer should have it. If not, insist on his getting it for you, or send us his name and 10 cents, and we will send you a package prepaid.

Egg-O-See Cereal Company
Chicago, U. S. A.

UGLY-FACED PEOPLE.

No Place For Them in the World.
Written for the Tradesman.

"I'm going to start a beauty shop," said the traveling salesman who recently came out of a railroad wreck with a broken nose and an unsightly scar across one cheek.

The other traveler, who has never been in a wreck and is therefore not yet properly initiated into the craft, grinned and pointed to a mirror.

"And you'll run your picture in your advertising matter, of course?" he asked.

"Of course I shall—as an illustration of before treatment."

"That will be fine."

"Well, this is no josh," replied the first speaker. "You've got to be a good looker to get a job, and we can't all be artists' models in the matter of mugs. There's about half the people in the world who need their faces made over."

"I've heard that they can be made over by internal treatment."

"Oh, yes! I presume that if a fellow has a face broader than it is long, with a roll of fat under his chin and great bald temples, he can straighten it out mentally? Nit! Yes, sir. I'm going to start a beauty shop and advertise to give the rejected ones a place in the world. I think I'll guarantee a job to every person who takes the treatment. If you've got one of those sharp, inquisitive noses that warns your fellows to keep off the grass, I'll trim it down so that you won't be recognized as a pry-in."

"But that won't change the character of the man."

"No, it won't, but that does not matter. Everything goes by appearances in this age. A man may be a petty little marplot, but if he has a good-looking face and the right smile he'll always have a job. Yes, the beauty shop is the thing. Look here: Before I got tangled up in that wreck I had no difficulty in landing \$2,000 and expenses. When I came out of the hospital \$1,200 was the best offer, and that was from the old firm. See? They docked me \$800 a year for getting banged up. I can sell goods the same as before, but I'm not quite the ornament I was before the wreck. Oh, the pretty men are the ones who rake down the fine fruit!"

"And the pretty girls?"

"Yes, the girls, of course. You let a wise little girl with a mug that would stop a clock go out after a job, and she gets it—sometimes! Then you take a sweet little thing with a clear complexion, a beaut. of a nose, sunny brown hair and nice eyes. She goes out and comes in with a dozen jobs, and she'll keep 'em, too, no matter if her head is as empty as a caucus speech, and that's about the emptiest thing I know of. The pretty girl gets all the easy jobs, all the suppers, all the rides. Suppose, now I could make all girls pretty! Wouldn't that equalize things? Yes, indeed!"

"I think it a wise dispensation of Providence," said the other, "that character shows in the face. You'll get a whole lot of impressionable

young men into trouble if you go and make all the girls pretty."

"In nine times out of ten features falsify character," was the reply. "I've seen men with runaway chins who were mules for obstinacy, and I've seen men with undershot jaws like a bulldog let go at the first show of trouble. But employers do not believe this. They want an ornament as well as an assistant. You bespeak a job for some friend and the first question they ask is, 'Does he drink?' The next is, 'Is he presentable?' And by presentable they don't mean not absolutely hideous. They mean a good looker. I know a young fellow who is a natural grafter. I don't believe he ever had a job that he did not get the best of his employer. He has stolen from every man he has worked for for years, and yet he always has a job. He has worked for one man a dozen times that I know of, and stolen every time and been caught at it. Why? Because he is a good looker and a good dresser. There you are. You've got to have the features if you get a job. It's rotten, but features count more than brains."

"Then you'll annex an intelligence office to your beauty shop?"

"You bet I shall. I won't deal in intelligence, for that is not necessary where there are good looks and pleasing manners. I don't know why they call an employment shop an intelligence office, but they do. Listen: Here comes a little girl who can make the keys of a typewriter bubble like a hot spring, but she has a frowning brow. See? She can't get a job as long as there are tender little things in the market who can write five hundred words an hour. I put her under treatment. In a month her face has healed and there is no more frowning brow. Her complexion is silky and her eyes are wide open and frank. She goes out after a job with the old dread of being rejected because of her face and not because of her lack of qualifications for the place. She enters the first office and keeps near the door so she can run if the clerks make faces at her. But, lo! she meets a surprise. She is given a chair and told that the Old Man will be at liberty in just a moment, and the clerks hang about her like bees about a stick of candy."

"She hasn't got used to her new face yet, and so she thinks they are having fun with her. Then she sees a radiant presence beaming upon her from the mirror and remembers the hundred plunks she has dropped into my healing paw. Isn't that the stuff? Won't I be a benefactor to the human race? It's me for the beauty shop, and that's no josh!"

The other traveling man took out his watch and gravely felt of the speaker's pulse.

"See a doctor," he advised.

"Doctor nothing! Here's poor mother who takes in plain sewing and works far into the night, just as they always do in the magazine stories. She has a son upon whom the hopes of her life are centered. She longs for the day when he will walk into the doorway with a wad that would choke a water pipe, and say:

'It is for me dear mother! I've taken out seven cents for me expenses next week!' But this son gets run over by a big policeman with a night stick, and when he gets out of the workhouse he looks like he had been drafted from the remnant counter. Son comes to me beauty shop and gets a new face, on the installment plan. When the treatment is complete he looks like a young man who would get out of his warm bed in the winter night to speak pieces at a Sunday school exhibition. Yes, in-

The Sun Never Sets where the Brilliant Lamp Burns

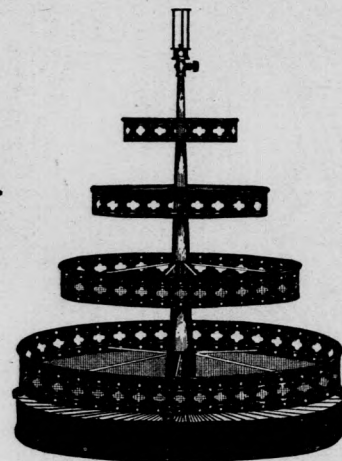
And No Other Light
HALF SO GOOD OR CHEAP
It's economy to use them—saving of 50 to 75 per cent. over any other artificial light, which is demonstrated by the many thousands in use for the last nine years all over the world. Write for M. T. catalog, it tells all about them and our systems.



BRILLIANT GAS LAMP CO.
42 State Street Chicago, Ill.

Vegetable Display Stands

They keep
green truck
fresh, crisp
and attractive.
They prevent
waste and
increase
sales and
profits



They are
used by
Retail
Grocers and
in Markets
where there
are city
water
systems

If you have no city water, write us anyway. We have something interesting to show you.

GALESBURG CORNICE WORKS

149 E. Ferris St.

GALESBURG, ILL.

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.

deedy! The beauty shop is in the row that gets me."

"I can't see why you should censure employers for wanting good-looking people about them."

"I don't. When I get into business a man or a woman who connects with my pay roll must present medals from a series of beauty shows before getting the thin envelope on Saturday nights. I don't blame 'em at all. I'm only stating conditions. In order to get a job a man or a woman must have good looks. Most of the bosses would take first prizes in an ugly-mug contest, but that makes no difference. The poor but homely man is back in the ruck when the good lookers are under the wire."

"If you could only change character to match."

"What for? I'm not doing this to benefit the world. I'm in business for the stuff there is in it, and for the eternal gratitude of my graduates. Here's a girl with ears that stick out like fans. She possesses all the domestic virtues, but she can't get a husband. Her father would like a little easing up on his war bag in his old age, but the girl with the protruding ears can't snare any one else to produce the latest in dress and the swellest in entertainments, so the old man has to dig whenever there is something coming off that is good. He is afraid that if he overlooks even one bet he may miss a chance of sawing his darling off on some other fellow, so he makes good at every call and works himself into an early grave."

"Well, this dainty creature comes to me beauty shop. She negotiates for a reef or two in each ear, at so much a throw, and comes out of the operation in a burst of glory that makes all the girls in the block pull down the shades and turn up their noses when she goes by with the catch of the season gazing fondly into her eyes. I tell you, me friend, that there is no demand of a commercial nature that can not be filled. Employers have taken up the fad of personal beauty, and I'm going to turn it out by the car load. If a man is old enough to be valuable to his employer, and gets fired in the interest of a young skate who never can remember that he's not the boss himself, I'll take that old man and plane out his wrinkles, and give him a new head of hair, and brace his shoulders back, and get him a place at an increased salary. Bosses want young men—good looking young men—and they shall have 'em."

"According to your tale of woe, they are getting them now."

"Oh, yes, I suppose so, but I'm going to give a square deal to the ones in the discard. Don't think this is all bosh. You send a plain young man out in search of a job, and see how long he'll be in the hunt. It's worse with girls. If I can give a little comfort to the people who have to take their faces off to rest 'em I'll be a benefactor, like the man who crosses a wheelbarrow and an oil refinery and produces an automobile."

"First," said the other, "take a batch of hot baths at the foolish house."

"You think it over," said the other, "and you'll see that I'm right." Alfred B. Tozer.

Rode a Good Horse To Death.

Bossford is the young man who talks. There are several young men of whom this may be said, but not the way it may be said of Bossford. Bossford is not a young man who talks, but The one. Which is a fine distinction but a large one. Wherever Bossford goes he is known as The Talker. He goes everywhere and meets everybody, and it is his talking that takes him around, for, save for the facile tongue which is given him, Bossford is as poor as a church rat. He was born poor. He has remained poor. A few weeks ago he started to remedy this condition. He was well on the way to do so, when, in common English people "got next." And so Bossford still is poor. The get rich idea began honestly enough. A friend met Bossford in the street and said: "Hello, Boss, old man. Just the fellow I want to see. Going to give a little delicatessen party up at the house tonight, and I was scared to death for fear that I wouldn't find you. Been without anybody to help things go smooth then, you know. But now that I've found you I begin to breathe easy again. You'll come, won't you? Got to have you, you know, old man. Party wouldn't be anything without you. Told a lot of people that you're coming, and they will look forward to meeting you with eager ears. At 7, please."

Bossford then and there told the truth. Said he: "I'm awfully sorry, but I can't come. I've a lecture date for that night at the Fortieth Century Club. Got to go up and amuse the important people of the city. Can't possibly go to your place—cost me \$50 if I did."

The friend was rich. He was ambitious socially. He knew his limitations as an entertainer and he knew Bossford's capacities. He reached into his vest pocket and extracted therefrom three \$20 bills.

"Please come with me," he pleaded, thrusting the money into Bossford's hand. "I've got to have you, and will protect you from loss."

To oblige a friend Bossford took the \$60, and the Fortieth Century Club was informed that Mr. Bossford was too ill to lecture. So Bossford had an idea. Next week another friend implored him to come to a social gathering at his residence.

"You know we've got to have you to make things go along smoothly," he said.

Then Bossford began to get rich quick. "I'm awfully sorry, but I can not come," he said. "I've got a lecture for that night at the Stein and Platter Club. Got to go up and amuse them. Can't possibly go to your place, much as I'd like to. Cost me \$50 if I did, and I'm too poor to throw money away like that."

This friend also was rich. Most of the people who invited Bossford to help them out on their entertainments were rich.

"Fifty dollars?" said the friend. "H'm. Say, Bossford, just as a piece of friendship, if I stand your loss—give you the fifty—will you throw those other people over and come and help me out? Wouldn't ask you, only we're friends."

"Friendship wins," said Bossford, and he nailed the fifty.

If Bossford hadn't yielded too much to the promptings of the get-rich-quick microbe he might not be poor to-day. But he went too far. Recently he repeated his usual regretful declination of a friend's invitation, winding up with, "Got to talk to the

Cahogey Country Club that night." The friend in question looked at him and gasped:

"The Cahogey Country Club?" he sputtered. "Why, hang it, man, what do you mean? It's the Cahogey Country Club that I'm giving this dinner to! They are coming to my place. They're my guests. What—"

But Bossford fled. So he still is poor. He will remain so. Honesty is the best policy—even for a good talker.

Robert Winter.

A Mine of Wealth

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

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

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

Hastings Industrial Co.
Chicago, Ill.

The Trade can Trust any promise made in the name of SAPOLIO; and, therefore, there need be no hesitation about stocking

HAND SAPOLIO

It is boldly advertised, and will both sell and satisfy.

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.

PURE FOOD LAWS.

What They Have Done for the People.

When Uncle Sam's foreign trade passed the billion-dollar mark we all considered it a great thing, for we can probably say that no nation on earth has the volume of foreign trade that the United States has. It was something to be proud of, something that we might justly boast of. We produce the most pig-iron, the most tons of steel, the most tons of coal of any country. We have the largest area devoted to agriculture. The area which we plant in Indian corn is almost as big as any other country in the world except Russia. We have more money in bank than any other country. Our prosperity, after all, is largely dependent upon our natural resources; it is not because we are any better farmers than other people—as a rule we are not as good. It is not because we have greater inventive genius, for while we take out more patents than any other people in the world, judging from what I have taken out myself, they are not worth much. We are not harder workers, nor do we work more hours than other people. It is true we take less time for our meals, and there is good excuse for that, because they are less fit to eat than those of other countries. If our meals were as carefully prepared and as good we would take more time. I never blame a man for taking only five or six minutes for his meals. If they are like some of the meals I have had, the shorter time he spends at them the better. Our success and our greatness as a nation are founded largely upon our natural resources. If ethics and faith be the essence of trade, and if all commerce is founded thereon, as it must be, then the same principle should extend to all commercial and manufacturing operations.

Years ago in Great Britain they had a law which prevented a merchant from misbranding his goods; but that was not sufficient, because it was possible to evade the provisions of the law in the matter of foods and drinks by adulterating them. So, some twenty-five years ago, still further to protect the people of Great Britain, Parliament enacted what is called the foods and drugs act, a law which is still in active force among Englishmen.

We have been slow to follow in the footsteps of Great Britain. Among the first laws passed by our State Legislature forbidding misbranding of merchandise was one applying to fertilizers, and this was the forerunner of other laws protecting other branches of industries.

For a long while the nation itself failed to realize the fact that the states could protect only their own citizens against each other, but could protect them from the citizens of other states. It was finally seen that, because of their inability to cross the state line, the state laws worked an injustice. So after many years of agitation, Congress enacted a law designed to protect the citizens of one state against the machinations of the citizens of another state.

A man who sells you something for

butter which is not butter is a deceiver. This is a simple illustration of the character of the ethical principle which has been violated in trade and which has made it necessary to have these laws to protect the honest manufacturer and jobber against the deceiver.

One day last winter some one sent to my house—by mistake—some artificial lamb chops—bones on which meat cut from just behind the ear had been threaded very carefully to make them appear like lamb chops. It is all right to sell old bones as old bones, or meat behind the ear by its proper name, but to sell a combination of old bones and meat from behind the ear as lamb chops is a rank deception. It is a violation of the principle of ethics in trade.

Since the National pure food law was put into effect we have had a protest from a millers' association—honest men they are naturally, millers are always honest men. The Secretary of Agriculture, being an honest man himself, had issued an order to the effect that when a miller sold rye flour it should be rye flour and not a mixture of rye flour and flour made from some other grain. The Secretary said to the millers:

"If you send a flour labeled 'rye flour' out of one state into another you will violate the law unless the flour you ship is pure rye flour, and if I can catch you, you will get into trouble."

The millers in annual convention denounced this ruling. They said they had been mixing wheat flour and rye flour for forty years and selling the mixture as rye flour and they intended to keep on doing it. There is no objection on the part of the Department to selling the mixture of rye flour and wheat flour, but when such a mixture is sold as pure rye flour, you get something you don't buy, and you pay for something you don't get.

It is worse than this with buckwheat. We are all fond of buckwheat cakes, I am sure. But how many who order buckwheat cakes in the morning are certain that they are going to eat buckwheat cakes? I will venture the assertion—although I can not prove it—that no city folks eat buckwheat cakes in the morning, or at any other time. Maybe they eat something better—a mixture of other flours with the buckwheat may make it better—but that is not the point, they don't get what they order. And when they use maple syrup on the "buckwheat cakes," are they getting maple syrup? Yes, on the label. There is a nice picture of maple trees on the can and the word maple is very prominent, but that is all the maple there is about it. We had this same trouble with a large firm that has been selling maple syrup for forty years. This firm sells more "maple syrup" every year than is made, yes, ten times over, in the United States—just this one firm, and there is not a maple tree within 500 miles of their factory, and I doubt if a single member of the firm would know a maple tree if he saw it. The maple trees they are the most familiar with are in the picture of a sugar camp on the label.

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. 90

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.

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

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.

"Why, this won't do," we said; "that is not right; you are selling here, under the name of maple, a syrup which is not maple syrup."

They replied:

"Well, we know that; but it is a better syrup than you ever made out of maple trees."

"We may grant that," we answered; "but the law says that if you misbrand an article you are liable to fine and imprisonment."

The maple sugar camp had to come off the label.

Then there is condensed milk. I believe in it, if it is fresh milk and condensed. But if it is skimmed milk and thickened, I hardly think it is condensed milk, especially if the label says it is evaporated cream. When we told the manufacturers that they could not send it out of the State so labeled they said: "Why, you will ruin our business; we have spent thousands of dollars advertising this brand of evaporated cream, and if we have to call it milk nobody will buy it." What right did they have to sell it under a false name?

Those who drink cider, be it either sweet or hard, have been drinking medicine, as a rule, because it was all preserved with some kind of a chemical. They used to use salicylic acid, but there was such a howl about it that they began using sulphurous acid and sulphites, and now they have gone to benzoate of soda. A gentleman came to me after the bill was enacted and said: "Well, I guess you have ruined my best business all right. I have a big orchard and I make hundreds of barrels of cider, and I have put benzoate of soda into every one of them. How can I stop using it? I don't want to stop making cider."

I replied: "If you will put your cider in a clean, sterilized barrel, and will keep it up to about 140 degrees Fahrenheit, so that it contains not a single yeast cell, and put your cider into this barrel and stop it with a sterilized bung, and see that no germ of any kind gets in, how is it going to ferment? Try it." He did, and there has not yet a single barrel fermented.

Manufacturers of ketchup said they could not make it without benzoate of soda. A prominent manufacturer made his whole crop last year without a drop of chemical, and when people found it had no benzoate of soda they rushed over themselves to buy it, and in three weeks he had sold every bottle he had made for the entire season. It has not exploded yet.

Some makers said that when the bottle was opened it would spoil. For this I am glad, for there is nothing so disgusting as an old ketchup bottle that has been left on the table for six weeks unstoppered.

And now come the people who make these pie-fillings in many of our large cities and send them all over the country preserved with benzoate of soda.

Paint is just as bad as benzoate of soda, if not worse. We do not want our food painted. Paint is good for frescoing and for ribbons or for cheeks, but never for food. Sir William Perkins, the great English chemist and discoverer of the coal-tar dyes, upon his visit to this country

made the significant statement: "It was never meant that coal-tar dyes should go into foods, and they have no business there. They should be kept out—kept out of butter and cheese."

After a search of three or four years I managed to get hold of a piece of cheese that was not painted inside and out. When you cut into that cheese it is the most delicious thing ever tasted. All these vile dyes spoil the flavor. These things have no business in foods. Neither has sulphate of copper in green peas. Try to eat some of it alone—it is a deadly poison.

When you eat ice cream you want rich cream, with some agreeable flavor—no color. You do not want it half-gelatine, made of old hides and scrapings of beef—hides that are put down in South America in lime and shipped to this country—hides so vile that they have to disinfect them before they will let them through the custom house; and from those hides they get the trimmings which they make into gelatine, and your ice cream is made out of that stuff. The hides go to the tanner. Remember this the next time you eat gelatine ice cream. Not long since one of those hockey-pokey peddlers pushed his cart past my office and stopped in front of a school building near-by, selling his penny hockey-pokey cakes to the children. I sent one of my men out to buy two cakes, one painted yellow and the other green. One of them had 12,000,000 living organisms to the cubic centimeter, and the other more than 13,000,000. I do not remember which had the greater number, the yellow or the green. That is the kind of stuff our children are permitted to buy at a penny a cake at recess. No ethics in that. Plenty of bacteria, but no ethics.

This was the condition of affairs that existed prior to the enactment of the pure food law, which is framed for the protection of the public health, and to secure the people what they ask for and what they pay for, so that when they go into any grocery store or any butcher shop they may be certain what they buy is as represented.

H. W. Wiley,

Chief Chemist,

Department of Agriculture.

Ice Cream Did It.

"Come early to-morrow evening and we will sit in the park," she had coyly said as Walter bade her a loving good-night and went down the steps.

He had replied with a smile and a nod. He was a young and guileless young man, and this was his first love. He had never been buncoed.

The next day seemed never ending to him, but finally the sun went to bed and Walter found a girl hanging on his arm and headed for a park. Under the budding trees they sat down to hear the last songs of the robins before roosting high. He sat with her hand in his, and for ten minutes neither spoke. Then Helen softly breathed into his ear:

"That must be an ice cream parlor across the street."

"I think it's a beer saloon," he replied, as a chill went up his back.

"But ladies are going in there."

"Yes, but it is fashionable now for ladies to go into beer saloons."

She sought to pull her hand away, and there was silence for a moment. Then she said:

"I can almost taste chocolate ice cream."

"It is onions you smell," he replied. "Some one is cooking them for supper."

She moved a few inches away from him, and under the electric light he saw her eyebrows come together and her nose point straight into the air.

"It seems to me that if I had a dish of ice cream—" she softly began, but as she paused he broke in:

"You might have bilious colic before morning."

"Mr. D'Puy, will you have the kindness to escort me home?"

Could Not Stop His Speech.

One of the justices of the Supreme Court tells of a young lawyer in the West who was trying his first case before Justice Harlan.

The youthful attorney had evidently conned his argument until he knew it by heart. Before he had proceeded ten minutes with his oratorical effort, the justice had decided the case in his favor and had told him so. Despite this the young lawyer would not cease. It seemed that he had attained such a momentum that he could not stop.

Finally Justice Harlan leaned forward and in the politest of tones said, "Mr. Blank, notwithstanding your arguments, the court has concluded to decide this case in your favor."

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 1/2, 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

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.

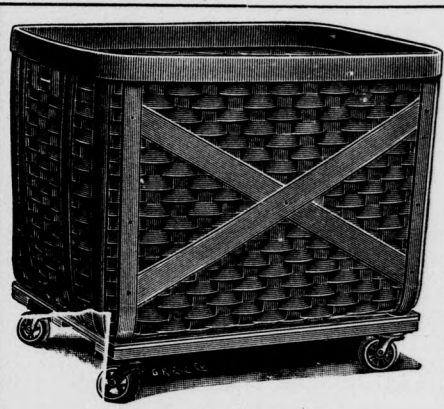
Prompt Service.

Reasonable Prices.

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

GRAND RAPIDS, MICH.

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.

GAINED HIS POINT.

How Harris Won Success in the Mine.

Harris was standing alone at the pit's mouth. The picture before him was not attractive, even in full glare of the sun, and now the darkness made it all the more desolate and gloomy. He had come to take a last look at the old Charles mine.

Harris had been the brain, the will, the soul of this black hole in the ground. Now, after he had spent the best part of his life in this dark vein of the earth: now, when destruction was impending, he was to be held back; his ambition and energy were to be crushed, destroyed by a man who could not see or understand the strange new forces that had shouldered their way into the coal industry.

The Charles mine was owned by John Wells, a man of the old school of mines and mining, and not to be counted on to hold his own in the competitive methods of modern mining. For years Harris had aspired to the position of superintendent, and now that he had attained the dream of his ambition by hard work, he was to be replaced by Douglas Wells, the erratic son of the owner.

As Harris stood before the old mine the one great desire of his life came to him—for power and authority. With these two weapons he knew he could fight a good battle for the old mine. He believed he could find a way to increase the capacity of the Charles mine beyond that of the nearby Sherburn mine, and put the old mine on a paying basis.

But without the power to do, to make his energy count, it would be from breaker boy to breaker boy. The thought of this fate burned his brain like fire. There came to him the true meaning of the life's work of many a good coal miner. Starting as breaker boy it was a long pull to a full fledged miner; then as age comes on and the miner is weakened by some disease incident to mine work, he begins to drop down, rung by rung, over the same humble ladder by which he climbed up.

"When I do go down," thought Harris, his whole soul ablaze at the injustice being heaped on him, "it will be by the gravity of human life, and not by a push from the foot of a detestable, drunken dreamer's heel."

Harris left the mine and found Wells sitting on the veranda at his palatial residence.

"Mr. Wells," said Harris, "I've come to tell you that I must leave you. I believe you understand why it is impossible for me to remain longer."

"I'm sorry to hear that, Harris, for I need you here; but I can't afford to spend money trying to keep up with your modern ideas and ambitions as a superintendent. And besides," exclaimed the old man, "I believe my son has struck his gait. He never lacked anything except steady application; he always had a good head, and now I'm going to give him a chance."

The next morning found Harris seeking work as a common miner at

the Sherburn mines. He had heard of the wonderful operations of this mine, but he never understood what it meant until he saw it with his own eyes. It was a wonderful revelation, for the Sherburn mine was a model example of electrical mine working. Here were modern mechanical coal cutters and coal drills operated by electricity and compressed air. Every car of coal was hauled from the mine by electrical locomotives. The traction system of electrical haulage was a part of the equipment which made thoughts fly through Harris' ever working brain, and these germ thoughts stuck.

It was like living in a new world. Never before had he realized the efficiency and economical production of coal by electrical power and mechanical devices. As a common miner, with the head of a superintendent, he saw plainly that the efficiency of this mine was so great that the savings obtained in the end increased the profits and enlarged the output. How his heart glowed to see the clean methods of machine production of coal.

He went into the cool night air, where he could give freedom to his feverish brain. While fighting the battles that waged in his mind there shot into his brain a plan of how he might save the Charles mine and all his friends and fellow-workmen from the disaster which was inevitable with the closing of the Charles mine. The plan was based on a hard fight with the two narrow minded owners of the Charles.

All the seed of thought, the full years of scheming, the knowledge and experience of life he had been acquiring—everything there was in him—came surging up into one grand purpose. How it came to him of a sudden, born of one little spark, which had burned itself into his brain, was beyond explanation. Planning and scheming, he went back to his room, where he sat in deep thought until a late hour. Then he wrote a letter, explaining in detail all the conditions of the Charles mine.

A few days later a stranger visited this mine, and the rigorous examination he put the old mine through mystified the mine workers. He asked questions about the extent of areas, how it opened, depth of coal, daily output, water supply, and a hundred other things.

That evening the stranger had a long talk with Harris at the hotel. They sat with heads together, talking in low tones, for an hour or so; then they made their way toward Wells' home.

Until late into the night the four men fought a wordy battle in John Wells' library. The stranger was putting up a good fight and hitting the line hard. The facts and figures he hurled at the two Wells operators defeated every argument they could put up.

John Wells was so set in his ways of the old school that it was some time before he could be made to see the inevitable danger of sticking to old methods, even when it was pointed out to him that the lives of his

workmen were imperiled by the methods he used.

The man who had so mysteriously visited the Charles had obtained data on which to estimate the cost of a mechanical plant of proper size for this particular mine.

When John Wells did get his eyes opened to the full meaning and value of a complete mechanical equipment for his mine, he regretted that his obstinate ideas never had been challenged before.

With the land mapped out; with boilers, engines, dynamos, compressors, wiring, piping, undercutting machines, electric locomotives, etc., all formed into a complete plant and turned over with machinery in operation, Harris, the reinstated superintendent, felt that it had been worth while to drop from superintendent to common miner and then be obliged to fight his way back again.

The one little spark that had flashed through Harris' troubled mind and burned itself into his brain on that eventful night after a few days' labor in the Sherburn mine was a certain trade mark which stood out with forceful meaning on every engine and machine. Chall Pancoast.

Nerve Lacking.

Surly Strong—Gimme a nickel, missus?

Missus—I should think a big, strong man like you would be ashamed to ask for money.

Surly Strong—I am, missus, but I ain't got der nerve to take it without askin'.



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

We Sell Whale-Back and Lady

Ryan Cigars. Do You?

Vandenberg Cigar Co.

816 E. Fulton St.

Grand Rapids, Mich.



TRADE WINNERS.

Pop Corn Poppers,
Peanut Roasters and
Combination Machines.

MANY STYLES.
Satisfaction Guaranteed.
Send for Catalog.

KINGERY MFG. CO., 106-108 E. Pearl St., Cincinnati, O.

TYPEWRITING, ADDRESSING, ETC.

Grand Rapids Typewriting and Addressing Co.

Write, call on or phone

A. E. HOWELL, Manager

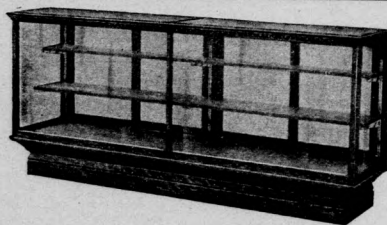
23 So. Division St.

Citizens 5897-2R.



5 Cent
Cigar

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



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.

GIRL WITH A GIFT.

Advantages of Being Handy With the Needle.

Written for the Tradesman.

The girl who has the gift of needle-work in her possession may consider herself a lucky mortal, in these days when so much stress is laid on the small accessories which go such a long way in making a "well-dressed woman." To go and buy all the little fixings that a busy manufacturer is constantly rushing on the market is to spend out a deal of cold cash on folderols that go out of fashion almost as soon as they leave the retailer's hands. But if a girl knows how to use her fingers to advantage she may be independent to a great degree; she may be up to date as to those accessories and that at little or no cost.

The fancy collars that one buys are put together almost haphazard and many are the odds and ends around the house, that otherwise would never see the light o' day, that a clever girl may utilize and turn out a handsome stock that would cost her perhaps \$3 or \$4.

Then there are the belts. These are so varied in style that a girl may make her own and still they will have that about them that shall commend them to favorable notice.

Of course, a girl must know, before she sets out on these homemade pieces, just what is becoming to her features and figure, otherwise her effort will result in flat failure. And, too, she must steer clear of anything that savors of the "wopsy" in appearance. Neatness of construction counts for much in home sewing. If this be lacking woe betide—"the last of that work is worse than the first," to paraphrase.

Also it is best to copy, not the reigning style, but something a little out of the ordinary, something that would not be likely to strike the popular fancy.

I know a girl who saves every tiny bit of ribbon, lace, etc., that comes under her fingers. She puts them away in a box, so that she knows just where to find them the moment she wants them, therefore has a fund to draw on when she is in a hurry or has no money available with which to "go buy." Sometimes she copies, sometimes she originates, but always the article she contrives would be a credit to any store to display as belonging to its own stock. She has so much natural taste and has become so proficient along this line that she is often importuned to help out her friends and acquaintances, and earns a respectable little amount of pin money in this way. When doing work for others, she studies, if possible, the features and general contour of the person for whom it is intended, and makes the shape and appliques harmonize therewith.

Many a collar or belt may be a clever specimen of neatness and beauty and yet be utterly "impossible" to the one who would like to wear it. Some fancy collars may be extremely handsome in "composition" and yet bring out and hideously accentuate every unlovely line in a person's face—make her look ten years older than she appears without it. She

should beware, beware of any such folderols; no matter how pretty they are, they are for somebody else. A long peaked face should never attempt a stock showing sharp angles in the motifs employed; everything on it should be on the round order. Contrarily speaking, a plump face may wear this sort of ornamentation with impunity. As to belts, some make a stout girl look even "thicker" than she is. Almost always a fleshy girl looks better in a narrow belt. The girl or woman inclined to embonpoint must consider her figure and be wise to its faults. By careful dressing these she may so skillfully conceal that they are not only hidden but never even suspected. This is one reason why the French women are the acknowledged leaders in fashion: they don't go haphazard at the matter of grooming, they study themselves. And this studying is not done superficially, it is thorough; it is focussed on every small detail of the toilet. In the first place, a French woman's hair receives the most painstaking attention, and so on to include her trim booties. It isn't so much what she wears as the way she does it. No straggling, no unkempt locks for her—always the smooth shining coiffure. The collar is neatly put on—no unevenness at the jointure. No unbecoming belt for her—it must look as if fashioned for no other woman under the sun. Skirts as "even as a die"—no strings hanging down or frizzled edges, no "hike-up" here and "sag-down" there, everything adjusted to perfection. Her shoes—ah, her shoes! Here the French woman shows her pride, her vain-glory. Her feet are always daintily shod. In a word, she seems to know intuitively just what is best for her particular style, and turns an indifferent eye to anything that would be outside of becomingness to her tout ensemble. By so doing she poses before the universe as better dressed than the truth would warrant. It is the closest attention to necessary details that gives her this enviable reputation. And she may thank her lucky star for this: the gift to see, and, seeing, to act. The American woman acts but doesn't see; and that's just the reason why we are daily distressed with the exhibition of so many travesties on fashion in every feminine walk in life. Our women are not alive to their limitations.

But I always digress when my barque drifts towards the haven of the exquisite, the adorable French Woman! Lucie.

Good men are needed in every business house. If you haven't a good job, it is really your own fault. If you are not prominent it is because you are too easily satisfied with yourself. There are plenty of positions paying \$10,000 a year, and it is no harder to fill a \$10,000 a year job than a job paying one-tenth as much. The difference is this: The man who holds the big job acknowledges his weak points and tries to improve on them. He does not stubbornly stick to his "fool notions." Look yourself over. Watch the men who have succeeded.

Have You a Show Window?

The average store has show windows. That's what the general presumption is. But, is that really true? Do you call a show window in your store the front windows that are full of dead flies from the season of 1906, insects that are too dead to skin and upon whose carcasses there is not the slightest possibility of holding a post mortem examination? No. Then, the window that is filled with dust of the vintage of 1903 is not a show window. It is not the kind of a display that will bring the dollars to your store. You want to get your clerks busy on such windows. To tell you the truth, if your clerks have not noticed the dirt and filth in those windows you had better clean out the clerks as well as the windows. You can not afford to have clerks of that kind and you can not afford to have windows of that kind. Who is going to stop to admire a window filled with flies that have been dead for seven moons? Will the average citizen enter your store and ask you if you have anything for sale besides dead flies or cobwebs or dirt? Keep your window clean and attractive. Have something in them. Something that will appeal to the passerby. Just spend a little time to do some window dressing. Get busy now, and you'll see what a difference there will be in your count in the cash register at night.—Oma-ha Trade Exhibit.

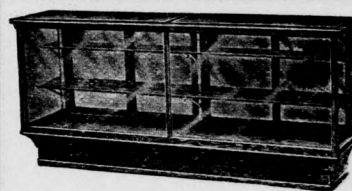
Advertising not only makes business in dull times, but it holds it in all times.

QUALITY

Our Harness

have a reputation for quality. They are correctly made and we guarantee them to give absolute satisfaction. It will pay you to handle our line. Write for catalogue.

Sherwood Hall Co., Ltd.
Grand Rapids, Mich.



THE CASE WITH A CONSCIENCE

although better made than most, and the equal of any, is not the highest priced.

We claim our prices are right. You can easily judge for yourself by comparison.

We are willing to wait for your business until you realize we can do the best by you.

GRAND RAPIDS FIXTURES CO.

So. Ionia and Bartlett Sts. Grand Rapids, Mich.

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.

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.

THE RIBBON GIRL.

How She Holds Her Job and Her Trade.

Written for the Tradesman.

Her hair was a pretty brown—just that shade of brown of crisp oak leaves left hanging on the trees late in the fall when all other foliage lies withered on the ground. She had the complexion of a healthy country lass. Her manners were pleasing and her movements gentle. I was quite taken with her appearance.

I am a poor little office girl and after I have paid my board and my laundry bill and put by my regular sum in the bank (which I will do, whether or no) there isn't much left to "blow in" on luxuries. I buy my clothes all ready-made (hand-me-downs), as I get better garments in that way than I could have by buying the material and hiring a cheap dressmaker (I could not pay "two prices") to spoil it. One year I will buy me a nice tailor-made gown; the next I get a good cloak; another I get a stunning black hat. I dress a good deal in black; not "gloomy black" but "cheerful black"—there's a great difference. Black is becoming to me, and that's my good luck, for really there's nothing so thoroughly genteel and all-around serviceable as black. By purchasing some sort of novelty—something no one else would dream of buying—I am always in style by being out of style, paradoxical as the statement may seem. By having a peculiar style of my own, I am not obliged to ape any one else, I'm glad to say. You may think my way of managing smacks of extravagance, but I assure you it's best in the long run.

I'll let you into another secret: I eschew all the silly little folderols and gimeracks that most girls squander their substance on. I never blindly follow the prevailing fashion in anything. Some girls are everlastingly investing their hard-earned cash in combs, beads and belts, bracelets, elaborate collars—fussy this and that and the other unneeded thing. I let all this trash severely alone. For "best" I have an odd-looking back comb that I've had for five years or more—it might be seven. My shoes I am careful of. It's truer economy to have two or three pairs and let them "spell each other" than to have only one pair and wear them right straight along. And so with hosiery. I get good quality of hose, but am not all the time grabbing up fads. In fact, I am very "sparing" in everything, to use an old-fashioned expression, I 'count my pennies' literally.

And now I'm getting back to my bright little country-looking girl that I started out with. I wanted, for corset covers, some durable "wash" ribbon—not the sleazy kind but good and thick. My spare cash for the week was running low and I could not be heedless with its expenditure. I told the girl what I wanted the ribbon for. She had to pull out three or four large boxes before she found just the quality and shade I desired. When she found it I took some narrow pink and the same width white—one-quarter inch. I thanked her cordially for showing me so many

shades of pink and so many qualities.

"Oh, you needn't thank me," smiled the girl. "That's what I am here for—to show goods. I'm only doing what I'm hired for."

"Well, that's more than a good many clerks like to do," I said. "They'll show a small amount of goods but not always as many as a girl needs to see in order to decide on taking."

Then I went on to say that I always got either pink or white ribbon for corset covers.

"Yellow ribbon showing through a white shirt waist makes it look as if coffee had been spilled on it," I went on to say, "and blue gives a dirty, dull appearance; but neither pink nor white is open to these objections."

"Pink is my favorite color, too," observed the girl with that color in her cheeks. "I'm glad it is yours. When I was a child my mother used to think I was foolish always to want to wear pink. I couldn't learn to like any other color half so well. If I could have a new pink dress I was as happy as the day is long."

"I should think you'd look nice in pink," I said; "it would go well with the color in your cheeks."

The girl looked pleased with the implied compliment and laughingly and deprecatingly shook her head.

Next time I go to that ribbon counter—which I shall now prefer to that of other places—that girl will not have forgotten me and she will, if that were possible, take even more pains to wait on another girl who, she could see, thought she was pretty—and almost said as much.

Working Girl.

A Profitable Parable.

Before the collection was taken, at a negro place of worship out in one of Pittsburgh's suburbs, the minister, a colored man, declared his regret that his brother had retired to rest the night before without locking the door of his fowlhouse, to find in the morning that all his chickens had disappeared.

"I don't want to be personal," he continued, "but I have my suspicions as to who stole dem chickens. If I'm right in doze suspicions, de man dat stole dem chickens won't put any money in de box, which will now be passed round."

There was a grand collection, not a single man of the congregation feigning sleep.

"Now, bretheren," announced the minister, "I don't want youah appetites spoilt by wondering where dat broder libs who don't lock his chickens up at night. Dat broder don't exist, ma friends; he was a parable foh purposes of finance."

Had Her Started.

"Biddy," says Pat, timidly, "did ye iver think o' marryin'?"

"Shure, now," says Biddy, looking demurely at her shoe, "shure, now, the subject has niver entered me mind at all, at all."

"It's sorry Oi am," says Pat, and he turned away.

"Wan minute, Pat," said Biddy, softly. "Ye've set me thinkin'."

TOWN FOR TOWN STORE FOR STORE THE BIGGEST AND THE BEST SELL ARBUCKLES' ARIOSA COFFEE AND GET THE VOUCHERS



Suppose You Were Fishing

Would you throw over a line with a bare hook on it and say, "I'm not catching enough fish to use any bait?"

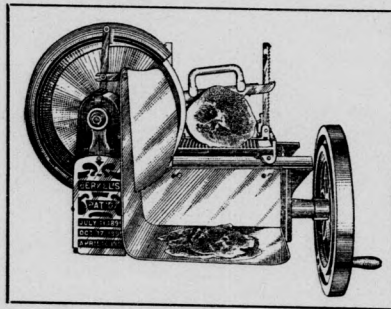
Hardly.

A grocer sometimes tells us, "I'm not selling enough sliced meat to justify putting in a machine."

He is attempting to catch fish without bait.

Why should people buy sliced meat from him when he is letting his clerks saw off uneven slices by hand in the old insanitary, haphazard way?

People are consuming more sliced meat than ever, and the spring and summer is just the time to push it strongly.



Here's a letter from a man who tried both ways:

"I think that the machine is worth many times what it cost me. When I got it I was selling hardly any dried beef, now I am selling four pieces of dried beef a day, and it has also increased my bacon trade. The machine shows absolutely no signs of wear from the long use it has had in my store. In fact, you have apparently built it so that there is nothing to wear out on it. It works now just as good as it ever did."

FRANK J. GAUME, TROY, KANS.

That's the experience of thousands of other merchants.

It will be your experience, too.

Give us a chance to prove it.

American Slicing Machine Co.

725 Cambridge Block, Chicago

MAIL ORDER HOUSES.

How They Contravene Recognized Business Principles.

Were a dry goods merchant in a town of medium size to buy his groceries and household supplies from some dealer in a larger city located at a distance; were he to import workmen whenever he desired to make any alterations or additions to his residence, store or warehouse; were he to buy feed for his horses and fuel for his furnace direct from the manufacturers or dealers at some other point, it would be only a short time until voluntarily or involuntarily his business would be closed out. As individuals and without organization people would boycott a store operated by a man who for reasons of economy or choice refused to establish reciprocal relations with his fellow townsmen. The general attitude of the public toward any merchant who indulges in such practices might be summed up in this way: "Well, if he is too good or too stingy to pay current prices for what labor and commodities he needs we do not see any reason whatever for trading with him. If he is to absorb profits like a sponge and refuse to distribute any of them among his townsmen we will do nothing to enhance his prosperity."

There isn't a merchant in the country who has not bumped up against such a fiat of his fellow townsmen in the event he may have violated what the public conceives to be his duty. While defining the narrow path which must be pursued by the merchants of any town the same fickle public is inclined to take the broad highway for its own perambulations and to consider itself at liberty to buy when, where and from whom it elects. A carpenter living at Smithville would look with horror upon the owner of the local lumber yard were he to import mechanics from Jonesburg to build a residence, yet the same carpenter will cheerfully order sash and doors from a mail order house or buy his staple groceries and general household supplies in the same way and think it perfectly legitimate for him to do so. Farmers will come into town, sell their produce, market their grain and live stock, buy a money order and send it to Chicago or some other great mail order center for their winter clothing, furniture, groceries or anything else that may strike their eyes in the profusely illustrated catalogues with which the country is flooded.

The principle is entirely wrong. The growth of a city, town or village is dependent upon the close co-operation and the working together of its inhabitants. The profits arising from the sale of farm products and manufactured articles should be invested at home. Unless opportunity is given to turn over many times each year the circulating capital of a community its growth will be retarded. Many country newspapers reflect the sentiments of their readers by inveighing against the practice of the rich Americans spending their money and their vacations abroad. This is merely an allegorical example of

the result of patronizing the mail order houses.

Suppose a farmer buys from a mail order house a piece of machinery or furniture on which would have been a profit of \$25 to the local dealer. The goods might cost the farmer a little bit less when secured from the mail order concern, but the entire purchase price must be deducted from the circulating medium of the community. Had the local dealer secured the business the profit on the order would have been invested locally or placed in the local bank and the resources of the community strengthened as a whole to this extent. When a resident of a small town or a dweller on a farm becomes a patron of the mail order houses not only is he robbing his local dealer of trade which the dealer has every right to expect, but he is robbing himself, indirectly it is true, but none the less surely. If the local merchants do not prosper the industries with which they are connected lag and sooner or later every one in the locality must bear a proportionate share of the decreased sectional activity.—American Lumberman.

Recent Trade Changes in the Hoo-sier State.

Chickasha—W. C. Wells & Co. are succeeded in the grocery business by the Central Grocer Co.

Columbia City—C. I. Jones has withdrawn from the Jones & Jontz Hardware Co.

Ligonier—The creditors of Frank J. Turley, grocer, have filed a petition in bankruptcy.

Purcell—The dry goods business formerly conducted by Woods, Love & Co. will be continued by T. C. Woods & Co.

Talbot—W. E. Faker will continue the hardware business formerly conducted by Pitstick, Faker & Co.

Indianapolis—Wm. Ruth, grocer, is succeeded in business by F. W. Cook.

Granger—Chris. Hartz succeeds Ed. D. Coverley in general trade.

Arcadia—L. M. Ware, hardware dealer, is succeeded in trade by Siess Bros.

Boonville—Day & Baum succeed G. W. Day & Son, grocers.

Columbia City—The meat business formerly conducted by C. H. Miller will be continued by Miller & Scheiman.

Marion—Colbert & Keese succeed G. K. Colbert in the grocery business.

Bicknell—Sartor & Killinon succeed Wells & Sartor, grocers.

Edgerton—Heyman & Co. will continue the general merchandise business formerly conducted by Heyman & Smith.

Fincastle—T. L. Grider is succeeded in general trade by H. L. Grider.

Martinsville—J. W. Pringle is the successor of J. H. Riggan in the boot and shoe business.

Mt. Vernon—The Strack Hardware Co. is succeeded in trade by J. S. Evans.

West Terre Haute—A general store will soon be opened by Ed Scott.

Anderson—Raymond Woodward is now the sole owner of the general

store formerly in the possession of Wm. Woodward & Sons.

Marion—A new shoe store is to be opened by the Model Shoe Co. to be managed by Wm. Cory.

Brazil—Bailey & Gates have opened a meat market.

Goshen—A new grocery store will be opened about May 10 by Joseph Shiffer.

Indianapolis—Articles of incorporation will soon be filed with the Secretary of State for a new company which is to open the first co-operative department store in Indiana, in the new building recently erected by George J. Marott, at 340 to 358 Massachusetts avenue. The store is to be owned by a stock company in which the principal stockholders are to be R. B. Washburn and C. E. Bullock of Cleveland and B. F. Bowen of Indianapolis.

Some folks think they are light hearted because they find it so easy to make light of the troubles of others.

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)

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.

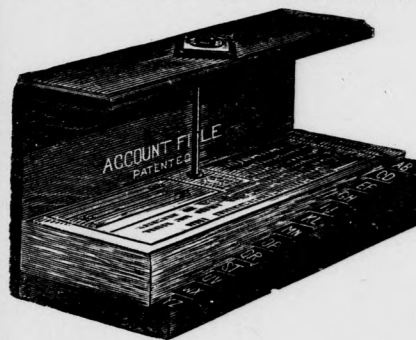
Watson & Frost Co.
114-126 Second St. Grand Rapids, Mich.

"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. **Retails at \$4.00**

MICHIGAN SHOE CO., - DETROIT, MICH.

Simple
Account File



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

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



TRADESMAN COMPANY, Grand Rapids

SHOES

Do Premium Schemes Pay in a Retail Store?

It being the first meeting after Easter there was a large attendance of the Lasterville Boot and Shoe Club, when Mr. Laster called the meeting to order at 9:15 o'clock in the office of Oaks, Tanner & Hyde.

"I have just received," said Mr. Laster, "the designation of the Committee for to-night's subject, and it is: 'Do Premium Schemes Pay in Retail Shoe Stores?' And I would add, as a good snapper, to the query: 'What are they?'"

Mr. Stringer—As a member of the Committee we accept Mr. Laster's amendment, or snapper, and would say that by premium schemes we mean practically every plan which gives something to influence trade. For myself, I want to go on record as being against them all—as a dealer who caters particularly to a permanent trade of the best class or a fair to good class. I think that for such a dealer it will do more to demoralize his trade than any plan which he could devise with his greatest ingenuity. The other fellows may devise schemes and draw his trade away for a time, but it will wander back when it is tired of experiments to the old trading place, where the customer knows the standard is always maintained. There is something comforting always about such a standard and the dealer who maintains it will, in the long run, be considered the solid, substantial, trustworthy retailer of the village in the same way that the Episcopal church, with its calm, placid, unswerving belief and government, going on age after age, without change, makes itself the standard for all religions. While the various sects may howl, and revive, and split hairs, and be sensational and do big things for a time, after all, there stands the old Episcopal church, unswerving, unchanged, the standard and the leader of them all.

Mr. Rustelle—Very pretty. Very pretty! But I would like to ask, "What's the matter with the Roman Catholic religion?" It strikes me that that comes pretty near to being the standard. We don't wander away much that I ever heard of, and our priest mostly gets paid without a mite social or a strawberry festival every three weeks.

Mr. Izensole—Ven you dalk about religions, young man, dere aindt been such a much of a chance in the Jewish religion as I've effer heert of. It vas old ven dose udder vas new an' a goot many of 'em might do vell to pattern after.

Mr. Tanner—Well, when it comes to churches it strikes me that none of them can throw any stones at the Congregationalists. I—

Mr. Kip—Why not add the Methodists to it while—

Mr. Soule—Of course the Baptist church isn't in the habit of setting itself up as a pattern, as Mr. Rustelle would intimate the Episcopal—

The Chair—Gently, gentlemen, gently. Let us not allow any religion or politics to enter here.

Mr. Rustelle—I beg everybody's pardon. I meant no offense. Naturally I thought of the comparison as with the church with which I am proud to be affiliated, not thinking that I might be considered as making my own preference odious. But I still maintain that the plan of scheme exploiting, gift giving, trading stamps and the like is not to the best interests of the retailer of shoes, in the long run.

Mr. Soule—That sort of talk is all right for a rich, old-established store, with a rich, old-established trade, but for the new, hustling dealers I tell you there is no scheme or enterprise which is not good business if it draws people into the store, particularly if it draws people who have not been there before.

Mr. Kip—Particularly if you give them goods to back up things and make friends and customers out of them, exclusive of the gift and scheme enticement.

The Chair—If no one else is going to talk on the other side except Mr. Rustelle, it might not be a bad plan to pass on to the "What Are They?" portion of our subject.

Mr. Rustelle—Well, if argument is over, I am glad to submit a scheme that worked one time with very great success in a store in which I was employed: We called it the "Crockery Scheme," and it was certainly all sorts of a success from a trade drawing standpoint. Another good feature was that it did not require any great outlay or elaborate outfit. We arranged with a leading furniture and crockery store to furnish us with two or three patterns of dishes, china and other crockery, as we wanted them, piece by piece, and at a slight advance over wholesale prices. A set of each pattern of dishes and of each piece of crockery we brought to our store and displayed in one of our show windows. We advertised to give the crockery free with purchases of shoes. Taking a set of dishes, a dinner and tea set, for instance, we marked the little butter plate of the set, free with \$1 purchase. I don't remember the other prices exactly, but, for instance, the plate of the set would be marked, "Free with \$2 in trade;" the soup tureen free with \$10 in trade, and so on. We figured his own checks, but they were good at any other store on the list. Thus, if a customer started out to buy a variety of stuff, by sticking to the combine stores on a sum of \$50 in trade there would be checks to the amount of \$2.50 which could be used for cash purchases at any one of the stores. Once a month each dealer carried the checks which his store had taken in to the clearing house and received cash for them. Then the clearing house sorted them out and collected from each dealer, according to the number of his checks received.

SELL

Mayer Shoes

And Watch

Your Business Grow

Hard Pan Shoes

Of the Right Kind of Leather and the Right Kind of Making

Every pair from our factory reflects the care given to its production. Using stock that we know to be the best produced in this country, we put full value into the making.

For boys' as well as men's wear the quality of workmanship is Hard Pan quality, and that is the best. So sure are we about both making and stock that we put our name on the strap of every pair and guarantee the quality.

New customers are coming into line every day. Have you joined the Retail Shoe Dealers' Hard Pan Association? Send in your application today.

Our Name on the Strap of Every Pair

Herold-Bertsch Shoe Co.

Makers of Shoes

Grand Rapids, Mich.



Stock No. 887

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.

ed it to cost about 5 per cent., I remember. "This pitcher free with \$15 in trade," and so on. It fascinated the women. They would stand before the show windows and think how they might easily have a new set of dishes without any cost, and they would come in and buy a dollar pair of slippers and we would give them a butter plate for a starter. With that nucleus they hardly ever failed to go on and finish up the set. If we had nothing that just suited them at the amount of their cash purchase for the day, we gave little checks with each ten cents in trade, and they could cash in as soon as they had enough checks to draw the bit of crockery they had decided on to add next to their collection. I know we astonished the crockery dealer with the amount of our purchases and until some of the other stores got to imitating the plan it worked well. It was really, you see, the trading stamp plan worked in a way that made it appeal, with a direct premium almost every time the customer came in to trade. It was really true that a good many people in modest circumstances, just starting out in life, managed to get, in this way, sets of dishes which they might not otherwise have had for a good many years.

Mr. Tanner—Well, didn't the customers become more or less permanent?

Mr. Rustelle—It is hard to say. You see at that time I was working for a shoe store which did not make any sort of a specialty of a permanent trade. The idea was to sell as many goods as possible. It was a cut-price firm, dealing very largely in bankrupt stocks and jobs and such like. Not at all a good example of a store to illustrate my idea in opposing such plans.

Mr. Hyde—You can have a clear field, so far as we are concerned.

Mr. Ball—I do not think it well for more than one store of us to try the same scheme so I fancy we will be able to watch Mr. Lutherby's experiment with a good deal of interest.

The Chair—Any other gift enterprises?

Mr. Soule—Well, yes. I know of one which worked very successfully in Kankakee, when I was in business there. We called it the Co-operative Trading Company, and I was the general manager and a real estate agent acted as treasurer and manager of the clearing house. We took in a dealer in each line of business in the town, that is, a clothing dealer, a jeweler, a dry goods firm, a butcher, a grocer, a milliner, a druggist, a hardware dealer, a flour and feed store, a florist, and so on. We had separate tickets printed for each firm, good for five cents in trade at the store of any other dealer in the combine, a list of the other dealers being printed on the back of each check. We gave these checks with each cash purchase of one dollar, making practically a 5 per cent. discount. No dealer who gave out the checks was permitted to redeem. A report was made out of this and the scheme proved mutually beneficial.

The Chair—But what would prevent a dealer from neglecting to give out the checks and while making a

saving himself, profiting by the checks of all of the others?

Mr. Soule—This was practically the only trouble. We avoided it as far as possible by advertising the enterprise in the papers, giving a list of the dealers and telling all cash purchasers at these stores to insist on getting their checks.

Mr. Tanner—But I should think a dealer could get around it and thus avoid giving out the checks, at the same time receiving the benefit and not helping the others.

Mr. Soule—They could and some of them did, but, as I said, the clearing house man got out a report and if a dealer showed up badly in two or three reports, the others called him down good and hard and if he persisted he was thrown out of the combination altogether, and another dealer in the same line put in his place. The reports showed the thing up very plainly. The benefits were so great in the way of advertising and trade that it kept the thing running pretty well. We made one mistake, though, on the start.

Mr. Hyde—And what was that?

Mr. Soule—We put a confectioner in on the first list.

Mr. Rustelle—How was that bad?

Mr. Soule—It was bad in this way: it tempted the customers so that they did not hoard their checks. A customer would come down town and buy a pair of shoes for, say, \$2. She would get two five-cent checks. It might be a warm day, and the name of the confectioner on the list looked good, and over she'd hie for some ice cream soda, or perhaps give the checks away to her children to spend for candy and the like.

Mr. Fitem—I would think that that scheme could have been advertised and made much of.

Mr. Soule—Yes, it might, but in the long run it was bad. Why, the first month our confectioner had two-thirds of all the checks given out and he had given out scarcely any at all himself. You see the average purchase at his store was so small no one bothered with checks. He was getting all of the benefit and not helping much. Some of the dealers said that if we were going to give candy, soda and ice cream as premiums, we could arrange cheaper, and more direct, so we dropped him. You see, properly worked, outside of the saving in expense by sharing the cost of our advertising in the newspapers, on hand bills and circulars, and on the checks themselves, there were some checks which were lost and many never presented for redemption, then the dealer who redeemed other people's checks redeemed them with goods on which he made a profit, and altogether we figured that the scheme did not cost us to net much over 3 or 3½ per cent.

The Chair—Resolved, That scheming is a good thing in any business when the customer is taken into confidence. All those in favor signify it by going with me over to Johnny Cooler's, where I see the ice cream soda sign was put out for the first time this afternoon.—Ike N. Fitem in Boot and Shoe Recorder.



\$ Within Reach \$

There is a dollar, or more or less than a dollar, in every pair of shoes you sell—that's profit.

That dollar more or less tied up in every pair you don't sell is a debt.

The dollars within reach are the only ones that count.

If the dollars are out of reach you've got to step up—you've got to have assistance.

R. K. L. & Co.'s shoes are a step up in quality and also in sales. R. K. L. & Co.'s shoes bring their own assistance. They are widely known and in demand every day in the year.

The R. K. L. & Co.'s shoes bring the dollars within your reach.

If they are not on sale in your town write us at once and we will call and show you how good they are.

Rindge, Kalmbach, Logie & Co., Ltd.

Grand Rapids, Mich.

OXFORD SENSE

Did you ever realize how handy we are for you? The **complete** stock always on hand. The exclusive style of our goods. The low price and high standard of workmanship.

All these things are what make our goods superior.

How is this?

Women's Gun Metal Blucher

Pike Last

Cuban Heel

English Welt

Extension Sole



No. 2637

Latest Style

Guaranteed For Wear

And only costs you

One Eighty-Five

Geo. H. Reeder & Co.

(Under New Management)

Grand Rapids, Michigan

HARRY TOOK A TUMBLE.

Plotted for Advancement Instead of Working for It.

Written for the Tradesman.

"I've a scheme," said the clerk in the hardware store to his chum, who works for the corner druggist.

"Pass it out," said the drug clerk. You've always got some trick on."

"But this is all right," explained Harry, the hardware clerk. "A sure winner, all right."

"Divulge. You don't open your plot right."

"Well, you know Harris? He's my second cousin, and his people all think a lot of yours truly. He's always been a customer of the boss, and is ace high with him. Now, I'm going to get him to put a plug in for me to get the job at the cutlery counter. I don't like that heavy stove work."

"That might be all right."

"Oh, he'll do it, sure; and I think he can make the grade at that. I want to get back of the cutlery department before cold weather shows. Besides, the pay is more in that place, and I need the money."

"But what is to become of George?" asked the druggist. "He's got a family and needs the job more than you do. I don't think he'd crowd you out of a job."

"I don't have to run his affairs. He can get another job, or take the one I leave. He doesn't look good to me, anyway. A man must scheme for himself. If he doesn't put No. 1 ahead, no one else will."

"A week ago," said Tom, the druggist, "you wanted to be cashier, and had a neat little scheme put up to get Jim into another place so you could step into his cage."

"And that was all right, at that, and it may work yet. You see, Jim would like to get wise to the jewelry trade. He doesn't like being shut up in a cage. So I heard of a vacancy down at Grainger's and put Jim next. He hasn't the job yet, but he may get it, and then I'll pull wires to get into the cashier's cage. That would just suit me."

"You may not get the job, even if he leaves."

"Well, I won't get it if I don't try. I've got a good friend plugging for me and such things count."

"What will the boss think of all this plotting? One day a friend sees him about putting you in the cage, and the next day a customer recommends you for the cutlery department. You do too much scheming to suit me."

"I don't believe it hurts to have people saying good words for you to the boss. It keeps you to the fore all the time, and if there is something good on, why, there you are, right at the top of the heap."

"Oh, you've been plotting for a better job for a long time. What have you gained by it? I'll tell you one thing right here, chum, and that is this: It is easier to get a good place by working for it than by plotting for it. Politics don't go in business houses, as a rule. I'm working to get my advancement. You do the same, and you'll get along all right."

Harry laughed and passed out a cigar.

"You're an old slow-poke," he said. "You might have been head clerk by this time if you had only looked out for yourself. You'll see me sailing to the front when you are back in the oil department."

Tom laid aside his cigar and began dressing for the street. Harry looked on in wonder.

"Where are you going?" he asked.

"Oh, just out a little while."

"I'll bet a quarter that you're going back to the store. You seem to think the shop ought to shut up when you are away. I guess the night men can run the store, all right. If you'll play a game of billiards I go down with you."

"No, I've got to go back to the store. There is a new clerk there and I've been cleaning some of the shelves. It would be just like him to get his hand on wrong bottles. I'll be back in half an hour."

"You're a crank," said Harry.

"I'm trying to get my promotion by working for it, and not by plotting," replied Tom, with a laughing face. "I don't believe in working in the dark, and I think that the best will win, regardless of influence."

"Go your own way to the poor house," grinned Harry. "You bet I'll continue to keep my lamps out for something good."

"You keep right on doing good work," rejoined Tom, "and you'll catch the eyes of the boss. I know that I wouldn't like all this plotting, and I don't believe he does. Get busy with his business, and pay a little less attention to your own."

"All right. Wait until you see little Harry jumping away to the front!"

When, an hour later, Tom came back and sat down by the reading table Harry was full of news.

"Who do you think has been here?" he asked. "Nobody but that relative of mine. He saw the boss and it looks good. Say, if I get into the cutlery department I'll be at the head of it in no time. You'll see me pulling wires for sure then."

"I don't hear you talking about making it a better paying department," said Tom. "I don't hear you remarking that you'll keep it neater and give customers better attention. You want to go away a while and see if you can't forget yourself in your care for something or somebody else."

"Little Harry's got all he can do to look out for one," was the reply. "Well, the boss has the word now, and he'll be thinking it over. I'll bet you a dollar I'm behind the cutlery counter in a month."

"And where will George be?"

"I'm not my brother's keeper. I reckon that George can look out for himself."

And so the boys talked and planned, and roasted each other until it was time to get to bed. The trouble with Harry was that he had never been up against the bumps. He had good backing, and had so many people, and good people, looking out for him that he thought that his interests were paramount to those of all mankind. From the first day he had worked at the big hardware store he

had, as Tom said, plotted for advancement instead of working for it.

Tom was a different sort of chap. He had always looked out for his mother and brothers and sisters as well as himself, and with his whole strength he worked for the man who paid him a salary. He had been advanced two places and was quietly working for a better place than he now held, but he was trying to gain the coveted job by earning it. He had expressed his notions of things when he had told Harry that he ought to pay more attention to the business of his employer and think less of his own interests. He believed that to be the way to the front.

And here is the way it all came out, for this is the story of two clerks as it came off the bat in real life: One night, a week later, when Tom entered the room his chum sat brooding by the window. He looked blue and disgusted.

"What's the grouch?" asked Tom, throwing himself into a chair.

"Say," replied Harry, ignoring the question, "why didn't you tell me about it?"

"About what?"

"About the boost you got the other night."

"Oh, about that? Why, that isn't much."

"Not much to be at the head of a department? Well, I wish I had such a job."

"Can't you plot and get one?"

Harry flushed angrily.

"Let up on that," he cried. "How was I to know how things stood? Say, but you're a lucky man. I wish I could have things come my way as you do."

"Why, I thought you were sure of the cutlery department."

"Sure nothing! Haven't you heard? Well, George is a cousin of the boss, and every bit of plugging I've done against him has done me a heap of harm. I see myself getting the cashier's job now, even if he goes away."

"I didn't know that you plugged against George. What did you say about him?"

"Oh, I didn't say much, but there were things said, and kicks made, in my interest. I wish now that I had followed your advice. How did you come to get a jump over the heads of three men?"

"Oh, it was caused by something the boss saw that night I went back to the store to look after the new clerk. You see, I happened to be there, and I just had a chance to do something a little unusual, and the boss liked it."

"I suppose you're the chap that knew what to do, and do quick, when that girl who had taken poison was taken in there. I never have any chance like that."

"Never you mind," said Tom. "You have still got your job, and you may reform."

"I've lost my job," replied Harry, gravely, "and when I get another one I'll work for advancement instead of plotting for it."

And his resolution is a good one for all employees to adopt.

Alfred B. Tozer.

Health Foods Making Lots of Molly Coddles.

Do you know, I believe these health foods, coffee substitutes and such things, are responsible for an awful lot of molly coddles.

Wasn't it the great and only Roosevelt that said some biting things about molly coddles not long ago?

The point is that the health foods are crowding out good red meat, and when you crowd out red meat you crowd out red blood.

There are a great lot of hippy people who wouldn't have been hippy at all if the "new foods" had not made them so.

I went to luncheon with a friend the other day—a big, strong-looking rooster that never ought to feel an ache or a pain.

I ordered some food for my luncheon, and then the waiter turned to him to get his order.

"I want a shredded wheat biscuit, a cup of Postum and some grape-nuts," he said.

"Why, you old sissy, you!" I said. "what's come over you? You don't deserve to have a stomach! Why don't you eat victuals?"

"Ah, old man," he sighed, "I have to be very careful. Coffee came near making a wreck of me. I've got a very delicate stomach."

"Oh, rats!" I said, "good food never hurt a human stomach yet. Mean to tell me that stuff you ordered satisfies you as well as a rare sirloin steak, some French fried potatoes, and a good cup of coffee?"

"Yes," he said, but he said it very faintly as he swallowed the saliva that my unctuous picture of a good meal had brought out.

Just then our stuff came and as he pecked away at his cold biscuit I pitied him a good deal.

That fellow is a type, and I know just what ails him. Some morning when he's been feeling blue and miserable he has caught sight of some health food advertisement. It named a lot of symptoms that sounded like his. They have gotten his nerve and he switched off from real food to whatever was the subject of the advertisement. Gradually his symptoms wore off—they'd have done it anyway—and he credited it to the health food.

If a man once gets the idea that he has a bad stomach or that coffee is hurting him, he'll find a thousand things to prove it every day of his life.

Learning to be a molly coddle is the easiest thing I know. And the older you get the easier it is.

One night last week I dropped in to take dinner with an uncle and aunt—good old people who live straight, quiet, even lives from one year's end to another.

Uncle Sam had always been a warm lover of a good cup of coffee. Coffee was to him what whisky was to some men. So it hit me hard when Aunt Mary told me he had cut it out.

"Cut it out?" I said. "Why, I supposed he'd rather cut out wearing a coat! Why did he do it?"

Meanwhile Uncle Sam sat by with a long-suffering expression on his face, ashamed, I think, to look me in the eyes.

"Well," said Aunt Mary, "he

thought coffee was hurting him, so he changed to Postum."

"Holy mackerel!" I said, while Uncle Sam looked at me reproachfully.

"What did you think coffee was doing to you, Uncle Sam?" I asked.

"Well," he said, clearing his throat, "I recognized several symptoms that had been troubling me lately in an article I saw on the evils of coffee."

"What was the article?" I asked.

"Why—I saw it in a newspaper," he explained, weakly.

"Wasn't it an advertisement?" I persisted, for the old man knew what I think of such things and he was trying to sneak out of it.

"It may have been," he admitted, while Aunt Mary smiled.

"Fess up, now, unc," I went on; "didn't you get your ideas from a Postum advertisement?"

The old man's face got a little red. "What if I did?" he demanded.

"Can't I tell my own symptoms?"

"You didn't tell 'em for over fifty years, all right," I said.

Just then somebody came in and the talk changed, but I had him all right, and he knew it.

You see, a health food or drink advertisement is like a patent medicine advertisement—it hypnotizes you.

You take a man who has drunk coffee all his life and enjoyed it. Or good rare meat. Or any other food that the "new food" people say hurts us. Some day he reads a hot attack on something he's had for breakfast. By George, it takes a strong mind not to be affected. If he is the average men he will say, "By Jove, there may be some truth in that. I wonder if I hadn't better—"

In five minutes he is a molly codde.—Stroller in Grocery World.

Too High Priced.

"I am getting out of the notion of getting very high priced men," says a man of experience. "I have noticed that when a man gets to the point where he wants ten thousand or more per year in the way of a salary he generally thinks he is a little too fine to work. He is of the opinion that he ought to have a vacation every year and an opportunity to get out and play golf every evening, or rather for half the afternoon. If you want work done, get some active fellow who is willing to work and who hasn't such an all-fired high opinion of his own ability. That fellow is willing to get down and dig for a moderate salary and is mighty glad of the chance. Two thousand a year looks good to him and he doesn't ask for vacations or four or five hours off in the afternoon to play golf. And while he works he will do more than the high priced man. The rule is that the higher salaries men get the less work they are willing to do, just as it was in war times when the privates did the fighting and endured the hardships while the high-up officers were generally out of danger. They also had comfortable quarters and plenty of grub, while the privates were sleeping in the mud and going on half rations.

A good leader well advertised and well displayed is bound to make business.

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.	75		
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.			
Rival—For Shotguns.			
Drs. of Powder	oz. of Shot	Size Gauge	Per 100
120 4	1 1/2	10	\$2 30
129 4	1 1/2	9	2 80
128 4	1 1/2	8	2 90
126 4	1 1/2	6	2 90
135 4 1/4	1 1/2	5	2 95
154 4 1/4	1 1/2	4	3 00
200 3	1	10	2 50
208 3	1	8	2 50
236 3 1/4	1 1/2	6	2 65
265 3 1/2	1 1/2	5	2 75
264 3 1/2	1 1/2	4	2 70
Discount, one-third and five per cent.			
Paper Shells—Not Loaded.			
No. 10, pasteboard boxes 100, per 100.	72		
No. 12, pasteboard boxes 100, per 100.	64		
Gunpowder.			
Kegs, 25 lbs., per keg	4 90		
1/2 Kegs, 12 1/2 lbs., per 1/2 keg	2 90		
1/4 Kegs, 6 1/4 lbs., per 1/4 keg	1 60		
Shot			
In sacks containing 25 lbs.			
Drop, all sizes smaller than B.	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. Steel	7 00		
First Quality, D. B. Steel	10 50		
BARROWS			
Railroad	16 00		
Garden	38 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 1/4 in. 5-16 in. 3/4 in. 1/2 in.	7 1/4 c. 6 1/4 c. 5 1/4 c. 5 3/4 c.		
BBB. 3/8 in. 7/8 in. 1 in. 1 1/8 in.	8 1/2 c. 7 1/2 c. 7 c. 6 1/2 c.		
BBB. 1 1/8 in. 1 1/4 in. 1 1/2 in. 1 3/4 in.	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	50&10		

IRON	
Bar Iron	2 25 rate
Light Band	3 00 rate
KNOBS—NEW LIST	
Door, mineral, Jap. trimmings	75
Door, Porcelain, Jap. trimmings	85
LEVELS	
Stanley Rule and Level Co.'s	dis. 50
METALS—ZINC	
600 pound casks	9 1/2
Per pound	10
MISCELLANEOUS	
Bird Cages	40
Pumps, Cistern	75
Screws, New List	85
Casters, Bed and Plate	50&10&10
Dampers, American	50
MOLASSES GATES	
Stebbins' Pattern	60&10
Enterprise, self-measuring	30
PANS	
Fry, Acme	60&10&10
Common, polished	70&10
PATENT PLANISHED IRON	
"A" Wood's pat. plan'd, No. 24-27	10 80
"B" Wood's pat. plan'd, No. 25-27	9 80
Broken packages 1/2 c per lb. extra.	
PLANES	
Ohio Tool Co.'s fancy	40
Sciota Bench	50
Sandusky Tool Co.'s fancy	40
Bench, first quality	45
NAILS	
Advance over base, on both Steel & Wire	
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	15
Casing 10 advance	25
Casing 8 advance	35
Casing 6 advance	25
Finish 10 advance	35
Finish 8 advance	45
Finish 6 advance	85
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
The prices of the many other qualities of solder in the market indicated by private brands vary according to composition.	
SQUARES	
Steel and Iron	60-10-5
TIN—MELYN GRADE	
10x14 IC, Charcoal	10 50
14x20 IC, Charcoal	10 50
10x14 IX, Charcoal	12 00
Each additional X on this grade.	1 25
TIN—ALLAWAY GRADE	
10x14 IC, Charcoal	9 00
14x20 IC, Charcoal	9 00
10x14 IX, Charcoal	10 50
14x20 IX, Charcoal	10 50
Each additional X on this grade.	1 50
BOILER SIZE TIN PLATE	
14x56 IX., for Nos. 8 & 9 boilers, per lb.	13
TRAPS	
Steel, Game	75
Oneida Community, Newhouse's	40&10
Oneida Com'y, Hawley & Norton's	65
Mouse, choker, per doz. holes	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, Nickeled	80
Coe's Genuine	40
Coe's Patent Agricultural, Wrought	70-10

Crockery and Glassware

STONEWARE	
No charge for packing.	
Butters	
1/2 gal. per doz.	52
1 to 6 gal. per doz.	6 1/2
8 gal. each	60
10 gal. each	75
12 gal. each	90
15 gal. meat tubs, each	1 28
20 gal. meat tubs, each	1 70
30 gal. meat tubs, each	2 38
30 gal. meat tubs, each	2 85
Churns	
2 to 6 gal. per gal.	7 1/2
Churn Dashers, per doz.	84
Milkpans	
1/2 gal. flat or round bottom, per doz.	52
1 gal. flat or round bottom each.	6 1/2
Fine Glazed Milkpans	
1/2 gal. flat or round bottom, per doz.	60
1 gal. flat or round bottom, each.	7
Stewpans	
1/2 gal. fireproof, ball, per doz.	35
1 gal. fireproof, ball per doz.	1 16
Jugs	
1/2 gal. per doz.	68
3/4 gal. per doz.	51
1 to 5 gal., per gal.	8 1/2
SEALING WAX	
5 lbs. in package, per lb.	2
LAMP BURNERS	
No. 0 Sun	38
No. 1 Sun	40
No. 2 Sun	50
No. 3 Sun	60
Tubular	60
Nutmeg	50
MASON FRUIT JARS	
With Porcelain Lined Caps	
	Per gross
Pints	5 25
Quarts	5 50
1/2 gallon	8 25
Caps.	3 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 85
No. 2, Crimp top	2 85
Fine Flint Glass in Cartons	
No. 0, Crimp top	3 00
No. 1, Crimp top	3 35
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 00
No. 2, wrapped and labeled	5 00
Rochester in Cartons	
No. 2 Fine Flint, 10 in. (85c doz.)	4 60
No. 2 Fine Flint, 12 in. (\$1.25 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 94
OIL CANS	
1 gal. tin cans with spout, per doz.	1 20
1 gal. galv. iron with spout, per doz.	1 60
2 gal. galv. iron with spout, per doz.	2 50
3 gal. galv. iron with spout, per doz.	3 50
5 gal. galv. iron with spout, per doz.	4 50
3 gal. galv. iron with faucet, per doz.	4 50
5 gal. galv. iron with faucet, per doz.	5 25
5 gal. Tiltting cans	7 00
5 gal. galv. iron Nacafas	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	8 50
LANTERN GLOBES	
No. 0 Tub., cases 1 doz. each, bx.	100 50
No. 0 Tub., cases 2 doz. each, bx.	150 50
No. 0 Tub., bbls. 5 doz. each, per bbl.	1 90
No. 0 Tub., Bull's eye, cases 1 ds. e.	1 25
BEST WHITE COTTON WICKS	
Roll contains 32 yards in one piece.	
No. 1, 3/8 in. wide, per gross or roll.	28
No. 2, 1 in. wide, per gross or roll.	38
No. 2, 1 in. wide, per gross or roll.	60
No. 3, 1 1/2 in. wide, per gross or roll.	90
COUPON BOOKS	
50 books, any denomination	1 50
100 books, any denomination	2 50
500 books, any denomination	11 50
1000 books, any denomination	20 00
Above quotations are for either Tradesman, Superior, Economic or Universal grades. Where 1,000 books are ordered at a time customers receive specially printed cover without extra charge.	
COUPON PASS BOOKS	
Can be made to represent any denomination from \$10 down.	
50 books	1 50
100 books	2 50
500 books	11 50
1000 books	20 00
CREDIT CHECKS	
500, any one denomination	2 00
1000, any one denomination	2 00
2000, any one denomination	5 00



Special Features of the Grocery and Produce Trade.

Special Correspondence.

New York, April 20—The spot coffee market this week has been of a very commonplace nature. There has been some buying, to be sure; but sales as a rule are of small quantities individually, and buyers simply seem to be waiting for the course of future events. Quotations show little, if any, change, Rio No. 7 still being quoted at 6¼c. In store and afloat there are 4,030,571 bags, against 3,852,097 bags at the same time last year. Receipts at Rio and Santos from July 1, 1906, to April 18, 1907, aggregate 16,946,000 bags, while the entire receipts for the whole year previous—July 1, 1905, to June 30, 1906—aggregated but 10,408,000 bags.

There has been no new business in refined sugar, all transactions being confined to withdrawals under previous contract, and even this complaint has been very light. The weather has been one cause, and some complaint has also been made of slow country deliveries owing to the atrocious condition of the roads. The frightful drouth in Cuba is causing a good deal of anxiety in this particular direction.

Jobbers report some improvement in the tea market this week and hope the long-looked-for turn has begun. Not that there is any rush, but simply a slight turn for the better. As has been the case for many weeks, the low grade Congous and Ceylons are well sustained owing to rather limited supplies.

The rice market is getting into good healthy shape. There is quite a satisfactory run of business, with promise of an increase, and as supplies are not overabundant quotations are well sustained. Choice to fancy head, 4¼@5¼c.

Little, if any, change is to be noted in spices. The demand has been of a fairly satisfactory character, and quotations are firm at unchanged rates.

Demand for molasses has been limited pretty much to actual requirements, but in the aggregate the amount of trading has been quite satisfactory. There is no change in quotations. Syrups are steady. The supply is moderate and unchanged.

In canned goods desirable spot tomatoes are worth 87½@90c. The market is taking on a rather more interesting aspect, and it is thought in some quarters that the coming week will see active purchases of tomatoes on "spec." There are still four months of the year to come before anything in the way of new goods arrive, and with a steady consumptive demand it is argued "there may be money" in tomatoes by June 1. At the moment, however, trade is rather quiet. Retailers seem to be fairly well stocked and are going slow. Corn will sell just now at about 50c if the quality is satisfactory, and while little improvement is to be noted, sellers seem to have a little more faith

in the article. The supply of really good corn—stock that is above suspicion and which meets pure food law requirements—is not excessive and sells for 52½@55c. Other goods are meeting with an average demand and no important changes are to be noted.

The butter market has been gathering additional strength for some time and is now about the most interesting of any. The supply of fine stock has been running very light and, in fact, some dealers say there is a "famine" in top grades which will fetch 34c without much trouble. Seconds to firsts, 30@33c; held stock, 29@32c; Western imitation creamery, 25@28c; factory, 20@22½c; renovated, 24@27½c. It will thus be seen that the whole line is exceptionally strong. The cold weather prevailing over so large an extent has perhaps retarded pasturage somewhat, but whatever the cause it is certainly a sellers' market.

Cheese shows little change, notwithstanding the fact that old goods are almost cleaned out. Full cream is still held at 15c. New goods are coming in slowly. The quality is often deficient and quotations are not well established, say, 11½@12½c.

Eggs have been coming to this town in overwhelming quantities, and whereas for about a year they were almost luxuries like strawberries, they promise now to be found on every breakfast table. And this, too, just when butter has taken an upward turn. Not long ago a dozen eggs were worth more than a pound of butter, but now it takes two dozen to equal the same pound. The store-houses are being rapidly filled, and the tide has by no means reached its flood. The decline has not been as yet so very great, but certainly the average must be 40 to 50 per cent. Western fancy stock, storage packed 17¾@18½c; regular pack, 18c; firsts, 17@17½c; seconds, 16@16½c.

Do Not Knock.

All the world knocks a knocker. This increases the din of the anvil chorus. Don't even knock a knocker; don't listen to him. Where there is no ear, there no sound is. The knocker will not knock long where no appreciation is shown.

Knock not, lest ye be knocked. We can find something to knock in every one, and every one can find something to knock in us. Be charitable to others and you will show the truest character toward yourself. Knocking is the sign of envy. The knocker envies his stronger brother, so he takes out his little hammer and futilely, but none the less irritatingly taps him.

Knocking is a bad habit. Break it. Don't lose your friends because you have the knocking habit. Don't lose your individuality by joining the hopeless, dyspeptic ranks of self-confessed failures, the chronic knockers.

The wise man has no use for a hammer. Throw yours away, and you will gain friends and happiness.

Self-adulation is not self-respect.



YOUNG MEN WANTED—To learn the Veterinary Profession. Catalogue sent free. Address VETERINARY COLLEGE, Grand Rapids, Mich. L. L. Conkey, Prin

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.

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.

Queer Ways To Make Money.

Everybody needs money in these days, and nearly everybody manages to get hold of it by some hook or crook.

One man sells second hand tombstones. He does not rob the cemetery for his supplies, but purchases the unpaid for monuments from regular dealers. Often stones are designed and lettered to the order of people who never call for them when they are finished. Perhaps they can not raise the money to pay for the finished headstones, and perhaps time has assuaged their grief to such an extent that they would rather spend money on the living than on the dead.

Then the uncalled for headstones find their way into the hands of the second hand dealer. The lettering is chiseled out, of course, but the dove, or the lamb, or the open book, or whatever design was carved for the original purchaser, is left as it was. The man or woman who buys second hand at a reduction has the name and age of the loved one cut in the stone, and it is ready to be set up.

Another man with a queer business it is well to look out for in the early spring is the tree swindler. When the snow goes away he takes his grubbing hoe, his pruning shears and a ball of twine and goes into the woods for his stock in trade. He grubs up sprouts of forest trees and shrubs—sumach, oak, hickory, maple, beech, poplar—almost anything will serve his purpose. He ties these up in bundles and brings them to town and stores them in his attic.

Then he goes out to the suburbanite and begins to take orders. He has pictures of gayly colored and rare Japanese, or Chinese, or Mexican ornamental plants, which he is ready to sell at figures that seem most inviting. The suburbanite gives him an order, and the trees are delivered and paid for. When the leaves begin to sprout the neighbors are called in to see the marvel. They are green with envy, and only wish that they, too, had bought some shrub with a high sounding name to set in their own lawns.

When the shrub is in full leaf, and the suburbanite finds out how he has been swindled, he goes gunning for the agent who took his money, but the man is not to be found.

Few people know that there is such a business as stealing pigeons for a living, yet there are said to be men who do quite well at this trade. They find a steady market with the restaurants and poultry dealers, who, of course, do not know how they obtain the birds.

Ordinarily the pigeon thief rents living rooms on the top floor of some neighborhood where pigeons are plentiful. Then on the roof or in his attic window he sets up a pigeon cote. This cote resembles other pigeon cotes, except it is provided with spring doors and really it a sort of trap.

The bait of the pigeon thief is aniseed oil. This he spreads plentifully inside the little house and smears upon the wings of his own birds. He throws his pets into the air and they mingle with stranger pigeons, which

are attracted by the scent and soon come to the cote. The trap door closes of its own accord and the visiting birds are prisoners.

Gilbert Allen.

Many Saginaw Plants Are Being Enlarged.

Saginaw, April 23—In an industrial way matters are moving along very satisfactorily in this city and the manufacturing plants generally are crowded with orders, in some cases far beyond their capacity to fill in months.

Some plants are being overhauled in order to handle more trade and others are making, or preparing to make, extensive enlargements that will very materially increase their capacity.

A. Gelmas & Sons, who have the general contract, are pushing work at the Ranier Motor Car Co.'s plant, formerly the William Schuette planing mill property, and report that it will be ready for the Ranier people by May 1.

The newly organized Saginaw Concrete Co. is rushing work on its new plant. It is erecting a main factory building 60x120 feet and other necessary buildings.

Work on the new Roberts Shirt Waist factory is being rushed, and the company will soon have it in operation with 150 to 200 employees. This will be in addition to the present large force at the West Side factory.

The bigness of the modern saw mill is evidenced by the order just placed with Wickes Bros. by Ralph Loveland for a 500 horse power Corliss engine for the Loveland & Sons mills at Thessalon, Ont. This engine will be shipped soon.

Puts Name Plate on Every Valve.

Charlotte, April 23—The Hancock Manufacturing Co., the Chicago concern induced by the Charlotte Commercial Club to locate in this city and assume the obligation and occupy the factory built for the Standard Lamp Co., has already commenced operations. The leading article manufactured at the present time is the Hancock valveless oiler, used principally on automobiles, but also to furnish automatic lubrication on traction and stationary steam engines, stationary and marine gas engines, steam pumps, air compressors, high speed steel and wood working machinery, etc. Other new fields are opening up constantly.

The original capital stock of the company was \$2,500, now it is \$30,000. The business of the company is steadily growing and on every oiler sold this city will get considerable quiet advertising through this company, as on each oiler is placed a neat metal name plate bearing the name and address of the company, and thousands of these oilers go to all parts of the country and are always placed in a conspicuous place on the machines they are used upon.

The factory of this company was erected under a business arrangement with the Charlotte Business Men's Association, and is modern in every detail, well lighted, with the most approved heating system, several fire proof vaults, sanitary plumbing, etc.

Could Prove an Alibi.

Doctor (to his patient, who is ill with typhoid fever)—This is probably caused by some water you have drunk. When did you last take some? Patient—About three years ago, I think.

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.

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.

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 1885. We honor sight drafts after exchange of references.



SUCCESSFUL SALESMEN.

G. W. Armstrong, Representing Edson, Moore & Co.

No part of this country or the world has produced a better type of what may be called business manhood than the older and newer Western States. Of course there are many instances of the opposite extreme, a contrast that emphasizes the virtue of the better class.

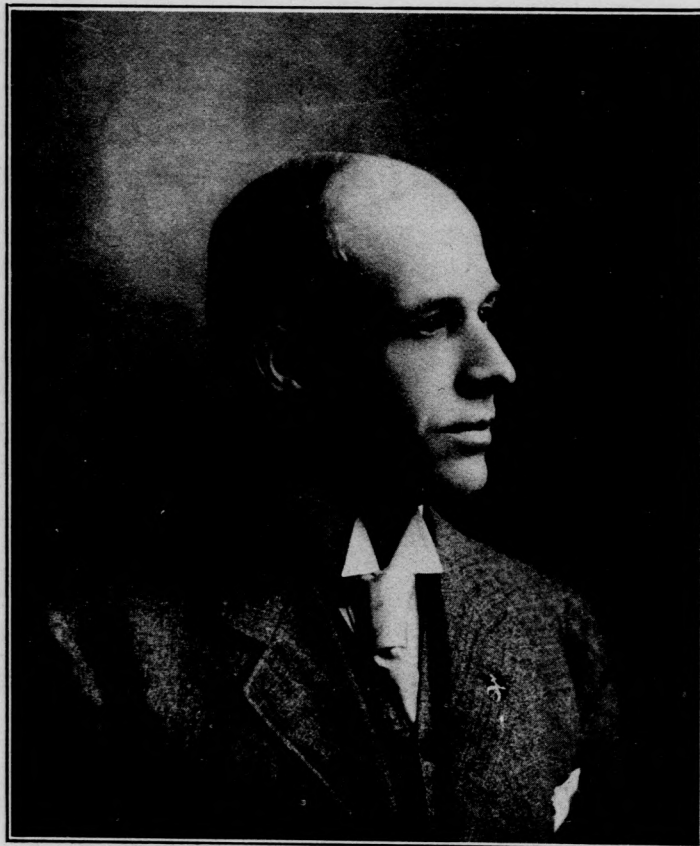
The conditions that have pertained to the settlement and development of the great interior of this country have favored the unfolding of the more virile, stronger, aspiring and better characteristics of men. There were wide expanse of territory, lands almost for the asking, unlimited resources of all sorts, an unrivaled freedom of action, and a great range of opportunities. In the amplitude of prospects was inspiration to dare and do. There were so much largeness and perspective in the outlook that an energetic and ambitious young man, as he emerged into the free and invigorating air of the lakes, fields and forests of the Great West, shook off any inclination that he might have had to be petty or mean or slothful. In the atmosphere, the spirit of the winds, the boundless prospect, the vastness and variety of opportunity, there was command to go forth and make a career of honor and success. The men who had the native quality, ambition and character to realize its significance obeyed the mandate and seized the opportunity. Thus thousands of men in the Middle West who, in the older communities would have spent their lives plodding around within a limited circle, have seized their chances and have attained positions of responsibility and high regard in their respective communities.

It has been a great pleasure in the preparation of this biographical department to record numerous instances illustrative of what has been said in introducing the following sketch: Mr. Armstrong is an example of a man who, while yet a boy, began his career in a metropolitan city characterized by enterprise, the spirit of rivalry and competition, and the will of its leading men to push business to the utmost bounds of possibility. As has been the experience of many men who have reached eminence in important affairs, Mr. Armstrong began his business life as a clerk. Step by step he ascended the ladder toward commanding position and success by steadfastness of purpose, steadfastness of endeavor and that quality that holds a man undeviatingly to one predetermined course of pursuit.

George Washington Armstrong was born at Marshall, April 18, 1862. When he was 5 years old his parents removed to Adrian, where he attended school until 17 years of age. He then went to New York, where he sought and obtained employment in the house of Henry Lewis & Co.,

commission dealers in cotton goods. Here he acted as stock-keeper for two years and city salesman for one year. He then returned to Adrian, where he entered the retail dry goods store of W. C. McConnell. After ten years' experience with this house he entered the employ of E. B. Park, also engaged in the dry goods business, with whom he remained four years. He then secured employment with Edson, Moore & Co. and was assigned Southern Michigan and a few towns in Northern Ohio. He sees his trade every four weeks.

Mr. Armstrong was married to Miss Frances J. McKean, of Anamosa, Iowa, on Oct. 18, 1882. They have one daughter 15 years of age and reside in their own home at 10 Merrick avenue. Mr. Armstrong is a member of the Presbyterian church



George W. Armstrong.

and a jiner of the jiners. He has held many offices of importance and responsibility in the Masonic order, being now Past Commander of Adrian Commandery No. 4, Past High Priest of Adrian Chapter No. 10 and Grand Scribe of the Grand Chapter of Michigan. He is also a member of Moslem Temple, Detroit.

Mr. Armstrong is a base ball crank and has been one from a boy up. He is fond of all athletic sports and undertakes to keep in touch with what is going on in the sporting world.

Mr. Armstrong attributes his success to hard work and close attention to the same and treating his trade with the utmost candor and honor, so that they will be glad to see him come back. He inspires confidence in every one with whom he comes in contact and his uprightness and devotion to his church and his lodge are matters of common knowl-

edge in every town in Southern Michigan.

May Use Old Labels.

Packers of domestic sardines have been advised through a special committee of interests, identified with the sardine industry, which appeared before the Secretary of Agriculture at Washington that they can go ahead and use the existing style of can decoration and the word "sardines" for the season of 1907.

This important decision was made with the view of creating as little embarrassment as possible to packers since they are prepared to commence the 1907 pack and a ruling requiring radical change in labels and can decorations would work a good deal of injury to the industry as a whole. It is expected that definite ruling re-

The Symptoms.

"Has your wife commenced house-cleaning yet?"

"I believe so. I tasted soap in the butter and kerosene in the coffee this morning."

Only \$2.00 per 100



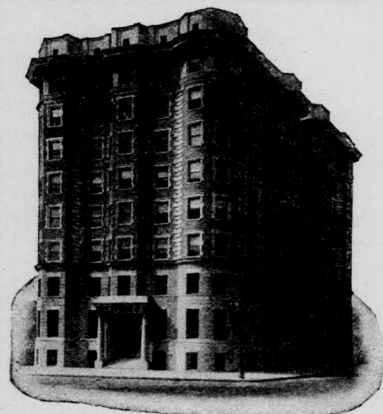
The
"COMMON
SENSE"
Travelers'
Expense
Books

The Cheapest and Best Books in the market.
**Traveling Men
Book-keepers
Business Men**
all like them.

PRICES: -Weekly Common Sense Expense Books, per 100, \$2; Monthly Common Sense Expense Books, per 100, \$4. SAMPLES FREE UPON APPLICATION.

"I have used your books for several years. They are the best of the kind there are."—ARTHUR BARLOW.

E. H. BEACH, Pub., Detroit, Mich.



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.

Tribute To the Tireless Toiler for Trade.

Grand Rapids, April 23—As this is the date assigned me by our Secretary to write a short article for the Tradesman, I undertake a task with which I am not particularly familiar—not being a regular press correspondent, but just a common traveling man.

I have heard this remark by a few of my brother travelers: "I have just been up against a chilly buyer, one who needs a Jersey cap, as it fits any size head." This remark usually comes from one who has not yet learned to present his line and himself.

My ten years with one house, which I have the honor to represent today, has taught me that there is a genuine welcome always extended by the buyer to the seller if his wares have merit and they are properly presented by a courteous gentleman who tells the truth concerning his line, is ambitious as to the interest of his patrons, and is ever wide awake for the welfare and prosperity of the house he represents.

I will put it even stronger than this. In my travels it has been my privilege to visit many states and territories and I have seen much of this world; but I never beheld a spot where the word "Welcome" grew more luxuriantly than it does among the genial, whole-souled, big-hearted buyers of the commercial interests of this glorious country of ours.

I have seen them, while waiting for my turn with a score of traveling men in line, extend a handshake and a smile that would lead one to believe that every heartbeat was a welcome to his coming and every breath a sign of sorrow and regret at his departure.

It must be admitted that a majority of the boys on the road to-day is composed of the best type of American manhood, full of push, energy and vigor and possessing a physique and good looks, coupled with a generous and noble disposition, to be envied by any other class of men, and we find few kickers or knockers in our ranks. The traveling men are the advertising agents of all the goods and wares of the world. They are the advance guards of prosperity. When prosperity follows in their footsteps all the nations are prosperous.

I love the drummer for his versatility. I love him for the sacrifices he has made and for the happiness he has given to the world. I love him not only because he is brave and gallant and genial, but because he is as grateful in overalls as he is in an evening dress suit. Above all, I love him for the happy homes he has made. If my words could be coined into silver and gold I would give to every Knight of the Grip a salary of \$10,000 a year.

If welcomes were flowers I would give every traveling man an American Beauty rose. I would pin on every lapel a cape jessamine and this world would be a wilderness of roses. If human hearts were banquet halls I would welcome every traveling man to mine. If my heart-strings were harp-strings I would make the music for the traveling man which the angels made for the first happy

pair in the paradise of long ago. I once heard the story of a drummer who had contracted the habit of coming home "three sheets in the wind," and when his weeping wife asked him one evening why thus he came, he looked at her very affectionately and replied: "Why, Mary, you are so sweet and pretty I naturally love to look at you double." Be it said to the honor of the craft, however, that there is less drinking among those who carry the grip than in any other profession under the sun.

If I were a young lady I would marry a drummer, not only because he moves the world with his snap, grip and push, but because he is the prettiest thing on God's footstool.

If I were a sculptor I would chisel from granite or marble my ideal of



a man. I would carve it in the image of a drummer with his grip. If I were a painter I would paint a picture of the ladder which Jacob in his vision saw, extending from earth to heaven, and instead of denominating the three golden rungs Faith, Hope and Charity, I would paint the angelic forms of three commercial travelers, ascending and descending, with the best line of harps on the market for the inhabitants of the Celestial World. God bless the drummer! He is the personification of Christian endeavor, and all he needs is a pair of pink tights and gauze wings to make him equal to a cherubim or a seraphim.

Who can imagine a vision more sublime than an army of innumerable drummers, flying through the air with gripsacks in hand, diving and snorting among the clouds, like porpoises in mid-ocean, to drop back and see you in sixty days! A. A. Weeks, Director M. K. of G.

Alma Record: W. J. Pollock, who for several years has been an efficient salesman with the Lee Mercantile Co., has resigned his position and accepted one with the Roberts, Johnson & Rand Shoe Co. as traveling salesman for the western half of Michigan. Mr. Pollock will establish his headquarters at either Grand Rapids or Belding.

The greater the self-consciousness of the fool the less his consciousness of his true self.

Usual Experience of the Co-operative Store.

Battle Creek, April 23—The Queen City Co-operative store, located at 31 South Jefferson Ave., has been forced to suspend further business operations and the store is now closed, while an inventory is being taken by the creditors. The association, which was organized some five years ago for the purpose of engaging in the grocery business on the co-operative profit-sharing plan, was composed of about eighty stockholders, most of whom were laboring men. Up to last January the business was supposed to be very prosperous and the expectations of those who had been instrumental in its organization seemed to have been fully realized.

At a meeting held by the directors in January, however, the manager of the store, F. D. Coleman, reported that there were debts owing to the amount of \$600. Later an investigation was begun and it was ascertained that instead of the store owing \$600, the debts were in reality over \$2,000. The directors then took hold of the active management of the store themselves and, while continuing their investigation, the fact was revealed that about \$2,500 worth of assets had disappeared. How or where this large amount had gone, directors have as yet been unable to find out.

During the two months period that the business was being conducted under the management of the board of directors, an alleged cash profit of \$217 was shown, and it was thought that perhaps even with the handicap of the heavy and unlooked-for indebtedness, the store would be able to survive and soon be on its former sound basis. The creditors, however, eventually learned of the state of affairs that were found to exist by the directors and becoming uneasy, they commenced to press their claims, with the result that there was no alternative but to close the doors. The directors and other stockholders firmly believe that if they had been extended a little further time by their creditors they would have won out.

During the first four years in operation the store showed a net cash profit \$112 a month.

No charges of crookedness are made against any of the stockholders and no legal proceedings have been started.

Beware of a Man Named Raymond.

Toronto, Ont., April 22—A man traveled through the western part of Ontario about a month ago taking, without authority, subscriptions for the Canadian Grocer. Needless to say he has pocketed the money and it is only now that we have been receiving complaints from people whom he has been victimizing. The name of the man, according to his signature on receipts which he has given, which, by the way, are not our regular receipts, but are given on pieces of paper and letter heads of the firms which he victimizes, is C. H. Raymond. There was a man of this name who called on us some months ago, saying that he had been employed

on the Michigan Tradesman. He was a tall man with rather good appearance were it not for the fact that one could see he was addicted to drink. He would be a man about 55 or 60 years of age, with white hair and moustache. No doubt he is a crook, and it has just occurred to us that possibly he will be attempting the same scheme on merchants in your State, as he is evidently making his way toward the border and, as the Michigan Tradesman is so well known, your paper would possibly be among the number for which he would endeavor to secure subscriptions. We think it our duty to put you on your guard. If we could get hold of him in this country we would certainly prosecute him, but as he had several weeks' start before we discovered any of his crookedness, he is no doubt now beyond our reach.

I might say that when he was in Toronto some months ago he called at this office two or three times and tried to get on our staff, relating his long experience on trade newspapers. I did not take favorably to him from the start and when I refused to give him subscription blanks he wanted to get my card. When he failed to get this he wanted a letter head or bill head or anything which would give the name of our firm. I smelled a rat and finally had to order him out of the office. He made a threat to the effect that we would be sorry that we did not employ him.

W. L. Edmonds.

The Tradesman deems it its duty to warn the trade against this man as a protection to itself in case he should ever undertake to victimize any of its readers. He was never employed by the Tradesman and has never represented this paper a single moment. Members of the staff have made him temporary loans from time to time during the past twenty years, but the advances have proved to be permanent investments instead of loans. Raymond has been employed in the past by the Michigan Merchant (Saginaw), Detroit Commercial, Detroit Grocer and Butcher and other short-lived publications of a questionable character. He has never, so far as the Tradesman's information goes, been connected with a first-class publication—with the knowledge and consent of the publisher. He was many years ago connected with Proctor & Gamble, but failed to hold that position long.

"The Smile that Won't Come On"

They all wear it in some hotels. The moment you step in Hotel Livingston you see the word

Welcome

written across every face.



Michigan Board of Pharmacy.
President—Henry H. Helm, Saginaw.
Secretary—Sld. A. Erwin, Battle Creek.
Treasurer—W. E. Collins, Owosso; J. D. Muir, 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 CONTRACT ILLEGAL.

Sweeping Decision by United States Circuit Court.

Judge Lurton, of the United States Circuit Court of Appeals at Cincinnati, has handed down a decision of the utmost importance to the drug trade of the country. It is to the effect that the direct contract and serial numbering plan of marketing proprietary goods is illegal and in restraint of trade. In view of the fact that the ruling is at variance with several that have been rendered by other United States judges, it is probable the case will be carried up to the United States Supreme Court for final adjudication.

The decision was in a case brought by Samuel B. Hartman, of the Peruna Manufacturing Company, against John D. Park & Sons, of Cincinnati, and was of peculiar interest to the drug trade because a suit brought by the defendants against the National Wholesale Druggists' Association in New York State is still pending. Park & Sons' victory has given rise to a fear that it may upset the entire system of price protection which has been built up in the trade in the last few years.

The jobbers declare that it will not affect their business, but say it will hurt the retailers considerably. The "direct contract" plan is in use by about half a dozen large manufacturers of proprietary remedies and by a number of smaller ones, while several use a "limited contract," known as the "St. Louis Club plan," because it was formulated at the St. Louis convention of the National Association of Retail Druggists, nearly three years ago. These methods of marketing patent medicines have been put in force in an attempt to check the practice of "cutting" prices on those articles.

Judge Lurton's decision, which was given orally, was substantially as follows:

The system of contracts by which the complainant proposed to retain control of all sales and resales of its goods is not unique. It was first applied to commodities under patents or productions covered by copyright. According to one of the averments of the bill, the same system of contracts has been generally adopted by the wholesale and retail druggists of the United States. But this, we take it, means no more than that it has been adopted as a plan for maintaining prices and controlling sales of prop-

rietary medicines, a business which amounts to more than \$60,000,000 annually. The question in its shortest form is, whether exemption from common law rules against monopoly and restraints of trade, and the provisions of the Federal anti-trust act, which have been extended to contracts affecting the sale and resale, the use or the price of articles made under a patent or productions covered by a copyright, extends also to articles made under a secret process of medicine compounded under private formula.

That articles made under patents may be the subject of contracts by which their use and price in such sales may be controlled by the patentee, and that such contracts, if otherwise valid, are within the terms of the act of Congress against restraints of interstate commerce or the rules of the common law against monopolies and the restraints of trade, are now well settled. It follows, therefore, that contracts restraining subsequent sales or use of a patent article which would contravene the common law rules against monopolies and restraints of trade, if made in respect of unpatented articles, are valid, because of the monopoly granted by the patent. But one who makes or vends an article which is made by a secret or private formula can not appeal to the protection of any statute creating a monopoly in his product. He has no special property in either a trade secret or private formula. The possession of the formula is valuable only so long as it is kept secret. The public is free to discover it if it can by fair and honest means, and when discovered anyone has a right to use it. But it does not follow that he can not protect himself against the betrayal of his secret by one who has received it through confidential relations.

The fact that the name of the remedy is a trademark, that it is put upon the market in a distinctive trade dress, has no bearing upon the question. The defendant is not charged with infringing a trademark or trade dress. Neither is the suit based upon any breach of contract. Did the defendant by purchasing the article on the market, with knowledge of the restrictions imposed upon sales, thereby enter into contractual relations with the complainant? Manifestly not. Did the defendant obtain the absolute title, notwithstanding its knowledge that the sale was in breach of restrictions imposed upon the seller? Undoubtedly. The restrictions imposed by the complainant on sales and resales, if valid at all, are not because they constitute personal contracts upon which action will lie only against the contracting party.

The above consideration leads us to the conclusion that contracts in relation to initial seals of the manufactured products of trade secrets and private formulas are within the rules against monopolies and restraints of trade, and not outside of those principles, as are initial sales of products protected by a patent or copyright. We are not here dealing with a single contract. The complainant has a multiple of them. The single covenant might in no way affect the public interest when a large number might. The plain effect of the system of contracts is to destroy competition. If these contracts leave any room for the usual play of competition it is not discoverable. They are a combination between the manufacturer and the wholesaler and the retailer to maintain prices and stifle competition. Prima facie, the contracts are in restraint of trade. It has been suggested that we should have regard to new commercial conditions and a tendency toward relaxation of old commonlaw principles which tend to development on modern lines. This is an argument better addressed to the legislative bodies than to the courts. A like argument is expected whenever some new method of circumventing freedom of commerce

comes under the tests of the law. It was made and answered by Judge Taft in the Addyston pipe case with a strength to which we can add nothing. Our decision is that the complainant's system of contract is not enforceable.

Resourcefulness in Carrying Out Plans.

A distinguished writer has said that opportunity goes around knocking but once on a door, but it is a matter of record that a score or more of them found out Leslie Paddock's abode and bantered him to chase them and he captured them all. It is in his mind to figure out exactly how he may make the best of a chance honestly to make money and here are some of the ways in which he has been doing it:

When 13 years of age he bargained to help a stock-buyer drive his herds to a shipping point, remaining away from home several days at a stretch, and for which he was paid 70 cents a day and his expenses.

He built fires for the school master for \$1 a month, and he drove hay loaders for 50 cents a day.

He made a contract with his father, who is the agent of a harvester manufacturer and who takes old machines in exchange, to take the old machines apart on the condition that he was to turn all of the old belts over to his parent and keep the old iron. On one sale of the latter he cleaned up \$7.

But probably the cleverest bit of planning and really brainy effort was that in which he sought to get the most out of ten duck eggs. When he delivered an urgent telephone message to Mrs. George Cleveland, the good woman gave him as pay the fine fruit of her Pekin ducks. There were just ten eggs and, as he carried them back to his home, he figured it out that the carrying of the message should bring him almost as many dollars. He took a setting hen into partnership, and in due course of time she made good by bringing ten little quackers out of the shells.

From the first step in the deal the boy was found holding on to the opportunity. He built a small house for the little creatures and their chicken mother. Then he added a little yard in which to let them run. In the center of the yard he dug out an excavation, sodded it, and filled it with water. Some boys would have carried a bucket or two of water and then found a base ball game of greater moment.

The record is that Leslie Paddock kept his little brood swimming toward success. He ground the food they ate, he went digging for angleworms, not to bait hooks to tempt bass in the lake but to feed to the little Pekins. He carefully watched them, gathering enthusiasm from the spectacle that a pair of webfooted creatures would create over a wormy tug of war.

The boy kept the ducks until they were seven months old, allowing them to run when they were big enough to pick for themselves, but putting them safely to bed every night. At the end of seven months the ten ducks weighed seven pounds each. They were sent to Grand Rapids and sold for 12 cents a pound, and brought

\$8.40 less the commission merchant's commission.

There is one more point that ought to be mentioned. The boy says: "After the ducks were six weeks old they did not cost much." That shows that all of the time that he had the ducks on his hands he was keeping close tab on his expenses; he knew exactly when they were costing him the most and the least; he weighed them to know how much a real nice, sleek duck should weigh.

The experience that he gained in raising ten fowls would enable him to send ten times that many to a paying market, compared with which knowledge the \$8.40 that he got back from Grand Rapids was of little consequence.

J. L. Graff.

Preparations for the Next Convention.

Ann Arbor, April 23—The Michigan State Pharmaceutical Association and its auxiliary, the Michigan State Pharmaceutical Travelers' Association, will meet in Bay City early in August. The exact date has not been fixed, as it is desirable to meet the same week with the regatta, thus making it possible for druggists and their wives to put in a week of solid pleasure if they wish to. Chas. H. Frantz is looking after the local affairs and that assures a good time.

The Board of Trustees of the United States Pharmacopoeia convention offers a copy of the Pharmacopoeia as a prize for the best paper on "How To Increase the Interest of the Medical Profession in the Pharmacopoeia."

Merck & Co. offer chemicals to the amount of \$10 for the best paper on a commercial topic.

A subscription to Meyer Bros. Druggist is offered for the best paper which does not win either of the above. Several good papers are already promised and we hope to make the 1907 meeting the best in years.

E. E. Calkins, Secretary.

Socrates thought that if all our misfortunes were laid in one common heap, whence every one could take an equal portion, most persons would be contented to take their own and depart.

Time changes, but there are a few things that never change, such as our reliability and responsibility.

THE Keeley Cure

LIQUOR MORPHINE

27 Years Success

ONLY ONE IN MICH. INFORMATION.

GRAND RAPIDS, 265 So. College Ave.

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.

Scillaes Co	50
Tolutan	50
Prunus virg	50
Tinctures	
Anconitum Nap'sR	60
Anconitum Nap'sF	60
Aloes	30
Arnica	60
Aloes & Myrrh	60
Asafoetida	50
Atrope Belladonna	50
Aurant Cortex	50
Benzoin	50
Benzoin Co	50
Barosma	50
Cantharides	50
Capicum	75
Cardamon	75
Cardamon Cr	75
Castor	1
Catechu	50
Cinchona	50
Cinchona Co	50
Columbia	50
Cubebae	50
Cassia Acutifol	50
Cassia Acutifol Co	50
Digitalis	50
Ergot	50
Ferri Chloridum	25
Gentian	50
Gentian Co	50
Guilac	50
Guilac ammon	50
Hyoeyamus	50
Iodine	75
Iodine, colorless	75
Kino	50
Lobelia	50
Nux Vomica	50
Opil	7
Opil, camphorated	30
Opil, deodorized	50
Quassia	50
Rhatany	50
Rhei	50
Sanguinaria	50
Serpentaria	50
Stromonium	50
Tolutan	50
Valerian	50
Veratrum Veride	50
Zingiber	20
Miscellaneous	
Bether, Spts Nit 3f 30	35
Aether, Spts Nit 4f 34	38
Alumen, grd po 7	3
Annet	40
Antimoni, po	4
Antimoni, et po T	40
Antipyrin	25
Antifebrin	20
Argent Nitras oz	5
Arsenicum	10
Balm Gilead buds	60
Bismuth 8 N	1 85
Calcium Chlor 1s	4
Calcium Chlor 1/2s	4
Calcium Chlor 1/4s	12
Cantharides Rus	1 75
Capstil Fruc's af	20
Capstil Fruc's po	15
Cap'l Fruc's B po	15
Carphyllus	25
Carminc, No. 40	4
Cera Alba	50
Cera Flava	40
Crocus	1 30
Cassia Fructus	35
Centraria	10
Cateacum	35
Chloroform	34
Chloro'm Squibbs	50
Chloral Hyd Crssl	35
Chondrus	20
Cinchonidine P-W	38
Cinchonid'e Germ	38
Cocaine	3 05
Corks list D P Ct.	75
Cresosotum	4
Creta	75
Creta, prep	6
Creta, precip	9
Creta, Rubra	8
Crocus	80
Cubear	24
Cupri Sulph	8 1/2
Exetrine	7
Emery, all Nos.	10
Emery, po	6
Ergota	60
Ether Sulph	70
Flake White	12
Galla	8
Gambler	8
Gelatin, Cooper	35
Gelatin, French	35
Glassware, fit box	75
Less than box	70
Glue, brown	11
Glue white	15
Glycerina	13 1/2
Grana Paradisi	25
Humulus	35
Hydrarg Ch..Mt	9
Hydrarg Ch Cor	85
Hydrarg Ox Ru'm	91
Hydrarg Ammo'l	91
Hydrarg Ungue'm	50
Hydrargyrum	75
Ichthyobolla, Am.	90
Indigo	75
Iodine, Resubi	3 35
Iodoform	3 90
Lupulin	3
Lycopodium	79

Liquor Arsen et		Rubia Tinctorum	12@	14	Vanilla	9 00@	
Hydrarg Iod ..	@ 25	Saccharum La's.	22@	25	Zinci Sulph	7@	8
Liq Potass Arsnit	10@ 12	Salacin	50@ 4	50			
Magnesia, Sulph.	2@ 3	Sanguis Drac's ..	40@	50	Oils		
Magnesia, Sulph bbl	@ 1%	Sapo, W	13@ 12	16	Whale, winter ..	70@	gal.
Mannia, S F	45@ 60	Sapo, M	10@ 12	12	Lard, extra	70@	80
Menthol	2 90@ 30 00	Sapo, G	@ 15	15	Lard, No. 1	60@	65
Morphia, S P & W	2 65@ 2 90	Selditz Mixture	20@ 22	22	Linseed, pure raw	40@	43
Morphia S NQ ..	2 65@ 2 90	Sinapis	@ 18	18	Linseed, boiled ..	41@	44
Morphia, Mal. ..	2 65@ 2 90	Sinapis, opt	@ 30	30	Neat's-foot, w str	65@	70
moschen Canton.	@ 40	Snuff, Macaboy ..			Spts. Turpentine ..	Market	
Myristica, No. 1	25@ 30	DeVoes	@ 51	51	Paints	bbl. L.	
Nux Vomica po is	@ 10	Snuff, S'h deVo's	@ 51	51	Red Venetian	1@ 2	@ 3
Os Sepia	25@ 28	Soda, Boras	9@ 11	11	Ochre, yel Mars 1@	2	@ 4
Pepsin Saac, H &		Soda, Boras, po	9@ 11	11	Ocre, yel Ber	1@ 2	@ 3
P D Co	@ 1 00	Soda et Pot's Tart	25@ 28	28	Putty, commor' 1@	2 1/2	@ 3 1/2
Picis Liq N N 1/2		Soda, Carb	1 1/2@	2	Putty, strictly pr 2 1/2	2 1/2	@ 3 1/2
gal doz	@ 2 00	Soda, Bi-Carb	3@ 5	5	Vermillion, Prime		
Picis Liq qts	@ 1 00	Soda, Ash	3@ 5	5	American	13@	15
Picis Liq. pints.	@ 60	Soda, Sulphas ..	3 1/2@	4	Vermillion, Eng. 75@	80	
Pil Hydrarg po 80	@ 50	Spts, Cologne ..	@ 2 60	60	Green, Paris	29 1/2@	33 1/2
Piper Nigra po 22	@ 18	Spts, Ether Co ..	50@ 55	55	Green, Pennsular 13@	17	
Piper Alba po 35	@ 30	Spts, Myrcia Dom	@ 22 00	00	Lead, red	7 1/4@	7 1/4
Pix Burgum	@ 8	Spts, Vil Rect bbl	@ 7	7	Lead, white	7 1/4@	7 1/4
Plumbi Acet	13@ 15	Spts, Vil Rect 5 gal	@ 7	7	Whiting, white S'n	@ 90	90
Pulvis Ip'c et Opl'i	100@ 150	Spts, Vil R't 5 gal	@ 7	7	Whiting Gilders ..	@ 95	95
Pyrethrum, bxs H		Strychnia, Crystl	1 05@ 1 25	25	White, Paris Am'r	@ 1 25	25
P & D Co. doz ..	@ 75	Sulphur Subl	2 1/2@	4	Whit's Paris Eng		
Pyrethrum, pv ..	20@ 25	Sulphur, Roll	2 1/2@	3 1/2	cliff	@ 1 41	41
Quassiae	8@ 10	Tamarinds	8@ 10	10	Universal Prep'd 1	10@ 1 20	20
Quina, S P & W	21@ 31	Terebenth Venice	28@ 30	30	Varnishes		
Quina, S Ger	21@ 31	Thebromae	65@ 70	70	No. 1 Turp Coachl	10@ 1 20	20
Quina, N. Y.	21@ 31				Extra Turp	1 60@	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.

ADVANCED

DECLINED

Index to Markets
By Columns

Col	1	2
	ARCTIC AMMONIA	Oysters
	12 oz. ovals 3 doz. box...75	Cove, 1lb.@1 05
	AXLE GREASE	Cove, 2lb.@1 85
	Frazer's	Cove, 1lb. Oval...@1 20
	1lb. wood boxes, 4 dz. 3 00	Plums
	1lb. tin boxes, 3 doz. 2 35	Plums85
	3 1/2 lb. tin boxes, 2 dz. 4 25	Peas
	10lb. pails, per doz. 6 00	Marrowfat1 25@1 60
	15lb. pails, per doz. 7 20	Early June1 25@1 60
	25lb. pails, per doz. 12 00	Early June Sifted 35@1 65
	BAKED BEANS	Peaches
	1lb. can, per doz. 90	Pie1 00@1 15
	2lb. can, per doz. 1 40	Yellow1 65@2 25
	3lb. can, per doz. 1 80	Pineapple
	BATH BRICK	Grated@2 50
	American75	Sliced@2 40
	English85	Pumpkin
	BLUING	Fair80
	6 oz. ovals 3 doz. box 40	Good90
	16 oz. round 2 doz. box 75	Fancy1 00
	Sawyer's Pepper Box	Gallon2 60
	No. 3, 3 doz. wood boxes 4.00	Raspberries
	No. 5, 3 doz. wood boxes 7.00	Standard@
	BROOMS	Russian Caviar
	No. 1 Carpet2 75	1/4 lb. cans3 75
	No. 2 Carpet2 35	1/2 lb. cans7 00
	No. 3 Carpet2 15	1lb. cans12 00
	No. 4 Carpet1 75	Salmon
	Parlor Gem2 40	Col'a River, falls 1 80@1 85
	Common Whisk85	Col'a River, flats 1 90@1 95
	Fancy Whisk1 20	Red Alaska1 20@1 30
	Warehouse3 00	Pink Alaska@1 00
	BRUSHES	Sardines
	Scrub	Domestic 1/4s3 1/4@3 1/4
	Solid Back 8 in.75	Domestic, Must'd 6 @ 9
	Solid Back, 11 in.95	California, 1/4s11 @14
	Pointed Ends85	California, 1/2s17 @24
	Stove	French, 1/4s7 @14
	No. 375	French, 1/2s18 @28
	No. 21 10	Shrimps
	No. 11 75	Standard1 20@1 40
	Shoe	Succotash
	No. 81 00	Fair85
	No. 71 30	Good1 00
	No. 41 70	Fancy1 25@1 40
	No. 31 90	Strawberries
	BUTTER COLOR	Standard1 10
	W. R. & Co.'s, 15c size 1 25	Fancy1 40@2 00
	W. R. & Co.'s, 25c size 2 00	Tomatoes
	CANDLES	Fair@1 10
	Electric Light, 8s.9 1/2	Good@1 20
	Electric Light, 16s.10	Fancy@1 40
	Paraffine, 6s9	Gallon3 75
	Paraffine, 12s9 1/2	CARBON OILS
	Wicking20	Perfection@10 1/2
	CANNED GOODS	Water White@10
	Apples	D. S. Gasoline@16 1/2
	3lb. Standards1 00	Gas Machine@24
	Gallon2 65	Deodor'd Nap'a.@15 1/2
	Blackberries	Cylinder29 @34 1/2
	2lb.90@1 75	Engine16 @22
	Standards gallons@5 50	Black, winter8 1/4@10
	Beans	CEREALS
	Baked80@1 30	Breakfast Foods
	Red Kidney85@95	Bordeau Flakes, 36 lb. 2 50
	String70@1 15	Cream of Wheat, 36 lb. 4 50
	Wax75@1 25	Egg-O-See, 36 pkgs. 2 85
	Blueberries	Evcello Flakes, 36 lb. 4 50
	Standard@1 45	Excello, large pkgs. 4 50
	Gallon@7 50	Force, 36 2 lb. 4 50
	Brook Trout	Grape Nuts, 2 doz. 2 70
	2lb. cans, spiced1 90	Malta Ceres, 24 lb. 2 40
	Clams	Malta Vita, 36 lb. 2 85
	Little Neck, 1lb. 1 00@1 25	Mapl-Flake, 36 lb. 4 05
	Little Neck, 2lb. @1 50	Pillsbury's Vitos, 3 dz. 4 25
	Clam Bouillon	Ralston, 36 2lb. 4 50
	Burnham's 1/4 pt.1 90	Sunlight Flakes, 36 lb. 2 85
	Burnham's pts.8 60	Sunlight Flakes, 20 lbs 4 00
	Burnham's qts.1 20	Vigor, 36 pkgs.2 75
	Cherries	Voigt Cream Flakes4 50
	Red Standards 1 30@1 50	Zest, 20 2lb.4 10
	White1 50	Zest, 36 small pkgs.2 75
	Corn	Crack Wheat
	Fair60@75	Bulk3 1/4
	Good85@90	24 2 lb. packages2 50
	Fancy1 10	CATSUP
	French Peas	Columbia 25 pts.4 50
	Sur Extra Fine22	Columbia, 25 1/2 pts.2 60
	Extra Fine19	Snider's quarts3 25
	Fine15	Snider's pints2 25
	Moyen11	Snider's 1/2 pints1 30
	Gooseberries	CHEESE
	Standard90	Acme@14 1/2
	Hominy	Climax@14 1/2
	Standard85	Elsie@14
	Lobster	
	1/4 lb.2 25	
	1 lb.4 25	
	Picnic Tails2 75	
	Mackerel	
	Mustard, 1lb.1 80	
	Mustard, 2lb.2 80	
	Soused, 1 1/2 lb.1 80	
	Soused, 2lb.2 80	
	Tomato, 1lb.1 80	
	Tomato, 2lb.2 80	
	Mushrooms	
	Hotels19@20	
	Buttons24@25	

3	4	5
Emblem@14	Coffee Cake, pl. or iced 10	Raisins
Gem@15	Cocoa Taffy12	London Layers, 3 cr
Jersey@15	Cocoa Bar12	London Layers, 4 cr
Peewee@14 1/2	Cocoa Drops12	Cluster, 5 crown
Riverside@14 1/2	Cocoa Honey Cake 12	Loose Muscatels, 2 cr
Springdale@14 1/2	Cocoa Hon. Fingers 12	Loose Muscatels, 3 cr
Warner's@15 1/2	Cocoa Macaroons18	Loose Muscatels, 4 cr 9 1/2
Brick@17 1/2	Dixie Cookie8	Loose Muscatels, 4 cr. 10
Leiden@15	Frosted Cream12	L. M. Seeded, 1 lb. 11@11 1/2
Limburger@15	Frosted Honey Cake 12	Sultanas, bulk
Pineapple40 @60	Fluted Cocoaanut10	Sultanas, package @ 9 1/2
Sap Sago@22	Fruit Tarts12	FARINACEOUS GOODS
Swiss, domestic.@16	Ginger Gems8	Beans
Swiss, imported@20	Graham Crackers8	Dried Lima6
CHEWING GUM	Ginger Nuts10	Med. Hd. Pk'd.@1 50
American Flag Spruce 50	Ginger Snaps, N. B. C. 7	Brown Holland2 26
Beeman's Pepsin55	Hippodrome10	Farina
Adams Pepsin55	Honey Cake, N. B. C. 12	24 lb. packages1 75
Best Pepsin45	Honey Fingers, As. Ice 12	Bulk, per 100 lbs.8 00
Best Pepsin, 5 boxes 2 00	Honey Jumbles12	Hominy
Black Jack55	Household Cookies8	Flake, 50lb. sack1 00
Largest Gum Made55	Household Cookies Iced 8	Pearl, 200lb. sack3 70
Sen Sen55	Iced Honey Crumpets 10	Pearl, 100lb. sack1 85
Sen Sen Breath Perf 1 00	Imperial8	Maccaroni and Vermicelli
Sugar Loaf55	Iced Honey Flakes12 1/2	Domestic, 10lb. box60
Yucatan55	Iced Honey Jumbles12	Imported, 25lb. box2 50
CHICORY	Island Picnic11	Pearl Barley
Bulk20	Jersey Lunch8	Common2 80
Red12	Kream Clips20	Chester2 90
Eagle5	Lady Fingers11	Empire3 50
Frank's6	Lem Yem11	Peas
Schener's6	Lemon Gems10	Green, Wisconsin, bu. 1 40
CHOCOLATE	Lemon Biscuit, Square 8	Green, Scotch, bu.1 60
Walter Baker & Co.'s	Lemon Wafer16	Split, lb.04
German Sweet24	Lemon Cookie8	Sago
Premium32	Mary Ann8	East India7
Caracas35	Marshmallow Walnuts 16	German, sacks7
Walter M. Lowney Co.	Mariner11	German, broken pkg.
Premium 1/4s32	Molasses Cakes8	Tapoca
Premium, 1/2s30	Mohican11 1/2	Flake, 110 lb. sacks7 1/2
COCOA	Mixed Picnic11 1/2	Pearl, 130 lb. sacks7 1/2
Baker's39	Newton12	Pearl, 24 lb. pkgs.7 1/2
Cleveland41	Nu Sugar8	FLAVORING EXTRACTS
Colonial, 1/4s35	Nic Nacs8	Foot & Jenks
Colonial, 1/2s33	Oatmeal Crackers8	Coleman's Van. Lem.
Epps42	Orange Gems8	2 oz. Panel1 20 75
Huyler45	Oval Sugar Cakes8	3 oz. Taper2 00 1 50
Lowney, 1/4s40	Penny Cakes, Assorted 8	No. 4 Rich. Blake 2 00 1 50
Lowney, 1/2s38	Pretzels, Hand Md.8	Jennings D. C. Brand
Lowney, 1s37	Pretzettes, Hand Md. 7 1/2	Terpeness Ext. Lemon
Van Houten, 1/4s37	Pretzettes, Mac. Md. 7 1/2	Doz.
Van Houten, 1/2s37	Raisin Cookies8	No. 2 Panel1 20
Van Houten, 1s40	Revere, Assorted14	No. 4 Panel1 50
Webb28	Rube16	No. 6 Panel2 00
Wilbur, 1/2s36	Snow Creams16	Paper Panel1 50
Wilbur, 1/4s36	Sugar Krisp11	2 oz. Full Meas.1 20
COCOA NUT	Sultana Fruit Biscuit 16	4 oz. Full Meas.2 25
Dunham's 1/4s & 1/2s 27	Spiced Gingers9	Jennings D C Brand
Dunham's 1/4s28	Spiced Gingers Iced 10	Extract Vanilla
Dunham's 1/2s29	Sugar Cakes8	Doz.
Bulk12	Sugar Squares, large or 8	No. 2 Panel1 20
COCOA SHELLS	small8	No. 4 Panel2 00
20lb. bags2 1/2	Superba8	No. 6 Panel3 00
Less quantity3	Sponge Lady Fingers 25	Taper Panel2 00
Pound packages4	Sugar Crimp8	1 oz. Full Meas.85
COFFEE	Vanilla Wafers16	2 oz. Full Meas.1 60
Rio	Waverly8	4 oz. Full Meas.3 00
Common13 1/4	Zanzibar9	No. 2 Assorted Flavors 1 00
Fair14 1/2	In-er Seal Goods	GRAIN BAGS
Choice16 1/2	Per doz.	Amoskeag, 100 in bale 19
Fancy20	Albert Biscuit1 00	Amoskeag, less than 19 1/2
Santos	Animals1 00	GRAINS AND FLOUR
Common13 1/4	Bremner's But Wafers 1 00	Wheat
Fair14 1/2	Butter Thin Biscuit. 1 00	No. 1 White78
Choice16 1/2	Cheese Sandwich1 00	No. 2 Red79
Fancy20	Cocoa Dainties1 00	Winter Wheat Flour
Maracaibo	Cocoa Macaroons2 50	Local Brands
Fair16	Cracker Meal75	Patents4 40
Choice19	Fig Newton1 00	Second Patents4 20
Mexican	Five O'clock Tea1 00	Straight4 00
Fair16 1/2	Frotana1 00	Second Straight3 70
Fancy19 1/2	Ginger Snaps, N. B. C. 1 00	Clear3 36
Guatemala	Graham Crackers1 00	Subject to usual cash dis-
Choice15	Lemon Snap50	count.
Java	Oatmeal Crackers1 00	Flour in barrels, 25c per
African12	Oysterettes50	barrel additional.
Fancy African17	Old Time Sugar Cook. 1 00	Worden Grocer Co.'s Brand
O. G.25	Pretzettes, Hd Md.1 00	Quaker, paper3 90
P. G.31	Royal Toast1 00	Quaker, cloth4 00
Mocha	Saltine1 00	Wykes & Co.
Arabian21	Saratoga Flakes1 50	Eclipse3 70
Package	Social Tea Biscuit.1 00	Kansas Hard Wheat Flour
New York Basis	Soda, N. B. C.1 00	Judson Grocer Co.
Arbuckle16 00	Soda, Select1 00	Fanchon, 1/4s cloth4 40
Dilworth15 50	Sultana Fruit Biscuit 1 50	Grand Rapids Grain & Mill-
Jersey15 00	Unedda Biscuit50	ing Co. Brands.
Lion14 50	Unedda Jinjer Wayfer 1 00	Wizard, assorted3 80
McLaughlin's XXXX	Unedda Milk Biscuit. 1 50	Graham3 75
McLaughlin's XXXX sold	Vanilla Wafers1 00	Buckwheat5 00
to retailers only. Mail all	Water Thin1 00	Rye3 85
orders direct to W. F.	Zu Zu Ginger Snaps 50	Spring Wheat Flour
McLaughlin & Co., Chicag-	Zwieback1 00	Roy Baker's Brand
Extract	CREAM TARTAR	Golden Horn, family. 4 55
Holland, 1/4 gro boxes 95	Barrels or drums25	Golden Horn, baker's. 4 45
Felix, 1/4 gross1 15	Boxes30	Calumet4 35
Hummel's foil, 1/4 gro. 85	Square cans32	Wisconsin Rye4 00
Hummel's tin, 1/4 gro. 1 43	Fancy caddies35	Judson Grocer Co.'s Brand
CRACKERS	DRIED FRUITS	Ceresota, 1/4s4 90
National Biscuit Company	Apples	Ceresota, 1/2s4 80
Brand	Sundried@ 7	Ceresota, 3/4s4 70
Butter	Evaporated8 1/2 @ 9	Lemon & Wheeler's Brand
Seymour, Round6	Apricots	Wingold, 1/4s4 95
N. B. C., Square6	California18@20	Wingold, 1/2s4 85
Soda	100-125 25lb. boxes.	Wingold, 3/4s4 75
Select Soda8	80-100 25lb. boxes. @ 4	Pillsbury's Brand
Saratoga Flakes13	70-80 25lb. boxes. @ 5 1/2	Best, 1/4s cloth4 90
Zephyrette13	60-70 25lb. boxes. @ 6	Best, 1/2s cloth4 70
Oyster	50-60 25lb. boxes. @ 6 1/2	Best, 3/4s paper4 75
N. B. C., Round6	40-50 25lb. boxes. @ 8	Best, 1/4s paper4 75
N. B. C., Square Salted 6	30-40 25lb. boxes. @ 9	R-st. wood5 00
Faust, Shell7 1/2	1/4c less in 50lb. cases	Worden Grocer Co.'s Brand
Sweet Goods	Citron	Laurel, 1/4s cloth4 90
Boxes and cans	Corsican@18	Laurel, 1/2s & 1/4s paper 4 70
Animals10	Currants	Laurel 1/4s4 70
Atlantic, Assorted10	Imp'd 1 lb. pkg.@ 9 1/2	Wykes & Co.
Cartwheels8	Imported bulk@ 9 1/2	Sleepy Eye, 1/4s cloth. 4 90
Current Fruit10	Peel	Sleepy Eye, 1/2s cloth. 4 70
Cracknels	Lemon American14	Sleepy Eye, 1/4s paper. 4 70
	Orange American15	Sleepy Eye, 1/2s paper. 4 70

6	7	8	9	10	11
Meal Bolted 2 40 Golden Granulated 2 60 St. Car Feed screened 20 60 No. 1 Corn and Oats 20 60 Corn, cracked 19 50 Corn Meal, coarse 19 50 Winter Wheat Bran 22 00 Winter Wheat Mid'g 23 00 Cow Feed 22 50 Dairy Feeds Wykes & Co. O P Linseed Meal 29 00 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 Oats Michigan, carlots 46 Less than carlots 47 Corn Carlots 51 Less than carlots 53 Hay No. 1 timothy car lots 16 00 No. 1 timothy ton lots 17 00 HERBS Sage 15 Hops 15 Laurel Leaves 15 Senna Leaves 26 HORSE RADISH Per doz. 90 JELLY 5 lb. pails, per doz. 1 95 15 lb. pails, per doz. 4 44 30 lb. pails, per doz. 7 78 LICORICE Pure 30 Calabria 23 Sicily 14 Root 11 MATCHES C. D. Crittenden Co. Noiseless Tip .4 50 @ 4 75 MEAT EXTRACTS Armour's, 2 oz. 4 45 Armour's, 4 oz. 8 20 Liebig's Chicago, 2 oz. 2 75 Liebig's Chicago, 4 oz. 5 50 Liebig's Imported, 2 oz. 4 55 Liebig's Imported, 4 oz. 8 50 MOLASSES New Orleans Fancy Open Kettle 40 Choice 35 Fair 26 Good 22 Half barrels 2c extra. MINCE MEAT Per case 2 75 MUSTARD Horse Radish, 1 dz. 1 75 Horse Radish, 2 dz. 3 50 OLIVES Bulk, 1 gal. kegs 1 65 Bulk, 2 gal. kegs 1 60 Bulk, 5 gal. kegs 1 55 Manzanilla, 8 oz. 90 Queen, pints 2 50 Queen, 12 oz. 4 50 Queen, 24 oz. 7 00 Stuffed, 5 oz. 90 Stuffed, 8 oz. 1 45 Stuffed, 10 oz. 2 40 PIPES Clay, No. 216 per box 1 25 Clay, T. D., full count 60 Cob 90 PICKLES Medium Barrels, 1,200 count 6 00 Half bbls., 600 count 3 50 Small Barrels, 2,400 count 7 50 Half bbls., 1,200 count 4 25 PLAYING CARDS No. 90 Steamboat 85 No. 15, Rival, assorted 1 25 No. 20, Rover enameled 1 50 No. 572, Special 1 75 No. 98 Golf, satin finish 2 00 No. 808 Bicycle 2 00 No. 632 Tour'n't whist. 2 25 POTASH 48 cans in case 4 00 Penna Salt Co.'s 3 00 PROVISIONS Barreled Pork Mess 19 50 Clear Back 18 25 Short Cut 18 00 Short Cut Clear 18 00 Bean 16 00 Brisket, clear 20 00 Pig 20 00 Clear Family 16 00 Dry Salt Meats S P Bellies 13 1/2 Bellies 11 1/2 Extra Shorts 11 Smoked Meats 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 Picnic Boiled Hams 15 1/2 Boiled Ham 21 Berlin Ham, pressed 8 1/2 Mince Ham 9 Lard Compound 8 1/2 Pure in tierces 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 1 lb. pails advance 1/2	Sausages Bologna 5 1/2 Liver 6 1/2 Frankfort 7 Pork 7 Veal 7 Tongue 7 Headcheese 7 Beef Extra Mess 9 75 Boneless 11 25 Rump, new 11 25 Pig's Feet 1/2 bbls. 1 10 3/4 bbls., 40 lbs. 1 85 1/2 bbl. 2 25 1 bbl. 7 75 Kits, 15 lbs. 1/2 bbls., 40 lbs. 70 1/2 bbls., 80 lbs. 3 00 Casings Hogs, per lb. 28 Beef, rounds, set 16 Beef middles, set 45 Sheep, per bundle 70 Uncolored Butterline Solid dairy 10 @ 12 Country Rolls 10 1/2 @ 16 1/2 Canned Meats 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 45 Potted ham, 1/4 45 Deviled ham, 1/2 45 Deviled ham, 1/4 45 Potted tongue, 1/2 45 Potted tongue, 1/4 45 RICE Fancy 7 Japan 5 1/2 Broken 3 1/2 SALAD DRESSING Columbia, 1/2 pint 2 25 Columbia, 1 pint 4 00 Durkee's, large, 1 doz. 4 50 Durkee's, small, 2 doz. 5 25 Snider's, large, 1 doz. 2 35 Snider's, small, 2 doz. 1 35 SALERATUS Packed 60 lbs. in box Arm and Hammer 3 15 Deland's 3 15 Dwight's Cow 3 15 Emblem 3 15 L. P. 3 00 Wyandotte, 100 1/2 3 00 SAL SODA Granulated, bbls. 85 Granulated, 100lb. cs. 1 00 Lump, bbls. 80 Lump, 145lb. kegs 95 SALT Common, Grades 100 3 lb. sacks 2 10 60 5 lb. sacks 2 00 28 10 1/2 lb. sacks 1 90 56 lb. sacks 30 28 lb. sacks 16 Warsaw 56 lb. dairy in drill bags 40 28 lb. dairy in drill bags 20 Solar Rock 56lb. sacks 24 Common Granulated, fine 80 Medium, fine 85 SALT FISH Cod Large whole 7 Small whole 6 1/2 Strips or bricks 7 1/2 @ 10 1/2 Pellock 4 1/2 Hallbut Strips 13 Chunks 13 1/2 Holland Herring White Hoop, bbls. 11 00 White Hoop, 1/2 bbls. 6 00 White Hoop, keg 65 @ 75 White Hoop mchs. 80 Norwegian 28 Round, 100lbs. 3 75 Round, 40lbs. 1 75 Scaled 12 Trout No. 1, 100lbs. 7 50 No. 1, 40lbs. 3 25 No. 1, 10lbs. 90 No. 1, 8lbs. 75 Mackerel Mess, 100lbs. 14 00 Mess, 40lbs. 5 60 Mess, 10lbs. 1 65 Mess, 8lbs. 1 36 No. 1, 100lbs. 14 00 No. 1, 4 lbs. 5 60 No. 1, 10 lbs. 1 65 No. 1, 8 lbs. 1 36 Whitefish No. 1, No. 2 Fam 100lb. 9 75 4 50 50lb. 5 25 2 40 10lb. 1 12 60 8lb. 92 50 SEEDS Anise 10 Canary, Smyrna 4 1/2 Caraway 9 Cardamom, Malabar 1 00 Celery 15 Hemp, Russian 4 1/2 Mixed Bird 4 Mustard, white 8 Ropey 9 Rape 5 1/2 SHOE BLACKING Handy Box, large, 3 dz. 2 50 Handy Box, small, 1 25 Bixby's Royal Polish 85 Miller's Crown Polish 85	SNUFF Scotch, in bladders 37 Maccaboy, in jars 35 French Rappie in jars. 43 SOAP J. S. Kirk & Co. American Family 4 00 Dusky Diamond, 50 8 oz 2 80 Dusky D'nd, 100 6 oz. 3 80 Jap Rose, 50 bars 3 75 White Imperial 3 50 Dome, oval bars 3 50 Satinet, oval 2 15 Snowberry, 100 cakes 4 00 Proctor & Gamble Co. Lenox 25 Ivory, 6 oz. 4 00 Ivory, 10 oz. 6 75 Star 3 25 LAUTZ BROS. & CO. 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. Wisley Good Cheer 4 00 Old Country 3 40 Soap Powders Lautz Bros. & Co. Snow Boy 4 00 Gold Dust, 24 large. 4 50 Gold Dust, 100-5c. 4 00 Kirkoline, 24 4lb. 3 80 Pearline 3 75 Soapine 3 75 Babbitt's 1776 3 75 Roseine 3 75 Armour's 3 50 Wisdom 3 80 Soap Compounds Johnson's Fine 5 10 Johnson's XXX 4 25 Nine O'clock 3 35 Rub-No-More 3 75 Scouring Enoch Morgan's Sons. Sapolio, gross lots 9 00 Sapolio, half gro lots 4 50 Sapolio, single boxes. 2 25 Sapolio, hand 2 25 Scourine Manufacturing Co Scourine, 50 cakes 1 80 Scourine, 100 cakes 3 50 SODA Boxes 5 1/2 Kegs, English 4 1/2 SOUPS Columbia 3 00 Red Letter 90 SPICES Whole Spices Allspice 12 Cassia, China in mats. 12 Cassia, Canton 16 Cassia, Batavia, bund. 28 Cassia, Saigon, broken. 40 Cassia, Saigon, in rolls. 55 Cloves, Amboyana 25 Cloves, Zanzibar 20 Mace 55 Nutmegs, 75-80 45 Nutmegs, 105-10 35 Nutmegs, 115-20 30 Pepper, Singapore, blk. 15 Pepper, Singp. white. 25 Pepper, shot 17 Pure Ground in Bulk Allspice 16 Cassia, Batavia 28 Cassia, Saigon 55 Cloves, Zanzibar 24 Ginger, African 15 Ginger, Cochon 18 Ginger, Jamaica 25 Mace 65 Mustard 18 Pepper, Singapore, blk. 15 Pepper, Singp. white. 25 Pepper, Cayenne 20 Sage 20 STARCH Common Gloss 4 @ 5 1lb. packages 4 @ 5 8lb. packages 6 @ 1/2 6lb. packages 6 @ 1/2 40 and 50lb. boxes 3 1/2 @ 3 1/2 Common Corn 20lb. packages 5 40lb. packages 4 @ 7 SYRUPS Corn Barrels 25 Half Barrels 27 20lb. cans 1/2 dz. in case 1 80 10lb. cans 1/2 dz. in case 1 75 5lb. cans 1/2 dz. in case 1 85 2 1/2 lb. cans 1/2 dz. in case 1 90 Pure Cane Fair 16 Good 20 Choice 25 TEA Japan Sundried, medium 24 Sundried, choice 32 Sundried, fancy 36 Regular, medium 24 Regular, choice 32 Regular, fancy 36 Basket-fired, medium 31 Basket-fired, choice 38 Basket-fired, fancy 43 Nibs 22 @ 24 Siftings 9 @ 11 Fannings 12 @ 14	Gunpowder Moyune, medium 30 Moyune, choice 32 Moyune, fancy 40 Pingsuey, medium 30 Pingsuey, choice 30 Pingsuey, fancy 40 Young Hyson Choice 30 Fancy 36 Oolong Formosa, fancy 42 Amoy, medium 25 Amoy, choice 32 English Breakfast Medium 20 Choice 30 Fancy 40 India Ceylon, choice 32 Fancy 42 TOBACCO Fine Cut Cadillac 54 Sweet Loma 34 Hiawatha, 5lb. pails. 55 Telegram 30 Pay Car 33 Prairie Rose 49 Protection 40 Sweet Burley 44 Tiger 40 Plug Red Cross 31 Palo 35 Hiawatha 41 Kilo 35 Battle Ax 37 American Eagle 33 Standard Navy 37 Spear Head, 7 oz. 47 Spear Head, 14 1/2 oz. 44 Nobby Twist 55 Jolly Tar 39 Old Honesty 43 Toddy 34 J. T. 38 Piper Heidsieck 66 Boot Jack 80 Honey Dip Twist 40 Black Standard 40 Cadillac 40 Forge 34 Nickel Twist 52 Mill 32 Great Navy 36 Smoking Sweet Core 34 Flat Car 32 Warpath 26 Bamboo, 16 oz. 25 I X L, 5lb. 27 I X L, 16 oz. pails 31 Honey Dew 40 Gold Block 40 Flagman 40 Chips 33 Kilm Dryed 21 Duke's Mixture 40 Duke's Cameo 43 Myrtle Navy 44 Yum Yum, 1 1/2 oz. 39 Yum Yum, 1lb. pails 40 Cream 38 Corn Cake, 2 1/2 oz. 25 Corn Cake, 1lb. 22 Plow Boy, 1 1/2 oz. 39 Plow Boy, 3 1/2 oz. 39 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 24 Self Binder, 16oz. 8oz. 20-22 Silver Foam 24 Sweet Marie 32 Royal Smoke 42 TWINE Cotton, 3 ply 22 Cotton, 4 ply 22 Jute, 2 ply 14 Hemp, 6 ply 13 Flax, medium 20 Wool, 1lb balls 6 VINEGAR Malt White, Wine, 40 gr 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 WICKING No. 0 per gross 30 No. 1 per gross 40 No. 2 per gross 50 No. 3 per gross 75 WOODENWARE Baskets Bushels 1 10 Bushels, wide 1 60 Basket, large 40 Splint, large 3 50 Splint, medium 3 25 Splint, small 3 00 Willow, Clothes, large 8 25 Willow, Clothes, me'm 7 50 Willow, Clothes, small 6 50 Bradley Butter Boxes 2lb. size, 24 in case. 72 3lb. size, 16 in case. 68 5lb. size, 12 in case. 63 10lb. size, 6 in case. 60 Butter Plates No. 1 Oval, 250 in crate 30 No. 2 Oval, 250 in crate 35 No. 3 Oval, 250 in crate 40 No. 5 Oval, 250 in crate 50 Churns Barrel, 5 gal., each 2 40 Barrel, 10 gal., each 2 55 Barrel, 15 gal., each 2 75	Clothes Pins Round head, 5 gross bx 50 Round head, cartons. 70 Egg Crates and Fillers. Humpty Dumpty, 12 doz. 20 No. 1 complete 32 No. 2 complete 25 Case No. 2 fillers 15 sets 1 30 Case, mediums, 12 sets 1 15 Faucets Cork lined, 8 in 70 Cork lined, 9 in 80 Cork lined, 10 in 90 Mop Sticks Trojan spring 90 Eclipse patent spring. 85 No. 1 common 75 No. 2 pat. brush holder 85 12lb. cotton mop heads 1 40 Ideal No. 7 90 Pails 2-hoop Standard 1 60 3-hoop Standard 1 75 2-wire, Cable 1 70 3-wire, Cable 1 90 Cedar, air red, brass 1 25 Paper, Eureka 2 25 Fibre 2 70 Toothpicks Hardwood 2 50 Softwood 2 75 Banquet 1 50 Ideal 1 50 Traps Mouse, wood, 2 holes. 22 Mouse, wood, 4 holes. 45 Mouse, wood, 6 holes. 70 Mouse, tin, 5 holes. 65 Rat, wood 80 Rat, spring 75 Tubs 20-in. Standard, No. 1 8 25 18-in. Standard, No. 2 7 25 16-in. Standard, No. 3 6 00 20-in. Cable, No. 1 9 00 17-in. Cable, No. 2 8 00 16-in. Cable, No. 3 6 75 No. 1 Fibre 10 80 No. 2 Fibre 9 45 No. 3 Fibre 8 55 Wash Boards Bronze Globe 2 50 Dewey 1 75 Double Acme 2 75 Single Acme 2 25 Double Peerless 3 90 Single Peerless 3 00 Northern Queen 3 25 Double Duplex 3 00 Good Luck 2 75 Universal 3 40 Window Cleaners 12 in. 1 65 14 in. 1 85 16 in. 2 30 Wood Bowls 11 in. Butter 75 13 in. Butter 1 25 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 WRAPPING PAPER Common Straw 1 1/2 Fibre Manila, white. 2 1/2 Fibre Manila, colored. 4 No. 1 Manila 3 Cream Manila 4 Butcher's Manila 2 1/2 Wax Butter, short c't. 13 Wax Butter, full count 20 Wax Butter, rolls 15 YEAST CAKE Magic, 3 doz. 1 15 Sunlight, 3 doz. 1 00 Sunlight, 1 1/2 doz. 1 00 Yeast Foam, 3 doz. 1 15 Yeast Cream, 3 doz. 1 00 Yeast Foam, 1 1/2 doz. 58 FRESH FISH Per lb. Jumbo Whitefish 16 No. 1 Whitefish 14 Trout 13 Halibut 12 Ciscos or Herring 10 Bluefish 14 Live Lobster 35 Boiled Lobster 35 Cod 12 Haddock 12 Pickerel 12 1/2 Pike 10 Perch, dressed 12 1/2 Smoked, White 12 1/2 Red Snapper 10 Col. River Salmon 16 Mackerel 20 HIDES AND PELTS Hides 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 14 Calfskins, cured No. 2 12 1/2 Pelts Old Wool 30 Lambs 1 00 @ 1 75 Shearlings 15 @ 40 Tallow No. 1 5 1/2 No. 2 4 1/2 Wool Unwashed, med. 26 Unwashed, fine 21	CONFECTIONS Stick Candy Standard 7 1/2 Standard H H 7 1/2 Standard Twist 8 Cases Jumbo, 32 lb. 7 1/2 Extra H H 10 Boston Cream 10 Olde Time Sugar stick 80 lb. case 13 Mixed Candy Grocers 6 Competition 6 1/2 Special 7 1/2 Conserve 8 Royal 8 1/2 Ribbon 10 Broken 7 1/2 Cut Loaf 8 1/2 Leader 8 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 Fancy—in Pails Gypsy Hearts 14 Coco Bon Bons 14 Fudge Squares 13 Peanut Squares 9 Sugared Peanuts 11 Salted Peanuts 12 Starlight Kisses 11 San Blas Goodies 12 Lozenges, plain 10 Lozenges, printed 10 Champion Chocolate 12 Eclipse Chocolates 14 Eureka Chocolates 13 Quintette Chocolates 13 Champion Gum Drops 8 1/2 Moss Drops 10 Lemon Sours 10 Imperial 10 Ital. Cream Opera 11 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 10 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, Crs. 60 A. A. Licorice Drops. 90 Lozenges, plain 55 Lozenges, printed 55 Imperial 60 Mottos 60 Cream Bar 55 G. M. Peanut Bar 55 Hand Made Cr's. 80 @ 90 Cream Buttons 65 String Rock 60 Wintergreen Berries 60 Old Time Assorted 2 75 Buster Brown Goodies 3 50 Up-to-date Assmt. 3 75 Ten Strike No. 1 6 50 Ten Strike No. 2 6 00 Ten Strike, Summer as- sortment 6 75 Scientific Ass't. 18 00 Pop Corn Dandy Smack, 24s 65 Dandy Smack, 100s 2 75 Pop Corn Fritters, 100s 50 Pop Corn Toast, 100s 50 Cracker Jack 3 25 Checkers, 5c pkg. case 3 50 Pop Corn Balls, 200s 1 20 Cicero Corn Cakes 5 per box 60 Azulikit 100s 3 00 Cough Drops Putnam Menthol 1 00 Smith Bros. 1 25 NUTS—Whole Almonds, Tarragona 17 Almonds, Avica 17 Almonds, California sft. shell 15 @ 17 Brazil 15 @ 17 Filberts 13 Cal. No. 1 13 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 5 Cocoanuts 5 Chestnuts, New York State, per bu. 5 Shelled Spanish Peanuts 8 1/2 @ 9 1/2 Pecan Halves 7 1/2 Walnut Halves 32 Filbert Meats 27 Alicante Almonds 42 Jordan Almonds 47 Peanuts 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

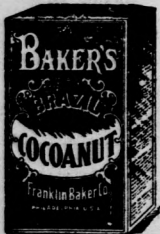
CIGARS



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
35 1/4 lb. pkg. per case 2 60
35 1/4 lb. pkg. per case 2 60
16 1/4 lb. pkg. per case 2 60

FRESH MEATS

Beef

Carcass 5 1/2 @ 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 @ 12
Dressed @ 8 1/2
Boston Butts @ 10 1/2
Shoulders @ 10
Leaf Lard @ 9 1/2
Trimnings @ 8

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; Godmark, 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 1/4 to 2 in. 9
1 1/4 to 2 in. 11
2 in. 15
3 in. 20

Cotton Lines

No. 1, 10 feet 5
No. 2, 15 feet 7
No. 3, 15 feet 9
No. 4, 15 feet 10
No. 5, 15 feet 11
No. 6, 15 feet 12
No. 7, 15 feet 15
No. 8, 15 feet 18
No. 9, 15 feet 20

Linen Lines

Small 20
Medium 26
Large 34

Poles

Bamboo, 14 ft., per doz. 55
Bamboo, 16 ft., per doz. 60
Bamboo, 18 ft., per doz. 80

GELATINE

Cox's 1 qt. size 1 10
Cox's 2 qt. size 1 61
Knox's Sparkling, doz. 1 20
Knox's Sparkling, gro. 14 00
Knox's Acidu'd. doz. 1 20
Knox's Acidu'd. gro. 14 00
Nelson's 1 50
Oxford 75
Plymouth Rock 1 50

SAFES



Full line of fire and burg-
lar proof safes kept in
stock by the Tradesman
Company. Twenty differ-
ent sizes on hand at all
times—twice as many safes
as are carried by any other
house in the State. If you
are unable to visit Grand
Rapids and inspect the
line personally, write for
quotations.

SOAP

Beaver Soap Co.'s Brands



100 cakes, large size... 6 50
50 cakes, large size... 3 25
100 cakes, small size... 3 85
50 cakes, small size... 1 95
Tradesman's Co.'s Brand



Black Hawk, one box 2 50
Black Hawk, five bxs 2 40
Black Hawk, ten bxs 2 25

TABLE SAUCES

Halford, large 3 75
Halford, small 2 25

Use

Tradesman

Coupon

Books

Made by

Tradesman Company

Grand Rapids, Mich

A Notions Sale

"Sale" as we use it
always means much.
And we are head-
quarters for the no-
tions of ALL lines.

Hence with a sale
of notions for its
BIG feature our May
catalogue is particu-
larly desirable.

Besides this extra
sale of notion lead-
ers there are the reg-
ular monthly lots of
leaders in every de-
partment.

Also this new issue
of "Our Drummer"
shows our new guar-
anteed net prices for
goods we have ready
for immediate ship-
ment.

And in addition to
the right goods, our
May catalogue con-
tains the right re-
sultful plans for mak-
ing your May a busy,
profitable month.

Shall we send our
May catalogue No.
J611 to YOU?

Butler Brothers

"The House that Covers the
Country"

NEW YORK CHICAGO
ST. LOUIS MINNEAPOLIS

Sample Houses:

BALTIMORE DALLAS

If you want to sell
your business.

If you want to buy
a business.

If you want a
partner.

If you want a sit-
uation.

If you want a good
clerk.

If you want a
tenant for your
empty store-
room.

If you would trade
your stock for
real estate.

If you want at any
time to reach
merchants,
clerks, traveling
salesmen, brok-
ers, traders—
business men
generally

Try a
Michigan
Tradesman
Business
Want
Ad
On Opposite
Page

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—Drug store, worth \$2,600, will take \$2,300 or invoice. Bargain. Cash required. Can not give attention required. Address Dr. S. E. Campbell, Hancock, Mich. 815

Acetylene gas plant for sale. We have installed electricity and will sell gas out-fit cheap; capacity up to 150 lights; good condition. A. McAfee & Co., Manton, Mich. 813

Chattel mortgage sale of stock of general merchandise, April 30 at 2 p. m. For information write to Lillian Garrison, Eaton Rapids, Mich. 811

For Sale—New brick hotel and stock of general merchandise in same building in good R. R. town. For particulars address H. Paulsen, Howen, Mich. 809

For Sale—\$6,000 stock of dry goods, shoes and groceries in town of 3,500; good manufacturing and farming community; good location and room; best reasons for selling; write for full particulars. Harry Chapple, Mitchell, Ind. 808

For Sale—General store doing strictly cash business, in best town of its size in Central Michigan. Population 3,500. Sales for 1906, \$40,000. Paid 40 per cent. on money invested last year. Address No. 807, care Tradesman. 807

For Sale—The right to manufacture in the United States an article of merit, sold to stores and druggists; no opposition; established in Canada seven years. Address The Hygiene Kola Company, Toronto, Canada. 806

For Sale—\$5,000 stock of general merchandise. Sales \$25,000 per year. Good reason for selling. Address Clyde Carpenter, Decherd, Tenn. 805

For Sale—Nice clean stock of furnishing goods and fixtures. Stock invoices about \$4,000. Only two stores of this kind in the town; population about 17,000. Will sell at a discount for cash. Address all communications to R. A. Jones, Ardmore, Ind. Ter. 804

For Sale—One-half interest in a good paying drug business. No one need apply but a registered pharmacist. L. E. Bockes, Empire, Mich. 803

For Sale—About \$5,000 stock general hardware. Rare business opportunity. Will lease store building, warehouse, etc., where trade has been established for years. Located in one of the best towns in Central Michigan. Must sell. Address No. 802, care Michigan Tradesman. 802

For Sale—For cash, a clean stock of general merchandise in southern Nebraska; stock about \$5,000; must sell by the first of June. Address W. H. Page, Byron, Neb. 801

80 acres land, \$1,500; 30 acres resort property, \$500; house and lot in Grand Rapids, \$2,000, to sell or exchange for mercantile business. Address No. 800, care Michigan Tradesman. 800

For Sale—Stock of hardware, invoicing \$4,300. Clean and up-to-date. Doing a thriving business in a county seat of southern Wisconsin, within a rich farming and dairy country. Have contracts to the amount of \$1,200 to turn over to the right party. This is worthy of your attention. Business not overdone. Only one other hardware. Address No. 798, care Michigan Tradesman. 798

For Sale—Stock of groceries and general merchandise in good town in Central Michigan. Electric lights, water works, telephone system. First-class location; trade well-established. Terms cash. Failing health reason for selling. Address Fletcher Reasoner, Carson City, Mich. 797

For Sale—One of the best paying drug stores in southwestern Michigan. Clean, new stock, no wall paper, paints or soda water. For information write Lee M. Hutchins, Hazeltine & Perkins Drug Co. 796

For Sale—At a bargain, hotel and furnishings; also livery barn; in thriving western Michigan village; only hotel in town; fine trout fishing. Write The Stedman, Fennville, Mich. 795

For Sale or Exchange—Safety gasoline lighting machine and nine burners for good cash register, floor show cases or fixtures of equal value. Address E. O. Strong, Akron, Ind. 793

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

For Sale—Stock of groceries and fixtures. Fine location. Business at present \$100 per day. Expenses light. Reason for selling, must have a different climate. Goss, 231 E. Bridge, Grand Rapids, Mich. 792

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

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—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

For Sale—Salmon and trout property. Four hundred acres land, half mile river frontage, good fishing, convenient to railway line. Address A. D. MacKendrick, 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

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

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

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

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—Building suitable for manufacturing purpose. Address No. 681, care Michigan Tradesman. 681

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—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

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

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, black 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

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

For Sale—Harness shop, buggy, wagon and implement business. Only shop in a live town. Address No. 777, care Michigan Tradesman. 777

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

To Every Merchant—Mr. Merchant, if you will send us two 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. 759

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

Converting stocks into cash, our hobby. Our system will close our 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

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. 201

SITUATIONS WANTED

Wanted By German—Position in general store; 10 years' experience, 26 years of age and single. Speaks high and low German, Holland and English. Good penman, and all references. Address Adolf Beller, 26th and Silver Sts., Sioux City, Iowa. 794

Wanted—Man of some ability and experience, wants position as manager of country elevator, seed house or coal business. Reference. Address E., No. 205 S. Hanover St., Hastings, Mich. 799

HELP WANTED.

Wanted—An assistant druggist, with soda experience, good references, State salary. Address S. Barmore, Niles, Mich. 814

Registered pharmacist wanted at once. Address J. F. Thompson, Covert, Mich. 812

Wanted—An experienced man for men's furnishing and shoe department in general store. Must be temperate and willing to work. Married man preferred. Address No. 810, care Michigan Tradesman. 810

Wanted—Young man with about two years' experience to work in drug store. G. Van Arkel, Muskegon Heights, Mich. 774

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.

Toledo—H. Ling & Co. succeed Mrs. Louisa Carabin in the grocery business.

Weston—Lingo & Green are succeeded in the grocery business by Seibert & Shaffer.

Alexandria—Hammond Bros. will continue the hardware business formerly conducted by Hammond & Carter.

Greenville—Ungericht & Wegler are the successors of the former boot and shoe firm of Ungericht & Requarth.

Savona—I. W. Mitchell is succeeded in the general merchandise business by I. F. Kinney.

Tippecanoe City—Zimmer Bros. are succeeded in the hardware business by Scharff & Baldwin.

Yorkshire—Alva Finkbone is succeeded in the hardware business by David Metzger.

Greenville—A. G. Keighley will continue the wholesale confectionery business formerly carried on by Keighley & Lampe.

Harrisonville—The general merchandise business conducted by Cray, Day & Hogue will be continued by Day & Hogue.

Hue—E. D. Campbell will continue the general merchandise business formerly conducted by Campbell Bros.

Huntington—J. C. Adair is succeeded in general trade by C. A. Reynolds.

Martins Ferry—The general merchandise business formerly conducted by L. W. Smith & Son will be continued by L. R. Smith & Co.

New Vienna—E. F. Gordon is succeeded in the meat business by J. B. Pemberton.

Rosburg—Daniel Burns, grain dealer, is succeeded in business by Ross, Beam & Son.

Toledo—The Toledo Home Supply Co. succeeds L. W. Matechi in the grocery business.

Youngstown—Evan Dunn is succeeded in the grocery business by T. R. Phillips.

Youngstown—Schromofsky, Mogg & Co., meat dealers, have changed their name to K. F. Mogg & Co.

Alliance—Earley & Wendel, meat dealers, have been succeeded in business by Scott & Co.

Arcanum—S. Oda will continue the grocery business formerly conducted by Oda Bros.

Kyger—Bradbury & Harding are succeeded in general trade by Rife & Swisher.

St. Marys—A. P. Detrick, hardware dealer, is succeeded in trade by J. H. Dominy.

Toledo—G. A. Herbruck succeeds Hildebrand & Son in the grocery business.

Wooster—S. H. Kurtz is the successor of Wolgamot & Bucher, grocers.

Fostoria—I. A. Geiselman, who formerly conducted a five and ten cent store, is succeeded by O. D. Eisenhard.

Portsmouth—Williams Bros. will continue the boot and shoe business formerly conducted by A. C. Williams.

Columbus—The grocery business

formerly conducted by Hughes & Taylor will be continued by N. E. Taylor.

Wadsworth—Hilliard & Curry, furniture dealers, have merged their business into a stock company under the style of the Hilliard & Curry Co.

Recent Trade Changes in the Hoosier State.

Keens—Dove & Starkey are succeeded in the grocery business by A. A. Smith.

North Salem—Trotter Bros. will continue the general merchandise business formerly conducted by O. W. Trotter.

Syracuse—J. B. Weaver is succeeded in the grocery business by Weaver & Stetler.

Washington—Will Jeffries succeeds E. A. Meyer in the grocery business.

Bickwell—Curtis Barge will continue the stove business formerly conducted by Klein & Barge.

Crawfordsville—C. B. Harvey is the successor of W. F. Hitch, grocer.

Shirley—C. F. Saunders succeeds J. A. Leigh & Co. in the grocery business.

Whitestown—R. J. Ferguson, hardware dealer, is succeeded in trade by Barnes & Marshall.

Seymour—The notion business formerly conducted by J. L. Klein will be continued by Klein & Walters.

Veedersburg—Howard & French succeed F. J. Glascock in the grocery business.

Linden—J. E. Hoilman will continue the grocery business formerly conducted by Hoilman & Hobson.

Michigan City—M. E. Trainer, meat dealer, is succeeded in business by W. J. Shafering.

Spencer—The business formerly conducted by Joslin, Galimore & Co. will be continued by the Galimore Hardware Co.

The Drug Market.

Opium—Continues very firm on account of further reports of damage to the growing crop.

Morphine—Has advanced 10c per ounce.

Quinine—Is steady.

Citric Acid—Is very firm and another advance is looked for.

Cantharides—Both Chinese and Russian have declined on account of better supplies.

Cod Liver Oil, Norwegian—On account of better fishing conditions the price has declined.

Glycerine—Is very firm.

Balsam Copaiba—Continues to advance on account of small supplies.

Canada Balsam Fir—Has advanced.

Vanilla Beans—Are very firm and advancing.

Oil Lemon—Continues very firm at the advanced price.

Oil Cinnamon—Is dull and slightly lower.

Oil Peppermint—Is very dull and weak.

Gum Camphor—Is in a very strong position as there is not stock enough on hand for the consuming demand.

Dandelion Root—Shows a decline on account of better supplies.

Clare—Dan Crouse has started a blacksmith shop.

Realities and Shadows of Life.

What do you know? Our only ground for knowing there is an external world or anything outside ourselves is the information we obtain through our sense organs. The fundamental interpretative sense is that of touch, through which we get our knowledge of space, time and matter. We arrive at our notion of space by means of motion, and especially locomotion, and time is our idea of speed in combination with space. Force is a direct sense, and the inference we draw from it is matter. It seems to be forgotten by people who speak of the five senses that there is a refined muscular sense located in the skin, without which we should be in a bad way. This is the sense of temperature whereby we get our notions of heat and cold. The ear is an organ for the appreciation of ripples or waves in the air. The rest all is inference regarding distance. But through it we get the possibilities of harmony and possibilities of music. Through it we get the possibilities of speech, of a code of signals which, generated and transmitted by one mind, might, in the minds with the capacity for similar vibrations or thoughts, awaken those thoughts through the mechanism of the brain and of the ear, a sensitive receiving instrument for recording vibrations. The eye also appreciates ripples, but nothing that can occur in the air or in matter at all. The things by which it is excited are the ripples in the ether. The eye is an ethereal sense organ, and if the ripples did not exist in the ether we should be blind. Matter is composed of a perfectly porous substance superimposed upon the ether. The ether is the real material existence, and the matter in it is a kind of shadowy addition. Appearance and reality are most deceptive. We have spoken of the future life as a shadowy, flitting existence and of this as a real, full-blooded life; but the inverse may be the fact. There is much to show that this is so. It certainly is within the realm of physical science to say that ether is far more real, solid and substantial than any form of matter, and that what our senses tell us is palpable, and material, and recognizable entities, when compared with that which really does exist and underlies it all, might be something much more like the shadow of a dream.

Two Changes at Elkhart.

Elkhart, Ind., April 23—The Boyle & Brown dry goods stock, which has been on the market for some time, has been sold to J. J. Thompson & Co., after being invoiced by Mr. Thompson of Toledo, who has been here the past ten days. Mr. Boyle will remain with the new firm about a week, and then enjoy a well-earned rest, while determining his future business pursuits. Mr. Brown, who only visited the city occasionally, will not be affected by the sale, as he will continue as a commercial salesman. Messrs. Boyle & Brown purchased the store from the late George Vinnedge in 1900.

Rudolph and Frank Lusher, owners of the Lusher Bros. general store, have sold their stock to Mrs. S. E.

Wright, and the store will be managed by her son.

Increase in Capital Stock.

The Grand Rapids Paper Co., which was organized a few years ago with a capital stock of \$10,000, will have 20,000 stock from now on, the necessary preliminaries having been consummated. Under the new arrangement the officers of the company will be as follows:

President—Geo. J. Heinzelman.
Vice-President—Ulysses S. Silbar.
Secretary and Treasurer—Frank VanDeven.

Mr. Silbar is a recent accession to the company, having represented the Samuel Cupples Wooden Ware Co. in this territory for the past seven years. Mr. Silbar will cover the larger trade of the house, which will hereafter handle wooden ware as well as paper and twine.

Butter, Eggs, Poultry, Beans and Potatoes at Buffalo.

Buffalo, April 24—Creamery, fresh, 28@33½c; dairy, fresh, 20@28c; poor to common, 18@20c; roll, 23@25c.

Eggs—Choice, 17@17½c.

Live Poultry—Springs, 15½@16c; fowls, 15@15½c; ducks, 15@16c; old cox, 10c; geese, 10@12c; turkeys, 12@15c.

Dressed Poultry—Iced fowls, 14@15c; chickens, 15@16c; old cox, 10@11c.

Beans—Pea, hand-picked, \$1.40; marrow, \$2; medium, \$1.45; red kidney, \$2.10@2.25; white kidney, \$2@2.25.

Potatoes—White, 50c; mixed and red, 40@45c. Rea & Witzig.

W. C. Dudley (Hazeltime & Perkins Drug Co.) has returned from New York, where he went to purchase fall goods. He brought his smile back with him.

Jack Kelley has started a blacksmith shop at Coopersville. Sherwood Hall Co., Ltd., furnished the stock.

BUSINESS CHANCES.

Wanted—To buy grocery or small general stock, located in small town in Southern Michigan. Address Grocer, care Michigan Tradesman. 816

Wanted—A stock of groceries not to exceed \$2,500. I have cash and real estate. Address No. 817, care Michigan Tradesman. 817

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

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. 753

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

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—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

O.A.B.
Cheese

Visit the

O.A.B.
Cheese

Pure Food Show

April 17 to 27 Inclusive

We serve

Those Delicious Hart Peas

and

Fragrant Tetley's Teas

Every Afternoon and Evening

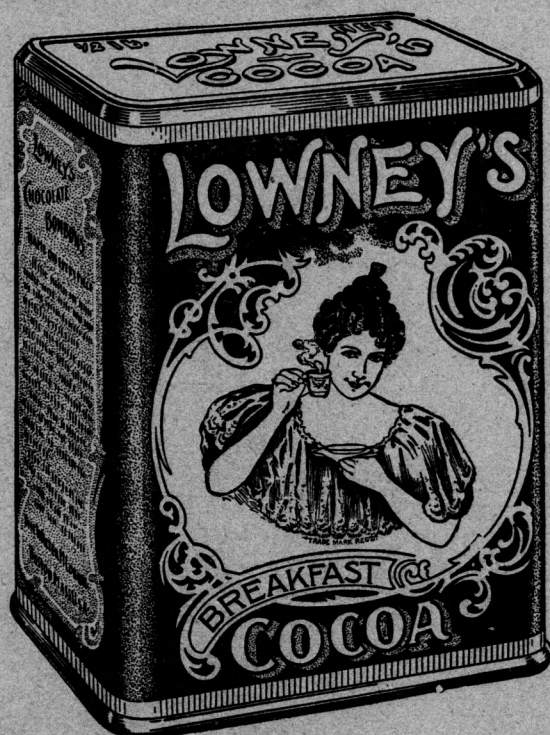


O.A.B.
Cheese

JUDSON GROCER CO.

Grand Rapids, Mich.

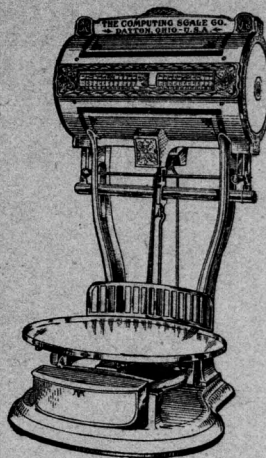
O.A.B.
Cheese



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 exacting 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
Line
of
Pads
in
Duplicate
or
Triplicate
Suitable
for
Any
Business

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.
4. They give you two copies with one writing and thereby remove the need—or, more properly speaking, the evil—of the Pass Book.
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

THE SIMPLE ACCOUNT SALESBOOK CO.

1062-1088 Court St.

Fremont, Ohio, U. S. A.

"American Beauty" Assortment

Rose Decorated and Gold Stippled Porcelain
Every Piece a Staple and a Bargain



Twelve dozen staple articles that you can readily sell for 25c apiece, but that will pay a big profit even when offered at 10 and 15c, costing the dealer only

\$10.50

This assortment contains:

2 dz. 6½ inch Pie Plates
2 dz. 7¼ inch Tea Plates
2 dz. 8¾ inch Embossed Table Dishes
½ dz. 9½ inch Shell Embossed Cake Plates
2 dz. 5½ inch Berry or Oatmeal Dishes
½ dz. 7¾ inch Berry Bowls, embossed border

½ dz. 9¼ inch Berry Bowls, embossed border
1 dz. Large size Teacups and Saucers
½ dz. Large Footed Oyster Bowls
½ dz. 10 inch Meat Platters
½ dz. Tankard Milk Pitchers 30s
No Charge for Package

"Pekin Assortment" English Decorated Teapots



They are the celebrated FIRE PROOF (English Rockingham) Jet, beautifully decorated with floral designs in dainty enameled colors and gold bands.

The assortment contains one dozen teapots in two assorted sizes, viz., three and four pints, each size in a variety of nobby styles, selling at retail for 50 and 60 cents. Price of assortment

\$4.00

"Sea Shell" Souvenir Assortment

\$10.50

Per Assortment

Twelve dozen articles in nature's own handiwork, beautifully decorated—Pincushions, Match Safes, Ash Trays, Ornaments, etc.

FREE—Your firm name or the name of your town marked on each article free of charge.

Don't Fail to Order a Package Today. No Charge for Package.

\$10.50

Per Assortment

\$4.45 "QUICK SELLER" ASS'T \$4.45 "Columbia Gray" Enameled Ware

Strictly Double Coated Ware--Handsome Light Gray Color--All Edges Black--Warranted Selected First Quality

This is absolutely
Your Last Chance

to buy this genuine

**Double Coated
Enameled Ware**

at these extraordinarily low prices as the prices will be advanced within another week.

Order Today

one or more of these

**"Quick Seller"
Assortments**

or anything else in the open stock line you need. Order a full line of

**"Columbia Gray"
Enameled Ware**



14 Quart Preserve Kettle



10 Quart Bread Raiser
with Retinned Cover



17 Quart Deep Dish Pan



12 Quart Pail

The assortment
comprises

**One Dozen
Articles**

as follows for only

\$4.45

¼ Doze 1
17 Quart Dish Pans

¼ Dozen
12 Quart Seamless Pails

¼ Dozen
10 Quart Bread Raisers
with retinned covers

¼ Dozen
14 Quart Preserve Kettles

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