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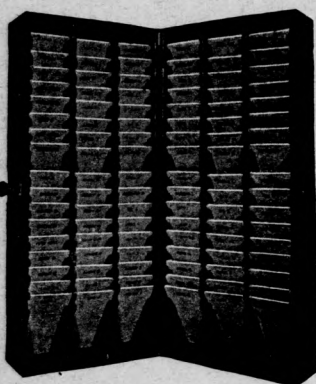
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WORKING TO A PLAN.

Away out Lake avenue, next west of Fuller street, there is being developed an example of civic pride which will be worth much to our city in that it will inspire other citizens to do likewise.

Originally the location was a portion of the Calkins farm, and was identified chiefly by the fact that it is about the highest point in the city. It was utilized as an old orchard and had an unimproved blind-end street six or seven hundred feet in length which bore the meaningless and utterly inappropriate name of Emma avenue.

To begin with, it was not even as a possibility an avenue and, as a court or place, it deserved a more impersonal name in order to give to it any sort of individuality. As an opportunity it was fine, and it was so recognized by Wm. M. Clarke, the architect. That was the first step in advance.

The entire tract, not a very large one, was purchased. And then, because the street abutted upon the back yards of homes fronting on Wealthy avenue and because a perfect thoroughfare could not be had without making a pronounced and ugly "jog" or offset to the west, the Common Council was appealed to and forever closed the west end of the street.

With this much accomplished it was possible to prepare and work to a plan for beautifying the tract. The first work done according to Mr. Clarke's plan was to put in water, sewer, gas and electric service equipment, even to all lateral sewers. Then came the building of the street, which terminates, at its south end, in a large circle with a park area in the center. The curb lines are parallel along the straight portion of the street and combine in forming the circle around the roadway at the south end. Large elm trees, ten or twelve years old, were set out between the curb and the lot lines, and the sidewalk lines, instead of being hard and fast straight effects, are a combination of curves.

The plan provides for shrubbery and flowers on either side of each

sidewalk and the entire picture, with its artistic perspective, is being set in an artistic entrance design fronting on Lake avenue. This entrance consists of two arched gateways, one on either side of the street opening, each gateway consisting of two pilasters of brick with cut stone capitals, upon which rest hewn oak lintels. This gateway, with foliage and flower effects emphasizing its design and with the picturesque interior beyond terminating with the south end circle, its fountain, trees and vegetation, will constitute one of the show places of Grand Rapids and is the result of harmonious co-operation and appreciation of how to do things the right way on the part of the half dozen or more landholders whose homes are located there. This new beauty spot has been formally and legally named "Orchard Hill."

THE TRAVEL HABIT.

With more or less of a flourish the daily newspapers, overlooking hundreds of real news items they have already published on the subject, announce that the railroads are going to get together on a two cent fare basis at once because of the two cent fare laws passed in Ohio and Indiana. Wonderful journalistic enterprise that, when Minnesota, Wisconsin, Illinois, Michigan, New York, Pennsylvania and many other states have adopted two cent fare laws within the past two months.

And when a lot of states enact such a law, what is there left for the railroads to do but to get together? It is a case of compulsion, and, as will be shown by the next annual reports of the railways, the enforcement of the law will prove a benefit to the railway corporations if the figures are honestly compiled.

All peoples of the earth are instinctively nomadic to a greater or less degree. They have not yet escaped the wanderlust of the aborigines, and if they can not spend the time to walk they will use cattle, horses, boats and steam cars, according to their means. The gipsy habit is a difficult one to shake off and is in evidence all over the world, whether the wandering is done in the traveler's steam yacht or private car, his automobile, his carriage or by means of boats and railway trains operated by common carriers. In each instance the method followed is in accordance with the gipsy purse.

The chap who goes away for a week, figuring that his trip will cost him about five dollars a day, is no better as a wanderer than is his next door neighbor who estimates that his week's vacation will "stand him in" about ten dollars a day. It is the same identical spirit, the desire to get a change, to go somewhere, that actuates these travelers as prompts the multi-millionaire to fit out his

ocean-going yacht for a tour around the world.

And in all cases, almost without exception, there is attention paid to the item of expense. Each roamer arranges his route according to the cost thereof.

This peculiarity is pre-eminent also, and always has been in all traveling, down to the tiny jaunts of two or three days and the lesser ones of one day or half that time. People love to travel and are certain to humor that desire just as often as they can afford to do so. And because of this idiosyncrasy the difference of one cent a mile, dictated by various commonwealths, is bound to increase travel over the railways. Travelers by profession, representing industries and commercial enterprises, will travel more on the two cent basis than they have done on the three cent basis. This has already been demonstrated in Ohio and Pennsylvania, and, to get down to a still smaller illustration, the street car rate of three cents in Cleveland almost immediately developed a traffic one-third greater than it had been at "six tickets for a quarter"—and that, too, without adding 10 per cent. to the cost of operating the street car system of that city.

The new Railroad Commission bill will have a hearing in the Senate May 2. It has been carefully compiled from other laws of similar character, both Federal and state, and is not socialistic or anarchistic, or in any way opposed to any reasonable or right business interest. The railway corporations make a great mistake when they oppose such bills as those recommended by Gov. Warner, because in doing so they only invite the people to go further. Opposition to reasonable regulation is accepted as downright hostility, which, of course, arouses resentment and may result in employment of much more drastic measures. The people will be perfectly satisfied with what is reasonable and right. If that is denied them, they are liable to be tempted to extremes.

George J. Schlenk, a prosperous brewer of Belvidere, Ill., who recently died, left a will which makes his estate the foundation of a perpetual trust fund, the income of which shall be turned over to the Salvation Army, with which to carry on the work of reform among the lowly and outcast, especially in places of squalor, and more especially the victims of drunkenness. Mr. Schlenk provided liberally for his widow, but his son and daughter are cut out entirely. There is also a provision that at the death of his widow her share of the estate shall revert to the trust fund founded by him.

TEACHERS' COMPENSATION.

Why It Should Not Be Measured in Money.

In the talk which I am about to give I shall in general narrow my subject to that element in it upon which I think there is most need of change. The title reads: Teachers' Pay and Pensions: Should salaries be increased? Are pensions desirable? This refers to the whole body of teachers, at least in this country. I have confined myself chiefly to the women grade teachers of Grand Rapids. Yet I should not wish to be regarded as excluding grammar and high school teachers. I have simply had most to say about what most appealed to me. With regard to restricting myself to Grand Rapids, conditions are so similar over this Western country that any reflections founded upon the custom of our city are pretty sure to fit all of them. The greater the salary the greater the local cost of living, and the balance of savings still wavers between little money and no money.

First of all, there are three principles which I should like to have acknowledged by those who listen to me. They are these: First, that the interests of society and of each individual composing it are in the last and not indeed very far distant analysis identical. In other words, that humanity, or society, or human institutions have a perfectly clear relation to our self-interest, as well as a claim on our sympathy and effort. To be indifferent to this claim is to be ignorant or stupid or unmanly.

The second thing to be taken for granted in almost any discussion of this character is that the mind of the speaker or hearer must always oscillate between the actual and the typical teacher. No teacher has an entire outfit of teaching virtues, but we have all of us an apprehension of what the teaching virtues are and know that many virtues are in the characters of many teachers.

The third article of faith which I desire you to accept is this: For teaching, as for the making of literature, for preaching, art and, indeed, all work that comes from the soul to appeal to the soul, there is no such thing as pay in the modern industrial sense. What we call pay for a teacher is really a support which we give her while she renders us a benefit we can never measure in money. It is for your plain interest to make that support so liberal that she may put forth in your behalf the best effort of which she is capable, and it is to the credit of your mind and heart that you should consider the debt still unpaid.

Perhaps I shall have no better place than this to speak of another point of likeness between teaching and the intellectual occupations I have mentioned. For it, too, involves pay, although of an immaterial kind. These callings are all very dependent upon sympathy and appreciation, and they must have them if they are to render their most efficient service. No teacher expects to become rich by teaching—the very idea brings a smile—but there are certain pleasures in the profession which every teacher real-

izes are in part a substitute for money. The thrill of swaying a responsive class, the pleasure of seeing a dull or frivolous child finally get a grip on himself and actually accomplish a bit of good conscientious work—these are some of the delights which help to refresh her for the weariness of the day which is spent and encourage her for the day that is coming. And among these special comforts should be and sometimes, although too rarely, is the testimony which parents and the public give of her value to their children or to society at large. Ordinarily, when the parent visits a school it is because something has gone wrong. It is the panicky not the delighted parent that the teacher most often sees outside her door at the close of school. And, then, why should parents speak to teachers only of their own children? Why is there not more talk of educational interests in general? Both parents and teachers have the same general aim and ideal of a good citizen. The teacher differs from the parent chiefly in that she has learned a method of assisting toward that result during certain years of a child's development. How rarely one hears a perfectly frank conversation between a professional educator and a layman. And the layman could really help the teacher very much by correcting her perspective, knocking her little notions and accuracies about until she sees how insignificant they are. On her side, the teacher can make the parent understand the importance of the relation of the pupil to his own little school society and to the world at large, a view often veiled to the parent who sees his child only as a more or less satisfactory member of the household. Pity that such conversations are not more frequent. Ask any teacher if she wouldn't take them as part pay for her work?

These three are taken for granted then:

1. That a man and his world have equal and in the last analysis identical interests.

2. That the mind of a writer on this subject must be allowed to oscillate between the real and the ideal teacher.

3. That the true teacher can not be paid in money.

Let us now see what we ought in honor to give her to live upon, that she and the community may be the better and happier for her labors.

But before talking about salaries a few words must be said about pensions. And by pensions I do not mean those insurance societies based on compulsory payments drawn from the salaries of the teachers themselves. These are not pensions in any true sense of the word, but a piece of arbitrary regulation which teachers should resist in every legal way. As to the real pension by state or city, I have given it some but not much thought. The articles I have read are few; in fact, I rather glanced at than read them, finding that they were statements of actual practice and not what I was after; that is, a fully-considered argument as to why pensions should exist at all. The effect of my effort has been to

set me quite at variance with my former opinion and with that of most teachers.

There was a time when I had the vision before me of a teacher, grown old and venerable in the service, retiring from her long labors upon a pension which should recompense her for the small pay received during her active years. The picture has its attractions. It seems to be an acknowledgment of the special value of her services; it connects her with the public weal, something as a soldier is connected with it and much more honorably. By its help the aged teacher can go down to her grave in a sort of independent, if modest respectability. It will probably pay her hospital charges, if her illness is not unreasonably long, and it will also bury her comfortably. And all those items are agreeable to contemplate. Was not the city bound in honor to give and she perfectly self-respecting to accept such money?

But when I came to think the matter out in the light of an actual working scheme the objections to it appeared many and strong. Are not pensions by the State to any single class a mistake and a mischief? To me it seems undemocratic and illogical at the outset. Pensions from private sources such as Mr. Carnegie's immense fortune appear justifiable. I suppose that Mr. Carnegie feels that somehow his wealth has made another man relatively poor, and so, as he does not know who that other man may be, he, like the good Christian he tries to be, sends it in some direction where there is a possibility of indemnifying his unknown victim. If one understands these gifts to be a sort of conscience money they are immensely right, and I wish that many others in the same case would do likewise. Such pensions to teachers would be justifiable, providing the public did not consider them in its regular pay. I should also be glad to see a universal system of old age pensions without distinction of sex, wealth, occupation or moral character. Besides these there are easily imagined special causes when to give pensions on one side and receive them on the other is equally necessary and laudable. Why, then, do I object to a pension system for teachers? Well, it offers as an official gift what should come as a right and thus impairs self-respect. It assumes to guard a teacher's future as if she were incompetent to think for herself. It places her in professional serfdom, deterring her from leaving the ranks of public school teachers and taking advantage of offers from private sources. It is valueless to the teaching profession in that the money comes after it could have been used for wider experience and development. It tends also to make teachers hold to their employment in spite of advancing age and evidently decreasing ability, simply to measure up the years required to secure a pension. The most comprehensive way of stating the whole matter is that it complicates the question of salaries, postponing to a barely possible to-morrow the justice that should be given to-day. There are

some pension schemes in which the pay begins very early and therefore are not open to certain objections I have mentioned, but in those cases the pension assumes rather the nature of a simple advance in salary. I am open to conviction on this matter, but as I see it now I am inclined to believe it best to find out as nearly as we can what is equitable to pay the teacher for her daily work and then give it to her ungrudgingly.

Now let us turn to the question of salaries. It brings us face to face with the public school system. It is an interesting and curious system. Here are parents whose children are the most important element in their lives—they say so, and in the main it is true. They keep these children fairly under their eyes until they are 5 or 6, when they consign them for several hours in the day into the hands of another person—one who probably does not know their children and has had no previous interest in them—and this consignment is repeated every year for eleven succeeding years. Here they find other like-intentioned children and there they are taught in companies certain prescribed knowledges. This is the common or public school. The main body of children are sent to these schools and upon them the public greatly relies for imprinting upon the minds of the growing generation the first strong impressions of the material world into which they have been born; impressions, too, of their race, its significant likeness to other living things; how it has grown in mechanical power and spiritual insight; what it may most profitably turn its attention to in the future in order to make the world more lovely. These are pretty important tasks and, of course, many parents take their share in them, but sometimes it really seems as if the father and mother were willing to abdicate all parental power and authority, turning their children over to the schools with an almost audible assumption that the teacher is pledged to overbalance all bad heredity, all unwholesome environment of home and street. The amazing, incredible thing is that teachers are sometimes almost equal to this one-sided contract. Your children go into the presence and pass under the authority of public school teachers for 200 days in the year. If you only could realize that it is the future of the city, of the State, of the world, that it is your own future joy or grimness that in the figures of those children is moving noisily toward the school house five mornings in the week. One might paraphrase the words of Socrates. Your rugs, your jewels, your journeys will make you seem happy, but these children will or, alas, will not make you to be happy.

In any attempt to reckon in terms of dollars and cents the reward a teacher should receive, the first point is the preparation involved. All persons who have to do with the teaching profession know that demands upon a teacher are increasing every day. To get a place in a high school to-day almost necessitates a university degree. That is, the candidate

must have gone through a high school course and then a university course of four years, so that at the least calculation one can not be fitted under 20 years of age, the last quarter of which has been non-productive and expensive. The grade teacher or kindergartner has usually two years more than the high school course. The grade teacher may begin then when she is 18, the high school teacher when she is 20, to earn her living, although I have set the years very early. But college work is not the only, hardly the greatest preparation. She must have read books, she must have learned something about art and music. She must have acquired dainty personal habits. Those who compare the position of servant maids and clerks with that of teachers forget that while a clerk may be, and as we well know often is, in all respects a refined woman, a teacher must be intelligent far beyond the things she teaches and more refined than those with whom she mostly comes in professional, that is teaching, contact. And it will not do for that outside preparation to cease when she finds herself placed in her work.

She must keep up with the procession, poor thing; must know a talkable amount about plays, actors, musicians, politics, "movements." She must continue to be immaculate in the midst of smoke and dust, fairly modish with little time to sew or mend. Well, this life calls for money. The teacher must buy books. She comes to feel that an instructive summer trip or six weeks at a summer school will be a good disposition of her long vacation. These investments cost money.

It will be seen, I think, from all I have said that the preparation for her profession and the cost of maintaining the required standard of personal dignity are not greatly beneath that which any lady demands for herself. No teacher expects to be elegant, either in dress or personal environment, but she must be more than simply decent if she is to stand well in her profession. I have wished that some teacher receiving say \$650 or \$675 per year would for one year cast aside the reticence with which well-bred people surround themselves and would give a balance sheet to the world—salary against board, laundry, books and papers, doctor's bills, traveling expenses and city carfare, lectures and entertainments, gifts and clothes.

Of the second point in adjusting pay—the amount and kind of work called for by the position—it is hard to speak with moderation and still harder to speak of except in terms that have been worn down long ago to a cant as meaningless and wearisome as that one hears in religion or politics. When all the nonsense of teachers' associations and institutes, all the platitudes of commencement days have gone in at one ear and out at the other, there still remains the simple patent fact that the education of youth is the one business before which all others stand insignificant. Here are children who are to be fountains of joy or sorrow; who within a few years are to give energy and

beauty or shame and forlornness to our city, who are to make laws, customs, traditions, history for our country and the world; here are these small men and women who must face this tremendous riddle if life and be glad or sad according as they master it or it masters them, and these children we place in the presence and under the instruction of a teacher every element of whose character and powers will be influential upon their future. Do you wish your child to believe that goodness is an essential part of wisdom? Do you hope that he will see that force or energy uncurbed by scruple is a reversion to the dominion of the brute? In short, do you wish him to conform his life to the great laws of the moral world at its present highest level? Then consider what the responsibilities of those teachers must be whose every tone, look, motion, subconscious mood even modifies the temper in which that child will meet the world, whether he will be suspicious, morose, greedy or warm, frank, helpful. In no other country, I imagine, is the function of the public so important as in this. The incongruous elements which pour themselves upon our shores must be fashioned into some sort of common human understanding. The foreign child must learn the self-control so necessary for one who suddenly finds himself in the midst of new privileges ignorant and practically unguided. This task falls upon the public school in greater measure than upon any other social institution. Neither the church nor the ballet-box can compete with it in democratic teaching. The church is touched with paralysis and condescension and our political life is withering under self-interest—two elements which I may honestly say are very rarely present in the relation of a teacher to her pupils.

The public school is often called the poor man's college, and it is nothing short of amazing that the poor of all people should begrudge school-taxes and good pay to teachers. How can they allow themselves to be fooled into thinking that a sordid policy in education is good for them? What is that strange poison of greed which makes any poor man look with suspicion upon the free public schools?

I have tried to show what the teacher must be and the gravity of the interests involved. Do some teachers seem not to comprehend these tremendous issues? Are some ignorant or fretful? Remember that the demands upon teachers grow greater every year, but the salaries advance far less rapidly, and it is hard to take the time and money to add to the present stock of knowledge, but I think you would find very few who willingly acquiesce in ignorance, very few who do not strain every nerve to keep up, as it is called, with the ever-widening demand for knowledge. It almost breaks one's heart to see them, after a long day in school, going to meetings or lectures, or classes, rousing themselves to a feverish activity in hopes to fill up some gap in their knowledge.

As to the charge of irritability it

seems to me that where it is well founded it can be referred to the agony of small salaries more than to any other cause, although teaching in itself is always exciting and often very rasping. To obey an imperious bell five days in the week, to know that you absolutely must not fail to work hard, wearily often, and then to realize at the end of the month, a month which is one in a series of years which are flying along to old age, you have been able to save three or perhaps five dollars when all bills are paid—would not most of us grow irritable after that problem had faced us for ten or fifteen years? I have averaged the salaries in several schools in Grand Rapids, outside of the two centrals and the union, and I find that they all range between \$590 and \$644. I am afraid you will misunderstand the distinction I make between the grades and other schools. I am not comparing them at all, for although the pay of the high school teacher is none too large—in fact, compared with that in other places it is lamentably small—still the high school teacher can live decently and by careful economy save a little money. Now, between the person who can save just a little money and the one who can save none at all, there is no common measure—it is hope against despair, the common lot against apathy or insanity.

The best that can be said for a salary of \$650 is that, receiving it, one does not starve and that the years go by somehow. If what I say has been true for many years, it is more terribly true now when the most conservative estimate I have seen places the purchasing power of \$1 in 1896 equal to that of \$1.40 at present. No one not insane can possibly see the future coming toward him, under the circumstances I have described, without absolute terror. Think of it! The years rushing on, bringing, it is true, greater experience, but also, alas, carrying youth and strength and fire. Do not many of you know teachers who simply could not pay hospital charges for two months without becoming penniless? And yet those women, I will venture to say, had and have practiced the much-lauded virtues of industry and frugality. There are teachers in this city who, by the strictest economy, have not been able to save enough during the school year to keep them during vacation and have been obliged to hire themselves out as waitresses at summer hotels.

When I began this paper I thought to speak of the honors and emoluments that teachers should fittingly receive, and I assure you I am not jesting when I say that, in my mind, they should rank with members of Congress, judges and other magnates. I could have pleaded for the seventh sabbatical year given by colleges with pay to its teachers, but, really, until we can get that simplest, grossest form of justice which is embodied in sufficient daily pay for daily work, I have no heart to suggest anything beyond.

But this I know: If what I have said is true, and it is; if you dole out money with a reluctant and suspicious hand and fail to support gener-

ously the public school and public school teachers, then you are doing a most stupid and brutal wrong to a class of citizens worthy of the very highest reward you could have offered. Nor, when you thus relegate the education of the community and all its divine possibilities and delights to a low place in your domestic communal, esteem and activity, does the harm strike the teacher alone. Prophecy is the most gratuitous form of error, George Eliot says, but one risks nothing here. If reverence and self-denial for the things of the mind and for those who work in them be widely and persistently lacking, then sooner or later these results will follow: No cajoling of some God who has this country in his especial charge will suffice to divert them; imagination will fail and your crafts will lose whatever of sound workmanship and originality they at present possess; disinterested integrity will become a myth and a joke and society will pass through the stages of which history shows us several grim examples—hardness of heart, sensationalism, dissoluteness, revolution and another reign of brute force.

Ellen Dean.

Mix Seidlitz Powders in Your Stomach.

Such is the injunction of Professor Wilbur L. Scoville, who claims that the pint and a half of carbon dioxide gas liberated by an ordinary Seidlitz powder assists in correcting stomach and intestinal troubles. He furthermore asserts that no inconvenience follows this method of administering Seidlitz powders. We have seen them given in that manner for the purpose of distending the stomach and making it prominent in cases of difficult physical diagnosis. We have also seen them given in this way as a joke, but in double doses and the effervescence was manifest through mouth and nostrils. Professor Scoville puts out of service that old epithet so frequently repeated in colleges of pharmacy when the compound powders are under consideration. The lines run somewhat as follows:

Here lie the remains of Mary Ann Lowder,
She died from the effects of a Seidlitz powder,
Snatched from this world to her heavenly bliss,
She should have waited until it effervesced.

The professor leaves as little logic as poetry in the above lines.

How She Got Fooled.

A lady living near Perham, Minn., sent \$1.25 to a Chicago mail order house recently for a pair of slippers. When the slippers arrived she paid 25 cents more for express, and then found that the slippers were too large. She wanted to exchange them at one of the local stores, and found that she could have bought a better pair of slippers here for 75 cents. It is the nicely worded advertisements of the catalogue houses that bring their trade. If the country merchants invested a little more time and money in judicious advertising they could put the catalogue houses out of business.



Movements of Merchants.

Whitehall—Magnus Grant has opened a grocery store here.

Jackson—A. B. Williams has opened a grocery store.

Melvin—E. H. Drake, of Yale, has purchased James C. Regan's drug stock.

Ida—D. A. Jenkins is succeeded in the meat market business by Witt & Ropwurm.

Ludington—B. J. Partridge will continue the produce business of W. R. Smythe.

Mt. Clemens—Wm. A. Reed, of Detroit, has purchased the drug stock of J. H. Joyce.

Constantine—Burtch & Co. are succeeded in the clothing business by Shafer & Schult.

Grand Ledge—Wm. Bennett will succeed Mrs. D. M. Hoover in the bakery business.

Alanso—N. W. Culp has sold his harness stock to a Mr. Kahler, of Wakarusa, Indiana.

Brethren—Deardorf & Miller are the successors of I. Deardorf & Son, general merchants.

Zeeland—T. L. Titus, of Owosso, has purchased the jewelry stock of Huizinga & Kooiker.

Grand Blanc—W. B. Dewey succeeds W. C. Dewey in the general merchandise business.

Marshall—O. E. Pratt has removed his drug stock to Girard, where he has engaged in business.

Alanson—N. W. and John Culp will soon engage in the bakery business at Harbor Springs.

Marshall—L. C. Johnson is succeeded here in the feed store business by Merchant Bros., of Battle Creek.

Grand Ledge—Soper & Every, implement dealers, are succeeded in business by Soper, Every & Hilliker.

Adrian—Wesley & Thompson, dealers in boots and shoes, have changed their style to the Wesley Co.

Boyne City—McConnell & Wilson have sold their grocery stock to John H. Barker, of Greenville, who will continue the business.

Corning—L. S. Smith has purchased the stock of general merchandise of E. J. Steeby, including the store building and mill.

Onaway—Grafton Gawne has sold his store building and stock of groceries and feed to P. K. Kimball, who will continue the business.

Traverse City—M. H. Aubrey has sold his grocery stock to Thomas Beamish, formerly in the employ of the Pere Marquette railroad.

Plainwell—Gates & Brooks, of Kalamazoo, will succeed Mrs. J. A. Stout in the bakery business. The firm is composed of E. E. Gates and Frank M. Brooks.

Big Rapids—A. C. Berge has sold his grocery stock to Roy Dugan and Earl Quigley, who will continue the business under the style of Dugan & Quigley. Mr. Berge retires from trade on account of ill health.

Manistee—M. Herzberg, who has conducted the dry goods business here for the past twenty-two years, has closed out his stock and will retire from trade.

Boyne City—J. P. Parrish, for several years past engaged in the grocery business at Charlevoix, has decided to remove to Boyne City and will soon remove his stock.

Port Huron—Edward E. Nemitz has sold his grocery stock to Chris Emling, who is engaged in the tea and coffee business. Mr. Emling will move his stock to the Nemitz stand.

Harriette—A. Beedham has discontinued his harness business here and will remove to Reed City, where he will re-engage in the harness business under the style of A. Beedham & Co.

Avoca—Buck & Smith, who have been engaged in general trade for the past two years, have dissolved partnership. Cornelius Buck retiring and John M. Smith continuing the business.

Muskegon—Cornelius Karel and Egbert Dekker, formerly engaged in the hardware business under the style of Karel & Dekker, have dissolved partnership. Mr. Karel will continue the business.

Cadillac—Louis B. Bellaire has sold his meat market and grocery stock to John M. Donnelly, of Mesick, who will continue same. Mr. Bellaire announces that he will take a long vacation.

Bangor—Frank Overton and Samuel Martindale, who have been conducting business under the style of the Bangor Elevator Co., have dissolved partnership. Mr. Martindale will continue the business.

Caro—M. J. Ellinwood, who has been engaged in the grocery business here for the past twenty-six years, has decided to remove to Detroit, where he will continue in the same line of business, locating at 534 Maybury avenue.

Stanwood—C. E. Hawley and E. L. Smith, who were formerly engaged in the hardware and agricultural implement business under the style of Hawley & Smith, have dissolved partnership. Mr. Smith continuing the business.

Lansing—Vetter Brothers, who have been engaged in the grocery business for the past nineteen years, longer than any other Lansing grocers, have discontinued business. Neither gentleman is decided on his future course.

Orangeville—Cairns & Brown, dealers in general merchandise, have dissolved partnership. J. Cairns retiring. Clare Thorp, who has been engaged as salesman for the firm for several years, becomes the junior partner of Brown & Thorp.

Alma—The Alma Grain & Lumber Co. has been incorporated to deal in flour, feed, lumber and mill products. The company has an authorized capital stock of \$100,000, of which amount \$54,000 has been subscribed and paid in in cash.

Kalamazoo—Max Livingston, of Bloomington, Ill., has purchased the stock of the Flexner department store from Receiver Rankin for 50

cents on the dollar. Mr. Livingston will close out this stock and put in a line of ladies' ready made clothing.

Detroit—A corporation has been formed under the style of the Bradford-Sterne Auto Co. to deal in automobiles and supplies for same. The company has an authorized capital stock of \$10,000, all of which has been subscribed and \$1,000 paid in in cash.

Alpena—W. H. Wilson has sold his grocery stock and farm implements to Robt. McHarg, James McHarg and Wm. J. Beatty. The feed business of McHarg Bros. will be moved to the new location and conducted in connection with the other business.

Lakeview—B. H. Comstock, of Constantine, who formerly conducted special sales, has taken charge of the dry goods and shoe departments of Eli Lyons' general store. Mr. Comstock is an experienced salesman and will prove a valuable accession in his new relation.

Hancock—The remaining stock of merchandise of the Finnish Trading Co. has been sold at auction to Margaret Walz, of Calumet, at 37 cents on the dollar. Miss Walz will dispose of most of the goods at Calumet and Laurium and it is understood that a part of same will be sent to the colony of Finnish people established by her at Drummond Island.

Manufacturing Matters.

Detroit—The Pittsburg Shafting Co. has increased its capital stock from \$75,000 to \$100,000.

St. Louis—The capital stock of the St. Louis Sugar Co. has been increased from \$450,000 to \$700,000.

Herrick—The cheese factory has been rented to J. C. Graves, who expects to begin business about May 15.

Yalmar—John V. Stack has sold his last year's cut to the Superior Lumber Co., of Marquette, but this year's cut has not been sold.

Manistique—The Chicago Lumbering Co.'s mill has started up on the night run. The Western Lumber Co.'s mill began operations for the season a few days ago and is operating both day and night crews.

Emerson—Articles of incorporation of the Chesbrough Lumber Co., which succeeds Chesbrough Bros., have been filed. The concern is one of the largest holders of standing pine and hardwood timber in the State.

Lansing—The Cady Cabinet Co. has been incorporated to manufacture cabinets and furniture with an authorized capital stock of 10,000, of which \$5,000 has been subscribed and \$800 paid in in cash and \$1,000 in property.

Carsonville—The Carsonville pea mill has for some time been undergoing a thorough overhauling in order to convert it into an oatmeal factory. Everything is now in running order and a fine quality of meal is being turned out.

Rochester—The Twentieth Century Tile Roofing Co. has been incorporated to manufacture cement shingle machinery with an authorized capital stock of \$10,000, of which

amount \$5,000 has been subscribed and \$1,000 paid in in cash.

Port Huron—A corporation has been formed under the style of the Brown Automatic Indicator Co., which will manufacture a patent indicator. The authorized capital stock of the company is \$10,000, all of which has been subscribed.

Jackson—A corporation has been formed under the style of the Jackson Plaster Co., which will manufacture plaster and masons' supplies. The company has an authorized capital stock of \$10,000, all of which has been subscribed and paid in in property.

Saginaw—Some time ago the Northwestern Consolidated Milling Co., of Minneapolis, Minn., brought suit against William Callam & Son, of this city, alleging infringement by the Saginaw firm of one of its brands of flour, "Ceresota." The local company manufactures a brand of flour known as "Certosa" flour and the Minneapolis company claimed that its business was being damaged by this fact, and that the Callam trademark was adopted with the intent to deceive the public. Callam claimed that the sale of his flour was made entirely on its merits and that there was no attempt to deceive. The application for a temporary injunction has been refused by Judge Swan, of the United States District Court at Detroit, the court intimating that the trademarks of the two companies are distinctive. "Certosa" is the name of a famous monastery at Florence, Italy, and was adopted by the local company from the fact that the monks there existed principally on cereals.

A Houghton newspaper publishes the following: G. B. Stacy a commercial traveler who registers from Madison, is in trouble with the South Shore railroad. Incidentally he has shown that at least not every knight of the grip has that wonderful faculty of "doing like the Romans do, when they are in Rome." Being a man who travels much he was the possessor of a mileage book, which does away with the necessity of buying tickets on the railroad. Whether or not this was Mr. Stacy's first mileage book is a matter of conjecture, but the fact remains that in spite of the mileage book he could not board the train. He walked up to the car and was stopped by the official stationed there with the well known words, "Ticket, please." Mr. Stacy straightened himself up and answered in a tone of finality: "I do not need a ticket. I have mileage." "Let me see the mileage, please," replied the railroad employe. "I'll do nothing of the kind," says the traveler. "Then you won't get on this train," comes the other fellow. "Yes, I will," declares the drummer, and one word led to another, until Mr. Stacy was positively refused admittance to the car, and the train pulled out without him. In the meantime he had been taking the names of some witnesses standing around, and then, full of wrath, and threatening vengeance, made his way uptown to a lawyer's office. It is expected the company will have a damage suit on its hands.



The Produce Market.

Asparagus—\$1.50 per doz. bunches.
 Bagas—\$1.50 per bbl.
 Beets—\$1.50 per bbl.
 Butter—The market has sustained a remarkable slump in price, ranging from 4@6c per lb. Creamery has declined to 27c for No. 1 and 28c for extras. Dairy grades are down to 25c for No. 1 and 17c for packing stock. Renovated has dropped to 24@25c.
 Cabbage—Home grown is now out of market. Charleston commands \$3 per crate and California fetches \$3.50 per crate.
 Cheese—The market for old cheese is unchanged. Stocks are decreasing satisfactorily and are likely to exhaust at full prices. New cheese is beginning to come in and shows a fair quality for the season. Prices are pitched 1@2c below the market for September and October cheese. The consumptive demand for cheese is increasing and a fair trade is looked for from now on.
 Celery—85c for California.
 Cocoanuts—\$3.50 per bag of 90.
 Cucumbers—\$1.35 per doz. for hot house.
 Eggs—The market remains unchanged on last week's basis. The quality of the current receipts is running very fine, and while speculators are willing to pay ruling prices for eggs to put away, there will probably be no radical change. The consumptive demand for eggs is very good. Local dealers pay 14½c for all receipts of good stock, holding at 15½c.
 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—Both home grown and Spanish are now out of market. Texas Bermudas therefore have the call, commanding \$2.50 per crate for white and \$2.25 for yellow.
 Oranges—\$3.25@3.50 for large stock and \$4@4.25 for the more desirable sizes. The shortage of cars on the Pacific Coast is still hampering shippers, who are using all available cars to rush the large sizes of navel to the East.
 Parsley—35c per doz. bunches.
 Pieplant—\$2.25 per 40 lb. box of hot house.
 Pineapples—Urbans command \$4.75 for 36s; \$5 for 30s and \$5.25 for 24s. The quality is good.
 Potatoes—Country buyers pay 35@50c.
 Poultry—Local dealers pay 14c for live hens and 16½c for dressed; 14½c 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 rather more liberal, but are still too small to meet the requirements of the market.

Radishes—Long and Round each fetch 30c per doz. bunch.
 Spinach—\$1 per bu. for Illinois.
 Strawberries—\$2.25@2.50 per crate of 24 pints; \$3.75 for 24 quarts.
 Veal—Dealers pay 5@6c for poor and thin; 7½@8c for fair to good; 8@8½c for good white kidney from 90 lbs. up. Receipts are too small to satisfy the consumptive demands of the market.

The Grocery Market.

Coffee—Receipts of Rio and Santos continue to pile up, adding to the already enormous stock, and it looks as if the world's visible supply will again be added to by the April report, thereby breaking another record. There can not be any decrease in supply at any rate. Java continues very firm, and as no vessels are expected for some time a further steady advance in all grades of Java is expected. The demand is very good. Mocha is steady and in good demand. Milds are steady and in fair demand.
 Canned Goods—While many, and perhaps the majority, insist that the tomato market has a decidedly firmer tone and are confident that a turn for the better is at hand, if it has not actually arrived, others express the opinion that reports of an increased buying interest and an upward tendency to prices are not based upon actual conditions, but are put out with a view to creating a favorable sentiment upon which a bull campaign may be based. Future tomatoes seem to be entirely neglected by jobbers, but they are not urged for sale from any quarter. For spot corn there continues a very good demand, but offerings of desirable stock at prices within buyers' limits are now light and seem to be daily becoming lighter. Peas have a fair outlet on small orders, but the cheap grades, which are most wanted, are hard to find in any quantity and are obtainable only for second hands. Beans also are selling to a fair extent between jobbers, with more buyers than sellers. Spring packed spinach is firmer, and much higher prices are predicted owing to the shortness of the season. The market for canned fruits remains quiet and without new feature. The report of heavy damage to fruit crops in the Middle West induces handlers of California goods to look for a big demand from that section, something that has not been experienced in several seasons. Jobbers are moving salmon quite freely into consumption, but are not at present placing many additional orders with first hands. The tone of the market is steady. Sardines continue in demand for forward shipment out of the new pack, which is progressing slowly.
 Dried Fruits—Apricots are scarce, and anything choice now commands 18½@19c. Currants are unchanged, with an average demand for the season. Raisins are selling fairly at unchanged prices. The coast quotations are somewhat below those of secondary markets. Prunes have been active during the past week, but the market is still in buyers' favor. The future of the market is somewhat uncertain. Were it earlier the pres-

ent demand would probably cause an advance, but at this time it may not come. The coast market is already relatively higher than the East. Peaches have had quite a boom, due to a decline of ¾@1c per pound. This gets peaches where they can be retailed for 15 cents and restores them to the active list.

Fish—Cod, hake and haddock are firm and quiet. Imported sardines are firm and in moderate demand. Domestic sardines are unchanged, but somewhat firmer by reason of the burning of the plant of the Seacoast Canning Co. at Eastport, Me. At this factory were made the bulk of the roll-top cans used by the Eastport canners, and unless a large part of the season's cans were already delivered, the loss is apt to be a serious matter. On the strength of it some of the packers have already withdrawn their future prices. Salmon is unchanged and steady. Future prices on some grades may be expected shortly. Norway mackerel are scarce, firm and quiet. Irish mackerel are still rather soft and in good supply, but in very light demand.

The Grand Rapids Way of Doing Things.

Recently a gentleman, a stranger to Grand Rapids, called upon a well-known citizen and, presenting his credentials, made known the fact that he was looking for an opening for a business enterprise, long established, which, for good business reasons, he wished to move from its present location. The Grand Rapids citizen, a loyal, energetic member of the Board of Trade, informed himself as to conditions here and learned that our city did not have a suitable building and location immediately available or that could be made so within thirty days, and so he began communicating with neighboring towns in an effort to find something in some nearby town that would suit the needs of the stranger. "Let me tell you something," said the stranger after a couple of possibly satisfactory openings had been discovered by the Grand Rapids man, "I've visited half a dozen cities within the past two weeks, but this is the first instance I have had where a citizen of one town has shown any interest whatever as to what a neighboring town may have to offer." "Indeed," said the Grand Rapids man, "that's odd. Why shouldn't I, when I find I can not provide the goods wanted by a customer, recommend to him a neighbor? Anything that helps business on my street helps me, as does anything that helps business in the city as a whole." "I know," says the visitor, "but other cities seem so mortally jealous of each other that your example is almost a revelation to me." "See anything wrong in the practice?" asked the Grand Rapids man, and when the stranger commended the practice, he added: "The situation is just this, as to Grand Rapids or any other city. I don't care where it is located: It pays to help our neighbors whenever we can do so without depriving ourselves of advantages. We do not happen to have what you

require and we can not procure it within the time you specify. If we can not get you here we want to locate your enterprise near to us. Anything in the shape of legitimate business enterprises located in any village or city within the Western half of the Loewr Peninsula of Michigan is certain to help Grand Rapids. Our city is the financial, industrial and commercial center of the territory indicated."

"Right you are," asserted the visitor. "There's no room for argument and I am not going to contend against your position; only your courtesy to me and your regard for your neighbors are somewhat unique and I could not resist showing you my appreciation."

The Grain Market.

Wheat is selling at practically the same figures as one week ago, with no new developments in the situation. The fluctuation in price has been within a range of about 1½c per bushel. Chicago May is selling at the close at 78¾@78½c per bushel, compared with 78½c per bushel at the same date one year ago. The visible supply of wheat showed an increase for the week of 785,000 bushels, making the present total visible 52,776,000 bushels, as compared with 41,221,000 bushels at the same period last year. The following seems to size up the situation as to the crop damage from bugs, drouth, cold, etc., and comes from a reliable source: "The general tenor of crop news from the Southwest was no worse than previously stated and, if anything, less sensational, but the buying fever was stronger, hence it required less influence to advance the market. The weather in the Southwest has been generally clear and warmer, with entirely insufficient moisture, and the crop reports the past week have dealt more with dry weather than with the bug damage. In the Northwest the weather is more favorable for seeding, but still too cold, and the conditions there will be closely watched hereafter as favorable weather is necessary to offset the lateness of the season. In the Central Western States the plant has gone back, but it remains to be seen whether the damage is irreparable. As there has been sufficient moisture in that section the improvement should be marked hereafter. In the Eastern States prospects are very satisfactory and the outlook is as good as could be expected at this time of the year."

The cash corn market has been very strong, advancing steadily from day to day, the car situation having helped prices as the movement has been comparatively light on that account. Then, too, the backward spring is having a tendency to increase the acreage largely, as considerable oat ground will now be planted to corn. Corn is now selling at the highest price on the crop.

Oats continue firm, the future market having shown an advance of nearly 2c per bushel during the week, with the cash market from ½@¾c stronger. L. Fred Peabody.

GONE BEYOND.

George Lee Thurston, Merchant and Newspaper Man.

George L. Thurston was born in Gardner, Grundy county, Ill., Nov. 4, 1863. His family subsequently removed to Champaign, where his father, T. H. Thurston, was one of the editors and proprietors of the Gazette. In May, 1870, he moved with the family to Oconto, Wis., his father engaging in the mercantile business at that place. The family removed to Central Lake in May, 1879, where T. H. Thurston engaged in the mercantile business under the firm name of Wadsworth & Thurston, and George was employed as a clerk by the firm. Later he went to the Mancelona Herald and worked for Le-Grand E. Slussar until he had thoroughly acquired the printing art. George afterwards was engaged in the printing business in Petoskey. Returning to Central Lake, he associated himself with his father in the mercantile business under the style of Thurston & Co., and was the active Manager of the business up to the time of his death.

About two years ago Mr. Thurston joined with other business men in Central Lake and purchased the newspaper published under the name of the Torch. They organized a corporation under the style of the Central Lake Publishing Co., Mr. Thurston taking the positions of Manager and editor, as well as that of Secretary, of the corporation. Under his management the business prospered wonderfully and the editorial pages of the paper always reflected great credit on the editor and were a source of much satisfaction to the people of Central Lake and Antrim county.

Mr. Thurston was also one of the organizers of the Central Lake Canning Co. and was Secretary of the corporation at the time of his death.

Mr. Thurston was a member of the Masons, Knights of Pythias, Odd Fellows and Maccabees. He invariably threw the weight of his influence with every movement for the good of his village, his State and his country.

Mr. Thurston was married Nov. 27, 1890, to Miss Lenore Mohrman, who survives him, as do also three children and a father and mother.

Mr. Thurston died Sunday, April 28, as the result of an attack of erysipelas, which confined him to his bed for about two weeks. The funeral was conducted at Central Lake Tuesday afternoon, the interment being in the local cemetery. All business was suspended during the funeral and all business houses were closed.

The hardest task that ever comes to a newspaper worker is that which calls upon him to write the last sad tribute to one who has been his assistant and co-worker. For years they have fought and labored shoulder to shoulder, and a thousand gossamer strands of association, of common memories, of hopes hoped and dreams dreamed out together bind their hearts to each other with an affection as close as the love of brothers. Then comes an hour when the

mysterious finger beckons and the good comrade drops out of the ranks, and words seem too poor a thing in which to tell of the irreparable loss and desolation, and type too cold to express all that one knew of the sunny nature, the ever generous heart and hand, the sympathy that never failed and the companionship that one knew so well and that one shall know no more.

In the case of Mr. Thurston the end came swiftly, silently, in the very midst of that busy working world in which he had been such a conspicuous figure, and which is the better and the kindlier and wiser for his having lived in it. He had always what Stevenson calls "that brave attitude toward life," and those of us who knew and loved him best feel

his labors, and was one of his most marked characteristics. He was a brilliant writer, crisp and epigrammatic in his style, and with a singular faculty of going to the heart of a subject and summing it up in one pithy phrase. All his life he had been a great student and his erudition was deep and profound, while his knowledge of contemporaneous events was little short of marvelous.

As a wit Mr. Thurston took high rank. Many of his contributions to the Tradesman were copied by the humorous papers and gave him more than a local reputation. His power was in giving quick, quaint, droll turns to the commonplace things and the news of the day. There was always something worth remembering under the fun; for his humor, like his

pathetic heart that ever beat. In his charity he followed the Biblical injunction to let not the right hand know what the left hand did, but if all to whom he ever did a kindness should bring a rose to his grave he would sleep to-day under a wilderness of flowers.

Any eulogy must fall short of doing such a character justice. To have known him was a liberal education that made you think better of all the world. To have lost him is an irretrievable misfortune.

Arrangements for the Next Hardware Convention.

Marine City, April 30—Our convention this year will be held on Wednesday, Thursday and Friday, August 14, 15 and 16, at the Hotel Cadillac, Detroit. It has been decided to hold our meetings only in the afternoon, beginning at 1:30 p. m. promptly. Experience has shown us that a great many of our members like to visit the exhibits shown in the rooms and corridors of the hotel and, as a matter of courtesy to the manufacturers and jobbers who are represented at the meetings, we thought it would be nice to leave the morning open so that the delegates could have ample opportunity to see all the new lines of goods and visit with their friends, the traveling men, the early part of the day. In return it was decided to ask all exhibitors to close their rooms promptly at 1 o'clock, and I am sure that this mutual arrangement will be heartily approved of by all the manufacturers and jobbers who attend the convention.

A committee was appointed to look after the details of the programme as follows: Henry C. Weber, Detroit; J. B. Sperry, Port Huron; J. G. Patterson, Detroit; A. J. Scott, Marine City.

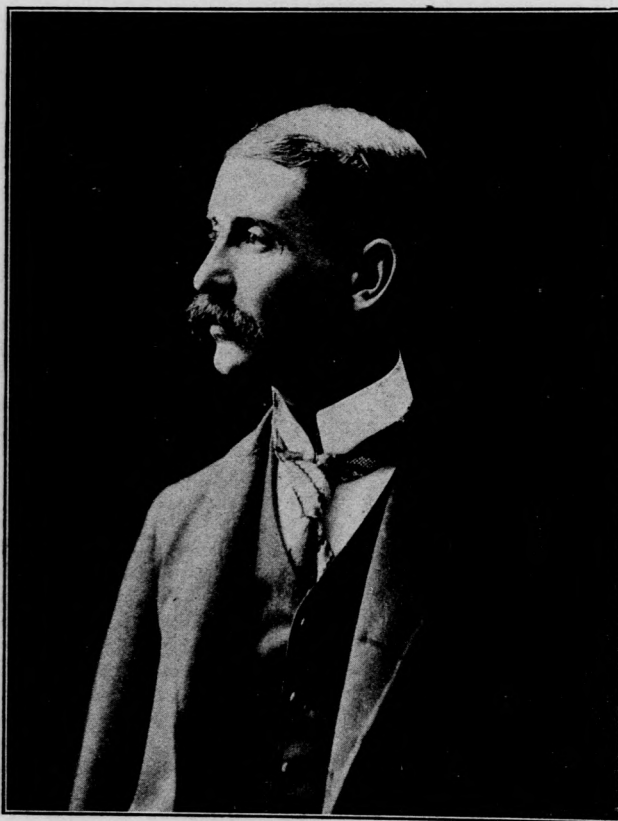
In view of the situation which has developed at some of our previous meetings, when, on account of a rush of business, the election of officers has been postponed until some of the delegates had left for home, it was decided to make the election of officers a special order of business at 3 p. m. on Friday afternoon, the third day of the meeting.

During the next three months and a half it is unnecessary to say that the Secretary's office will put forth every effort to interest the hardware dealers who are not yet members. We have already received quite a number of applications since our last convention and hope to show a substantial gain in our numerical strength when we meet in Detroit.

I will be glad to have you make such mention of the above meetings as you may see fit, and hope that the same will be the means of increasing interest in the meetings. We are planning to make this the best convention which we have ever held and want the assistance of the trade papers, which has been so liberally granted to us in the past.

A. J. Scott,
Sec'y Michigan Retail Hardware Association.

No man ever found this world a weary place who had a worthy work to do.



George Lee Thurston

that he died as he would wish to have died—while still in the fullness of health and mental vigor, with his brilliant wit still flashing diamonds and the world about him full of sunshine and roses.

To speak of Mr. Thurston professionally is to review his career as a printer, contributor to the Tradesman and newspaper publisher during the past twenty-five years. He was progressive, enterprising and quick to see new methods. His ideals were of the highest, and the taint of a smutty story, the slime of a vulgar jest, were never permitted to sully his contributions or the printed pages over which he kept unceasing watch. He was untiring in his industry, turning off an amount of work that would have been a sheer impossibility except for the marvelous system which he observed about every detail of his life, and which entered into his pleasures as much as into

native streams, played over solid ground. His fun was like the sunshine and warmed whatever it touched. He never used his wit to wound or to hold up to ridicule the unfortunate. The commonplaces of the cheap caricaturist, such as the boarding-house keeper and the old maid, never formed the subject of a jest with him. He saw underneath the often ludicrous exterior the hurt heart of the woman, and it was sacred to him. He laughed with you—never at you—and with a stiletto in his hand he used it only to puncture a bubble of sham or hypocrisy or wrong.

In character Mr. Thurston was of inflexible uprightness and with a sense of honor and loyalty as knightly as that of any crusader of old. He was one born to command and strangers often felt rebuffed by a certain sternness of manner, but underneath was the tenderest and the most sym-

PASSING OF THE HAYSEED.

No more important fact can be put down to the credit of the twentieth century than the passing of the hayseed. From the old-time "lord of the manor," with his thrift and independence, the farmer had become the butt of every life-calling that had to do with skill and industry. He was physically and morally run down at the heel. His farm was not only the picture of wretchedness but wretchedness itself. He failed to make both ends meet. His crops year by year grew smaller, and at last discouraged he gave up, let the blinds, if there were any, and the gates swing on one hinge until they dropped, betook himself to town and wasted what little substance remained to him in worse than riotous living at the saloon and the street corner. He was patched and ragged, unkempt and looked down upon, serving only as an instance "to point a moral or adorn a tale," the moral being the inevitable outcome of what such shiftlessness is sure to produce. So the boys left the farm for the town, and in too many instances the farmer's wife was taken to the insane asylum and he dragged out a miserable existence, to be buried at last at the town's expense.

The time came, however, when this condition of things was to stop. Reason began to clamor with an unsatisfied "Why?" If the soil is the basis of all prosperity and the world's success or failure depends upon the crops—a fact which never had been questioned and never would be—where was the loose screw in the mechanism of farming which led to such deplorable results? Humanity must eat if it was to live, and the food had to come from the soil, and the farmer had to produce it. The run-down farm was not able to do this and the matter came down to the imperative "It must." The turning point having thus been reached, the long idle brain of the farmer went to work and gradually came to a single conclusion: The trouble was not in the soil but in himself. Then he began to take himself in hand. He stopped going to town—the time could be spent more profitably at home. He began to read—there was something in "book farming" after all. He began to turn his reading to practical account. Then, like the near-sighted with properly fitted spectacles, his neglected farm became a new world to him and the hayseed was gone forever. Ignorance had been superseded by its opposite and thrift took good care of the one-hinged gate and the rag-stuffed window.

One of the most gratifying results of the farmer's restored mental activity is his ability to turn to practical account what has been formerly

thrown away as useless. That uncompromising "Why?" gives him no rest. For years, following in the footsteps of his father, he has cut the weeds that choke the field corners and the roadsides and burned them as so many pests, to find that with his eyes wide open he and his fellow farmers have been burning annually \$64,000,000 worth of drugs and dyes which might have been realized from these same home-grown weeds. He finds, for instance, that belladonna, a weed that scythe nor fire can kill, is a standard drug, always in demand and always bringing a good price. He finds to his utter amazement that the thornapple, growing among rubbish in waste places, supplies drug dealers with both leaves and seeds and that its cultivation, according to the experts, will pay better than wheat or other staple crops; that burdock and yellow dock are now imported because American farmers do not take the trouble to dig them and send them to market; that wormseed, common in pastures and waste grounds South and West is worth \$1 a pound, and that most of the weeds filling the fence corners and fallow lands of the ordinary American farm possess a commercial value when properly treated. These facts the one-time hayseed has found out, and the prosperity which has followed confirms what was not once supposed, that the dreadful farm conditions were due not to shiftlessness but to ignorance.

With the mind of the farmer directed now to the considering of turning waste into profit, it is easy to understand what a question of absorbing interest denatured alcohol has become. As the largest consumer of kerosene for lighting purposes, he is especially anxious to secure a competing material, an anxiety by no means diminished by the demonstrated fact that alcohol furnishes a brilliant, steady light at a cost comparing favorably with the price at which kerosene is generally sold in the farming regions of the country—a competing material that is all about him. He knows now that corn at 20 cents a bushel would take the place of kerosene for lighting and heating, and that with an assured and unlimited demand for corn at a price that would prevent the possibility of its being sold at a loss the farmer can raise alcohol products without fear of a glutted market.

It is no wonder, then, that times have changed for the farmer. He has come to his own and his own has received him and is proud of him. From the depths to which his ignorance had degraded him he has risen redeemed. He has found prosperity in the very soil he once despised, and now with prosperity abounding in the nooks and corners of the old desola-

tion that once beset him and overcame him he openly affirms, what the rest of the world has long believed, that it was ignorance and not shiftlessness that made him a hayseed and a laughing-stock in the estimation of those whose opinion he cared for most.

Tan vs. Canvas Shoes.

An authority says that between 1,250 and 1,300 shoe cutters are now employed in Lynn, Mass., which is above normal for this season of the year. He names eight of the largest manufacturers who have full forces of cutters at work, and adds that few factories can be called slack. This satisfactory condition he attributes to the active demand for colored shoes. Regarding white canvas shoes for next year he believes there will be a material falling off in demand. Several manufacturers who were equipped for making this class of footwear have already found the demand so small that they are planning to produce more staple lines. In one factory, however, business in white

shoes is all that can be desired. Orders are plentiful and many are still unfilled.

Because a man jumps at conclusions does not necessarily mean that he is an athlete.



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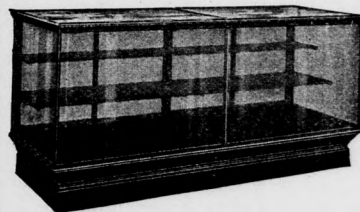
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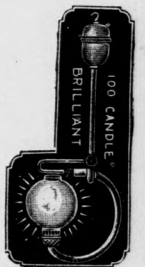
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Entered at the Grand Rapids Postoffice.

E. A. STOWE, Editor.

Wednesday, May 1, 1907

THE MANAGEMENT BLAMED.

When a man leaves a hotel after having been a guest there for a day or two or longer, and leaves with a feeling of dissatisfaction over the accommodations he has received and paid for, he does not, in his own mind, scold about the bell hops, the waiters, the chef or the cooks. He bunches the responsibility and lays the blame where it belongs, with the management.

So, too, when a mercantile establishment goes to the wall. The porters, the clerks and the other employees are not criticised; it is the management that gets the censure.

Thus it happens that when the Austin Automobile Co., of this city, seriously considers propositions to remove its factory to Detroit, it offers a rebuke to the management of our municipal affairs because of its attitude toward manufacturers and owners of automobiles. Presumably, no city official desires to contribute, even in the slightest degree, toward driving a single legitimate business enterprise away from Grand Rapids. And yet, through faulty management, there is an important industry which may leave us, and angrily.

The other day a group of city officials were the guests of railway corporations for the purpose of ascertaining accurately just how swiftly trains of cars might be permitted to run inside the city limits. The result of the experience was a considerable enlargement of the speed limit. Just what exposition was made or just what was the mental operation by the city officials causing them to increase the limit may not be known, but the fact remains that the city management made a conscientious effort to accommodate the railways, and let us hope that they were successful.

And let the experiment be tried in another direction: Supposing the Board of Police Commissioners should undertake a series of time tests and speed tests of their automobile hunters. Let the hunters be stationed in the open and in the uniform of the department at certain specified points. Then let the owners of a lot of automobiles—say a car to every Police Commissioner—drive their machines at whatever speed they may elect along the street

in front of the hunters, who are to be required to mark, as they pass at reasonable intervals, the speed of each car. Then compare the records thus marked with the record shown by each speedometer.

And another concession might be granted: Let the Commissioners specify a certain route which can be covered in testing and exhibiting cars. Let this route include a steep hill paved, a steep hill unpaved, a level stretch paved and one unpaved. And if necessary to do so let builders and owners of cars who use this testing or exhibition route pay a fee—so much per machine—to meet the expense of special officers along the route to warn people who might endanger their persons or their property through ignorance of the existence and use of such a route. Surely the several hundred automobile owners in this city, to say nothing of manufacturers, are entitled to consideration on the part of the police department.

FIDDLER SCHMITZ SQUEALS.

Nothing was needed to emphasize the contemptible character of Mayor Eugene E. Schmitz, of San Francisco, under indictment for outrageous swindling of the people of that city by a stupendous system of grafting. Everybody who reads the papers has full knowledge as to Schmitz' career; how, by virtue of pure "nerve" and a somewhat glib tongue, he naturally became the idol of the union labor element in the Golden Gate City and was elected mayor. He then outraged them and the entire commonwealth by finding out "how much there was in it" for himself and his union cohorts by extracting graft from every department of business which had any relation whatever to the municipal government.

And now comes the pusillanimous coward with a proposition to District Attorney Heney to resign his office as mayor, tell what he knows of the graft game and join the reform element provided he be granted immunity on the charges made against him. If any exhibition of moral depravity can impress the membership of the labor unions throughout the country, certainly the record of Fiddler Schmitz should be effective in such a direction. And that effect should be made manifest by a concerted, systematic campaign on the part of all labor unions to investigate all of their leaders and lesser lights sanely, fairly and thoroughly, in an effort to purge their ranks of the grafters, blackmailers and thieves who constitute the official family of nearly every union in the country. Will they do this? Of course they will not. They can not do it because their hands are tied by "closed shop" and "recognition of the union" theories which render the file of the labor union membership abject slaves under the whip-lash of the leaders.

Darwin said: "Every man comes into this world for something." And the man who find out early what he is here for stands the best chance to get to the top.

If religion is not for all of a man it is not for anything in a man.

OWNERSHIP OR REGULATION.

It does not seem so very long ago, and indeed it is not, that Judge Dunne was elected mayor of Chicago on a platform advocating the municipal ownership and operation of public utilities. When he was elected there was a good deal of talk indulged in all over the country that this was an entering wedge which would split the log and that in a little while Chicago would be owning and running its street cars, etc., and that the example would speedily be followed by other American cities. Mayor Dunne did all he could to accomplish the purpose set forth in his platform, but neither he nor any one else could do enough. When it was looked into and studied up and thought over, the majority of the people concluded that private ownership and public regulation were good enough for them. The great Scottish expert came and looked over the ground here and said that conditions in the United States were not favorable to the municipal ownership of much else save the water supply. When Mayor Dunne went again to the polls as a candidate for mayor, he was beaten by a Republican, running on a platform in opposition to municipal ownership.

There are two reasons why municipal ownership of public utilities other than water is unpopular with the people. It is true that these public service corporations have been rude and often disposed to ride rough shod over the people. Sometimes they have imposed upon the public and done indefensible things, arousing resentment which has voiced itself in the expressed desire to compel proper accommodations and treatment. A readily recognized reason why municipal ownership of street cars, for instance, is undesirable is that it would create an army of office holders so that whichever party had the first appointments would be able so to entrench itself that it would be very difficult to oust it from power, and if perchance there was a change of administration, all the employees would be changed with it, to the great damage and detriment of the service. Another reason why municipal ownership of public utilities is less popular is a growing appreciation that government regulation is far preferable and that it is possible of attainment.

KEEP WITHIN BOUNDS.

The law and the courts give a rather free hand to the paragraphers and cartoonists who use their pens and pencils for political purposes. The man who runs for office or who holds office must expect to be talked about and pictured in the papers and pretty much everything that can be said or drawn about him is regarded as a privileged communication. There must always, however, be a basis of truth in it and an office-holder or a candidate has a just cause for a lively suit if the bounds of honesty are exceeded. Self-respecting papers never need to be reminded of the law, because it is their desire and their purpose to observe its requirements. The one class of office-holders that

seldom if ever come in for newspaper criticism or ridicule is the judiciary. Thanks be to goodness, the judges in this country as a rule are honest, reliable men in whose integrity people have confidence. It is interesting, however, to note in this connection that there is the highest legal authority for saying that newspapers can not by text or cartoon ridicule or denounce judges whose decisions have displeased them. Ex-Senator Patterson of Colorado was held to be in contempt of court for printing in the Rocky Mountain News criticisms reflecting on the motives of judges in the Arapahoe county election cases and was fined a thousand dollars. He appealed to the Supreme Court of the United States, which dismissed the appeal, and that amounts to saying he must settle. The decision was a just one and will be so accepted and received by most newspapers.

TWO NEEDED AMENDMENTS.

State Dairy and Food Commissioner Bird made an official announcement last Saturday to the effect that, in his opinion, the State food laws do not require any amendment and do not need to be changed so as to harmonize with the Federal law. The Tradesman regrets to be obliged to dissent from so able an authority, but candor compels the statement that there should be at least two amendments to the law.

One should cover cases where either wholesale or retail dealers send in sample goods for analysis. They should be informed promptly whether the goods are up to the standard. Under existing conditions the dealer can not obtain an expression from the Food Department as to the character of any article of food and is thus very much handicapped in putting in and exploiting new lines.

Another amendment should be made giving the manufacturer his day in court before his goods are condemned. Under present conditions the Commissioner can destroy the trade of any house without being held accountable for the loss. The manufacturer can not enjoin the Commissioner because the courts have held that a public official can not be restrained by injunction from the prosecution of his official duties. One word from the Commissioner or a series of covert hints or insinuations from the inspectors can effectually destroy the business of a manufacturer, which he may have spent years in building up, and he has no recourse under existing laws.

This is why the Tradesman advocates an amendment to the present laws, reproducing the Federal provisions covering these particular points. Such a bill will be introduced in the Legislature this week and the Tradesman expects to see it receive the cordial co-operation of every fair-minded citizen who is in any way interested in the subject.

The time to look is before the jump. Some folks do the jumping first and then look back to see why they did it.

MODERN MAGIC.

The world is going mad on the subject of education for the masses, and the education that is wanted is of the highest class. Every male creature ought to pass through the universities, and every girl ought to be educated in much the same way as men. Such is the modern notion.

No just-minded person can grudge to any human being the wisdom and knowledge he may possess, but on the contrary, it is recognized that such learning and wisdom in possession of those who can use them could be made the means and instrument of conferring large benefit upon all who are qualified by mental gifts to receive such aid.

But not every one is qualified by mental endowments to get the best and make the best of any sort of education, but particularly the higher branches, and upon those who are not so qualified, it is time and labor wasted to attempt to load them up with literature, philosophy and the abstract sciences. In this connection it is coming to be realized that the college-bred man, whether he has been educated at the expense of the taxpayer or otherwise, shrinks from manual labor, and if he be a negro he will not perform under any circumstances what is commonly known as hard work.

Some suggestions on this subject from a recent issue of the Industrial World are worth notice. The publication mentioned calls attention to the fact that in all sections of the country there is a scarcity of able-bodied laboring men, whether skilled or unskilled. Foreigners are coming in by the millions, but every year the scarcity becomes more acute. Each year higher wages are being paid foreign labor to do this class of work, and the foreigner has the field all to himself.

The American boy is no longer seeking work in the mill, mine and factory. He wants an education. Once he has this, he will not accept a position where he has to work in grime and smut. He must dress in a way that would be unfit for service as a laborer, and he must have a profession, a clerkship or some sort of office job.

If he can not get that he is driven to become a loafer, since all branches of skilled labor are closed to apprentices, and since if education at the public cost is in many states compulsory, and in all it is offered freely, the result is that when a youth comes out of school there are few places where he can find the employment that will enable him to earn a living.

The only way in which the building and other skilled trades can be learned is in the village shops and factories. In the cities, through the infamous operation of the trades unions, there is no opportunity to learn anything, and the only hope is an industrial school. There are few of these, however, and nearly every youth avoids them and seeks what is called a literary school. When the average boy comes out of the average college, unless he shall have friends with influence or money to push him into professional or busi-

ness life, he has a poor prospect before him.

According to the Industrial World mentioned already, "The graduate will find, on leaving school, that there are thousands of his kind looking for clerkships, anxious to do anything but to get down to hard, dirty labor. It is because of this that a premium is being paid on the man who will use his muscles. Take, for instance, the man who lays brick, who can earn from \$5.50 to \$6.50 per day. The man who can do a job of plumbing, which incurs the dirtiest kind of work, can earn from \$4 to \$5 per day, eight hours' work; but the clerk, keeping a set of books, must be content with from \$12 to \$20 per week, and there are a dozen men for each job.

"Railroad offices are filled with clerks drawing salaries ranging from \$35 to \$80 per month, never higher, while the brakemen and engineers are earning double that amount. Even the switchmen in the yards are paid better than the men who add and subtract figures involving millions of dollars each week."

It is plain that the greatest need in an educational way to-day is not for more literary and theoretical schools, but for institutions where the building trades, machinery, electrical industries and various forms of manufacturing can be taught. Supplementary to this there should be technical schools where chemistry, mechanical, constructive and electrical engineering can be learned practically and thoroughly. These sciences are the magic of to-day.

It is not Puck that has put a girdle 'round the earth in forty minutes, but the men who laid the ocean cables and strung the electric wires. It is no longer a genius who comes at a call who opens the treasures of the earth for human use and benefit, but it is the chemist, the mining engineer, the man who transmutes coal into the power that drives our railway trains, our steamships and our factories. These are the magicians of the modern age whose works are vastly more wonderful than were any attributed to fairies and genii, because our magic is reality and that of fairyland was imaginary.

This is the age of the world when the men who are wanted in emergencies are the men who can do things. No man can meet an emergency with ignorance. It must be done with knowledge. The information and experience which he already has operate as an inspiration to spur him on to new and untried exertions, and give him confidence in his ability to act. It is in such a moment that leadership is made known and established.

The Tradesman is far from seeking to depreciate the value and importance of what is called "polite learning," but in this practical age there are other things equally important, and we should have schools for them. Booker Washington, the wisest negro now alive, realized from the first the necessity for industrial education for the people of his race, and it is no less important to every race.

What Constitutes a Great City.

A city is no great because of its numbers but because of the quality of its citizens.

A city is great where a just government is paramount; where cleanliness and healthfulness are deemed essential; where education for both mind and body shall be compulsory upon the young and extended to all that desire it of mature age; where facilities for recreation are freely offered its citizens; where public utilities are servants, and not masters, of the people; where a low taxation is not so much sought after as that public moneys be wisely and economically expended.

A well-governed city should have a healthful and ample water supply. Added to the ordinary educational facilities a systematic physical training department connected with each school should be open at least three evenings of the week to all who desire its advantages.

A well-equipped manual training department should be connected with each central school for use by all pupils from 14 to 16 years of age and over, and a night school with special reference toward making use of the manual training department.

The morals of the city should be so guarded that parents living in hamlets and villages would have no hesitancy in directing their sons and daughters to our city.

Capital should be willing to erect suitable boarding houses for young men and women which insure a safe moral atmosphere for those coming from smaller country towns and rural districts.

Street railway companies should give efficient service at a minimum rate so that its citizens might establish their homes in rural districts, so as to avoid unnecessary congestion, which is liable to breed disease and iniquity.

Gas and electric companies should furnish heat and light at reasonable rates, based upon the cost of manufacture.

Its recreative facilities for both old and young should be kept in mind. For the former there should be art and music halls and public parks and walks, and suitable playgrounds for the latter.

Intelligent and progressive manufacturers are not attracted to a city so much by a low taxation as by

conditions which will make its citizens healthful, more efficient and contented.

"Seek ye first the kingdom of God and his righteousness and all these things shall be added unto you" was the admonition of Jesus Christ to the individual. This advice holds good to a city. Seek first to be righteous in your government that your citizens may grow in knowledge, that they may live in peace, that they may enjoy the gifts of Nature, as well as the fruits of advanced civilization. Seek these things diligently and the growth of the city will be based on an enduring foundation.

G. Adolph Krause.

The Art of Approach.

There is just as much of an art in approaching people properly as in approaching a landscape to get the best possible effect. We are all more or less animals, and we do not like to have the fur rubbed the wrong way. It is a great art to know how to approach people so as to make the best possible impression, and not arouse their antagonism or prejudice them against us at the very outset. One needs to be a good judge of human nature and to have a great deal of tact in order to approach a person in the right way.

One should cultivate the art of reading character at first sight. Some people know at a glance what road to take to get into a stranger's confidence. They walk right in without hindrance, while others, without this tact, art or knowledge of human nature, can not enter at all, or only with great difficulty.

There is nothing else which will create such a good impression upon a stranger as a sunny face, a cheerful, gracious manner. All doors fly open, all barriers disappear before the sunny soul. He does not need to use a crowbar to make a way for himself. The doors open for him and he is as welcome everywhere as the sunshine. He does not need an introduction. His face and his manner are introduction enough, and as for confidence, such people carry a letter of credit in their faces. You can not help believing in them and trusting them implicitly the first time you see them.

Many make the mistake of underestimating their possibilities and overestimating their difficulties.

WHERE THE WIND, WATER AND WEATHER GET IN THEIR WORK

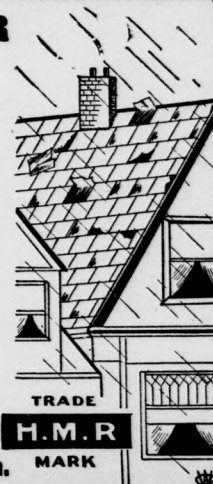
The roof is the first place the elements attack a building—sun, rain and wind bring rust, rot and decay to wood and metal roofs.

H. M. R. Roofing—the Granite Coated Kind—resists all these destroying agents.

The dealer who sells it is building up a big business for the future. Every roll sold sells many others.

Proof and prices will get you in line. Write today.

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





Weekly Market Review of the Principal Staples.

Domestics—Hold strong and in some instances show an improvement of considerable proportions over preceding weeks. The spot demand is very good, with but few accumulations to meet it. Here and there a few cases are obtainable, but in no instance do they remain uncovered for any length of time. The West is in particularly good shape, and there seems to be no end to the demand from this quarter. Denims are exceedingly strong, each day apparently adding to their strength. Gingham are also strongly situated. Napped goods, of any character whatsoever, emphasize the accuracy of the predictions made for their future many months ago, and are better conditioned than for years. Fancy quilts also reflect the general prosperity in cottons, some makes being better sold than ever before.

Bleached Goods—Occupy a position so well known and strong that an advance in price, no matter how large, would hardly cause a ripple. As a matter of fact, these advances have been forthcoming with unremitting regularity up to very recently.

Dress Goods—Although it is well past the time for the large majority of spring business to have been contracted for, still there is a considerable amount of attention being devoted to this branch of the activity almost daily. The past week has equaled in this respect the attention of the week previous, which in its turn showed an improvement over some of its predecessors. However, the attention was spread over a larger variety of styles rather than confined to the solid colors which characterized the proceedings of the week before. It is well-nigh impossible to draw the line of predominance in popularity of checks, stripes, etc., or of plain colors, because of the fact that sentiment changes so rapidly from day to day in this connection that none can tell. Too late for early fall buying and too early for winter buying, there is little in this department that is of more than ordinary interest. Broadcloths have been purchased freely and are still, as a matter of fact, interesting buyers for immediate delivery. Tans are exceedingly popular as well as all of the leather shades. Voiles, panamas and kindred fabrics are also receiving the same proportion of attention as heretofore, which may perhaps be logically expected because of the staple character which they bear. All of these fabrics have been well taken for fall also. Fancy wool goods have also scored well, and as regards wool fabrics as a whole it may fairly be stated that they will justify all of the hopes for their future which sellers have held for some time.

Fancy Worsteds—Now being shown to the retail trade and the cutting up trade also are doing a very satisfactory business, which, to be

sure, has been the lot of these lines during the past. Lines shown earlier on have not yet been duplicated excessively because of the slowness of cutters in forming their conclusion and estimating their wants for the future. There is little doubt that any fabric available for suiting purposes will have a large call. This much is obvious from results as they stand at the present. Cheviots are being well taken for fall for a lower class of trade, and it is upon the popularity of these that some base their opinion of the much rougher faced fabric. Doubtless the demand for the lower priced wool goods has been somewhat overestimated, but not to any great extent; where such is the case a remedy is a comparatively easy matter.

Hosiery—The past week in these goods has not been as active as were some of its predecessors, chiefly because of the unfavorable weather conditions, which have almost completely destroyed for the time being the very fair spring business which was under way among both second hands and retailers. There is still, however, a fairly good spot business and if sellers can promise a reasonably good delivery, they will have no trouble in disposing of their goods. Both ladies' and men's fancy hose are well taken and are scarce. Medium-grade goods with white feet for both sexes are perhaps the most scarce of any line in the market. Extract goods are also much sought for. There is no partiality shown by buyers as regards one line over another as long as the goods are merchantable. In lower class goods claims are easily overruled and efforts on the part of buyers to obtain concessions of any kind do not meet with unbounded success unless, to be sure, the defect is so glaringly flagrant that the complaint is justified, an instance of the concession character occurred in the local market a short time ago, wherein a buyer sent in word that the goods shipped him were seconds. Upon seeing the goods the seller asked him if he did not want them, telling him at the same time that he could turn them over in the same block to another party. The reply he received was in the form of the question: "They are not seconds, then?" Upon receiving the reply, "No," he decided to keep them. Lace goods are somewhat behind, largely because of the backwardness of the spring season, for which reason it is also a matter of conjecture what the ultimate success will be. Practically speaking, we have had no great amount of spring weather in which to determine anything for textiles. The question of the coming season is occupying the attention of sellers more and more as the time approaches for the opening to be brought about. There is a feeling now that hosiery will be shown earlier than usual this year, but what the prices will be none can tell.

Underwear—Underneath the surface of apparent quietude in this market there is an activity underway which gains proportions as the time draws near for what is rather the ostensible than the real opening. This activity is the business being done for

Edson, Moore & Co.

Wholesale Dry Goods

Detroit, Mich.

We are sole agents for the famous WESTERN KING WORK SHIRTS and the elegant line of STE. CLAIRE NEGLIGEE SHIRTS.

Work Shirts range in price from \$4.50 to \$9.00

Negligee Shirts from \$4.50 to \$7.00

Our stock is complete and always at your service. Workmanship and materials in both these lines are guaranteed to be the best.

Edson, Moore & Co.

CORSETS



We call the attention of dry goods and general merchants to our fine stock of corsets. This is an item that must be up to date to sell, and we aim to have it that way at all times.

Twenty-five Cents Retail

is not very much, yet we offer two good numbers to sell at that price. They are special—made of white drill neatly embroidered, medium model, sizes 18 to 30, at \$2.25 per dozen.

Victor—made of white batiste, well stayed, girdle style, sizes 18 to 26, at \$2.25 per dozen.

We Also Offer

neat looking and good fitting models, with or without hose supporters, at \$4.50, \$8.50 and \$9.00 per dozen. Look over our line and give us a trial order when in need of this item.

Grand Rapids Dry Goods Co.

Exclusively Wholesale

Grand Rapids, Mich.

the spring season of 1908 by some sellers with as little demonstration as possible. None of the standard makes have made such a move as yet, and, as a matter of fact, have not been able up to the present writing to settle on a price that will meet with general approbation. Said one seller, "We have not fixed our prices as yet, nor do we know what to do. Goods which we opened at \$3.75 for the present season can not be made for \$4, and jobbers won't pay it." This statement was reiterated to a yarn dealer, whose reply was, "They will have to get their price or go broke; yarns will not be any cheaper than they are at the present time." And so it goes. Labor demands increased wages, yarns present an impenetrable front and everything else has advanced in proportion, and still the buyer does not think that he can pay more than a stipulated price. Such conditions compel the manufacturer to resort to subterfuges whether he likes to or not. No one can afford to give a dollar's worth of merchandise for 50c, and if the buyer thinks that he gets it he is guilty of wanton self-deception. He may get a garment for the same money, but it does not bear a favorable comparison with what he bought on previous occasions, and he can not expect it to. To be sure, this sort of thing is bad business in that it is bound to come back on the line of goods itself, but it can not be helped. The early showing of goods under existent conditions calls for more or less criticism on the part of those who are most familiar with it. It is in effect a confession of weakness or a fear closely akin to it and has the appearance of a rush to place as many goods as possible before the standard lines make their appearance. Were times less prosperous, it might result in considerable cancellation, but with conditions operative that now find being in knit goods, they are more or less safe, providing the prices are right.

Lee Paper Co. Enters a New Field.

Vicksburg, April 30—The Lee Paper Co., having one of the largest and most modernly equipped loft dried bond and writing paper mills in the country, has just entered the field of papeterie manufacture, making the highest class of standard goods. Their mill is new throughout and with its facilities should be a formidable competitor in the general field. With the excellent railroad facilities, being situated on the main line of the Grand Trunk and the Grand Rapids & Indiana railroads, it is enabled to put its product on the central market with the greatest possible dispatch. This additional enterprise on the part of this company will be an acquisition to this place which, with its shipping facilities to all points, should help to make it a manufacturing center and an objective point for other manufacturing enterprises to locate.

There are lots of good people in this wicked old world—if you can take their word for it.

Your religion is worth to others what it costs you.

Building Devoted To Traveling Salesmen.

Detroit, April 30—If arrangements can be made as is now being sought, this city will have a building devoted to traveling salesmen and wholesalers and manufacturers' representatives. This is desirable for the purpose of forming a center where retailers can find the agents without confusion and loss of time, and for the bringing of salesmen together for better acquaintance and circulating information of common interest.

Salesmen's buildings are features of the commercial life of Cleveland, Buffalo, Pittsburg and other cities. Boston has two, one devoted entirely to shoes. The rooms rent readily on long leases, as salesmen are retained by their firms and assigned to the territory with which they are familiar year after year.

They are a desirable class, as they represent large and reputable concerns, which can be responsible for rent, even if the salesmen are not. The rooms usually are closed while the salesmen are on their trips, reducing heat and light bills. Traveling men nowadays are sober, respectable, quiet and orderly, much different from the humorist "drummer" of a few years ago. They are as desirable tenants as lawyers or insurance men.

At present there is one colony of twenty-five or more knights of the grip who have offices in the Kanter building, but several of them will move owing to uncertainty as to the length of lease. Some of them have been in the building as much as fifteen years.

Negotiations were started recently to lease a large building on Jefferson avenue and convert it into a traveling men's exchange. This fell through on account of complications with the former tenant. An effort now is being made to have some real estate owner put up a new building or remodel an old one into traveling men's offices, with a desk room on the ground floor. Parties stand ready to guarantee fifty tenants within six months.

Has Large Orders on Hand.

Elk Rapids, April 30—The Elk Portland Cement & Lime Co. has rebuilt its plant during the winter, practically doubling its capacity, and now has it nicely started on the season's output, turning out about 1,000 barrels daily. Its first cargo of 2,700 barrels was shipped by boat the first of last week to Milwaukee, where the company has put up a large warehouse during the winter. It is the intention to ship at least 5,000 of the 7,500 barrels made weekly to that point, two vessels coming here weekly for a cargo. The company has orders on hand for at least \$100,000 worth of its product to be delivered within the next two or three months.

Raising Funds for Toy Factory.

Tecumseh, April 30—Efforts are being made by the Business Men's Association to secure for this place a factory for the manufacture of high class toys for the Eastern market. Robert T. Carr, representing the company, was here last week and explained that the people must take

\$10,000 stock in the company. The business is all ready to move as soon as this stock is taken. The factory is to employ thirty persons at the start. A soliciting committee was appointed to raise the funds necessary.

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

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.

FOR FALL

Blankets, Comforts, Yarns
Outing Flannels, Domet Flannels and
Printed Flannelettes

Samples now being shown by our travelers

P. STEKETEE & SONS

Wholesale Dry Goods

Grand Rapids, Mich.

We Handle

Royal
Price's
Rumford's
Calumet
Cleveland
Crown
I. C.
Jaxon
Quaker
Rocket

Baking Powders
(In All Sizes)

WORDEN GROCER COMPANY

Grand Rapids, Mich.

The Prompt Shippers

SUCCESSFUL SALESMEN.

Daniel Zant, Representing Edson, Moore & Co.

The Tradesman has frequently taken up in this department and discussed for the benefit of its readers, particularly for the emulation of the younger members of the fraternity, phases of salesmanship. It has told how one after another has gone on from achievement to achievement and accomplished results along given lines of policy. It has followed the efforts of an individual or a company in this branch of the trade or that and has shown what special natural gifts or methods have been employed in order to reach the desired results.

It does not, of course, necessarily follow that the man who sells the most goods is the most successful salesman. Circumstances govern the quantity a man sells—volume of stock in store, territory controlled, kind of goods, whether staples or specialties; all these factors enter into the results. But in discussing a man who has achieved success as a salesman, one naturally looks around carefully in the study of the man and his surroundings to learn some of the salient features of character which have dominated the man and been employed in his work.

Daniel Zant was born on a farm near Port Elgin, Ontario, Sept. 25, 1863. His parents were both of German birth. He attended common school and finished his education with a course at a commercial school at Port Elgin. When he was 20 years old he entered the dry goods store of N. McGillvray, with whom he remained six and one-half years. He then formed a copartnership with his brother Henry, under the style of Zant Bros. and engaged in the dry goods trade at Tilsonburg. He still retains his interest in this business, but seven years ago he went to Detroit and entered the employ of Peniwell & Co., dry goods merchants, with whom he remained a year and a half. He then sought and obtained employment with Edson, Moore & Co. and was given the Upper Peninsula as his territory. While in this territory he carried factory goods only. Two years ago he was transferred to Central Michigan territory and given the full jobbing line. This necessitated his removal to Charlotte, so as to enable him to get and keep in close touch with his trade. He sees his customers once a month.

Mr. Zant was married to Kathleen DeWar, of Port Burwell, Ontario, in 1897. They have three children—one boy 1 year old and two girls, aged 6 and 9 years.

He is an Odd Fellow and a member of the Knights of Pythias, Michigan Knights of the Grip, and Jackson Council, U. C. T. He has but one hobby and that is hunting small game. For this purpose he goes North each year. He proposes to take a trip to Scotland this summer, accompanied by his wife and his older daughter. They expect to sail from New York the latter part of June.

Mr. Zant attributes his success to hard work. He is a careful, conservative and all-around good salesman. He is increasing his sales and demon-

strating that he is destined to make a great success of his business. Both his trade and his house have implicit confidence in his integrity, industry and good intentions.

A long line of illustrious ancestors does not necessarily imply that the descendants partake of the characteristics which raised the forebears above their fellows. Perhaps in this country more than in any other is a man rated for what he himself is worth, regardless of ancestry, and while this basis holds good and may be said to be the standard nevertheless every citizen of this country is proud to give a proper degree of respect and homage to those who, in addition to their own claims for recognition, are able to point with pride to their fathers and grandfathers and the part the elders have taken in making the early industrial and po-

be junior partners—provided they discriminated properly in their disobedience.

Once there was a night fire alarm from the Deering harvester works, upon the north branch of the Chicago River. When the fire engines arrived they found the night watchman on guard at a twelve foot gate.

"Yez can't come in here," he declared. "Oi have me orders nivir to open this gate after siving at night. Yez'll have to drive 'round on Clybourn avinue, or ilse sthay out."

The firemen smashed in the gate with their axes, and the next morning the watchman was discharged—because he obeyed orders literally.

Rules are for people with little brain power. The quick, astute, self-thinking man—the man who gets ahead in the world—is the man who makes his own rules. Within certain lim-

when they know the best interests of their employers require them to suspend it for the once, or modify it to fit conditions. They will offend customers and drive away trade. What we need most in the commercial world is young men of perception—who are not governed by rote. We want men to do things right, and when a man sees that a law of his establishment would be clearly wrong in a given case he should follow his judgment.

"Once a young fellow came up from a little town in Missouri and was given a place as clerk in the Marshall Field & Co. retail store. A few days afterward a customer, who had bought some goods an hour previous, came back and showed that the goods were damaged. She only had half an hour to catch a train for her home, several hundred miles from Chicago. It was clearly against the rule to exchange goods without the O. K. of the department manager, who was not within ready call. The clerk from Missouri instantly exchanged the goods, wrapped them himself to save time and sent the customer away in time to make the train.

"This young man now is a European buyer for the firm. He does things right, regardless of petty rules. He is not a hide-bound man, but is big enough to take responsibilities. We want that kind of men. They are sure to fill the high positions."

Young man, if you have stayed for a long time in one position, the chances are that it is because you have been too much a plodding, obedient, spiritless sort of man, afraid to make a move unless somebody told you to do this or do that. Get out of the rut.

I remember distinctly an aggravated instance of rule obedience which came within my personal observation: A child drank poison and its frantic mother tried to call a physician by telephone. The party line happened to be busy and the parrot-like operator refused to break the connection.

"It's against the rules," she asserted. "You'll have to wait until the other party is through."

The child died because the operator was bound hand and foot by a rule made to govern ordinary, and not extraordinary, conditions. Afterward, as a newspaper man, I interviewed the manager of the telephone company and asked him if the girl would have been discharged had she given the connection desired. He sighed.

"The greatest trouble we have," he replied, "is because our employes have no power of discretion."

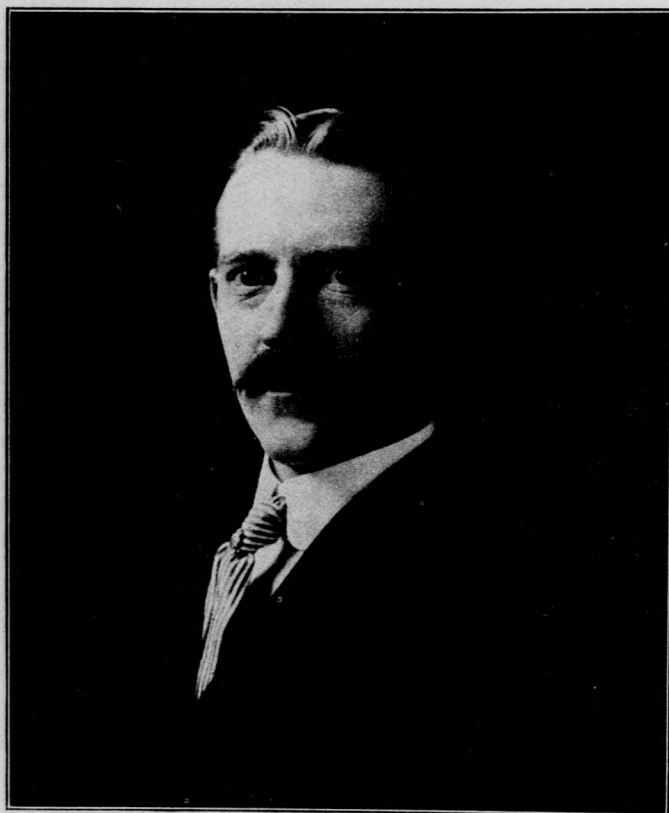
I will venture to say that this manager himself held his position because he had disobeyed a thousand rules.

Edwin M. Woolley.

It is easy to think you are convincing sin when you only are telling the things you do not like to do.

The longer a man argues the less he cares about the truth.

Worship never can be made perfect by sitting still.



Daniel Zant

litical history of the country. Americans do not worship their ancestors as do the Chinese, nor can anyone presume unduly on the accomplishments of his forefathers. What the individual does and what he is constitute the evidence on which he is judged, and the verdict in any case is dependent almost solely upon the character of the man himself—not on the record established by his ancestors.

Orders of Employer Not Always Sacred.

Young man, if you always obey orders you are apt to remain at the foot of the ladder.

Probably you have heard a lot of talk about the cardinal virtue of obedience, but it is a fact that the men who have disobeyed orders the most frequently are the men who got to

its, of course, he refuses to be bound by the petty restrictions which prevent him from exercising common sense. After all, common sense is the key to the whole thing. If your employer refuses to allow you the right to develop that necessary quality, the use of your brains, then quit him. There are other employers who are looking for you—who want your brains. Refuse to be a mere rule worker.

Marshall Field, in talking of the young men in his employ, once said to me:

"How seldom do we find a young man who will go ahead and do a thing—do it right! If he is given orders he will follow them as blindly as a mule follows a towpath, or else he will neglect them altogether and be indifferent. Ninety-nine men out of a hundred will stick to a rule

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



Status of the Butter Market in New York.

There is danger at present of buttermakers getting a mistaken idea as to the real selling value of their butter. The scarcity of goods and the keen hunger of buyers have to a considerable extent eliminated the question of quality. Of course strictly fancy creamery is in a class by itself, and always is, but I refer to the great bulk of fresh butter over which discriminating jobbers usually make a wide distinction. Just now, however, the shortness of supplies does not permit this close discrimination, and a good deal of stock that is only passable in flavor and character is taken at prices remarkably close to the top. This is illustrated by a statement a prominent receiver recently made. "I had five creameries on the store floor this morning. The first buyer who came in took his pick—about thirty tubs—for which he paid 32 cents. The next buyer was finicky and I could not suit him. Then came another fellow and he took what he considered the best two creameries, and in another half hour I sold the balance. All of the butter went at the same price, and I am confident that there was fully 3 cents difference in the actual value of the goods. It is not often that this can be done, but the shortage has been so great that customers were glad to get the butter at almost any price."

But this condition will not last long, and buttermakers should bend every effort to make a strictly first class article. When the market begins to break the faulty goods will suffer most, and it is often the case when butter is plentiful that the defective lots become almost unsalable. I have seen thousands of tubs of these goods pile up on receivers' hands with no one to take them at any price within reason. If a creamery turns out a high product it is always in demand, and in good or bad markets alike it will bring nearly the top price.

There has been a noticeable improvement of late in the quality of some of the fresh butter, and I venture to say that the average grade is fully two points higher than it was two weeks ago. A few of the creameries begin to show a good score, and 94 to 95 points is not an impossible grade. One of the most fastidious buyers on this market purchased a mark on Monday which both he and the seller agreed was entitled to a score of 95 points. I was discussing this matter with the receiver and he remarked that while the season of year affects the general quality of the product there is now and then a creamery that keeps up to a very high standard the year around. Such a creamery is entitled to a good score even if it stands practically alone. In other words no inspector has a right to be so influenced by the general run of butter that

he is afraid to give the fancy mark every point that it deserves. The trouble is that when the average quality runs very low we are inclined to lower our ideas accordingly, and we come to think that 95 score butter is an impossible grade for the season. It is, therefore, a pleasure when a lot comes in so fancy that the most critical judges are forced to give it a score above the minimum for extras.—N. Y. Produce Review.

Takes Physical Stunts in His Garden Patch.

Written for the Tradesman.

"I'm getting tired of loafing behind this desk and sitting on the counters," said the clothier.

"In other words," said the commission man, who has seeds to sell, "you are going out into the glad spring sunshine to acquire muscle for your camping trip?"

"Something of the sort. I want to get out of the store."

"The simple life is ripe about now," said the book store man, who does not sell garden seeds. "I tried it one year, and the little old desk is good enough for me."

"You're lazy," observed the clothier.

"The simple life," replied the book man, "is not simple. You have to do things. That is, this is true of one phase of the simple life."

"And the other phase?"

"That is going without things because you are too lazy to work for them. I prefer this latter phase."

"All right," said the clothier. "I'm going to get out and dig. The idea of a man going around with his muscles so flabby that it makes him grunt to lift a spring suit off the table. Not any for mine."

"The modern merchant," said the commission man, "is not of the steam-heated-flat variety. Why, half the business men I know are buying little places in the suburbs and getting next to the soil. It's a mighty fine thing to see your own vegetables lifting their verdant tops above the brown earth. I'm selling lots of seeds and shrubs to city people."

"It's an epidemic," said the book man. "It has to run its course. In a few years there'll be a lot of these little suburban places for sale cheap."

"Mine will remain in the family," declared the clothier. "I'm going to bring my kids up in a healthful manner."

"Look here," said the book man. "I'll go you a dinner for the three of us that you cut it all out inside a month."

"You're on," was the reply, and the commission man made a note of the wager. He failed to see where he had a chance to lose; he was bound to get the dinner anyway.

"You see," continued the clothier, "I've been living out over the city line for a couple of years, and my wife has acted as chief engineer of the garden. This year I'm going to assist her. It has always hurt my conscience to see her digging away when I was taking my ease in the store, riding back and forth on the cars at that. Now I'm going to reform."

And so the clothier bought his garden seeds and his shrubs of the com-

L. J. Smith & Co.

Eaton Rapids, Mich.

Manufacturers of

Egg Cases And Egg Case Fillers

WE AIM at all times to be able to furnish the best grades of Egg Cases and Egg Case Fillers Cases sawed or veneered. Try our bass-wood veneer cases, they are clean, bright and strong, there is nothing better. Nails, excelsior, etc., always on hand We solicit your inquiries. Let us hear from you.

L. J. Smith & Co. - - Eaton Rapids, Mich.

Redland Navel Oranges

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

THE VINKEMULDER COMPANY

14-16 Ottawa St.

GRAND RAPIDS, MICH.

Clover and Timothy

All orders filled promptly at market value.

ALFRED J. BROWN SEED CO., GRAND RAPIDS, MICH.
OTTAWA AND LOUIS STREETS

A New Commission House

We get you the highest prices. We give you a square deal.
We send the money right back.

We can sell your Poultry, Veal, Hogs, Butter, Eggs, Cheese,
in fact anything you have to sell.

BRADFORD & CO., 7 N. Ionia St., Grand Rapids, Mich.

Butter, Eggs, Potatoes and Beans

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

R. HIRT, JR., DETROIT, MICH.

mission man and hied him forth to agitate the rich brown earth. His friends observed his comings and his goings with an interest born of good appetites.

For about three days he was all enthusiasm. Then he began coming to the store a little earlier every day. Then he began grunting about "this confounded backache," and finally took a day off.

That settled it. On the next day he routed out the commission man and the book man and declared for a fishing trip.

"But you've got to plant that garden," said the man of books.

"Crops all in?" asked the commission man.

"Oh, I'll buy the dinner, all right," said the clothier. "I guess I overestimated my strength. I've been just dragging myself about for a week."

"But the poor wife out there alone with the hoe?"

The clothier threw a bait can at his friend.

"You dry up," he cried.

"And how about that conscience?"

After peace had been declared, and the merchants were seated on the interurban, headed for a sylvan lake a few miles distant, the clothier said:

"Speaking about my wife out there alone with the hoe," he said, "reminds me that when a man begins to think he's the boss of his home he's up against a proposition that won't produce results. I could have worked the garden, all right, if I could have been editor-in-chief of the job."

"There was another man who laid the blame on a woman," laughed the commission man. "Come, now, tell us the truth."

"Honest, I didn't get so very tired of the work. It was the amendments, and the adverse decisions, and the commands direct that got me. Say, I never had such a whirl in my life. Every minute I was there in the garden with my wife I felt about as large as the little microbes that assemble to the extent of a billion on an inch of a dollar bill. You've read about 'em?"

"Oh, of course. Get on. We'll soon be at the fishing grounds."

"I got the land plowed, and that cost more than the value of all the stuff I can get off it this year. Then—"

"But consider the physical training."

This from the book man.

"— I bought the seeds and started in to plant 'em. 'Hold on, there,' says the joy of my life, 'I've got a bed of asparagus in there. If you want to plant peas in that row you have got to bend it around a little. I've worked too many years to get that bed started to have it wrecked now.' I bent the row around a little, until, in fact, it looked like a rainbow. Then I started in to plant a few cucumber seeds in the middle of a stretch of rich soil.

"Wait a minute," says the wife. "What do you mean by digging up my petunias? When you've been loafing at the store I've been digging here until the sweat ran down my face like rain to get that petunia bed in shape." I said that I guessed that

would be all right and mapped out a campaign for sweet corn. When I got the stakes set and the line out my wife called to me from the window, where she was reading a book on 'How to Beautify the Garden.' I walked over and listened.

"You mustn't plant corn there," says she, 'for I've got a lot of black raspberry vines I'm going to root there. Can't you see them leaning over from that row between the trees? I've had a hard time getting enough black raspberry vines, and now that I'm getting them in shape I'm not going to have them cut up. You men think only of getting something to eat when you make garden.'

"She came out and rooted her black raspberry vines. Do you know how to root black raspberry vines? Well, you trail a long one out of the row and plant it in the cool earth out in a clear space where it will trip you up everytime you pass that way; that is, you leave the stalk growing at one end and plant the other end. See? After she got her vines rooted I had a space about as big as a poker deck for my sweet corn.

"I thought I'd let her have her way, so I set out to deposit some shrubs in the black soil along the path to the gate which leads to the street car track. The street cars run all the way from five to forty-five minutes out there. Sometimes they will stop at your platform, and sometimes they are too busy to stop. When I got the holes dug for my shrubs my wife came out and froze me with a look.

"Now," she said, 'you've gone and rooted up my roses that cost me \$5 in New York. I had them placed along here so that in time I would have a rose hedge. You want to tell me when you are going to dig.' I said I would tell her the next time I touched a spade and got out my knife to trim a pear tree that lifted my hat off every time I turned the corner of the house.

"Don't cut that tree," she shouted from a distance. 'I've been letting those limbs grow so they will brush against the house. It seems so romantic to hear them sweeping and rustling in the night.'

"I put up my knife and put the tools away in the shed. The next day it was the same programme. Did you ever form a stock company and go into the gardening business with a woman? No? Then don't. Say, when my garden comes up I want you to come out and see it. It will be a wonder."

"We'll come out after we get that dinner," said the book man.

"Talk about angles and triangles, and the fourth dimension, and lines of beauty in a head-on wreck! You'll see the whole blooming thing out there. Say, my sweet peas wind three times around an old peach tree, and my sweet corn will have to grow circular ears if they don't get into a mix-up with my wife's petunias. There are now great masses of sod that can't be touched because some confounded little five-cent flower may show up there."

"The simple life is said to possess variations," laughed the com-

mission man. "How did you settle it with your wife?"

"Oh, I paid her \$20 I had borrowed long before and promised to take her to the Jamestown Exposition. I think she'll want to get into some distant state about the time that gar-

den begins to loom up. I'm going to look up the records and see if there are not more divorces granted in the sweet gardening time than in the fall. Here's our lake. Oh, yes, I said you'd get the dinner, didn't I? Now shut up." Alfred B. Tozer.

If you want your regular shipments handled at fair prices mark them to us. Stencils or cards furnished.

L. O. SNEDECOR & SON, Egg Receivers, 36 Harrison St., New York
Established 1885. We honor sight drafts after exchange of references.

Let Us Send You **The Best Noiseless Tip**

In Red, White and Blue Boxes.
Made in Saginaw, Mich.

C. D. CRITTENDEN CO., Distributors, Grand Rapids, Mich.
Wholesalers of Butter, Eggs and Cheese
Canners of Fruits and Vegetables

Established 1894

BUTTER—All Grades of Dairy Butter Wanted

EGGS—Get Our Prices Before Shipping

Stroup & Carmier - - - 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

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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.



Special Features of the Grocery and Produce Trade.

Special Correspondence.

New York, April 27—There is absolutely nothing of interest to chronicle in the way of news in the coffee market, so far as spot stock is concerned, and quotations are nominally 63½c for Rio No. 7. In store and afloat there are 3,993,226 bags, against 3,811,057 bags at the same time last year. If the speculative market counts for anything there is a "tired feeling" on the street. Holders have been liquidating to a great extent and the whole trend of the situation seems to be toward a lower basis. Mild grades are quiet. Rather more trading has been done in Maracaibos, but quotations are practically without change. East Indias are selling as usual and rates are maintained.

There has been a better demand for sugar and, while new business has been comparatively light, the run of trade has been quite satisfactory in the way of withdrawals under previous contract. The Federal, as usual, is selling five points below the general market, or 4.65 less 1 per cent. for cash. If we could have a few days of warm, springlike weather it would make the sugar market hump.

Teas are firm, with low grades still in more active demand and ruling at firm quotations. While business generally is not marked by any great degree of activity, sellers express themselves as very confident of the future.

Every week shows some little improvement in the rice trade and, with stocks not overabundant, there is every reason to think trade will be satisfactory during the summer and fall months. Orders are usually for rather small quantities, but there have been quite a good many of them and the total is satisfactory.

There is mighty little business in the spice trade and the best that can be said is to note firmness on almost the whole line. Dealers are thought to be carrying very light stocks in the interior.

Molasses is steady, the supply and demand being about equal. Quotations are practically without change. Good to prime centrifugal, 27@35c. Syrups are in fair demand and practically the same range of values is maintained which has prevailed for some time. Good to prime, 18@23c. Canned goods present few interesting features this week. Spot tomatoes are showing more activity from day to day and buyers are displaying no impatience to dispose of holdings at anything less than 90c. Baltimore is firm at 85c f. o. b. factory. Many are insisting on a rather higher rate than this. Would-be buyers of corn do not find any great amount of desirable stock offered at the figure they want to pay—say 50c. Nothing of moment has been done in future trading. High-grade peas are seeking buyers. Most of the demand is for

something around a dollar or a little more. Offerings of California fruit are light and the market is pretty well cleaned up on really desirable goods. Prices on Chinook salmon are promised next week. It is generally thought that 1.60 for talls and 1.75 for flats will be about the correct figure.

Butter fell with a dull thud on Thursday and especially on Friday, and not over 30c can be quoted for the very finest creamery. Seconds to firsts, 26@29c; held stock, 24@28c; Western imitation creamery, 25@28c; factory, 22@23½c; renovated, 24@27c, the latter being top.

Cheese is without change, with 15c still ruling for full cream old stock. Little new cheese is coming and the quality is inferior.

Eggs are well sustained. Arrivals show some falling off, but the supply is still very liberal. Prime to fancy Western storage pack, 17¾@18½c; regular pack, 17½c, and of this grade the supply is ample.

Mind Is a Wireless Telegraph.

Are you a sensitive? There is no doubt that some persons are so organized as to make natural sensitives. They have remarkable intuitive power, which means that they receive impressions easily. Supposing two sensitives to be closely related to one another or drawn together by a bond of sympathy, and supposing them to be in different parts of the world, and the life of the one to be in danger, the first thought he would project into space would be for his distant friend. If that friend is actively engaged at the time the message may be lost, but if he happens to be in a passive state his brain will receive some impression, clear or confused, which will make him think of the absentee and render him anxious, as if something had gone wrong with him. Such messages are more common at night, because we are less preoccupied than during the day. By means of this wireless telegraphy an image is produced on the brain which is projected outwards, causing the absent friend to be seen as if in body, and even the actual circumstances of his dangerous position may be produced. Thus saith Dr. Bernard Hollander, of London.

Germans Troubled by Costly Meat.

Considerable dissatisfaction has been manifested among German packers as well as consumers on account of the continued high prices for all classes of meat. Although there has been a slight downward tendency, figures have not yet fallen to a level that is deemed reasonable. Some indication of the state of affairs may be gathered from the quotations of the cattle market for the last twelve months in this country. Matters seem to have reached such a depressed condition that nearly all packers and butchers and particularly the small retailers complain that profits in many instances amount to nil. Prices for 1906 were the highest known, and the butchers' guilds all over the country are endeavoring to devise some means of amelioration, so that meat will be more abundant and profits be restored to a normal and legitimate basis.

The Man Behind the Showcase.

The toiling clerk is prone to believe that business success and an interest in the firm some day are largely a matter of luck, that the Goddess of Luck smiles upon few and then entirely by chance. But history proves that this idea is farthest from facts. Success is shown to be the working out of a very simple proposition. The reason why individuals attain success is because they studied that simple proposition and lived up to its provisions in every respect. The general plan, which has, of course, wide amplification, may be epitomized for everyday use in the phrase, "Pay Strict Attention to Business."

This admonition is not a command to be implicitly obedient nor to perform mere brute toil. God has given to all His creatures a brain, and its use, abuse or disuse is entirely the matter of its earthly possessor. Even a child can reason. Reason is simply the development of curiosity. Not impertinent inquisitiveness nor the prying into the affairs of another, but the learning why things are done and how they are done and knowing when they are done. It is entirely a matter of mental training, and a review of the career of every man who ever achieved enduring success will show that his life has been in accordance with the ideas outlined.

Concentration follows honesty of purpose. Concentration is a vital necessity in both mental and manual labor. It is hard to acquire it is true, but persistence will make you the master of concentration. Any man can do it. Those less favored early in worldly goods are best off, for they know that they must concentrate their ideas if they would attain success. Think of your work carefully, and blend your every thought and inspiration into a harmony of ideas. Then you can gather your forces into a flying wedge, direct it against the problem of how to succeed as a clerk and batter it down.

In paying strict attention to your business watch yourself. An unwashed kettle boils over or boils dry. Observe the effect of your work. Observe the work of your superiors. See how they "undo" things that you have balled up. You have failed to sell a customer something that he could have been persuaded to buy. A similar case occurs a few days later. Another and older salesman makes the sale. See how he does it and then compare his methods with yours. Be heedful of the difference, reflect why you did not do likewise, and be vigilant the next time. Watch out that your care over your own department does not become a bit stale in spots. Do not get rusty.

The Old Man's Inning.

After enduring patiently a few years of unjust discrimination, the old man is about to enjoy his inning. Following the example of the Pennsylvania Railroad, the Philadelphia & Reading and other corporations announce the removal or extension of the age limit for new employees. Not only railroads but other large corporations which hitherto had barred

men of mature years from joining their service have seen a new light and declare that hereafter the test for applicants will be ability rather than fewness of years. A university professor of economics states that he predicted this latest change some five years ago at the time when the large corporations were beginning to indulge in "youth worship." He foresaw that should the industrial development of the country continue at its rapid rate the time would soon arrive when there would be more work of an important nature than the young men of the nation could handle by themselves. An arbitrary age limit works great hardship to a host of individuals, for it was never more true than now that the number of years one has lived afford an uncertain index to one's efficiency. In every department of activity where no such arbitrary age limit exists are to be found men old in years pursuing their tasks with the ardor of youth.

To call a man of 45 or 50 "old" has always been regarded as more or less of a joke in this country. In England it is the fashion for men to retire from active life at an age when they would be just reaching their prime in America. "The younger the man the better his work" does not always follow. The more logical method is to look at the work and not the age of the worker. Give him a fair chance and the old man will generally be found holding up his end.

Lived on Snowballs.

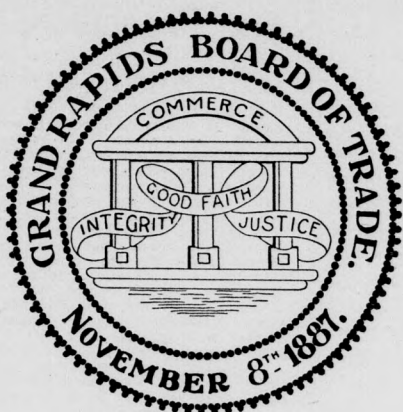
Recently a group of traveling salesmen were sitting in the dingy office of a Michigan hotel waiting for the bus to start for the train. One was reading a newspaper several days old, giving particular attention to the information as to the possibility of a railway trainmen's strike that was impending.

"They'll go out sure as shooting," he said at last.

"No, they won't," said the quiet-looking, one-armed man in the corner where all the grips were huddled. "Some of the younger hot-heads may quit, but these old boys won't go out. I know. I am a B. R. T. member myself, and I struck once. It was the time of that big strike in 1894. I struck in the summer and if it hadn't snowed that winter I'd 'a' starved to death."

The value of newspaper advertising has never been so strongly impressed upon the minds of the merchants of Butte, Mont., as during the suspension of the newspapers there and at Anaconda for more than a month on account of trouble with their employees. Some of the large department stores which usually carried page advertisements in the local papers claim that their business has fallen off 60 per cent. since the suspension. Some other lines of business practically were wiped out. Merchants tried to meet the situation by lavish scattering of handbills and circulars and by advertising in the Helena and Missoula papers, but the results were not at all satisfactory.

If you never made any failures your success didn't amount to much.



Perpetual

Half Fare

Trade Excursions

To Grand Rapids, Mich.

Good Every Day in the Week

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

Amount of Purchases Required

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

Read Carefully the Names as purchases made of any other firms will not count toward the amount of purchases required. Ask for "Purchaser's Certificate" as soon as you are through buying in each place.

ACCOUNTING

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

ART GLASS

Doring Art Glass Studio.

BAKERS

Hill Bakery
National Biscuit Co.

BELTING AND MILL SUPPLIES

Studley & Barclay

BICYCLES AND SPORTING GOODS

W. B. Jarvis Co., Ltd.

BILLIARD AND POOL TABLES AND BAR FIXTURES

Brunswick-Balke-Collander Co.

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

Edwards-Hine Co.

BOOKS, STATIONERY AND PAPER

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

BREWERS

Grand Rapids Brewing Co.

CARPET SWEEPERS

Bissel Carpet Sweeper Co.

CARRIAGES

Brown & Sehler Co.

Sherwood Hall Co., Ltd.

CARRIAGE AND WAGON HARDWARE

Sherwood Hall Co., Ltd.

CONFECTIONERS

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

CLOTHING AND KNIT GOODS

Clapp Clothing Co.

COMMISSION—FRUITS, BUTTER, EGGS, ETC.

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

CEMENT, LIME AND COAL

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

CIGAR MANUFACTURERS

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

CROCKERY, HOUSE FURNISHINGS

Leonard Crockery Co.

DRUGS AND DRUG SUPPLIES

Hazeltine & Perkins Drug Co.

DRY GOODS

Grand Rapids Dry Goods Co.
P. Steketee & Sons

ELECTRIC SUPPLIES

M. B. Wheeler Co.

FLAVORING EXTRACTS AND PERFUMES

Jennings Manufacturing Co.

GRAIN, FLOUR AND FEED

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

GROCERS

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

HARDWARE

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

HARNESSES AND COLLARS

Brown & Sehler Co.

Sherwood Hall Co., Ltd.

HOT WATER—STEAM AND BATH HEATERS.

Rapid Heater Co.

LIQUORS, WINES AND MINERAL WATERS.

The Dettenthaler Market.

MATTRESSES AND SPRINGS

H. B. Feather Co.

MEATS AND PROVISIONS.

The Dettenthaler Market.

MUSIC AND MUSICAL INSTRUMENTS

Julius A. J. Friedrich

OILS

Standard Oil Co.

PAINTS, OILS AND GLASS

Goble Bros.

V. C. Glass & Paint Co.

Walter French Glass Co.

Harvey & Seymour Co.

Keystek & Canfield Co.

Pittsburg Plate Glass Co.

PIPE, PUMPS, HEATING AND MILL SUPPLIES

Grand Rapids Supply Co.

SADDLERY HARDWARE

Brown & Sehler Co.

Sherwood Hall Co., Ltd.

PLUMBING AND HEATING SUPPLIES

Ferguson Supply Co., Ltd.

READY ROOFING AND ROOFING MATERIAL

H. M. Reynolds Roofing Co.

SAFES

Tradesman Company

SEEDS AND POULTRY SUPPLIES

A. J. Brown Seed Co.

SHOES, RUBBERS AND FINDINGS

Herold-Bertsch Shoe Co.

Hirth, Krause & Co.

Geo. H. Reeder & Co.

Rindge, Kalmbach, Logie & Co., Ltd.

SHOW CASES AND STORE FIXTURES

Grand Rapids Fixture Co.

STOVES AND RANGES

Wormnest Stove & Range Co.

TINNERS' AND ROOFERS' SUPPLIES

Wm. Brummeler & Sons

W. C. Hopson & Co.

WHOLESALE TOBACCO AND CIGARS

The Woodhouse Co.

UNDERTAKERS' SUPPLIES

Durfee Embalming Fluid Co.

Powers & Walker Casket Co.

WAGON MAKERS

Harrison Wagon Co.

WALL FINISH

Alabastine Co.

Anti-Kalsomine Co.

WALL PAPER

Keystek & Canfield Co.

WHOLESALE FRUITS

Vinkemulder & Company

WHOLESALE MILLINERY.

Corl, Knott & Co., Ltd.

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



Hints on Advertising a Clothing Store.

Advertising spasmodically does not pay. It is a great presumption upon the part of anyone to think that one great planning and blustering advertisement will so impress itself upon the minds of the people as to make it enduring for the season. People do not burden their minds very much with such matter. When they want anything in particular they look up the advertisements of their regular paper, and perhaps the very time they are interested the spasmodic man's advertisement does not appear in the paper. He has lost an opportunity to gain a customer by his presumptive methods of advertising. The advertiser in local papers, magazines or trade periodicals makes a great mistake when, for a few insertions, he places an advertisement in the paper spreading over a full page and then drops out entirely. If his advertisement brings him no returns, it is his own fault. The successful advertiser is the one that constantly keeps his advertisement before the people. If on certain occasions he branches out in flaming page advertisements, he should never fail to follow up such announcements with other advertisements.

In store windows streamers of ribbon have often been displayed with an electric fan motor, but a beautiful effect was produced in one show window by placing two motors at the opposite lower corners of a large window, and setting free some fifty gaily colored toy balloons in the window front. The balloons follow the air currents up and down, sweeping through long fascinating curves like huge bubbles, and a large crowd is drawn in this way to appreciate what the concern has for sale.

Every retailer will have to think out for himself what particular lines of goods he will want to put into departments together. Some will want to classify their business in one way and some in another. You should never bunch goods in the same department which show a wide variation in the percentage of profit.

It is better economy to fill a small space each issue than to insert a large display announcement in one or two issues and then drop out entirely for three months or more. Some advertise only in what they call their prosperous season and then when the dull season comes drop out of the paper. That practice is decidedly a mistake. The dull season is a propitious time to advertise. Then is when people are looking for bargains, and the wide-awake retailer should always seek to take advantage of such opportunities. He keeps his name before the people, and makes them familiar with his announcements. If the retailer keeps nothing but his card before the local public, it is much better than nothing at all. If, however, he studies the importance of his advertisements and makes a careful

computation of the amount of money he can afford to pay out for the year's advertising, and then adapts the space to his means set apart for that purpose, and keeps that space filled in every issue of his local paper, changing the matter from time to time to keep it fresh, he will find at the end of the year his method of advertising has brought him excellent results.

Here is an example of a wasteful method of advertising: "Suits that sold for \$20, now sold for \$8.50. Fine half-hose that sold for \$2.50 a pair, now 75 cents. Scarfs formerly \$1.50, now 25 cents. Trousers sold for \$6, now \$2.50, and all goods in the same proportion." An advertisement of this kind without an explanation for the reductions is worthless. Upon the face it shows something is wrong. The advertiser is either lying or is offering an inferior class of goods with imaginary former selling prices. It is a convincing statement to the prudent reader that the purpose of the advertisement is to deceive. If the advertiser had not said: "All other goods in the same proportion," one might suppose he had selected a few articles to sell at special prices; but, even then, in the absence of any explanation, the inference of deception remains. The man may wonder why people do not flock to his store to avail themselves of the opportunity to purchase so cheaply. These advertisements offering great reductions always remind one of a Dutch auction, which assumes a high selling price for gavel, and then falls in price, step by step, and finally takes what the seller can get.

Care should be taken not to crowd the text matter in small productions. Artistic beauty is not to be aimed at, but a strong presentation of the idea is the chief characteristic to be kept before the mind. In many cases the illustration interprets the production, and that of itself affords pleasure to the mind, which begets attention and interest, without which your products would lack effectiveness. The retailer that practices for a while the making up of these small advertisements will be astonished at the ease with which ideas come to his aid. It will not take him long to acquire the art and science necessary to write sprightly and interesting advertisements for his use.

Discount sales are common, and advertisements of such sales are frequent occurrences, and where the reason is given, if the language of the advertisement is such as to enable the reader to infer why goods once sold at \$18 now are offered for \$12, no deception follows. A retailer may have carried a large line of winter overcoats, which in season sold for \$25, but upon the approach of spring he finds his stock too great to carry over, and to dispose of it he sells the same class at \$18. The business is legitimate and no one is deceived. The advertisement should always be a frank and truthful statement, so as to preclude any inference of deception. The merchant that takes the public into his confidence as to the quality and value of his goods should always be honest with it. It pays to be truthful, courteous and honest. The advertisement, in any and all in-

stances, should be the reflex of these qualities.

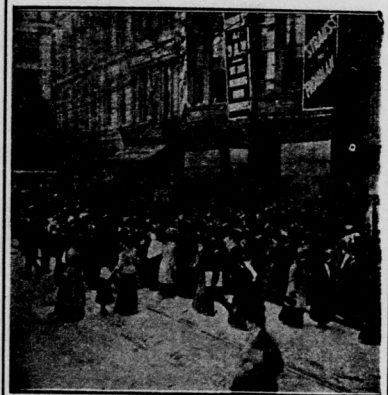
The general appearance of the advertisement as to its display of matter, the kind of type used, the workmanship of the compositor, will attract attention, but may not interest the readers. Whether their attention is converted into interest or not will depend upon what is said and how it is said, and whether the quality of goods, prices and make are accurately and truthfully represented. Are the claims made by the advertiser reasonable and conformatory with good business principles, is a question the reader puts to himself. If his analysis of the advertisement before him leads him to the conclusion that the claims made are based upon misrepresentation and falsehood, the effectiveness of the advertisement becomes the opposite intended by its author. A man who seeks to convert public favor through the influence of an advertisement can never succeed by lying and misrepresentation.

It sometimes happens that retailers advertise their competitors' more than their own line of goods. It is not a prudent method to advertise in such a way as to attract attention to the competitor rather than to one's own line. The retailer should have an eye single to his own needs and wants, and free himself from drawing odious comparisons between his goods and those of his competitor. He can push the good qualities of his goods to the front so as to make them appear the best in the

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.



The "Ideal" Girl in Uniform Overalls

All the Improvements
Write for Samples

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

market, without any allusion to what his competitor has or is doing. Every reference to a competitor advertises him more than it advertises the goods intended. The retailer wants to advertise himself and his goods, not his competitor or the competitor's goods. Seek to excel in methods of business, and in the class of goods, and in your manner of advertising. A course of that kind will make you friends for yourself and customers for your goods.

There is no need of keeping newspapers on file after checking them and the bill is paid. Clip out all the advertisements, yours and the others, you wish, and file these in manila envelopes, classified according to subject, marking on the back of the clipping name and date of paper. These advertisements and this information may come in handy later on.

Keep track of cuts. When you give out a cut charge it on memo to the party receiving it. When it is returned credit and send credit memo. Cuts should be numbered from one up. The number should be punched out on the side of the cut with a die. Two proofs should be taken of each cut and properly numbered. One should be pasted in a scrap book, keeping trace of the cuts in numerical order, and the other in the scrap book divided into departments.—Clothier and Furnisher.

Quit Calling Them "Baits."

A recent letter from a customer suggests how easy it is for a man to get a wrong view of a thing by giving it a name which to him is a little discreditable in its suggestions.

By his use of the word "bait" this merchant showed that he had an entirely wrong idea of the province of leaders. It is suggestive to you that now he is finding it helpful always to say "leaders"—never "baits."

The right giving of the right bargains comes to be generally recognized as the easiest and most effective way of advertising.

The right giving is to offer not a large lot of things each cut a little in price, but a few timely things at prices so decidedly low as instantly to stamp them as bargains. The few timely things at the decidedly low prices are the right bargains.

Such right bargains rightly offered are not "baits" but your convincing answers to the "why" which consciously or unconsciously is the first return from everyone when urged to come to your store.

Looking out on people as they stream by your store and considering the many opportunities they have of spending their money, can you wonder if toward your urging that they buy of you their common frame of mind should be that expressing itself in "why?"

And can you imagine a better answer than the offer of a few things so timely and so priced as to make them desired hard enough to be come for?

Look on leaders not from the standpoint of the merchant who calls them "baits," but from the standpoint of the merchant who calls them good reasons for coming to his store.—Butler Bros. Drummer.

Novel Features of the Knit Goods Market.

Solid colors rather than alternating stripes dominate the call on bathing suits this season. A very effective combination is formed by blending worsted with silk, the body of garments being navy, while the bars are white. Some novelties in one-piece productions are commanding certain request, but as to practical movement the demand is centered on two-piece suits. A unique specialty has just been placed on the market by a progressive metropolitan knitting concern. This introduction consists of a three-piece model fashioned on the lines of the most approved standard in French bathing suits. The arm welts, waist and cuffs being relieved by pearl serve to accentuate the rich effect of the background. Conservative contrasting end-stripes tend to heighten the appearance of single-body-tone garments are compared with fancy or even self finish), delicately harmonizing.

Pure silk English hand-made half-hose are shown of ribbed weave in different shades of terra cotta and green, and in violet, lilac, hyacinth and grey. These goods bring \$5 per pair at retail. A wide range of fine gauze selections in French silk hosiery for men is offered in white, cardinal, cadet blue, champagne, reseda and marine. Merchandise of this character averages upward of a couple of dollars a pair over the counter. Although indications point toward tans again proving in high favor, the fact that the enquiry for gun metal (imitation calfskin) Oxford shoes is daily increasing should operate to govern the buyer in providing summer stock. Wisdom suggests that it would be better to arrange for a choice assortment of numbers calculated to harmonize with either brown or black boots than to play a given favorite too strongly. This publication invites communications relating to retailers' quest of brands and trade marks. The importance of choosing selections bearing dependable indorsement should not be underestimated. Comparatively few plants are equipped to handle special contracts.

The variety of fabrics and styles now on view in athletic undersuits is so extensive that haberdashers ought to reckon well the consideration that the respective innovations merit. There is no doubt that this class of underwear as a whole will develop more active selling properties than has been the case in any previous year. The question of relative general value, however, is entitled to paramount weight. Naturally, the comfort-affording feature is a factor not to be slighted. Two-piece woven garments are dividing trade attention with knit union suits. Knit linen-mesh two-piece suits in abbreviated cut, with coat-shape shirt, are influencing generous opening bills and duplicates. Sleeveless and knickerbocker union suits come with flax open-work shirt and mercerized madras trunks. Prevailing successes in bright silk and silk mixture underwear of athletic mould include pink, biscuit and helio—plain and in ornate floral figure treatments.

Among the leading current sellers

in underwear are listed superior quality Balbriggans, Sea Islands, gauze cashmeres, merino and lises. In connection with the fall collection, a representative manufacturer of underwear makes the surprising announcement that instead of advancing quotations (as would seem to be the logical sequence of existing conditions in raw material), it is the policy of the house to employ more expensive grades of yarn than heretofore used—at the same time maintaining present prices. Recent reports from road salesmen denote excellent prospects for substantial heavy weight business. Several prominent wholesale firms are booking autumn orders only with the stipulation that cancellations will not be countenanced. This is a move in the right direction. Under other circumstances the primary dealer is menaced by possibility of adverse situation, often resulting in eclipsing profits.—Haberdasher.

A serious Bostonian was met by a friend and congratulated on his recent marriage. "Yes," he rejoined, "I have been married, and I have now nothing to look forward to but the grave!"

The religion that is put on at certain times is sure to fall off at the trying time.

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.



Get our prices and try our work when you need

Rubber and Steel Stamps Seals, Etc.

Send for Catalogue and see what we offer.

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

Capital, \$800,000.00

We have the organization,
the resources, the location, and
will give your business intel-
ligent and proper attention.

THE OLD NATIONAL BANK

No. 1 Canal Street

Resources \$7,250,000.00

THE NATIONAL CITY BANK GRAND RAPIDS

Forty-Six Years of Business Success

Capital and Surplus \$720,000.00

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

MANY FIND A GRAND RAPIDS BANK ACCOUNT VERY CONVENIENT



The Woman Who Always Told the Truth.

"Yes," said pretty little Mrs. Blank, settling her frills and thoughtfully dropping another lump of sugar in her tea, "yes, I've known Mary Harris all her life and she always has been queer. In what way was she peculiar? Oh, I don't know exactly. She was one of those uncomfortable people who are always doing things you are not looking for them to do and saying things you are not expecting to hear and that nobody is prepared for. Why, she didn't have any more hesitation in coming right plump out with the naked truth than you and I have in telling a tarradiddle. Indecent, I call it. Nobody has any right to introduce the truth into society until it is properly dressed up so as to be presentable. You know how sometimes a person will say to us, 'I'm afraid I'm putting you to some trouble,' or 'I hope I'm not inconveniencing you in the least.' Very likely it's putting us to all sorts of bother and we are wishing them at the bottom of the sea with all our hearts, but we smile seraphically and say, 'Oh, not at all. So glad to see you.' But Mary Brown didn't. She would say, 'Certainly, it is very inconvenient just now, but I'm willing to sacrifice myself for your pleasure,' and then they would go off and hate her all the rest of their lives for telling them the truth. But it was one of her queer ways to do it.

"She was always odd, even as a girl. When she went to school her father wanted her to study accomplishments like the other girls, but Mary wouldn't do it. She said she didn't have any ear for music and wasn't going to torture herself and other people and waste money trying to learn to play the piano when the town was full of hand organs that could grind out better music, with more expression in it, than nine-tenths of the amateur performers. She declared her talents lay in the direction of the cooking stove and she meant to study that until it would not only be an accomplishment, but a profession in case she ever had to support herself. 'You see, Mrs. Blank' she said to me, 'it is sure to be an accomplishment that will stay by me. I may not marry a man with a soul for music or an eye for art, but he is certain to have a stomach to which I can appeal.' Did you ever hear of anything so queer as a girl picking out cooking for a career? Why, all the other girls I have ever known who wanted to make a living were expecting to play Juliet or be prima donnas or write poetry or illustrate books. There wasn't a single solitary one of them who ever dreamed of doing any ordinary, commonplace thing for which there was a good steady demand.

"Being so peculiar we thought that Mary would never marry, but she did. More than that, she had several good offers, and she was queer about them,

too. She actually broke off her engagement with that handsome young Thompson because she saw him kick a little dog. She said any man who would be that brutal to a helpless animal would abuse and bully his wife once she was in his power. Nobody could see anything especial in Tom Brown, who was a poor young fellow on a salary, and we thought she was silly enough to pass by Jack Bullion for him, but of course nobody could know then that Tom Brown was going to develop into a financier and old Bullion was going to smash and leave Jack without a penny or knowing how to do anything. The wedding was the funniest affair. Mary took the money her father gave her for her trousseau and furnished up a little cottage with it, and then one morning she put on her hat and she and Tom stepped around to the church and were married. Not an inch of white satin or veil or wedding breakfast or ushers or bridesmaids or anything. Of course people talked, but Mary didn't care. She said she didn't see that a poor clerk's wife had any pressing need of white satin gowns, while she did have for chairs and tables. People have always given Tom Brown all the credit for getting along so well, but there have been times when I've had my misgivings and wondered if Mary wasn't at the bottom of it all. She was queer enough for anything.

"Then she had the queerest views about things. She used to let her husband smoke all over the house and clutter up things with his fads, and as far as I could see she never objected to his going to his club or tried to interfere with anything he had been in the way of enjoying before they were married. She said she didn't believe a man married to acquire a boss, but a companion. Did you ever hear of a woman having such a peculiar idea? People used to wonder how it was that she never had any trouble about servants, while all the rest of us spent half our lives on a still hunt for a decent cook and a housemaid who would sweep under the bed. One day a woman asked her what was the secret of her success and why there were so many incompetent servants now? 'Because of the incompetent mistresses,' said Mary. 'Put a man in a business he does not understand in any one of its details. Give him ignorant and lazy clerks, and let him divide his time between bargain sales of marked down neckties in the morning and a two hours' wait at the tailor's, go to a pink tea and a club meeting in the afternoon, with a few calls sandwiched in between, and a dash now and then into his store to change his clothes and scold a clerk for not doing something right, and what would happen? He would go into bankruptcy inside of six months. Yet that is the principle on which the majority of women keep house. We are not so much smarter than men as we think we are and we'll never make a success of housekeeping until we realize it is a business that requires to be understood, just as much as banking or merchandising. The trifling mistress is the reason of the

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

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



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.

THINK IT OVER

How much sliced meat—ham, bacon, dried beef, sausage, etc.—is being sold in your town or neighborhood?

How much are you selling?

Why aren't you selling more?

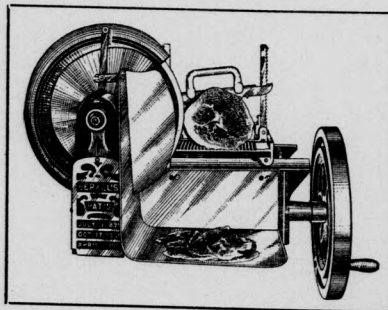
Ever stop to think of that?

The average consumption of sliced meat per family per week the country over is about a pound and a half.

An up-to-date store ought to sell anywhere from 250 to 800 lbs. a week, depending on thickness of population.

Usually this trade is divided among half a dozen or more stores.

Do You Want It All?



The American Slicing Machine

will get it for you.

It will give your customers better-looking, cooking and tasting sliced meat, and make you a better profit on each sale.

Here's what it has done for thousands of merchants:

"I have had the machine in constant use and find that my sliced meat business has more than doubled. In fact, I believe it has increased fully four times as much as it was before I put in this machine. We are unusually well pleased with it. L. C. HEFNER, St. Petersburg, Fla."

We can tell you some interesting things if you'll write us.

American Slicing Machine Co.

725 Cambridge Block, Chicago

trifling maid the country over.' Did you ever hear anything so absurd as thinking a woman needed to know how to do things in order to keep house?

"She was just impossible in clubs and societies. We would never have one of those lovely soulful meetings, where somebody reads a paper about vague aspirations and yearnings after the infinite and things like that, that Mary wouldn't get up and ask, in effect, where were we at? And nobody ever knew. She was just like a dash of cold water, and when she sat down everybody shivered and felt uncomfortable. She never went in for movements and I never saw her name on a subscription list in my life. Actually, when the Rev. Mr. Sainly went to her about contributing to the fund for buying fans for the Eskimos she refused and told him she didn't know whether the Lord was going to hold her responsible for the heathen or not, but she knew he was looking to her to feed and clothe the poor widow and orphans that lived at her back gate. Scandalous, wasn't it? But she had all sorts of queer notions like that.

"One summer I was at Frankfort with her. It is a quiet place, not a bit swell, you know, but comfortable and cheap, where everybody feels called upon to explain why they are there, instead of being at Mackinac Island or Charlevoix. One woman had been ordered perfect rest after the gayety of last season, another had come for the sake of the children, another found that peculiar air just the thing for her nerves, but didn't know but what she would go on to Petoskey a little later on. You know how women fib to one another about such things. Well, they all had their say, and when they finished Mary remarked, as simply as if she didn't know she was throwing a bomb into the camp: 'Well, I came because it was cheap, and the best I could afford.' You could have heard a pin drop, and it took quite a while to get the conversation going naturally again. Oh, but she was queer for certain. She never even pretended to know everybody who was rich and fashionable, and when women would ask her about the Bondclippers or the Croesuses, she would just say right out that she didn't know them; that they were fashionable and rich and she wasn't either. Women used to look at her as if she was a freak just escaped from the side show.

"The time came when Tom Brown made a lot of money and fashionable society would gladly have welcomed her to its fold. And perhaps her queerness came out strongest in her not accepting its gilt-edged invitations. She said Mrs. Soandso was vulgar and Mrs. Somebodyelse stupid and Mrs. Someotherone a bully. Fancy saying such things about people with bank accounts and carriages and opera boxes! It was like flying in the face of Providence and seemed actually sacrilegious when one thought of how other people kow-towed to them to get invited to their parties and balls. Her old friends were good enough for her and she never even made an effort to float herself into society on champagne

or break down the barriers by bombarding them with receptions and dinners. Queer, though, wasn't it, the woman who could and didn't?

"And now she is dead. That was strange, too. Seemed sudden at the last, but we were told that two years ago she went to a great specialist and he told her she had an incurable malady. She never told her husband or her children, or any one. Said there would be time enough for heavy hearts and grief when she was gone; so she went smiling and gay, loving and careful and tender about her daily task as usual, until almost the end, bearing her sorrowful secret alone. Well, we called her queer, but perhaps truth and good sense and loyalty and lack of pretense are not common virtues and we should be better if more of us were like queer Mary Brown," and Mrs. Blank sighed and poured herself out another cup of tea. Dorothy Dix.

He Learned Something.

"Most of us think we know the law pretty well," said the furniture salesman, "but I had a little experience last winter to show me that there are several things in the statute books that I didn't know. I was in a Connecticut town and dropped into a barber shop to get shaved. There was only one barber, and he didn't look as if he knew putty. He turned out to be a pretty good shaver, however, and as I had had a drink just before entering the shop I fell asleep in the chair. I slept for half an hour, and when I awoke he was through with me. The first thing I missed on getting out of the chair was my roll of money; next, my watch; next, my overcoat; next and lastly, my scarf-pin. I went for that barber for all he was worth, but he denied robbing me, and his face wore a smile. Then I got a gait on me, and went to a lawyer's office.

"Can you prove by a credible witness that you had \$90 in cash when you entered the barber shop?" he asked.

"I couldn't.

"Can you prove that your watch was taken in the shop instead of being lost on the street?"

"I couldn't.

"Are you sure that you had your pin on as you opened the door to enter?"

"I wasn't.

"As to your overcoat," continued the lawyer, "have you a bill of sale of it, or was anyone with you when you bought it? In other words, can you swear to the ownership in law of any particular overcoat?"

"I couldn't.

"Then I can do nothing for you," he said, and I went to a second lawyer, to be told the same thing. I had left the shop without paying for my shave, and I was even told that the barber could arrest me for beating him out of 45 cents, and have me fined \$5. I believe I can quote Shakespeare correctly, and distinguish between mahogany and oak, but when it comes down to the law I am not in it. It's too kinky."

Sin always is in sympathy with the saints who are sore.



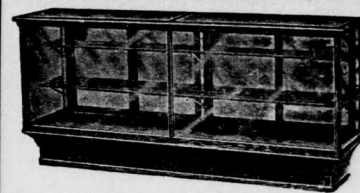
FOOTE & JENKS'

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.



A CASE WITH A CONSCIENCE

is known through our advertising, but sells on its merit.

The same can be said of our DEPENDABLE FIXTURES.

They are all sold under a guarantee that means satisfaction.

GRAND RAPIDS FIXTURES CO.

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

U. S. Horse Radish Company

Saginaw, Mich.

Wholesale Manufacturers of

Pure Horse Radish



If you marry your stenographer

The dictation is liable to shift.

Buy "AS YOU LIKE IT" horse radish,

To give your appetite a lift.

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.

CONSTANT POLITENESS.

Good Way To Attract and Hold Trade.

Written for the Tradesman.

"Mny a mickle makes a muckle" saith the old Scotch saw, and, while this is true of material things, it also is true in regard to the fine little courtesies that are daily extended to those who come to trade—the small kindnesses that are performed by those hired to serve the public.

A clerk may, perhaps, think this way in his heart:

"Oh, what I do or say to patrons cuts small ice as to the aggregate of sales. I guess the annual sum total isn't greatly influenced either one way or the other by just one person's store-doings."

That's no way for a clerk to view his life. Suppose each one goes on the above principle and is careless of consequences of words and deeds. Little things do count, and they count for much in the store's favor or to turn patrons' liking into hatred for it; or, if not so strong a sentiment is engendered, at least into lukewarmness.

A clerk I knew cemented a customer's friendship for the place by the simple little act of running ahead to hold the door open for him. His arms were loaded with packages which were wellnigh impossible of management. After that the person thus accommodated never thought of the store without recalling the kindness, which was forgotten by the clerk as soon as performed. Another person—a woman—was pleased to be shown a little attention by having the clerk who waited on her interested in some fancy work which she was having difficulty in matching with ribbon. The work really was a thing of art, deserving of commendation, and she herself knew its value. Still, it was gratifying to hear it praised by another. That was several years ago. The lady was but a transient customer at the ribbon counter of that store—just as liable to go somewhere else for ribbon as there. Now she always thinks of that girl first (who is such a good clerk she has been retained for years by this particular firm) whenever she wants any goods in her line.

That's the thing for clerks and proprietors to make their utmost endeavor concerning: to get people to think of them first in all their purchases along their special lines. This may be accomplished in one of two ways: by an extensive—a complete—stock or by the cordiality of the clerking clientele. Of course, the more varied and fine the stock and the larger it is the more it is likely to draw trade, but this admirable condition may be greatly hampered by a grouchy set of clerks who haven't the good sense—let alone diplomacy—to see that they are standing seriously in the light of the store, as well as their own. If they are always going to follow the employment of clerking for a living wouldn't you think they would possess acumen enough to teach them that they may stand head and shoulders above clerks in other places if they are pleasant and polite to patrons? It resolves itself into

just thoughtfulness and good intentions carried out.

At the beginning of the preceding paragraph I said: "That's the thing for clerks and proprietors to make their utmost endeavor concerning, etc." I placed the word 'clerks' before "proprietors" for they are the bone and sinew of an establishment. No matter how great efforts the owners may put forth toward the acquirement of success, these may all be counterbalanced by a hateful or even indifferent, a passive, set of clerks. Unless such employees are superseded by others holding right ideas—and ideals—a store is bound to fall far short of the measure of popularity it might attain.

Jennie Alcott.

Satisfaction Guaranteed or Money Cheerfully Refunded.

Written for the Tradesman.

Are you running any advertisement beginning or ending with the above specious-sounding phrase? Are you causing or even allowing your clerks to make the statement over the counter?

If your answer is in the affirmative does the offer mean anything? Or is it but as "sounding brass or a tinkling cymbal?"

If you don't care to live up to the promise held out why, in the name of common honesty, do you continue it? If you make the assertion with the intention of keeping your word, but are a backslider when it comes right down to forking over cash after you once get it in your possession, why don't you "right about face" and rescind your proclamation?

Making this proclamation and then going back on it, all that remains for you to do is to be open and above-board and say that you have changed your mind; let it be understood that you found the arrangement unprofitable and do not wish to continue the practice. Such a declaration would be honorable, whereas to pretend to give money back where it is desired and then not to do so, or to haggle and harry until people are embarrassed or positively angered over your effort to get out of carrying out your agreement, is but a sneaky way of doing business.

There are several stores in Grand Rapids that pretend to refund money whenever goods bought are not desired, but the clerks are so persistent in the endeavor not to return money or to foist other and unwanted goods on the customers that many are the persons that abominate trading at these stores—and all for no other reason. But, at the same time that these are having such a jangle over returned goods, there are others that return money so cheerfully that patrons have nothing to complain of along this line and just on this account, if for no other reason, find it pleasant to trade there.

If you give it out that your store observes the rule at the head of this article then stick to it if it "takes an arm."

Jo Thurber.

Better to die with empty hands and still facing heavenward than to die with both hands filled with earth and your back toward God.

DO YOU HOLD YOUR COFFEE TRADE

Flint's

Teas



and

Coffees

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

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

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

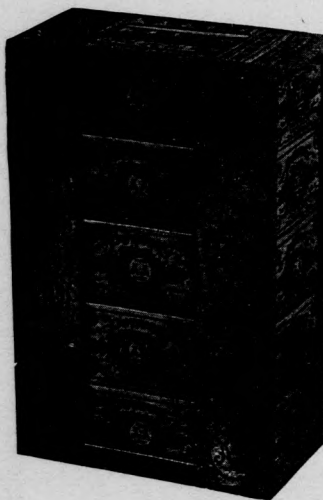
Flint Star Brands

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

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

J. G. FLINT COMPANY

Milwaukee, Wisconsin

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

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.

Easy To Tumble To the Bottom.

You can see them almost any day in the corridors of certain down town hotels poor old men who have seen better days. Not broke exactly, but badly bent, they bravely try to keep up a prosperous appearance.

The history of a half dozen of these fellows would make six volumes of interesting reading. It would be pitiful in places. You would learn of wild dissipation carried to the extreme that only a forceful, determined man can carry it. You would find out how sickness or accident had crippled the earning capacity of many. Others have been unable to land on their feet after disastrous business reverses. But no matter how it came about they are entitled to sympathy now. There probably can be no keener disappointment in life than for a man who is down and out to look back on success and good standing that once were his.

Some of these former successes still look the part. To see one of them sitting comfortably in a chair reading a second-hand newspaper he appears like the average commercial traveler or business man. His early training and taste for neatness still prevail.

A seat alongside two of these poor fellows will reveal some wonderful information. The two men are chatting pleasantly. Soon one of them, looking up at the clock, remarks to his neighbor that he must be going soon. He is due at 10 o'clock. He works from 10 in the morning until 10 at night. He is janitor of a small apartment house. While he has long hours, it is a nice, warm, comfortable job, he explains. You look up expecting to see a ragged, rough looking specimen who got in without being put out. But no, it is a nice looking old man who is talking.

The two men exchange confidences. One of them tells about the time he owned a place on the north shore; about the two fine sons he had, and both dead. You hear fragments about how glad he is his wife died before she ever saw him leading a life like this. For a half hour they talk over their experiences. If you listen you will learn that both of them once were prosperous. Both formerly had a good income, moved in good society, lived well and were regarded as examples of successful men. Now they are glad to have a place to eat, a

place to sleep and a few old clothes to wear.

It is not such a long step, after all, from the steady, responsible, self-respecting man with a good position and good standing in business and socially to the bottom of the ladder. A man in good circumstances perhaps loses the position where he has been steadily employed for years. He has a grocery bill and a few other bills, none of which are large but all of which amount to quite a sum. When he loses his job he has only a few dollars ready money. Times are a little hard and he does not readily find a position in his line.

The few dollars he has dwindle to a few cents. It is put right up to the man to do something. He has borrowed as much money as he is able to from friends. He gets to a place where he no longer has funds to advertise in the daily papers for a position or to wait longer for prospects to materialize. He has to earn a little money to-day so he can live tomorrow. He gets a job driving a wagon or on a street car. His friends hear of it. He loses his self-respect, and soon he doesn't care.

Perhaps he starts drinking to excess to drown his sorrow, and thus weakens his mental power. He doesn't try to get back where he was, or if he does he finds it no easy proposition. He's on an entirely different level now than a few brief months ago. It was a short and easy step down, but a long and difficult step back. It's too hard a struggle to get back, perhaps, and he gives up.

Burton Elliott.

How Men Are Held Back by Their Wives.

That the unmarried man has a great advantage over his married brother when offered a position outside of a large city is a fact plainly evident to any one who comes in contact with the hiring of men for manufacturing concerns which are located in the smaller cities or country towns some miles from a large city.

These concerns in the small towns and cities find it difficult to get men, and especially married men, who will move into the town and stay there. The cause of this scarcity of labor if traced to its foundation will reveal the startling fact that it is not the workman himself who objects to moving to a small place, but the ab-

solute refusal of his wife to move away from the city and her social set.

The man himself nearly always is willing to go to a smaller town when more money and a better chance for advancement are offered him, but his wife proves the stumbling block as soon as she is consulted in the matter.

If he does go against her wishes and leaves her at home usually she raises such a protest that the husband gives up his position and comes back to the city in order to keep peace in the family.

Men who have been getting 30 cents an hour in Chicago time and again have been offered work in smaller towns at wages ranging from 35 to 45 cents an hour and have refused positions not because they personally were unwilling to move, but because their wives refused point blank to entertain the suggestion. Their living expenses had they taken the small town offer would have been far cheaper than they are in the city.

One man proved himself the master of conditions, or, rather, the master of his wife's obstinate views; he went alone. A few months later he returned to the city. He had secured a fine position. Where before he had worked as an ordinary machinist at 30 cents an hour, he was now in charge of the toolroom at \$4.50 a day, and had a bright future before him. His wife had come to her senses and was willing to move.

But that man and a few others are rare exceptions to the general rule. Of course there are some wives of workingmen who, when their husbands are offered good positions out of the city, realize the benefit of making a change, and encourage their husbands in every possible way to make a success of their new venture.

But in a majority of cases the wife of an indigent workingman will not aid her husband by moving away from the large city, but for her own selfish reasons will insist that they remain in the city, where she has her friends, relatives and social interests and he has his daily grind to make both ends meet, with no future and no advancement to spur him to success.

As a result of this inexcusable blindness on the part of the wives of so many workingmen good positions are going to waste in the small cities

and towns or are being filled temporarily by the drifting element.

There are many positions which competent workmen of the city are anxious to fill, but unable to do so because of the adverse position taken by their wives.

These wives not only stand in the way of their husbands' happiness and advancement but, in the end, stand in the way of their own interests as well.

T. C. Hart.

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

Incorporate in Arizona

The General Corporation Laws of ARIZONA are UNEQUALLED 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)

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 TEXAS IDEA.

City Government by a Board of Directors.

An agent went from Milwaukee to Houston, Texas, recently, to look after back taxes on land. The taxes had been assessed against various persons owning indefinite interests, and the thing was in a tangle. The agent wanted to have the property re-assessed against the real owners so that the back taxes could be cleared up.

He was familiar with the customary procedure. First, he expected to present a petition to the City Council setting forth the facts. This, of course, would be referred to a committee. The members would need to be seen individually, then would come the efforts to get them together. Political influences would be brought to bear, a favorable report would be obtained, and finally, after weeks of delay, the adjustment might be secured.

The lawyer whom he consulted was not impressed by the magnitude of the undertaking. He merely remarked that they might as well go over to the Mayor's office and settle it at once.

"Hold on," the agent replied, in surprise. "Before we see anybody oughtn't we to get some influential business men here to go with us, so the adjustment will be made on a fair basis? There's sometimes prejudice against an outside corporation—"

"You don't know what sort of a government we have in Houston," the lawyer interrupted. "Pull doesn't go."

The doubting man from Milwaukee went to the Mayor's office. The lawyer made his explanations, the assessor was called in, figures were produced showing the assessments on adjoining property, and in an hour the intricate matter was practically disposed of. The agreement was then formally ratified by the Council. That ended it. The business was transacted precisely as speedily and as equitably as it could have been done by any well-managed corporation.

And, indeed, it was a corporation that transacted it—the Corporation of Houston, managed by a board consisting of a chairman and four directors, mayor and aldermen, Houston calls them. In Galveston, the city that first tried the experiment, they are called frankly a mayor-president and commissioners. The old name of

alderman is retained in Houston apparently out of deference to the past.

These two towns are trying to work out a solution of the problem of municipal government along lines that are practically new in America. Having found the old form of government by municipal legislature a failure, they have not sought to abolish the Council or even primarily to reform it. They have merely reduced it to such a size that its members may be held accountable, and then have given them the power essential to efficiency. In Galveston the emergency from the great hurricane of 1900 supplied the motive for the revolution. There was no such emergency in Houston. But the Galveston system worked so efficiently that the sister city went to the Legislature two years ago for a charter to enable it to repeat the Galveston experiment.

It is quite conceivable, of course, that the crisis in storm-swept Galveston might have resulted in putting capable men in office who would have accomplished as much under the old form of government as has been accomplished under the new. But in Houston results quite comparable to those in Galveston have followed the adoption of the centralized scheme. In Houston, as has been said, no great crisis called men to serve their city. The fact is that the more one examines the way municipal business is conducted in Houston, the more apparent it becomes that the city is proving the truth of Lord Salisbury's remark that three men around a table can settle any question—in this case even the question of municipal efficiency.

The men in office now, with one exception, were seasoned politicians. They had held office before, without making any great mark. Mr. H. B. Rice, the Mayor, had served in the same capacity in the old regime. Mr. J. Z. Gaston, in charge of finance, and Mr. J. A. Thompson, at the head of the departments of sewerage, water and health, were both members of the old Board of Aldermen when the new charter became effective. Mr. J. B. Marmion, in charge of the street and bridge department, had been City Recorder. Only Mr. James Appleby, head of the police and fire departments, was not known in politics, and his fire chief is an ex-Alderman and ward politician, while his chief

of police held that position under the old administration.

The increased efficiency to-day may be traced directly to the simplicity and centralization of the new plan of government, in which the Mayor and four Aldermen elected at large are left practically untrammelled to work out the city's salvation.

Take such a small matter as the prescriptions given by the city to the poor. Sometimes they had cost several hundred dollars a month. Rarely had they been less than \$75. The Alderman in charge of the health department under the new system appointed a druggist as the clerk of his department and bought \$100 worth of drugs. Since then the city has filled its own prescriptions at a cost of five cents each. The assistant health officer fitted up a surgical room where many patients are treated who formerly were sent to a hospital. The saving from these two economies amounts to from \$100 to \$150 a month.

This is not a large item, to be sure, although it amounts to something in a city of the size of Houston. The significant thing is that a competent city official was able to institute these economies without tedious delays and without the necessity of making concessions to "pull." Under the old system matters of this character would have been discussed at great length in the City Council—and Houston was fortunate in having a single house instead of two—aldermen would have been hauled about by druggists looking for city patronage, and very likely nothing would have been done.

Consider another instance: Several years ago the city erected a crematory, at an expense of \$12,000, to dispose of its garbage and rubbish. The plant required a good deal of fuel and the services of three or four men. It frequently got out of order, and eventually was abandoned, although a watchman was retained, at an expense of sixty dollars a month, to look after it. The head of the health department under the new administration was not compelled to wait months for aldermanic committees to work out a remedial plan. There was a sewage pumping plant in the middle of the city. For \$7.50 he rigged up a simple device for burning garbage adjacent to this plant. He connected the furnace with the stack of a pumping plant, thus securing sufficient draft to burn the garbage without additional

'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, 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.

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

We are Headquarters for

Base Ball Supplies
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See our line before placing your order.

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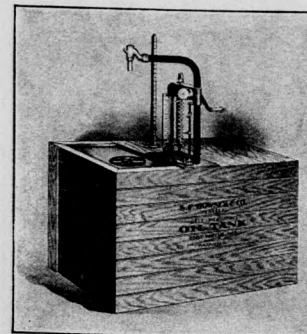
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Cut No. 19
One of Many Styles

fuel. The men at the pumping station were able to do the extra work necessary, so the bill for fuel and running expenses was practically eliminated. Observe, again, that this saving was accomplished in the manner of any well-conducted big business enterprise, and not after the fashion of city governments.

Observe, further, that "well conducted" is not a superfluous qualification. The city has had the opportunity to make a direct comparison of its efficiency with that of a corporation in handling its water plant. Under a former administration the city defeated by a vote of three to one a proposal that it own and operate its water works. Confident of the business possibilities of the new charter, it reversed itself by a vote of four to one last year, and took charge of the plant in October. The old company's service had not been satisfactory. Since it was cheaper to pump from the bayou than from the artesian wells that were supposed to furnish the supply, a considerable percentage of bayou water was mixed with the pure water from the wells. Moreover, the fire pressure was often inadequate.

The city at once cut off the bayou water, and began the installation of duplicate machinery. The average water pressure was increased about nine pounds, and adequate fire pressure was obtained. While wages of employees were increased slightly—about \$3,600 a year—the salaries of the company's officials were dispensed with to the amount of \$9,000 annually. The city is burning less coal than the old company, and the total expense of operating the more efficient plant is about \$400 a month less than it was under private management.

Such specific instances as these are more significant, perhaps, than the dry facts that under the new charter the city, in less than two years, has reduced taxation from \$2 on the hundred to \$1.80, and that it has canceled the floating debt of nearly \$300,000, while it has paid off nearly \$200,000 more of indebtedness in the form of street-paving certificates, debts to the old water company, and the like.

Galveston has had a similar experience. In the last five years of commission government it has decreased its running expenses a third, has cleaned its streets, done much paving, put in sewers, improved its water plant, and become a well-ordered, prosperous town.

These like results in both cities are to be traced, as has been pointed out, to the abolition of the checks and balances which American municipalities copied from the Federal Government, which in turn had inherited them from parliamentary England, and to the centralization of authority and responsibility.

Formerly Houston was divided into six wards and there were two aldermen from each ward. There was a multiplicity of other elective officers—half a dozen or more—besides the Aldermen. It was impossible to hold so many accountable for the conduct of their offices. Now the ward lines are abolished the four Aldermen are elected at large, and the other city

officers are appointed by the Mayor and may be removed by him at will—except the Comptroller, who is elected by the Council and to that body alone is responsible. If things go wrong, it is easy to fix the blame on the Mayor or one of his four assistants.

"If we should grow careless," a Houston man said, "and allow incompetent or dishonest men to be elected to the Council, we would at least have this advantage—it's easier to watch five thieves than fifteen."

But the thieves aren't likely to be elected. The new charter makes office-holding attractive to the competent man. By removing hampering restrictions that usually surround city officials, it enables him to get results. This is the direct testimony of such men as Mr. I. H. Kempner, President of the Texas Bank and Trust Company of Galveston, who is serving his city as Commissioner of Finance and Revenue. It is common sense, too.

This freedom from restriction is carried so far that the Houston charter, for instance, is more remarkable for the things it omits than for those it contains.

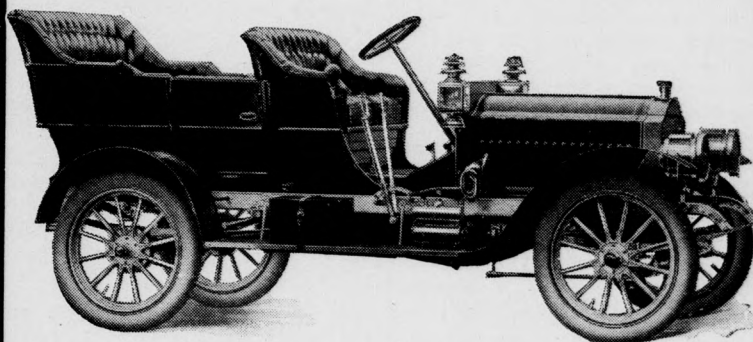
You may know that the Mayor supervises the city engineering and legal departments; that one alderman is in charge of finance, another of public health, another of streets, and a fourth of police and fire service. But you will find none of this information in the charter. It merely says that "the administration of the business affairs of Houston shall be conducted by a mayor and four aldermen," and that the aldermen shall perform "such administrative duties as may be allotted by the mayor."

In practice this plan has worked out on a business basis. The mayor assigns the aldermen to their departments at the beginning of his administration. In the conduct of the city affairs mayor and aldermen get together, talk things over, agree upon what should be done and then ratify their agreements in formal and brief Council meetings. Theoretically the Council is always in session. Here is practically the British Cabinet system, in which executive and legislative authority are combined. Readers of Bagehot who recall his comment on the effect of the responsibility of Cabinet ministers in sobering their speeches and reducing promises to a basis of performance will be interested to note that an analogous result is produced under the centralized form of city government. The Council can not afford to indulge in the customary buncombe.

This is admirably illustrated in the experience of Houston, where the city engineer says that the cost of running his office is about half as much as under the old order, for this reason: Under the old regime every alderman in order to make a showing for his own constituents, would get through the Council ordinances requiring the engineering department to prepare plans and specifications for vast amounts of work, with no expectation that the work would ever be actually performed. In one year his office prepared plans and specifications for more than three million dollars' worth of street improvements, when only \$250,000 worth was

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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.

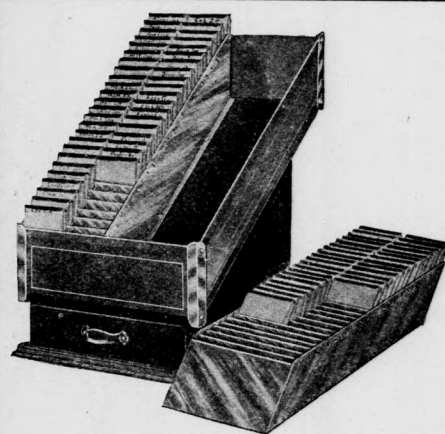
The car above shown has engine in front under hood, shaft drive, selective type of sliding gear transmission, three speeds forward and one reverse, 104 inch wheel base, 24 H. P.—a large, roomy, comfortable, quiet, powerful car for only \$1,750. Ask for catalogue. Come in and see it.

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The Practical Credit System



A view of our No. 100 Keith System with one tray removed

**Merchants
We Can
Save You
Money**

**If we
Can Prove
This Statement
You are at
Once
Interested**

Have you ever lost a customer through an argument over a DISPUTED ACCOUNT—if so, how many?

How many purchases have you accidentally forgotten to charge yourself and afterwards discovered? Multiply this by two (2) for the undiscovered FORGOTTEN CHARGES of your own and then multiply that sum by the number of your clerks and you have an approximate idea of the losses occurring in this way.

How many accounts have you actually lost?

How many accounts have you lost in BAD BILLS due to OVERTRADING?

Have you ever lost any of your accounts through fire?

How much time have you spent outside of business hours laboring over your books, which if spent in soliciting trade would have undoubtedly increased your business?

Our KEITH SYSTEM is constructed so as to obviate any possibility of DISPUTED OR MIXED ACCOUNTS, LOST OR FORGOTTEN CHARGES, and above all it is ABSOLUTELY FIRE PROOF.

Write us at once and we will send you our catalog showing how our system operates, why it is adapted for your business, and why it is the only thoroughly practical credit system on the market.

THE SIMPLE ACCOUNT SALEBOOK CO.

1062-1088 Court St.

Fremont, Ohio, U. S. A.

actually done. So a needlessly large force of draughtsmen was required, and occasionally contracts were let on specifications perfunctorily prepared without expectation that they would be used, and the city's interests suffered. Now there is no temptation to play to the galleries. The city's Board of Directors knows how much work can be done. It has no object in calling for plans for more. It is responsible, not to the wards, but to the city as a whole.

This desire on the part of aldermen to make a showing for their home wards is a familiar and sinister phenomenon in American cities. As a rule, the ward alderman is much more interested in "getting things" for his constituents—street paving, lights, patronage, and what not—than he is in doing things for the city at large. So, too, he is apt to be unduly influenced by the aggressive "wide open" element in his ward, which by clever manipulation is often able to exercise a power out of all proportion to its real strength.

Galveston got rid of ward aldermen in 1895, and elected its aldermen at large. This brought better results. But it was only after the commission form had gone into effect, and responsibility had been definitely and publicly located, that the worst dives were closed and the saloons and the disreputable element were brought under the control of the law.

In Houston gambling houses were allowed to operate almost unmolested until the new system of government was introduced. Now these places have been practically suppressed. Formerly the saloons were open all day Sunday. Now they are open only after 1 o'clock in the afternoon. Although the Council has been criticised for failure to enforce the State law to the letter, many well-informed persons feel that it has gone as far as public sentiment sanctions.

That it commands the support of the public is indicated by the fact that more than a thousand persons recently petitioned the Mayor and the four Aldermen to become candidates for re-election. This is nearly a quarter of the voting population, for Houston, incidentally, disfranchises what it considers the irresponsible voter by requiring a receipt for a poll of \$2.50 as a condition for casting the ballot. And only about 4,500 of a voting population of perhaps 12,000 go to the polls on election day.

With the experience of the average American municipality in mind, it might possibly be taken for granted that the majority of persons would agree that the centralization plan would generally result in increased efficiency, but that one insurmountable objection would occur to them. That's all very well, they would say, but what about franchise grabs? Our present system, with its interminable debates and committee references, is cumbersome enough in the transaction of ordinary business; but at least it prevents—or makes less easy—the theft of valuable rights by public service corporations.

Houston, too, realized this difficulty, and this is the way it met it. The charter provides, in the first place, for the publication once a week for

three consecutive weeks of the franchise ordinance. The publication is at the expense of the applicant. In the second place it provides that the ordinance can not become effective until thirty days after it shall have been signed by the Mayor. Lastly, on the petition of five hundred voters the Council is required to call a special election at which the franchise must be submitted to a popular vote. A majority vote is necessary to confirm the Council's grant.

In this way the rights of the city are as carefully safeguarded as they possibly could be even in municipalities where franchise ordinances are threshed over in two houses of the Council before they go to the Mayor. The city of St. Louis, it may be recalled, has a bicameral Council—under a requirement of the Missouri constitution which thus sought to save the cities from themselves—and yet so remote was the city government from the people, so divided the responsibility, that both houses were regularly bought and sold until an alert and upright prosecutor, Joseph W. Folk, began sending the boodlers to the penitentiary.

Galveston and Houston do not insist that they have devised a perfect scheme of government, or one that could be advantageously adopted by other cities without modification. Indeed, there are striking, although minor, divergences between the charters of the two cities. Thus the Mayor-President and Commissioners of Galveston are paid small salaries (the Mayor-President \$2,000 and the Commissioners \$1,200 each), and they are

not expected to give their entire time to the work. Their functions are like those of directors in a private corporation. They meet at night, discuss the city's affairs, and agree on a policy. The appointive heads of departments are held responsible for results. In Houston, on the other hand, the officials are paid larger salaries (the Mayor \$4,000 and the Aldermen \$2,400 each), and the charter requires them to give all their time to the work. It has been urged that the men whom the city needs for Aldermen can not give up their entire time to the work for the salary offered, and that the Galveston plan in this respect is better for a city of, say, less than one hundred thousand inhabitants.

Again, it has been suggested that it would be better that the city elect five Aldermen, instead of four, and that the Aldermen elect the Mayor. A popular man with small business ability might be elected Mayor, as often happens in American cities. Whereas it is felt that the responsible Board of Managers of the city would be more apt to select its most capable member as its executive head. These, of course, are minor details which must be worked out in the light of fuller experience.

Meanwhile it is interesting to observe that the movement toward centralization is being widely discussed; that the officials of Galveston have been fairly swamped with letters of enquiry; that San Antonio and Fort Worth are considering the advisability of following the example of the two largest Texas cities, and that

the officials of Topeka and of Kansas City, Kansas, have applied to the Kansas Legislature for permission to submit the commission form of government to a popular vote.—H. J. Haskell in Outlook.

Personal Taste.

"One of the most difficult things that I know of in buying a stock of goods," said a retail man recently, "is to get away from my personal taste in selecting them, and I doubt not that the same thing is true of nine out of ten retail men."

"Now, there are a great many of us who, in looking over a line of samples, will turn down other goods because they do not strike our fancy, yet in doing this we lose sight entirely of the fact that we are not buying goods for ourselves, but for a public with most diverse tastes."

"The thing that we think is about the swellest that is shown to us may stick on our shelves because no one agrees with our idea, while on the other hand there may be goods that we put in not because we liked them but because we were argued into taking them, that keep us sizing up all the time."

"I do not advance the proposition that a man should not consult his own taste at all, or have an opinion of the goods he handles, for a man's conviction that a certain shoe is a good one will materially aid the sale of that shoe, as any traveling man will tell you, but I do urge that one should not permit himself to be governed by his own tastes in selecting more than a portion of his line."



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

JOIN THE KAR-A-VAN CROWD

Sell **KAR-A-VAN** Coffee

A complete line under one Brand, Six Grades

THAT RICH CREAMY KIND

Retailing at 20c to 40c per pound

The Gasser Coffee Company

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

DETROIT BRANCH, 48 Jefferson Ave.

CINCINNATI BRANCH, 11 East 3rd St.

CLEVELAND BRANCH, 425 Woodland Rd., S. E.

The Need of Discipline in Daily Life.

In these days when it is discussed so frequently that the small boy suffers from a lack of discipline at home and in school, it is accepted in the business world that discipline more than ever is a necessity.

This growing necessity of discipline comes of the complications and complexities of the modern large business. That individual proprietor who once stood for office discipline and office reward for it is far removed from the scene of his actual business activities. His general manager represents him in large. The general manager's superintendents accept detail in blocks. Foremen still further subdivide responsibilities, and so on down to the individual employee himself, charged with the observance of individual discipline, the lines radiate and discipline in general ramifies into first necessities.

With discipline so much in essential demand in modern business, it might well be asked, What is discipline?

Under the old regime of discipline in the household that parent who ruled with an iron hand, that teacher noted for his ability to whip the largest and most pugnacious of pupils in the school, that individual employer whose coming into his office or his factory brought with his presence that hush which falls upon the chicken yard when the hawk hovers over it—that was discipline! Those were disciplinarians.

To-day in thousands of business organizations this form of discipline and these types of disciplinarians are in evidence to the most casual caller on the briefest business errand. In these places a little study of the situation shows that this discipline has not even the saving merit of militarism; the lowest private in the ranks may salute his commanding general, confident that the salute will be recognized. In thousands of places of business for an employe to salute his chief might suggest to him a discharge from his position as a penalty!

That such a situation is inimical to the best that is in an organization can not be disputed. If there is one organization where the minutiae of discipline must be observed it is in the military arm of government. Yet we find in this discipline a discipline recognizing the duty of the officer to the man no less than the duty of the man to the officer. In business too often there are two codes for the organization in both business and personal relations everywhere.

It must remain undisputed that the most admirable discipline in commercial and industrial life is that of the unwritten code. That employe who may be depended upon to need the least possible restrictions in his conduct at once is in the position of having freest opportunity for rendering the best service that is in him and with the least espionage of his superiors. In making the strict application of a written discipline needless, too, the employe takes much of the wear and tear of detail from the shoulders of his superiors.

To the extent that fear is aroused in the disciplinary routine of any organization, the efficiency of that organization is impaired for business. If the employe, under strain of it, is only nervous because of its existence, his ability is badly handicapped. He can not be as accurate and efficient in the most mechanical of his duties, to say nothing of his possible use of his best judgment.

Much of the show of this strict discipline in many organizations has its rise in some one's vanity. Some one must "pose," and to pose, as he feels, effectively, discipline must be called into service for show purposes. How cheap a recourse this is need not be canvassed here; babes may see through the posing.

Only the other day it was brought to my attention how a great retail house, showing through all its departments the effect of cowering discipline, lost a valuable customer in undisciplined discipline.

This customer was a woman of refinement. She was talking with a young saleswoman at the counter when an official of the house came up with anger in his face and manner, and, disregarding the customer, began a loud tirade concerning some possible shortcoming in the saleswoman. The result was a scene, especially as the employe flushed and resented the criticism. The attention of a dozen customers on the floor was attracted. However much disciplining might have been necessary in the case of the saleswoman, the undisciplined disciplinarian had made a dozen champions for the young woman, while in the midst of the scene the customer most concerned had disappeared, never to enter that particular house again.

Discipline is necessary in business. But that discipline in an organiza-

tion which does not carry with it the spirit of noblesse oblige is dangerous.
John A. Howland.

Strength Comes by Fasting.

Fast and be a Samson. G. Low, an English physiculturist, has been able to raise a million pounds—100 pounds a thousand times—in less than thirty-five minutes. Less than one meal a day is Low's habit when in training. Besides being wonderfully endowed by nature with muscle and nerve force, Low trains with walking and deep breathing combined with light gymnasium work and keeps out of doors as much as possible. During the two months he was in special training for the million pound lift he lived on one meal a day for the first five weeks. The meal consisted of three eggs, half a loaf of whole wheat bread, fresh fruit, cereals and nuts, with one glass of milk taken afterwards. As an experiment he ate meat twice in this period, but found it detrimental and ceased using it. The last three weeks he ate but four meals a week, made up of the same menu as before. The feat was accomplished as a scientific test before more than fifty experts, including physicians, food specialists, university professors, teachers of physical culture, and well known athletes. Low lost in actual weight 5¾ pounds during the half hour he was performing. Immediately after the 800,000 pound mark had been reached his pulse registered only 85, an increase of 13 beats, showing a wonderful condition of heart and circulation. His respiration had increased only in volume and not in velocity. A further evidence of his superb condition was seen when he increased the speed as the lift progressed.

Living in itself is the great lesson in making a life.

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Firm in the State

**Steam and Water Heating
Iron Pipe
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The Weatherly Co.
18 Pearl St. Grand Rapids, Mich.

The National Cream Separator

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

**Hastings Industrial
Company**
General Sales Agents
Chicago, Ill.

You have had calls for HAND SAPOLIO

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

**HAND SAPOLIO is a special toilet soap—superior to any other in countless ways—delicate enough for the baby's skin, and capable of removing any stain.
Costs the dealer the same as regular SAPOLIO, but should be sold at 10 cents per cake**

THE WAY OF THE WORLD.

Working Along the Line of Least Resistance.

Written for the Tradesman.

"There she comes," said the druggist. "Decidedly the most objectionable customer in the county."

"What form does her ugliness take?" asked the new clerk.

"She's a kicker, and she is a kiddy, and she never wants to pay the going price for anything."

"She's bringing back something," said the clerk. "What did she buy last?"

"Antifat, I think."

"She looks the part."

And indeed the old lady who entered and plunked herself down on a round-top stool at the soda fountain did look the part. She was about 50, short, stout and ungainly in shape. Although it was not a warm day she was wielding a fan vigorously in front of her broad and lobstered face.

"Yes, she's bringing something back," said the druggist. "You go and wait on her. She gives me a pain. Take whatever she offers, return her money and get rid of her in the easiest way. Oh, but she's a fright to do business with."

"Why not sell her something else?" asked the clerk.

"She's in one of her tantrums," was the reply. "You couldn't sell her a thing to-day—not at half price. Get rid of her."

"I'll gamble you a supper at the Pantlind," said the clerk, "that I sell her something and send her away good natured."

"You're on," was the reply. "And if you do I'll raise your salary."

"It is about time," said the new clerk. "Now for it. Here, you come out from there," he added as the druggist stepped behind a frosted glass screen. "I can't do a thing with you piping me off."

"Get busy," snorted the druggist; "she's waiting."

And so the clerk went forward and faced the fat lady over the counter. She was ready for him. A handbag was on the marble slab and she was fishing out a bottle wrapped in thick brown paper.

"What is it, lady?" the clerk asked.

"You're a new one on me," said the woman. "I never saw you here before."

"Just got here from New York," said the clerk. "Had to get out of the big city for my health. Nice city this, isn't it? Handsome women and friendly men. Haven't seen a homely face since I struck town. Do you live here?"

"Of course," replied the woman shortly. "Do you think I came to this drug store in a Pullman sleeper?"

"Pardon me," said the clerk, "but when you came in I said to the boss, 'There's a lady I used to wait on in New York, at the swell store on Fifth avenue.' You remind me of one of my best customers in New York. Say, but she was a swell lady! Bought no end of fancy stuff. Money? She had it to throw at the sparrows."

The fat woman straightened her shoulders and tried to look dignified, but it was easy to see that the clerk's

talk had struck home. Every pudgy lady likes to think that she looks swell, even if she isn't handsome.

"You're loaded with hot air," she finally said, with a smile. "I went to school at an Eastern college, but I never was in New York."

"You've got the Eastern look, anyway," said the clerk. "What can I do for you to-day?"

The customer shoved the bottle wrapped in the coarse paper back into the handbag. The threatened storm had vanished from her beefy face. Back of the screen the druggist was all doubled up in a chair.

"Why," said the woman, "I bought some tonic here not long ago, and it seems to have the opposite effect. You see, I'm afraid I'm getting a little stout, and I wanted to get something to sort of harden the flesh, you know. I can't bear to see fat people waddling about."

"What did you buy?"

"Beauty and Grace," I think they call it. Anyway, it was no good. The more I took the heavier I got. I thought I'd see if the druggist didn't give me the wrong bottle. He's a careless fellow. Came near killing Samantha Beer's baby not long ago. Is he here to-day?"

"No," said the clerk. "He's gone fishing."

This was for the benefit of the druggist, who would now have to remain behind the screen until the lady took her departure. The merchant, however, did not seem to be anxious to get out, even to defend his reputation. The clerk gave him another:

"Oh, the boss does very well for a Western town, but he wouldn't hold a job as porter in New York. Why, these merchants out West don't seem to know a good customer when they see one. I presume he did sell you the wrong medicine. Have you the bottle with you?"

The lady unrolled the brown paper and took out a bottle which seemed about a quarter full of some dark liquid. The clerk held it up to the light and shook it.

"This is a coarse preparation for very fat people," he said. "I can't see what the boss meant by selling it to you. You certainly don't need it. How did it affect you?"

"The more I took the stouter I got," was the reply. "Then I began giving it to Peter, and he got as fat as butter. Peter is a pig with a curly tail. We're raising him by hand."

A quiet chuckle came from behind the screen, and the clerk was wondering how he could give the boss a slam that would keep him still until the lady left. He thought he'd have to do something rash if he kept a sober face.

"Made the pig fat, did it? Did Peter say anything about the merits of the remedy? The people who make this stuff might get a testimonial from him. I guess it would be about the only one they could get."

"It made him awful fat," said the woman, who had mapped out a course of conversation on her way to town and was determined to get it off her mind, even if she did like the new clerk. "I had made up my mind that if it could be bought by the barrel I would invest and put it on the menu

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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
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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.

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A GOOD INVESTMENT

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

E. B. FISHER, Secretary.

Everything Is Up
Excepting

Mother's Oats

Same good quality

Same old price, but an additional profit for the grocer

Why?

Because of our Profit Sharing Plan
which applies to

MOTHER'S Oats Twos
Oats, Family Size
Cornmeal

Encourage economy by pushing these brands
and make MORE PROFIT

The Great Western Cereal Co.
Chicago

in the barnyard. We've been having trouble getting our hawks fat enough for the market. It is a shame the way I took on flesh while I was using the stuff."

"In the first place," said the clerk, "you don't need anything in the anti-fat line. If you were an old lady, or even middle-aged, it might answer to be a little careful in your diet, but young women always plump up a little. The chances are that you'll get slender as you grow old."

"Why, I didn't for a moment think I was buying anti-fat."

"Of course not," said the clerk, "and the boss shouldn't have sold it to you. I'd have lost my job in New York if I'd done a thing like that. If you really want something to assist in the development of the lines of the figure and produce that slender effect seen in all young girls, we have it in stock, but it is not warranted to remove flesh. It hardens the muscles of the—pardon me—abdomen and gives that upright appearance you see in the large cities. I have something back here which I brought from New York. It comes high there, and, of course, I can't get New York prices for it here. It is used by the society ladies. You know how they hold their age. It turns flesh into sinew when there is too much of it, and clears the complexion. I guess I've contracted for all I brought with me, but I can order some more. Some of the ladies there wrote on to their friends here, I guess."

"How much does it cost a bottle?" asked the customer, anxiously.

"Well, I get \$10 for it in New York, but I'll let you have a bottle for \$7 when it comes. That will be the same as allowing you for the stuff the boss worked off on you. But when you come in after it don't ask the boss. He don't know much about such stuff. The idea of his selling you anti-fat! Of course you are plump, all right, just as a girl should be, but you ought not to lose an ounce of flesh if you want to retain your good looks."

"I wish you had some of that stuff here now," said the woman. "I'd like to try it. I've always had an idea that them New York women had some secret remedy that kept them so girlish and slender. I'd give you \$7 for a bottle right now."

"I'm sorry," said the clerk, speaking loudly in order to drown a snicker coming from behind the screen, "but I think it is all spoken for. Wait, though! Mrs. Cashier has gone out of town, hasn't she? I know she has. I'll let you have her bottle and replace it before she returns. There it is. Now, when you come in here again kindly ask for me. Good day!"

The woman seemed in a hurry to get out of the store with her precious purchase, and by the time the druggist got to the clerk she was around the corner.

"What did you sell her?" asked the boss, choking with laughter.

"Colored water. Say, I get that raise and that dinner? Flies—molasses—vinegar. Line of least resistance. You know the rest! But I won't do it again, honest! She was too easy."

Alfred B. Tozer.

Always Has New Plan For Making Money.

There is a man—a friend of mine—who always has lived by his wits. This does not mean that he never has worked. He does work and his work is of a nerve racking kind. He always is at work. There never is a minute of the day that he has not in view a scheme for the converting of some plan deeply imbedded in his inner consciousness into money.

This man has been wealthy several times. He likewise has been poor several times. He never has been destitute, and I doubt if he would feel it deeply if he were, for his fund of thought is an asset he is able to convert into money in more or less liberal quantities upon short notice.

He left home when he was a stripling. He journeyed from Chicago to a city in the upper peninsula of Michigan. He had little money with him and soon after arriving there found he must do something or send home for money.

He was unable to perform hard manual labor, and so cast about for something to do. Finally he asked a wholesale hardware merchant for a job. The man looked him over, and, being favorably struck with his appearance, asked him if he were a good writer. He said he was a fair penman. "Can you keep books?" he was asked.

He knew nothing of books, but he wanted the chance. He informed the proprietor he could. He was told to report the next day, and was introduced to a number of the employees of the establishment. When the proprietor was gone he returned to the head book-keeper and frankly told him he knew about as much of books as he did of the great masters, but that he was willing to work and absolutely had to have the job.

The book-keeper sized him up, and said: "Young man, I like your nerve. You ought to get along, and I'll help you."

He did help him, too, and, unknown to the proprietor of the establishment, he learned the rudiments of the business. When the head book-keeper went on a vacation some months after, he was left in charge of the entire work, and staid with the firm two years. He made good all along the line, and only resigned to accept a better position.

He was restless, however, and finally entered the real estate business for himself. Five years saw him worth \$50,000. But he was a plunger, and overinvestment made him poor.

Finally, he landed in a California city with little more than the clothes on his back. He was stopping at a private home with friends, and had his weather eye out for opportunities, not having a steady position at the time.

There was adjoining his stopping place a vacant dwelling of no mean proportions. He noticed several times a man who came to inspect the house and one day he approached him. The man proved to be the owner of the residence, who was disposed to sell it. He obtained a price and carefully examined the entire

place, asking questions which familiarized him with the holdings.

Three days later he met a man seeking a home. He remembered noticing the owner of the place hide the key in a niche in the porch and getting it he showed the prospective purchaser through the house. He made him a price in advance of the one he had been given, representing himself as the agent, and in a week had closed the deal. His commission amounted to \$250 and was but the result of quickly taking advantage of an opportunity which had presented itself and which would have been passed by by but one man in ten thousand.

When he is in the mood for talking he can tell a hundred occurrences where nerve and a moment's quick thought netted excellent returns, and, too, he has had many dreams which have failed to come true. To-day he is in comfortable circumstances, and every dollar he possesses he has made by vigorously grasping some opportunity, however shadowy it might appear to the casual observer.

Lester B. Colby.

Unjust To Tommy.

"Tommy, you come right in the house this minute! Haven't I told you not to play with that Gilliford boy?"

"I'm not playin' with him, maw. I'm lickin' the tar out o' him!"

Marrying for money doesn't require as much courage as marrying without money.

CHILD, HULSWIT & CO.

INCORPORATED.

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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

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Standard Oil Co.

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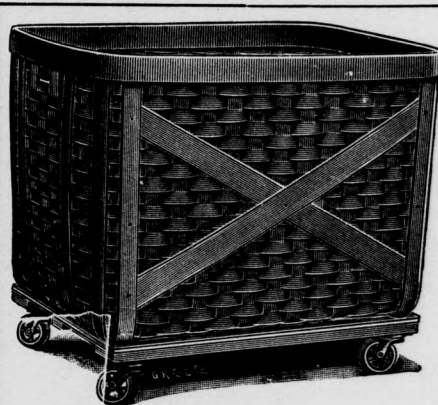
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Reasonable Prices.

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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.

BANE OF THE BUSINESS.

Experience of a Milliner in Undoing Work.

Written for the Tradesman.

I think there never was anything quite so funny in women's headwear as the objects they call hats this spring.

A girl said to me yesterday:

"I have a fine Panama. I wore it last summer and at the end of the season it was cleaned and carefully laid away, so that it is in first-class condition. The crown is up-to-date in appearance, but the somewhat wide brim rolls the wrong way, everything now being so mushy. Tell you what I've a mind to do: cut off the brim and turn it up-side-down and then it'll be just in style."

And that is precisely what a certain resourceful milliner did to the hat of another girl I am acquainted with: she cut off the brim, sewed it back to the crown up-side-down and 'twas a case of "There you are, there you are!"

Think how ridiculous it would be for a man to have a hat treated in such manner!

The millinery that is worn far out over the back of the head, with the front brim very narrow and setting close to the hair, is about the queerest of any of the vernal shapes, looking for all the world as if a woman had an inverted milk pan on her head and had run against a telegraph pole. But then, it's different, and that's the main thing.

One odd hat I saw in a Monroe street window was, as usual, on the toadstool order. The straw was leg-horn and was pressed into a wide band above the brim. On this band were two rows of shaded red cherries, one row at the top and the other at the bottom of the band. Between these brilliant lines of color were the leaves of the fruit set up and down and near together, their edges just lapping. Black velvet ribbon, made into a tailored bow at the back, completed this stylish creation. The bright cherries were much more effective than dull ones would have been.

Another street hat that was very striking was composed of a cream-white pyroxyline braid, made on the turban order. The lower edges were not fluted at the front or sides; the fulness of the plaque being all drawn to the back, where it was caught in graceful folds. A big bunch of Alice blue undressed ostrich feathers at the left side, finished with a handsome ornament at the quill ends, was all the decoration the hat could boast, except a band of black velvet ribbon barely visible underneath the edge of the braid and a cascade of inch-wide black velvet ribbon far down the back, the ends coming almost to the waist line.

I had occasion to tarry in a millinery "parlor" lately, when two chatterboxes came to spend the evening in planning for their summer's hat campaign. Each of the duo was going to have four "new" hats made out of her old material, brightened up with needed additions from the milliner's stock. I had a wait on my hands of an hour and a half at least

and so gave myself up to the amusement of the gabble of the "sweet things."

"We're here, Miss Blank!" one of them announced, as they bounded into the tiny "parlor" and filled it with their frivolous presence—just as if they weren't aware of how cluttered up the little place immediately became.

"Yes, we're here," repeated the other, and the evening's festivities began.

They dropped their cloaks on the backs of the chairs where they sat, the long ends dragging on the floor at their sides. Their winter headgear also found a resting-place on the floor, in the corner where they tossed it.

I could see by the tired shade in the milliner's tone that she was "in for it" for the remainder of the evening. But she skillfully concealed her need of rest, and anyway the chatterboxes were so absorbed in their own immediate affairs that they didn't notice it.

"Yes, we're here," repeated Number 1.

"So I see," laughed the little milliner; and then she had to haul out every blessed hat from her display window and try them all on those two silly little heads.

The girls had each brought a bandbox of stuff. Number 2 switched out one of the prettiest hats I ever saw. She wasn't a bit careful, however, in handling it, twirling it this way and that on her finger and several times almost dropping it on the floor. Tilting it on her head at several different angles, as she sat down in front of the large wall mirror, she picked up the handglass and looked at herself critically from all points of view.

I thought:

"What a beautiful hat and how very becoming to the piquant face beneath it!"

But the girl seemed dissatisfied with it.

"I don't like my hat, Miss Blank," she said discontentedly.

"What's the trouble with it?" pleasantly asked the one who had made it.

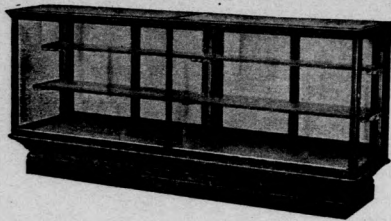
"Well, it doesn't suit me; I want a crown—I want a crown."

That's what we all want when we die, but the girl wanted hers right here and now!

The hat, it transpired, had been made to match a suit. The thing was all done in lovely shades of blue—what is called a "real pretty blue." She had taken the white lace top and the soft wide white taffeta ribbon and two handsome white ostrich feathers ("three-quarter length"), that had composed a last summer's hat and had had them all dyed blue. The woman who did this work is a master hand at fixing over such materials; they were renovated so nicely you would never have suspected that the girl's blue hat wasn't of all-new goods.

"Yes, I'm going to have you make this over into a hat with a crown," and she removed, disgustedly, the coquettish hat that suited her to a T, while the milliner fetched several wire "birdcages" and straw hats that had the desired crown.

The girl sized them all up and fin-



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5 Cent Cigar

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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.

ally selected one that she thought "would do."

After the milliner turned it around several times on the girl's head, "to find the front," the young lady thought she "liked it all right."

"This shape she's just picked out for her blue hat," remarked the milliner, when the girls had taken their departure, "can't begin to compare in style with the one she's throwing away; but then she has got it into her noddle that she wants a crown, and crown it will have to be. I hate awfully to spoil this charming hat, but she's the doctor; she's the one to be the loser by her foolishness;" and as she spoke she reached for her sharp scissors and began to snip stitches that let loose the nodding plumes and the airy ribbon loops that filled the space under the lifted brim.

It was a pity to spoil a hat that embodied such perfection; but the girl was the one that was "cutting off her own nose."

When Chatterbox Number 2 got through with her fussing Number 1 opened up her budget of trimmings and took therefrom a fine black straw that a trifle of bending of the brim here and there would fetch down to the present era of hatdom. Finding the precise point she wanted it to rest on her light locks she laid a cerise rose of the cabbage variety on the left front, and the milliner began to adjust the foliage. Then was annexed a wonderful assortment consisting of bunches of magenta colored and white grapes, a few buttercups, a big white rose and some cerulean bachelor buttons, also sprawly sprigs of healthy mignonette, so natural you could almost catch their fragrance, and last, a tussock of blue grass—but not from Kentucky. Strange to say, the overcrowded chapeau did not strike one as untasty—as millinery goes at the moment. But the girl had a very pretty face, framed with bewitching fluffy blond hair, and her figure was one to attract attention anywhere, so that was why she'd "look good" to anyone the least bit "susceptible."

Lucie.

New Fiber for Linen in Brazil.

Linens of to-morrow will be Brazilian linens. The Brazilian linen plant is expected to exert an important influence upon the textile world in the near future. It is a common weed which reaches a height of 18 feet in twelve months. When carefully cultivated it matures within three months, and can yield three crops in a year. The fiber has all the qualities necessary for high class use, strength, fineness, flexibility and adaptability for bleaching, dyeing, etc. Every part of the plant can be used for some industrial purpose, more especially for the manufacturing of writing paper. The cultivation was commenced by the state government, and now is said to have emerged from the experimental state successfully. Its influence will be felt at once. The products of the plantations have been contracted for by British interests at a highly remunerative rate. The production has been patented in the United States.

Advantage of a Fresh Interior.

There is plenty of room for the enterprising window trimmer to exercise his art, or at least his influence, on the interior of the store. One of the charms about a well-kept window is its freshness, its newness. The average mortal likes a change and when he walks into a familiar store to find the arrangement of goods so altered that it looks different, it is sure to tickle his love for variety.

This does not mean that it is necessary to have a general tearing-up period every week or two that will throw the entire stock into confusion and drive the clerks to suicide. There is plenty of chance, with the side dishes of a hardware dealer's commercial banquet, to change the effect of the whole board without overturning the entire arrangement. Then there are other than esthetic reasons for making little changes in the general display in the interior of the store.

One arrangement of the goods throws certain articles into the foreground that are interesting to a particular line of customers; then their purpose as leaders in the display has been served. A new arrangement will bring something else into view of someone who is interested in that and to whom the previously displayed article did not appeal.

A few days ago the writer saw a customer pick up an article with the remark:

"Why, hello; here is just what I have been wanting. When did you get them on?"

"Oh, I have kept them in stock for the last five years."

"Then why in Texas haven't you had them out where they could be seen?"

"I have always kept them in that case, right where they are now."

A little enquiry brought out the fact that the interior arrangement of the store had been changed slightly so that it brought a different part into prominence. The case had not been moved but had been rendered suddenly conspicuous by its surroundings.

There is probably not a hardware store in existence that does not contain some article that would appeal to any man, woman or child who enters it; not the same thing, by any means—if that were so, the hardware sales of the country would be greatly increased—but something that could be supplied if the want was known or that would be called for if the supply was known. It is up to the advertising department to make it known and part of the advertising department should be the interior arrangement of the store. No matter if it does seem perfect, shift it about a little, both for the variety of effect and for the purpose of bringing out new phases of the stock to the customer. An article that fails to attract notice when flanked by lawn-mowers may show up with greater pulling force in the cutlery department; more than that it may make the latter more attractive and its removal at the same time be a good thing for the lawn-mowers. Even if it isn't in any plainer sight it is in the midst of a new appearance and is

much more apt to catch the eye on that account.

Of course there may be extremes in that as surely as in other things. A store should not be over-dressed any more than a business man should; that is no reason why either one should not be dressed at all. Neither should the matter be carried to the extent of confusion or to an appearance of perpetual house-cleaning. Many people like to have the place where they are accustomed to trade look familiar to them; to feel at home. There is a difference between an entire removal of the furniture and the replacing of an old bouquet with a new one. The stock-shifting should go just far enough to keep the interior of the store fresh and not so far as to make it seem strange or changed in general appearance. The little changes are just what get people in the habit of observing closely. The stock may not be new; it may not be displayed any better; they see more of it because they look about more than they would if they felt that no amount of looking would reveal anything different from what they had seen there a hundred times before and could see at any time during the next year. The habit of observation grows with use and there is no better way of making a man use it than by keeping him on the alert for new things in old places.

One place where truth is not always acceptable is when a woman tells a man that he is not the first man she ever loved.

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

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BOOK OF PRESERVING RECIPES—FREE to every woman who sends us the name of her grocer, stating if he sells Atlas Jars.
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are manufactured by us and all sold on the same basis, irrespective of size, shape or denomination. Free samples on application.

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Need of Care in Buying Shoes.

When buying a shoe be sure that it is not only the correct length and width but that it fits up tightly around and underneath the foot on both sides. If the shoe wrinkles or draws in the small of the foot it is not your last and will always feel uncomfortable, will look as though you were wearing borrowed shoes and they will not wear well or keep their shape. I would not dare to count the number of lasts there are in the shoe line, but I fain would say that there is a last for every different style of foot. After you have once found a shoe that fits your foot like a glove it is well to enquire the name of make, in order that you may know what "make" fits your foot, thus solving quickly and easily the task of "the buying-shoes problem." If you adhere to one make or last you will find many different styles, by the same manufacturer, and I vouch for their feeling like an old shoe, or better, because neater. Just before donning a pair of new shoes bend the counter in several times with your thumb. The counter is the back stiff part of the heel's foundation. Sometimes it is well to bend the sole also to make it flexible. Never make the dire mistake of taking a shoe home to try on.

The condition of one's feet does directly affect the health of the body, as the foundation does the house. All organism and materialism are built on the same plan as the body. By way of illustration, notice the house with its foundation or feet. For long life in the structure of all things must be recognized the law of balance. When your shoe does not fit, when it is too short or narrow, and your foot does not rest down into it comfortably, but is cramped so that standing firmly and walking naturally are impossible, most indirectly and decidedly does this sway the plumb line and make your body unbalanced, hence unnerved, and in time wrecked in health, mind and spirits.

Nowadays there are shoes made for peculiar styles of feet, including the very slender and bony foot, the foot with a fat ankle, and they even have "bunion" shoes, which are made in such a way as to disguise the enlarged portion. To one's general condition the care of the feet is a most important factor. If your feet are properly taken care of and well clothed your entire health will improve. People little realize how the condition of the feet does directly influence the health. Enough can not be said about the ill-fitting, tight and uncomfortable shoes. The circulation of the blood in the feet is a very important matter, as the feet are constantly down, ever bearing the weight and pressure of the body and being the farthest removed extremity from the heart. To keep up a good circulation is the greatest requisite. Most people, even those with much learning, forget the importance of this and

do not exercise enough to breathe sufficiently deep. If the blood has access to every portion of the body properly, it will carry away the waste matter that causes diseases, and carry nourishment to the cells, perfect health resulting. It is plain to be seen that the natural freedom of the feet should not be impeded; first of all, because of the necessity of good circulation; second, because of the nerves, which are directly centered over the feet.

If your feet are uncomfortable you can not stand firmly; your body is not well balanced, and hence there is a strain on the entire system. This strain first attacks the nerves and unfits the body for health, because the body requires a perfect plumb. The physical ease and perfect balance given by comfortable, substantial feet is the first aid to health.—Shoe Trade Journal.

Storm Boots for Women.

The storm boot for women promises to be popular next season, and several Lynn firms are now arranging to make up lines of them. These storm boots will range from oxfords, for ultra-stylish women, to 16-inch boots, for women who must be out in severe winter storms. These boots are made of oil grain, waterproof leather, in black and tan colors, and most of them have a rawhide sole, extending from the heel to the toe, or other waterproof construction. Most of the soles are treated with waterproofing composition. The linings are of leather, or of stout cotton. The rubberized lining, such as was employed in several lines of shoes two seasons ago, has been abandoned for good.

Almost all of these storm boots are cut on common-sense lasts, and have a toe that promises sure footing, even on slippery pavements. A few have a stylish swing and a pointed toe. Most of them have a bellows tongue, which keeps out water and cold, but a few of the ultra-stylish type have buttons. Most of the new storm boots are laced with thongs of rawhide. A few have straps and buckles at the top.

It is expected that there will be large sales of these storm boots during the coming winter, for they were popular last winter, particularly in the cold month of February. They are excellent shoes for women who have to be out of doors, such as physicians, clerks and stenographers and factory employes, who have to be daily at their posts, regardless of the weather. At present these storm shoes are made chiefly by the welt process, and they are quite flexible and comfortable to the foot. A few are hand-sewed.

These sturdy storm boots are an interesting contrast to the serge boots that were worn so commonly thirty and forty years ago. Serge boots could not be worn out of doors on stormy days, and women remained at home most of the winter time. But the twentieth century woman puts on a pair of storm boots and the weather has no terrors for her.

The church will not make a new world until it is willing to mix with the old one.

More Oxford Sense

Do the beauties of nature appeal to you? Certainly.

Does a pretty shoe appeal to you? Certainly.

Our Summer Oxfords are pretty and at the same time—beauties. We take great pride in our line of

"Wolverine Girl" Shoes

made in all leathers—all styles.

Just
One of Them

Blucher
Plain Patent
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Cuban Heel



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A Stunner
Among
Well-dressed
Women

Made for
Wear, Style
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LET US SUBMIT A FEW SAMPLES

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(Under New Management)

Grand Rapids, Michigan

The Endurance Test

Is a Good Test for Boys' Shoes

The four cylinder 40 horse power boy who strikes anywhere from a 15 to 60 mile gait from the peep of daylight until bedtime can slam a pair of shoes to bits in record time.

Hard Pan Shoes for Boys

wear like the everlasting hills. New customers are coming into line every day because nearly every shoe dealer has all kinds of trade—may have fairly good luck in getting shoes for men that will give satisfaction, yet they find it hard to get a shoe anywhere that will stand the inexorable test of boys' wear. Just write "Hard Pans" on a postal if you wish to consider joining the Shoe Dealers' Hard Pan Association, and mail it to the makers of the only Hard Pan Shoes.

Our Name on the Strap of Every Pair

Herold-Bertsch Shoe Co.

Makers of Shoes
Grand Rapids, Mich.



Stock No. 887

Shoe of To-Day vs. Old Hand Sewed Article.

I was talking to-day with an old bench shoemaker who learned the trade in the days when shoes were made almost exclusively by hand. He said some things that set me to thinking.

My old shoemaker friend is rather an interesting character, and of late he and I have grown quite chummy. He runs a little shop filled with a miscellaneous assortment of seconds and returned shoes, bought for the most part from local manufacturers. In the rear of his store room he has a little repair shop. Under normal conditions he is able to mend shoes, and attend to the wants of his occasional customers without any assistance, but on rush days his daughter helps him. He is a real journeyman of the craft, and not unfrequently makes shoes to measure, as shoes were made in the years ago. Such customers, of course, are not very numerous, for the prices he is compelled to charge are virtually prohibitive.

At the time shoemaking machinery began to be introduced extensively he was a trifle too old to get himself adjusted to the new order of things. True he operated various machines, and acquired some considerable skill at each of them, but he chafed for the larger freedom of the old regimen. For this reason he devoted himself almost exclusively to the repair business, while of late he has taken to retailing odds and ends from the junk-pile of returned shoes, which the manufacturers gladly enough turn over to him at ridiculously low figures. Persons who are sporadically or habitually economical now and then pick out a pair of shoes from this heterogeneous assortment of off-color footgear that fits their pocketbook even although the feet protest more or less strenuously. In this way he makes a living. He also finds time to talk—and he enjoys talking.

I found him in a talkative frame of mind this morning—and I make it a point to listen attentively when I find somebody in a communicative frame of mind, provided always I consider that they are apt to say anything. My shoemaker friend has a way of saying things.

This morning he was a trifle pessimistic. Things evidently hadn't been going to suit him. I flaunted the red flag by mentioning, apropos of nothing in particular, the name of a certain advertised specialty shoe. His bristles immediately arose. That shoe he damned with unction, and then he took a general whack at factory-made shoes in general. (For the once he had forgotten that his home-made shelving was filled with factory-made shoes, and that the bigger part of his living came from the retailing of these shoes; the instincts of the born shoemaker were running riot with the prudence of the retailer in him. But he was unmindful of any ambiguity in his situation. His ire was up.)

"Dey do't make dem shoos like ve did veh I wuz in de pizness, doze long years ago. Na! It's hurry, hurry, hurry now-a-days. An' de leather,

dot is not de best as ve put in dem shoos, ven ve made 'em by hand already. Na! I should say no. Dem was shoos vat vore and vore till you vuz sick an' tired 'f 'em." His demeanor was that of the pipe-dreamer who harks wistfully backwards to the good old days when things were altogether as they should have been.

"De leather, de vorkmanship, de finish 'f de shoos—dat vuz all diff'rent in doze times. Take de matter 'f leather—in de machine-made shoos vat you py to-day, dat leather ain't de same vot it uzed to be. It is not so gude. Not dat de leather 'f to-day ain't tanned mit de same care vot it always vuz, but de stock is not so choice—is not selected vid de same care. In de hand-made shoos only de finest and choicest uv de stock wuz used. It vas dat vat made de leather uv de shoos cost so much. Now, dake me—ven I make a pair 'f shoos, vat do I do? I py de choicest skin vat de leather people have, an' I pay for dat skin a fancy price. I pay, maybe, sixty-five cents a foot for dat skin, but de manufacturer, vat he does? He puzs a whole bunch 'f dem skins—five dozen, ten dozen, forty dozen 'f dem at a time—an' he puzs dem all—good, bad an' indifferent. Vat kind a shoos could he make out 'f material like dat? Vell, maybe some 'f dem vuz all-right; but how could dem shoos be vat is made out 'f de bad skins 'f dat bunch? See? Dat is one blace vere de machine-made shoos is not so gude.

"An' den de vork vat is put on dem shoos is not like de vork dot ve used to put on shoos ven me made 'em by hand. Na! I used to get four dollars a' half a pair lasting a' finishing dem shoos; a' I finished three pairs 'f 'em one week, four pairs de next. But dot vork—vell, it vuz done right."

Here I butted in and asked some questions concerning the goodness of the machine-made shoe, provided the machine operator knows his business and takes time to work up to the measure of his skill and knowledge.

"Oh, yez, I vill admit dot de machine do gude vork allright, provided dot de man vat vorks de machine dakes the dime required to do de vork right. But does he? Dot iss de question. He iss baid, say, two cents a' half for doing a certain ding about a bair 'f shoos. He doz dings so quick he makes dwenty dollars a week. De foreman he comes around an' sez: 'To do vat you are doing on dot machine iss not worth de money vat ve pays you. You must do dot vork for two cents a shoe.' De machine-man got nudding else vat he can do, so vat does he do but say, 'Very vell, I vill do it.' De next week he makes twenty dollars shust as he did before. How's dot? He vorks faster—he vorks not so vell on de shoe. Agin dot foreman he comes around an' says: 'Two cents a shoe for doing dot vork vat you do on de shoe iss too much. After dis I pays you von and von-half cents a pair for dot.' De machine-man has nudding else vot he can do, so he sez: 'Very vell, I vill do it.' He goes ahead mit de vork. At de end 'f de week he has his twenty dollars de same as pefore. How iss dot? De shoos is slighted. De vorkmanship is not gude. De machine-

made shoos is not gude like de shoos made py hand.

"Vot de people vant to-day is sheep shoos—and dey get 'em. It takes me eighteen hours to make a pair 'f shoos, an' de leather in dem shoos cost me tree dollars, tree an' a quarter, tree dollars an' a half; but de people vant me to make dem shoos for four dollars an' a half, five dollars. Can I vork eighteen hours for a dollar, or a dollar an' a half?

"An' it vu zde same vay ven it comes to repairing. Dey vants de vork done for nudding—an' de brice 'f leather, dot vuz going higher all de vile. I tell you de time is coming ven dere vill be no more repair vork done on shoes in America. I tell you vy: eD young lad he goes in de repair shop to learn de thrade. He sees dem vellers vurking like de devil an' making—vat do y' tink dey make? Dollar an' quarter, maybe dollar an' half a day. Ven he sees dot he saps: 'To 'skegon mit your repairin' for me; I'll get a shob where I makes someding!'"

Now my old friend—and I think you'll agree with me that he is at all events interesting—is partly in the right, but largely in the wrong. The situation is hardly as bad as he has pictured it. Some of his pessimism is due to a previous psychological climate. He laps over, as it were, from one age of shoemaking into a new era. People whose lives lie in a transitional period are very apt to be more or less disturbed in spirit. If they are not sufficiently young and plastic to adapt themselves to the new era, they are necessarily handicapped. This puts a bad taste in their mouths. And, then, remote objects have a way of looking unduly roseate just because they are remote. Old friends, old wine and old shoes, when conjured forth by memory's

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every pair, the more you will order and the more you will sell. Because R., K., L. & Co.'s shoes are backed by style, fit, quality and durability in a greater degree than any other medium priced line manufactured.

This is a strong statement but one that the wear of a few pairs will prove to you to be true.

If our goods are not sold in your town we will be glad to send our salesman to help you select such numbers for this test as are suitable for your trade.

Rindge, Kalmbach, Logie & Co., Ltd.
Grand Rapids, Mich.

wand, look exceedingly fair. They play tricks with our judgment. They seem to bask in a light which they never did actually possess. If the sober facts were considered about these wonderful hand-made shoes upon which my old friend wrought in his palmy days, I am inclined to think they wouldn't be such wonderful creations after all. Put them alongside the standard good shoe of to-day, and I fancy that they would suffer much by the contrast. The material doubtless was good, and the workmanship conscientious enough, as far as that goes. Time and sweat were lavishly spent upon the making of them. But the facilities for producing them were crude, and consequently the finished product was crude. The average well-dressed young man of to-day would hardly care to wear them for dress purposes. They may have worn longer—but they cost two or three times as much as shoes cost to-day; and certainly one pair of the old bench-made shoes wouldn't outlast three pairs of current standard good shoes! Even in the matter of economy the public has gained by the regimen in shoemaking.

But economy isn't all; we have a neater, handsomer, better fitting shoe to-day than our grandsires wore in their day. The last-makers have gone about their task in a scientific and thorough-going manner; they have gotten out lasts that fit the feet; the patterns are cut on orthopedic lines (not to use that expression in a limited sense). No matter how the last swings, the fact is never lost sight of that a human foot is expected to somehow get itself into that shoe. For that reason a place is left for the foot. The foot usually has no trouble in adjusting itself to the swing of the last. Consequently these modern shoes feel good to the feet. Some of them assuredly feel better than others—but there is a diversity of feet as well as tastes.

Neat shoes! Great Scott! This is an age when shoes are more than neat! The word's tame, inadequate, beneath the mark! Shoes to-day are bewitching, artistic, absolutely fetching creations. It is simply impossible to exaggerate the style-setting features of these latter-day creations in leather! They are almost too elegant for prosaic street-crossings and suburban cinder-paths. One now and then feels like stepping apologetically, conscious, as he is, of the dignity and sumptuousness of his footgear.

Grant, for the sake of the economy, that the advocate of the economy of the old bench-process is correct in his argument, what of that? Haven't we an elegance in footgear that the old-timers wot not of? Assuredly so. The most popular and modish bench-craftsman that ever wielded wax-ends couldn't hold a candle to the machine expert of to-day. Beside the finished product of the latter, the laboriously wrought-out work of the former would look not unlike that beggarly stipend, to wit, thirty cents. Well, aren't we willing to pay for style, elegance and general sumptuousness? Of course we are. Style makes us cough up when all other appeals fail. There is no resisting the demands of style.

But this is an argument ad hominem. The claim for economy in the old bench-made shoe remains to be made good; and personally I do not believe it can be done. The good shoes of to-day—and there are many of them—must possess a certain amount of durability and general leather-goodness to hold their own. Competition thins out the weaklings. Those which survive do so because it is fit they should—and it is fit they do—and not only fit, but wear as well. While the manufacturers haven't gotten together and enacted pure shoe laws, specifying what is to go in certain shoes, and what not, it is nevertheless tacitly understood that shoes made to retail at a certain definite price are to possess a certain definite quantity of shoe-goodness. If not, so much the worse for the dealer who handles them and the manufacturer who makes them. The public will eventually get wise. In fact, you can generally count on the public's good judgment winning out in the long run. And the public has assented to the general proposition that machine-made shoes beat the old-fashioned bench-made footgear.—Cid McKay in *Boot and Shoe Recorder*.

The Courage To Ask a Price.

The courage to ask a price is an indication of good salesmanship. A salesman can not get a price unless he asks it. In these days when the retail shoe trade is undergoing a readjustment of prices at which shoes are sold, dealers and clerks are called upon to convince the customer why the shoe under consideration is worth the advance. Some retailers fear to ask too high a price and present a shoe at a smaller price, not knowing whether the sale is a possible one. They fear to talk "big" prices. We were in a shoe store in Washington, D. C., a few weeks ago, and while conversing with the proprietor we were interested in observing the efforts of a clerk to satisfy the wants of a customer.

He was making but little headway. Becoming thoroughly exasperated at his failure to satisfy the customer he called the owner to wait on her. It so happened that the owner of the store did not know the style of shoe the customer wanted or the price she was willing to pay. He approached her in a pleasing manner, and opening the conversation, he quickly learned her size and the kind of shoe wanted. He proceeded to the stock and selected two styles. He fitted one shoe, much to the pleasure of the customer, who said, "Why, that's just the shoe I want. What is the price of it?" "\$6, madam." "I'll take that pair," was the reply.

Later we learned that the clerk was displaying and trying to sell the customer a pair of \$4 shoes. When asked why he did not show the higher-priced shoes, he said that he did not think she "would stand the price."

So it is with many shoe dealers and clerks. Do not be afraid to ask a price, remembering that the more higher-priced shoes sold of the grades carried in stock, the more the dealer and the clerk are contributing to their success and to that of the store.—Shoe Retailer.

Why She Was Quiet.

Marion was about as noisy a little girl as ever filled a household with mingled joy and despair. But there were times when she simply had to be suppressed. One of these came when her father was suddenly stricken with pneumonia. Taking her to one side, Marion's mother carefully explained to her how very ill her father was and how necessary it was that he should not be disturbed by the least sound. Marion listened thoughtfully. What was passing through her small mind her mother could not imagine. At length the child asked:

"Is papa just as sick as you were, mamma, when little sister came?"

Forced to smile despite herself, the mother answered, "Yes, dearie."

"And will he, too, have a nurse?"

"Yes, dearie, yes."

Probably with a vivid remembrance of her mother's illness, Marion heaved a deep sigh, and said: "Very well, mamma, I suppose I shall have to be good."

And she was good—so unnaturally good that her mother was almost led to believe that the child, too, was coming down with a severe illness. Day after day she went about with a serious air, and never once did she attempt to romp or frolic.

At length her father was so far recovered that Marion was permitted to go in and see him. Putting his arm about her as she stood by his bedside, the sick man said:

"My little daughter has been very considerate of her father during his illness, and I am very proud of her."

"Yes, papa," agreed Marion gravely.

"I haven't heard her make a sound."

"No, papa."

"And mamma says that she has been a very good girl, indeed."

"Yes, papa," again said Marion.

"And now," she added eagerly, "won't you please let me see it?"

"See it?" repeated the astonished father. "See what, child?"

"Why, the new baby, papa."

The First Farmer.

A few years ago Mark Twain raised a laugh by proposing a monument to Adam. But why not? A good many men, big and little, famous and obscure, have had monuments raised to their memory, not one of whom was so deserving of commendation as Adam.

Every man since Adam has been more or less of an imitator, and to a large extent has found his path blazed and his course laid out for him; but Adam was compelled to take the initiative and to find out everything for himself. There were no seedsmen to advise him what to plant and how to plant it; no farmers' bulletins to inform him what to select and what to avoid, or to give him an analysis of his soil; nor any garden publication to direct his feet in the paths of horticultural wisdom; nor any department of agriculture to help him in his perplexities.

He was the only really original man who has ever dwelt on this planet; and while it is true that he enjoyed the great advantage of having no neighbor to point the scornful fin-

ger at his failings, and say, "I told you so," he nevertheless deserves a monument a little bit higher and a little bit more imposing than the Pyramids.

Milk Stone Replaces Celluloid.

"As soft as silk, as white as milk," and it does not burn. It is made of milk, and it is a new stone—milk stone. A considerable industry is being built up in the manufacture of galalith, or milk stone, which is cheaper than celluloid and is noninflammable. The raw material is skimmed milk from the large co-operative dairies. To this in large tanks is added rennet, coagulating the casein, which is pressed, dried and powdered and freed from its cheesy odor by repeated washings and finally is hardened by a chemical. The product is more brilliant, more solid and a trifle heavier than celluloid. It is as easy to work as wood, and can be made into a great variety of articles, such as combs, hairpins, piano keys, buttons, knife handles, umbrella handles, backs for brushes, paper knives, dominoes, inlaid ornaments for furniture, and almost any object requiring solidity and fine polish. It can be given any color or made to imitate marble, coral, tortoise shell, etc.

Blessed Be Enthusiasm.

Blessed are the men and women of fine enthusiasm! A materialistic age can not wither them, nor the world's custom of slamming doors in their faces rob them of their infinite courage. They are as a fresh breeze on a summer day, and while sometimes they blow a little too hard, they keep us thereby from stagnation and pessimism and inertia the while we are holding on our hats and wondering how long it will last. Such are the seers who build Utopias, and Icarias, and Altrurias, and set the world a-thinking and a-moving. They do not become disheartened, like the rest of us, when their plans fail, but go to work again and make other and finer and better ones. Their faith and hope prophesy their eventual triumph, even if they have to wait a long time to see the dawning of the day they so eagerly and confidently expect.

New Auto Plant To Be Enlarged.

Port Huron, April 30—The Northern Automobile Co. will double the capacity of its plant in this city at once. George L. Harvey, architect, has been instructed to prepare plans for two buildings 100x250 feet in size, which will be erected during the coming summer. President Gunderson, of Detroit, was in the city last week and made arrangements for the additional structure. The company is unable to take care of its orders as they are coming in from all sections. This week a consignment of machines will be shipped to California and other shipments will take place as soon as they can be turned out. At the present time the company gives employment to 125 people. It is expected that within a year this number will be increased to 500 or 600 more.

Treat the other fellow right, and remember that you are the other fellow to everybody who is the other fellow to you.

Quality Shoes Insure Success

THE tremendous increase in the sale of MAYER Custom Made Shoes can only have been secured on merit. Without the high standard of quality by which MAYER Custom Made Shoes are known, no permanent success could ever be secured. We do the best in localities where our shoes are subjected to the hardest tests. We are the

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MERCHANTS who put in the MAYER line, and confine themselves to it exclusively, always experience a substantial increase in business. We'd like to give you some specific instances. If you are not entirely satisfied at the present time, write us. Our salesmen are now out with the new fall line—will gladly call. It will cost you nothing to look us over.

F. Mayer Boot & Shoe Company
Milwaukee, Wisconsin

THE MODERN GIANT.

The Most Powerful Man in the Northwest.

Archbishop Ireland once said to the writer that he considered James J. Hill the possessor of one of the most active minds, if not the greatest mind, of modern times. This fact has impressed every one who has had any business or social intercourse with Mr. Hill, and many have doubtless felt themselves overcome in his presence, because of his powerful mentality focussing upon his interviewer with a rapid fire questioning which always is surprising, both to the old employe or the casual caller.

Several years ago his physician decided that Mr. Hill's health was in such a state that it would be dangerous for him to leave his Summit avenue mansion in St. Paul for at least a day or two, and prescribed, among other things, that the magnate should lie in bed much wrapped up, to ward off the threatening attack of influenza. After much argument pro and con the patient was prevailed upon to take to his bed, which he did most reluctantly. When his secretary arrived in the evening to submit some matters to his chief he found the latter sitting up in bed with a large shawl about his head, four books lying open in front of him on the bed, each book treating on different subjects, such as philosophy, fiction, theology, etc. The imprisoned physicality was finding some little outlet for the working of his mind.

On occasions when a large deal is to be thought out it has been the custom for President Hill to lock himself in his room and remain there for a number of days in seclusion, permitting no one to see or talk with him upon any subject whatsoever; and when, upon the occasion of the great merger of several years ago, Morgan, Harriman, et al., were holding protracted meetings with Mr. Hill in a downtown office in New York City and at a hotel room, the subject would warm Mr. Hill up to the proper point about 3 o'clock in the morning, when he would doff his coat and vest and become exceedingly eloquent, obliging the other fagged out principals to half doze and beg off one by one, and when the deal finally was made it will be remembered that Morgan went to Europe and Harriman to a hospital for rest and recuperation.

Henry Davis, of New York, formerly a Northern Pacific Railway official and an old personal friend of Mr. Hill's, happened in St. Paul some years ago when the matter of Northern Pacific control by the Great Northern had begun to be agitated. Judge Jackson had given an adverse decision to Mr. Hill, but a strong foreboding of impending evil overtook the Northern Pacific people from the Pacific coast to St. Paul. The idea that any of them ever should have to work for "Jim" Hill was repugnant and not a few of them made threats to the effect that they would resign immediately if Hill should obtain control of their system.

They not only did not resign, but one or two have gone over into the

camp of the enemy as higher officials of the Great Northern, several have gone with Eastern railways, and, in fact, all have learned their lesson well. It is unsafe for a railway official to say whom he will or will not work for in these times of mergers and acquisitions. But Mr. Hill, while he personally knows of the specific threats of some of these officials, never has shown any vindictiveness, and they are true and loyal to the cause of Hill.

During Mr. Davis' visit in St. Paul he was approached by a Northern Pacific official who was more than anxious to ascertain if Mr. Hill had any idea of gobbling the Northern Pacific, and he asked Mr. Davis to endeavor to meet Mr. Hill at the Minneapots Club during his stay in St. Paul and get the much desired information.

Mr. Davis agreed to this and the first day after met Mr. Hill in the parlor of the Club, greeted him, and proceeded at once to ask him if he had any interest or any intention of securing any holdings in the Northern Pacific property. Mr. Hill listened attentively, and when Mr. Davis finished walked over to one of the windows and gazed out upon the street for a long time, then went to the other window and repeated the operation (which Mr. Davis declared took fully twenty minutes), then turned toward Mr. Davis, and, raising one corner of his waistcoat, which showed a small spot, said: "Henry, have you an idea what is a good thing to remove grease spots from clothing?" This is the nearest the Northern Pacific people ever came to finding out what Mr. Hill's plans were in advance of his announcement of same.

Mr. Hill's wonderful mastery of detail always will be a marvel to his employes and others who have had occasion to observe this feature of his business life. He plies his men with questions covering all the minute details of the big Great Northern system and seems to remember them as well. Of course, it might be said that in systematizing the salary list on the road he has without regard to geographical location required that the salary of an office boy in Seattle should be \$15 per month, the same in St. Paul or Havre, Mont. This rule covers the entire clerical forces of the Great Northern in all departments. And this plan was extended to an Eastern road in which Mr. Hill had a controlling interest for several years.

The Great Northern had a general manager at one time who was almost the equal of his chief for detail, but he did not essay to carry the figures in his head, carrying about with him on his private car nearly a ton of statements for ready reference. The brief story of this gentleman's career on the G. N. system will prove interesting. Mr. Hill had as the accounting department head one of the brightest young men in the service, ambitious, capable, honest and energetic. This young man's ambitions were backed by money, or, in other words, he represented the heirs of a deceased St. Paul millionaire, and he believed that as such representative

he should have an opportunity to manage the affairs of the big railway in the operating department.

The diplomatic and far seeing President saw the force of the young man's argument, and, with the firm belief that this person could be gotten rid of in a short time by giving him every chance to cut short his career with his own rope, made him general manager of the entire system with full authority in every way and told him to "go ahead and clean them out!" The young man immediately secured the services of a bright array of talent from connecting lines for his lieutenants, among whom might be named some of our leading railway men to-day, and for a time things did move lively, nobody knowing who was to be next on the quick dismissal plan.

One instance of the manner in which this general manager handled his changes was that of the general superintendent of the Montana Central branch at Great Falls. A railway man from Cincinnati was engaged for the position at Great Falls entirely without the knowledge of the incumbent, circulars being issued appointing the new man and given to the new superintendent for distribution after reaching his headquarters in Montana. The first the retiring officer heard of his discharge was when the incoming officer handed him one of his circulars of appointment. This caused much surprise and chagrin at Great Falls, and caused a wire to be sent by the retiring officer to the effect that a certain party had called with his circulars, etc., and asking for enlightenment. The only reply he got from the general manager was:

"You are supposed to have arrived at the age of discretion, and you should therefore know that there is not room for two general superintendents at Great Falls." Cold comfort and much grief on the part of the retiring officer. He never got over the shock. Last heard of him he was in the Far East still writing appeals to the president for reinstatement. The young general manager created more or less havoc among a lot of the older officials whom he discharged from time to time, some of whom were reinstated upon order of the president. But after two years of autocratic domineering over Mr. Hill's pet railroad this young general manager began to show signs of desiring to remain forever, or possibly succeed Mr. Hill at no distant day.

Already he had overstaid his time, and Mr. Hill was desirous of securing his voluntary resignation, which, when not forthcoming after repeated hints, Mr. Hill finally forced. This did not avail either, for the young man insisted upon completion, at least, of his three year contract. One evening Mr. Hill walked into his office and ordered him to leave immediately. The scene was a stormy one, after which Mr. Hill left for his home. The next morning the young general manager's desk and that of his chief clerk were found out in the hall, and Mr. Hill's force of clerks moved in. This caused the young man to retire from active

service immediately, but he continued to receive his salary from Mr. Hill monthly up to the expiration of his contract, about a year later.

Some years ago when Mr. Hill was engaged in a legal contest with the late Commodore Kittson, there appeared a young lawyer from New York State, who made the statement to Mr. Hill that he could win the case for him. Mr. Hill told him that under those conditions he should have a nice position with the Great Northern legal department. He won the case, and not only did he become chief legal adviser of the system but Mr. Hill also made him a present of a fine residence on Summit avenue, St. Paul, nearly opposite the present Hill mansion. But the time came when this little York State lawyer became independent, not at all offensive, but quiet and dignified, minding his own business strictly, attending to the company's business in every way satisfactorily, but he would go to the ball games as regularly as they played in St. Paul.

Mr. Hill for some reason wished to get rid of this official, sent for him, and demanded his immediate resignation, whereupon the official replied that he could not resign without violating his contract with Mr. Hill, which had some years yet to run. Mr. Hill told him that contract or no contract, he must quit. But the lawyer was a stayer. He replied: "But, Mr. Hill, I must carry out that contract to the letter, for I wrote it myself." Mr. Hill saw the point, and the New Yorker never had another dispute with his President and remained with the company up to the time of his death a few years ago.

In the early 80s Mr. Hill built a stone arch bridge across the Mississippi River at Minneapolis to accommodate his line, then the St. Paul, Minneapolis and Manitoba road, and make a cutoff through the center of the city of Minneapolis. By an arrangement with the city of Minneapolis the western approach to this bridge was to be lighted at the expense of the city, but there was considerable procrastination and the lighting was not installed when trains were about to pass over it. Mr. Hill had sent a number of letters to the Mayor and had about exhausted his patience when he turned up personally at the Council meeting one night and they had an opportunity to hear something which surprised everybody.

In effect Mr. Hill told them that, unless the lighting was installed complete within a certain number of hours, he would tear down every rock in that bridge and run his railroad outside the limits of the city and come in by the use of a "Y" backing into town, as it were, a plan which he later was compelled to adopt to enter the cities of Butte, Great Falls and Helena. Needless to say, the city fathers took the hint, and Minneapolis has conducted herself with strict propriety ever since.

Mr. Hill's interests in the Northwest ramify in many directions outside the railway property. In Minneapolis, for instance, a salt concern in which he was interested sent its man

to Mr. Hill's claim agent in St. Paul regarding an overcharge on some salt shipped out of Minneapolis. The clerk in the St. Paul claim office knew nothing of the ownership of his President, and advised the claimant to buy his salt from another concern, whose warehouse was on the Great Northern tracks in Minneapolis, thereby avoiding excessive switching charges, etc.

This advice was given by letter, and the correspondence was turned in to Mr. Hill, who immediately sent for the head of his claim department.

Mr. Hill asked him if he personally signed every letter sent out by his department. The official hesitated a moment and gave an evasive reply, but on being pinned down said, "No, sir; it would be a physical impossibility for me to do so." He was told to go back to his work, and the employee, the underling who actually did sign the letter and give the advice, was called in. He admitted the offense, but denied any knowledge of wrongdoing. He does not know why he was discharged, but he was on the street within ten minutes from this interview, out of a job.

Archbishop Ireland was of great assistance to Mr. Hill during the days of the old St. Paul and Pacific in buying the property and holding it together after its purchase. A great many settlements have sprung up along the Great Northern line by reason of the Archbishop's untiring energy in behalf of civilization and the populating of his friend's line of railroad. Mr. Hill is not a Catholic, but probably the fact that Mrs. Hill professes that faith is one good reason why this deep rooted friendship exists between the two great minds of the Northwest. When anything bordering on a strike along the Great Northern system is impending, then there is activity in the Archbishop's camp and something is done to quiet the men that nothing else ever seemed to compare with.

It is said that the Archbishop is the power behind the throne for peace in the Northwest, and it looks like the truth. Manager Ireland at different times has contracted for many parcels of land along the Great Northern right of way, and at times when money was tight the Great Northern law department would send the hurry call to the prelate's office with hints at foreclosure within twenty-four hours. After one of these notices it was not unusual to see the private secretary to the President of the Great Northern tripping lightly up Third street with a package about the size of a St. Paul directory, known to contain at different times \$5,000 or \$10,000 in currency as the case happened to be, headed for the Archbishop's office. Was this a trifle from the good friend Hill to assist the Archbishop? The secretary said it was. And the law department of the Great Northern was almost simultaneously satisfied. A case of two and two.

On the Great Northern system it has been the custom for many years to submit all propositions for the expenditure of money in any department, outside what is known as "fix-

Hardware Price Current

AMMUNITION.				
Caps.				
G. D., full count, per m.	40			
Hicks' Waterproof, per m.	50			
Musket, per m.	75			
Ely's Waterproof, per m.	60			
Cartridges.				
No. 22 short, per m.	2 50			
No. 22 long, per m.	3 00			
No. 32 short, per m.	5 00			
No. 32 long, per m.	5 75			
Primers.				
No. 2 U. M. C., boxes 250, per m.	1 60			
No. 2 Winchester, boxes 250, per m.	1 60			
Gun Wads.				
Black Edge, Nos. 11 & 12 U. M. C.	60			
Black Edge, Nos. 9 & 10, per m.	70			
Black Edge, No. 7, per m.	80			
Loaded Shells.				
New Rival—For Shotguns.				
No.	Drs. of Powder	oz. of Shot	Size Shot	Gauge
120	4	1 1/2	10	10
129	4	1 1/2	9	10
128	4	1 1/2	8	10
126	4	1 1/2	6	10
135	4 1/2	1 1/2	6	10
154	4 1/2	1 1/2	4	10
200	3	1	10	12
208	3	1	8	12
236	3 1/2	1 1/2	6	12
265	3 1/2	1 1/2	5	12
264	3 1/2	1 1/2	4	12
Discount, one-third and five per cent.				
Paper Shells—Not Loaded.				
No. 10, pasteboard boxes 100, per 100.	72			
No. 12, pasteboard boxes 100, per 100.	64			
Gunpowder.				
Kegs, 25 lbs., per keg	4 90			
1/2 Kegs, 12 1/2 lbs., per 1/2 keg	2 90			
1/4 Kegs, 6 1/4 lbs., per 1/4 keg	1 60			
Shot				
In sacks containing 25 lbs.				
Drop, all sizes smaller than B.	2 10			
AUGERS AND BITS				
Snell's	69			
Jennings' genuine	25			
Jennings' imitation	50			
AXES				
First Quality, S. B. Bronze	6 00			
First Quality, D. B. Bronze	9 00			
First Quality, S. B. S. Steel	7 00			
First Quality, D. B. Steel	10 50			
BARROWS				
Railroad	16 00			
Garden	33 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				
1/4 in. 5-16 in. 3/8 in. 1/2 in.				
Common	7 1/2 c.	6 1/2 c.	5 1/2 c.	5 3-10 c.
BB.	8 1/2 c.	7 1/2 c.	7 c.	6 1/2 c.
BBB.	9 c.	8 c.	7 1/2 c.	7 c.
CROWBARS				
Cast Steel, per lb.	5			
CHISELS				
Socket Firmer	65			
Socket Framing	65			
Socket Corner	65			
Socket Slicks	65			
ELBOWS				
Com. 4 piece, 6 in., per doz.	net 65			
Corrugated, per doz.	1 00			
Adjustable	dis. 40 & 10			
EXPANSIVE BITS				
Clark's small, \$18; large, \$26	40			
Ives' 1, \$18; 2, \$24; 3, \$30	25			
FILES—NEW LIST				
New American	70 & 10			
Nicholson's	70			
Heller's Horse Rasps	70			
GALVANIZED				
Nos. 16 to 20; 22 and 24; 25 and 26; 27, 28	dis. 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
Castors, Bed and Plate	50 & 10 & 10
Dampers, American	50
MOLASSES GATES	
Stebbins' Pattern	60 & 10
Enterprise, self-measuring	30
PANS	
Fry, Acme	60 & 10 & 10
Common, polished	70 & 10
PATENT PLANISHED IRON	
"A" Wood's pat. plan'd, No. 24-27	10 80
"B" Wood's pat. plan'd, No. 25-27	9 80
Broken packages 1/2 c per lb. extra.	
PLANES	
Ohio Tool Co.'s fancy	40
Sciota Bench	50
Sandusky Tool Co.'s fancy	40
Bench, first quality	45
NAILS	
Advance over base, on both Steel & Wire	
Steel nails, base	3 00
Wire nails, base	2 35
20 to 60 advance	Base
10 to 16 advance	5
8 advance	20
6 advance	30
4 advance	40
3 advance	45
2 advance	50
Fine 3 advance	50
Casing 10 advance	25
Casing 8 advance	25
Casing 6 advance	25
Finish 10 advance	25
Finish 8 advance	35
Finish 6 advance	45
Barrell 1/2 advance	85
RIVETS	
Iron and tinned	50
Copper Rivets and Burs	30
ROOFING PLATES	
14x20 IC, Charcoal, Dean	7 50
14x20 IX, Charcoal, Dean	9 00
20x28 IC, Charcoal, Dean	15 00
14x20, IC, Charcoal, Allaway Grade	7 50
14x20 IX, Charcoal, Allaway Grade	9 00
20x28 IC, Charcoal, Allaway Grade	15 00
20x28 IX, Charcoal, Allaway Grade	18 00
ROPES	
Sisal, 1/2 inch and larger	9 1/2
SAND PAPER	
List acct. 19, '86	dis. 50
SASH WEIGHTS	
Solid Eyes, per ton	30 00
SHEET IRON	
Nos. 10 to 14	3 60
Nos. 15 to 17	3 70
Nos. 18 to 21	3 90
Nos. 22 to 24	3 00
Nos. 25 to 26	4 00
No. 27	4 10
All sheets No. 18 and lighter, over 30 inches wide, not less than 2-10 extra.	
SHOVELS AND SPADES	
First Grade, Doz.	6 50
Second Grade, Doz.	5 75
SOLDER	
1/4 @ 1/2	30
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, Nickled	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
7 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.	85
1 gal. fireproof, ball per doz.	1 16

Jugs

1/2 gal. per doz.	68
1/4 gal. per doz.	51
1 to 5 gal., per gal.	8 1/2

SEALING WAX

5 lbs. in package, per lb.	2
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LAMP BURNERS

No. 0 Sun	38
No. 1 Sun	40
No. 2 Sun	50
No. 3 Sun	87
Tubular	50
Nutmeg	50

MASON FRUIT JARS

With Porcelain Lined Caps

	Per gross
Pints	5 25
Quarts	5 50
1/2 gallon	8 25
Caps.	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 25
No. 2, Crimp top	4 10

Lead Flint Glass in Cartons

No. 0, Crimp top	3 30
No. 1, Crimp top	4 40
No. 2, Crimp top	5 00

Pearl Top in Cartons

No. 1, wrapped and labeled	4 60
No. 2, wrapped and labeled	5 30

Rochester in Cartons

No. 2 Fine Flint, 10 in. (85c doz.)	4 60
No. 2, Fine Flint, 12 in. (\$1.25 doz.)	7 50
No. 2, Lead Flint, 10 in. (85c doz.)	6 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 90
No. 2, Sun Plain Top, (\$1.25 doz.)	6 90

OIL CANS

1 gal. tin cans with spout, per doz.	1 20
1 gal. galv. iron with spout, per doz.	1 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. Tilting cans	7 00
5 gal. galv. iron Nacefas	9 00

LANTERNS

No. 0 Tubular, side lift	4 50
No. 2 B Tubular	6 75
No. 15 Tubular, dash	6 75
No. 2 Cold Blast Lantern	7 75
No. 12 Tubular, side lamp	12 00
No. 3 Street lamp, each	3 50

LANTERN GLOBES

No. 0 Tub., cases 1 doz. each, bx.	10c 50
No. 0 Tub., cases 2 doz. each, bx.	15c 50
No. 0 Tub., bbls. 5 doz. each, per bbl.	1 90
No. 0 Tub., Bull's eye, cases 1 dz. e.	1 25

BEST WHITE COTTON WICKS

Roll contains 32 yards in one piece.

No. 0 1/8 in. wide, per gross or roll.	28
No. 1, 1/8 in. wide, per gross or roll.	38
No. 2, 1 in. wide, per gross or roll.	60
No. 3, 1 1/2 in. wide, per gross or roll.	90

COUPON BOOKS

50 books, any denomination	1 50
100 books, any denomination	2 50
500 books, any denomination	11 50
1000 books, any denomination	20 00

Above quotations are for either Tradesman, Superior, Economic or Universal grades. Where 1,000 books are ordered at a time customers receive specially printed cover without extra charge.

COUPON PASS BOOKS

Can be made to represent any denomination from \$10 down.

50 books	1 50
100 books	2 50
500 books	11 50
1000 books	20 00

CREDIT CHECKS

500, any one denomination	2 00
1000, any one denomination	3 00
2000, any one denomination	5 00

Steel punch

ed charges," in the form of a document called "Authority for Expenditure No. —." This A. F. E. starts on its journey from the point of origin in the superintendent's office, or wherever else the expense is desired to be made, and reaches the President's office before it becomes valid or effective.

There have been questions raised when the performance of the different work under these A. F. E.'s was rendered necessary in advance of the attachment of the final signature. Any anticipation, however, of this sort was fraught with some little danger to the official giving the order to carry out such work. An instance of this kind occurred in the building of a grain spur track at a small station in Central Minnesota. President Hill had just returned from a short trip abroad and was on his car starting for an inspection trip of the line. A vast number of A. F. E.'s were on his desk awaiting his signature. These he took with him to sign at leisure while on the trip. In passing the station of H—, just above Fergus Falls, Mr. Hill's practiced eye caught sight of a new side track constructed just back of the house track at this station, and with several box cars standing thereon.

Quick as a flash he reached for the bell cord and stopped the special, backed into the station, asked the agent how long this siding had been in, and the agent replied that the last spike had been driven a few hours before and that the several box cars had been spotted on the track for loading out some grain. Mr. Hill gave orders immediately to allow no cars to be loaded on this track, and wired St. Paul for authority for expenditure number to cover this work, and also to have the rails taken up at once and shipped back to St. Paul by first freight.

This might appear to be an arbitrary or capricious whim of the railway President, but the facts are that while Mr. Hill was away a new general manager had authorized the building of the spur to get out a certain shipment of grain in a hurry, had anticipated the President's signature to the authority for the expenditure, not knowing that Mr. Hill had a grudge against this particular shipper which antedated the inter-state commerce act, and the supposition is that the shipper took advantage of Mr. Hill's absence and the general manager's ignorance of the situation to steal a march on Mr. Hill and get his grain into the Eastern market via the Great Northern, which was the nearer line to his farm, the farther line being the Northern Pacific.

When Russell Harding came to the Great Northern from the Missouri Pacific he was appointed to a division superintendency and his headquarters changed several times, until at the end of a few months he was made superintendent at Larimore, N. D.

The general manager's special, on tour of inspection, stopped at Larimore to see Mr. Harding. While the officers were stepping off the rear platform of the general manager's car, Mr. Harding came in the front

door and encountered an attache of the operating staff and stated to said attache that he was saying both "good morning and good-bye," which, he explained, meant that he was about to resign his position with the Great Northern Company, giving as a reason that his wife would prefer most any other society in the world than that of Larimore. The party to whom Mr. Harding addressed this conversation in a few hurried words as they passed through the car toward the rear platform suggested to Mr. Harding that instead of an abrupt resignation he ask for transfer of headquarters to Grand Forks, N. D., or some other more desirable town (knowing that Mr. Harding stood high in the estimation of his superior officers), which advice Mr. Harding acted upon, with the result that before the day was over an official circular was issued removing Supt. Harding's headquarters to Grand Forks, and he remained in the service of the company and subsequently was promoted to assistant general superintendent, and latterly became general superintendent with headquarters at St. Paul. After holding this position for a few months he became vice-president of the Cotton Belt and was finally chosen as third vice-president and general manager of the Missouri Pacific system at St. Louis. It will be seen that the small affair of the conversation in the car at Larimore was the turning point in a successful railway career.

Mr. Hill has a penchant for asking questions which rivals the famous Li Hung Chang. One cold winter night the President was wrapped in his furs striding through the great marble hallway of the Great Northern general office building in St. Paul, when he suddenly looked in the door of one of the offices, asked the clerk if his chief was in, to which the clerk answered in the affirmative. Mr. Hill then called the clerk to the railing and propounded the following question: "What are we paying for ink?" The clerk, of course, was unable to give the figures, but told Mr. Hill that he would immediately ascertain, and to that end he rushed to the stationery department, found the stationer just leaving his office (it being 7 p. m.). These two people worked for over an hour putting together a typewritten statement covering the different kinds of ink bought, prices paid, etc., by the Great Northern for the period of a year prior to the prevailing data. Of course, Mr. Hill had gone home at once, and when the compilers of this statement reached his office they found no one there. The statement was left for his scrutiny, but was never used nor referred to in any way by the President.

On another occasion while Mr. Hill was busy with some gentlemen from North Dakota in his private office, his clerk stepped in to lay some papers on his desk, and the President, addressing him, said: "William, what is the analysis of the water in our well at Church's Ferry?" The clerk immediately posted for the chief engineer's department, where everything was set aside pending the investigation of water of Church's Ferry. Records were gone over in

an excited manner and all hands tumbled over themselves in order to get the information quickly for the President. It was learned directly that the company had no well of its own at Church's Ferry, and thinking that Mr. Hill might have had some other place in mind, the clerk reported as follows: "Mr. Hill, we have no well at Church's Ferry." Whereupon the President answered, "I know it." This is a phase of peculiarity of this great mind which has kept his employees guessing for some years. As one of his many general managers expresses it, "I believe the President asks a great many of these questions in order to keep his subordinates busy."

One thing is certain, Mr. Hill will not be satisfied with any such answer as "I think" or "I believe" from any of his men. While his special train was climbing the Rockies on the occasion when among his guests was Henry Cannon, of Chase National Bank of New York, Mr. Hill asked one of his men, suddenly pointing out to a stream: "Is this not the place where we caught so many nice brook trout on our last trip?" The employee, while greatly in doubt, gave the immediate answer in the affirmative. The train was stopped and the party went fishing for brook trout. It happened to be the place to which Mr. Hill referred, but they did not catch any fish.

Those who have been in Mr. Hill's employ for any length of time use the personal pronoun "I" in his presence as rarely as possible. On the occasion of arranging for a special train for a party Mr. Hill sent for the general passenger agent, which official happened to be out of his office, but his assistant, a recent importation from a competing line, answered the summons. The President introduced this young official to the gentlemen present and directed him to arrange the details, itinerary, etc., for their special train, which was done in the passenger department within the following hour.

The passenger official, feeling elated over his being able to serve the President personally, met with the gentlemen and Mr. Hill, presented the itinerary with quite an elaborate speech, in which there were a reckless number of personal pronoun "I's," much to Mr. Hill's disgust. The visions of sudden promotion to the general passenger agency received a sudden shock on the part of the young passenger agent when Mr. Hill abruptly told him to go back to his own office and he, Mr. Hill, would attend to the running of the railroad. This treatment so surprised and grieved the young aspirant for passenger honors that he repaired to a Robert street cafe to drown his sorrows. When last seen by a number of his co-employees all he could say was "He didn't do a thing to me."

When the little town of Belt, Mont., was thirty days old its population exceeded 1,200 people, the industry of the town being the making of coke under Great Northern ownership. At this time Marcus Daly was a great power in the State of Montana. It was desired on the part of the Great Northern to secure some additional land in the neighborhood

of these coke ovens, and every effort was put forth by the right of way agents from time to time to close the deal.

The party owning the parcel of land in dispute finally assured the prospective buyers that it would require no less a personage than Marcus Daly to bring about the transfer. It appeared that the man himself was willing to deal, but that his wife, who was a colored woman, turned a deaf ear to all entreaties. So one fine afternoon the Hill special backed into Belt, and Marcus Daly and James J. Hill left their private car and went over to the humble cottage of the colored woman property owner for a conference.

An hour later Mr. Hill and "King" Daly returned to their car, but without Betty's signature.

On the way to the coast the Hill special stopped at a small station in Montana, the President made a detour of the premises, rushed in the car and dictated a message as follows: "Superintendent, Great Falls: I find at this station three men engaged in digging a well, two men on the surface bossing the job, one man down in the hole doing the digging. Have discharged these men and am sending them West on No. 3. You will please come here and dig the well yourself."

"J. J. H."

Leaving Seattle one day, the President and his party were in the front end of his private car, where luncheon was being served. As the conductor was about to give the "highball" a tall, thin young man with a child of 8 or 10 years was observed coming in the observation end of the car. Mr. Hill's clerk at once met the young man, who proved to be a Swedish minister desiring transportation for his wife from Seattle to St. Paul. It seems that the minister's wife had been suffering from consumption for some time and the family, together with the mothers-in-law and fathers-in-law, numbering ten in all, removed to Seattle, where they had hoped to see the young wife restored to health.

The minister told the clerk that it was now an assured fact that his wife was about to die and they all wished to accompany her back to St. Paul before the death occurred; that they had enough money saved up to carry all but one, and would Mr. Hill give him a pass for the extra one to St. Paul. This conversation was a hurried one, as the train was scheduled to leave and the clerk, with all possible haste, rushed forward and started to give Mr. Hill the information.

The President merely asked for a blank pass book, signed one of the passes, told the clerk to "fix him out quick and let's get away." The clerk wrote in the blank "Pass the Rev. Oscar Swenson and nine, Seattle to St. Paul, complimentary, good until the end of the year."

The Great Northern some years ago had as chief engineer a competent man as familiar with the details of the line on all its various and numerous branches as with the main track extending from St. Paul to Seattle, a distance of 1,825 miles. This official accompanied the President,

general manager and some fifteen others on an inspection tour of the line, which occupied about fourteen days. On this trip everything appeared to be harmonious, especially so between this official and his superiors. When the inspection party reached St. Paul on its return trip it was about 4 o'clock in the afternoon. A clerk who had accompanied the party found a package on his desk on arriving at the office and was in the act of opening it when the chief engineer came in. The clerk was surprised and mortified to discover that this was a freshly issued circular announcing the resignation of the chief engineer in question and appointing in his stead the present chairman of the Panama Commission (John F. Stevens). The chief engineer expressed his own great surprise at being thus summarily dismissed from the service after having put in sixteen years of faithful work without missing a day, although he admitted having been absent one-half day during this time to attend the interment of a member of his immediate family. The retiring engineer, however, was reinstated after a while in his former position, but finally was deposed to make way for younger blood, and is, it is said, in touch with his old employer in a consulting capacity at this time.

At the Minnesota Club of St. Paul one day a newspaper man told Mr. Hill that it was a field day at the Club for railway magnates; that there were more high salaried officials in the Club at that moment than he ever had before observed together. He qualified this statement by saying "men of \$25,000 per year or over." Mr. Hill asked him to name the people he had in mind. He quoted several names, ending with C. S. Mellen, President of the Northern Pacific system.

Upon hearing the name of Mellen, Mr. Hill immediately added, "and Darius Miller, Vice-President Great Northern system." "But," said the reporter, "you know I mean only men whose salaries are \$25,000 per year or more." "Yes, I know," responded Mr. Hill, "but Mr. Miller gets \$30,000 per year."

The point in this narrative is that up to the minute of this conversation at the Minnesota Club Mr. Miller's salary was \$15,000 per year and at the mere mention of the name of C. S. Mellen Mr. Hill's vanity was aroused and after luncheon he returned to his office and made good.

Mr. Hill's charities are unostentatious and rarely come to public notice. He once had a colored boy employed as cook on his private car who was the embodiment of competency and faithfulness. Charley had saved money and was desirous of buying a home on St. Anthony hill, St. Paul. The real estate people, upon finding that their prospective purchaser was a colored man, declined to allow the deal to go through. Mr. Hill heard of this and some time afterward had his agent purchase the property, which he gave as a present to his faithful colored servant. Some years later Charley died and the funeral arrangements

were entirely in the charge of Mrs. James J. Hill.

Before building his palatial mansion on Summit avenue in St. Paul the Hill family resided in a good sized home on Minnesota street. One day, several years after the occupancy of the new home, his real estate manager advised Mr. Hill that his old home probably would change tenants during the new year and that he would be able to assure an increased rental for the property, expecting, of course, that this would please Mr. Hill much and that he would be instructed to go ahead with the lease, but Mr. Hill objected. He said: "We are not always sure of the kind of people who may be likely to occupy the house and I can not overlook the fact that all of my children were born there. No; do not rent it, but have the building torn down and the lot put upon the market." There is a vein of sentiment running through this which may surprise some of Mr. Hill's old St. Paul friends.

When young Jimmy Hill (J. N. Hill, Vice-President of the Northern Pacific Railway, New York) finished his college education, made a trip abroad, and returned to St. Paul, he bemoaned the fact that his father had not seen fit to build his expensive home in either Paris or New York City, where, as Jimmy put it, "he could get a run for his money."


In St. Paul it has been said a great many times that there were about a dozen first class funerals required in order to make the town half equal to Minneapolis. Then again the statement is made that but for James J. Hill St. Paul would have been wiped off the map years ago. From the time when Jim Hill and Commodore Kitson were peeling potatoes for their board in the kitchen of the Merchants' Hotel in St. Paul up to the present time James J. Hill has been advertising St. Paul and the Northwest. There are a number of well to do merchants in St. Paul who would like to know why it is that when Mr. Hill is executing some little coup in Burlington, Milwaukee, Baltimore and Ohio, Erie, etc., he does not call them up and let them in on a little of it. Mr. Hill has his friends, whom he takes care of in this respect, and those he omits or overlooks in this regard may have been ungenerous toward the Great Northern at one time or another.

Mark Tuttle.


Fair Play.

We believe, through careful enquiry and constant scrutiny, that all the advertisements in this paper are by trustworthy houses, and to prove our faith by works we will make good to actual subscribers any loss sustained by trusting advertisers who prove to be deliberate swindlers. Rogues shall not ply their trade at the expense of our subscribers, who are our friends, through the medium of these columns; but we shall not attempt to adjust trifling disputes between subscribers and honorable business men who advertise, nor pay the debts of honest bankrupts. This offer holds good one month after the transaction causing the complaint; that is, we must have notice within that time.

Established 1872



Jennings
Flavoring Extract
Company



U. S. Serial No. 6588
Guaranteed under the Food and Drugs Act, June 30, 1906

**Jennings' Terpeneless
Extract Lemon**


made from Messina Lemons, by our special mechanical cold process, producing the true fruit flavor of the lemon. Increase your trade and buy the **best Lemon Extract made.**

Jennings' Extract Vanilla

made from Mexican Vanilla Beans which yield that delicious aroma. A bottle of Jennings' Vanilla sold to a customer means more business for YOU.

Send in your orders for the Jennings brand. Cheap miscellaneous brands extracts, so-called, are not profitable because they are unlawful and do not repeat. **THERE'S A GOOD REASON.**

Jennings Flavoring Extract Co.
C. W. Jennings, Manager
Grand Rapids, Michigan



**The Man Behind the Smoke
Is the Man to Try to Please**

Stock a trial order of **Ben-Hurs**, offer them unhesitatingly to your best customers as a better 5 cent cigar. Do this on our guarantee of what 20 years of watching over the destiny of this brand has shown us can be done, and if you don't find a pleased customer behind every light it is because something is radically wrong for the moment in their taste. We are this certain because we have seen doubtful dealers pursue this same course, time and again, in every part of our country and never yet have we had to acknowledge the first failure. There was never a **Ben-Hur** rolled which was a failure.

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

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



Some of the Requisites of the Successful Salesman.

I am not writing this for the purpose of teaching you how to sell—as in all probability there are many salesmen who would be called first-class. I am simply one person giving my ideas, learned by practical experience, as to what I consider the requirements necessary to make a successful salesman.

God has endowed us with a certain amount of gray matter, which we call brains, which we are free to use as we see fit. Brains are given us to think with, and if used properly lead to success. If we do not use them in the right way it means failure in business and otherwise. A great many people have the erroneous idea that it does not require a great deal of brains to become a salesman. Now that is a mistake, for in no other commercial line is it necessary to use your thinking power as often, and as quickly, as in a store, or while talking to a prospective customer. First, you must learn to be a fair judge of human nature, and be able to read quickly the persons you are about to wait on, so as to know what course to pursue to get their confidence.

Then, again, tact is a great factor in your success as a salesman. It tells you to approach your prospective customers with a smile on your face, and a pleasant greeting. It tells you how best to handle them to get their confidence, to place your wares before them in a manner which appeals to that particular person on whom you are waiting. Tact helps you to convince them that what you have to sell is just what they want, and priced right, without giving them the impression of having shown or sold them something they did not want. Tact tells you how to talk and when to stop talking. It also tells you what line of argument to use with different people. You can not have just one line of talk for every customer, as all persons are susceptible to a different style of argument, according to their moods, and the knowledge they possess.

Honesty is a big word and can be applied in a number of different ways in connection with our subject. It is one of the essentials toward being a successful salesman. Honesty of purpose, and in the fulfillment of your duties. Honesty in your description of whatever you have to sell, stating the facts as they are, regarding quality, workmanship, style, durability, etc., truthfully and to the best of your knowledge. You can appreciate the fact that there is no lasting advantage in selling a customer once by falsifying, thus losing his confidence, and never being able to regain it. Be honest to your employer regarding your time and talent whether he is absent or present, as during working hours they belong to him. Don't shirk any duties assigned to you, whether it be your regular work or something special. Remember

your own reputation is at stake. None of us would care to be known as a person not to be relied on. In summing up this point I would say, Be trustworthy, as you know the old saying, "Worth makes the man, the want of it the fellow."

The complaint is often made, and not unwarranted either, that frequently the salesman is affable and willing to please until the customer makes a chance remark or states clearly "that he is only looking." Immediately the salesman's expression changes. The smile disappears and with it all interest in the customer, and by so doing a prospective customer is lost to the store. One of the greatest and most successful merchants of the United States always impresses his salesmen with this point, that "the looker of to-day may prove the customer of to-morrow." Again, some salesmen seem to have a decided objection to disturbing a window, showcase, or anything on display in the store, because it means a little extra work. Many customers are suspicious and feel that you are making a substitution when you attempt to show them anything but the identical article they have alluded to. And unless you have positive instructions from the firm not to disturb anything on display, you will please your customers much better by giving them the identical article they have indicated. Never argue with a customer about merchandise, display, sending of a package, or, in fact, anything. If you can not settle the question yourself, call upon someone in authority to settle the matter to the satisfaction of the customer, as that not only sets you right with your employer, but also with the customer.

Contentment is one of the virtues necessary to the success of a salesman. Many a good salesman has been spoiled by being discontented, either with his line of work or the place of his employment. To be contented one should first give careful thought to the line he wishes to adopt, the city he wishes to live in and the place of employment. No matter what line you take up or where you work there will always something crop up that is distasteful to you, and if that feeling is not restrained it will make you discontented. But you must learn to adapt yourself to circumstances by overlooking the faults of your employer, your superiors, or those of your fellow workers. It often occurs that the methods of doing business by the firm you work for are not consistent with your ideas; make the best of the situation, master their system and methods thoroughly, and should you at any time be placed at the head of a department, or a store, it will help you to avoid making those same errors. Always try and get into the company of men who have made a success and are known as successful business men; study them and improve yourself by what you can learn from them.

A thorough knowledge of the merchandise you are selling must be acquired—you can not talk intelligently to your trade unless thoroughly con-

versant with your own line. There are various ways of accomplishing this end. You can get information by enquiry from your employer or those at the head of the stock, also from traveling men with whom you come in contact, by keeping your eyes and ears open and by being ever on the alert to learn. Again, keep well posted on the general stock of the store, not only your own stock, that you have charge of, but on the location of other departments and what lines of merchandise are kept in those various departments, especially on sales advertised. Know what they are and where they can be found, so that you can answer questions promptly, not only to customers, but to your employers, if at any time called upon to do so.

B. F. Gunson.

Known the World Over.

The story is told of a young dry goods merchant who took the entire receipts of the first day's sales, \$36, and spent it all for advertising in the next day's papers. To-day he is the proprietor of one of the leading stores in America, and the name of John Wanamaker is known the world over.

Suppose, instead of advertising, Wanamaker had been content to let his goods speak for themselves, as it were. How far would their voice have carried his name? He would have remained a modest, unknown merchant—or, more likely, have failed. How many people are interested in booming your business? Not as many as are trying to get business away from you, and if you do not let the public know, and know frequently and earnestly, that you are in business to stay, why, you can depend upon it your business days are numbered.

The power of publicity is certainly great, but, like any other power, it must be handled carefully. Reckless publicity is disastrous, but in the hands of a conscientious, competent advertiser, publicity becomes the highway to success, but the success is not always assured when the advertising copy is sent to the publisher, for the best that advertising can do is to create a demand, and the demand can be greatly hampered by disagreeable clerks or incompetent salesmen. Success means publicity backed by a good article and good salesmanship.—H. M. Davis in Selling Magazine.



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.

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.



DON'T FAIL
To send for catalog showing our line of

**PEANUT ROASTERS,
CORN POPPERS, &c.**

LIBERAL TERMS.

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

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.

Valid Reasons Why the Membership Should Be Increased.

Port Huron, April 30—Following Brother A. A. Weeks, who pays a most beautiful tribute in your last issue to the commercial traveler, it becomes my duty to say a few words to the same body of representative men, who do more to keep the wheels of commerce moving than any others on earth, but my remarks will be along different lines, for I shall ask that angelic traveler to come down from Jacob's ladder and put in an application for membership in the Michigan Knights of the Grip, an organization in the nineteenth year of its existence, which has done more for the welfare of the traveling salesman than any similar association. While the Knights of the Grip is almost exclusively a Michigan Association, our membership extends to those living in Michigan, no matter in what state they travel, or to persons traveling in Michigan whose home may be in another state or Canada. Since Feb. 9, 1889, at which time our Association was formed in the parlors of the Hudson House in Lansing, there have been issued over 6,000 certificates. Many have dropped out or resigned and new members have come in to keep the average membership nearly 2,000. We have been called upon to part with by death nearly 500 members, the beneficiary of each receiving promptly \$500 from the death benefit fund. This means that our little contributions in the way of assessments, amounting to only \$6 to \$10 per year, have been the means of distributing nearly one quarter of a million dollars among the families of our brothers, and in many cases it was sorely needed.

Aside from this insurance feature, there are many reasons why every salesman traveling in Michigan should join us and do his share toward the good work done along the lines of help in a general way while passing through this vale of tears, trials and tribulations.

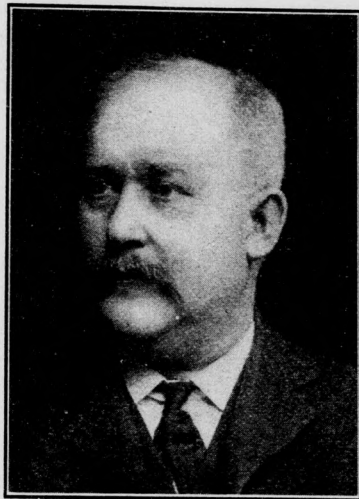
Our every effort is put forth for the improvement of Hotel service—for the hotel is our home most of the time. Matters of transportation, handling of baggage, legislation and relief are all looked after by the proper committees, who at all times will be found willing to act and adjust in a fair manner any proper claims for or against our members. Our annual conventions, the next of which will be held in Saginaw Friday and Saturday, Aug. 23 and 24, are a source of much pleasure and productive of good results and it is hoped that there will be a large attendance.

Up to the present time the year 1907 has been a very busy one. As you all know, there has been much done in the legislative halls at Lansing at this session of vital interest to the traveler and there are still matters pending which affects us in various ways; but, thanks to the very energetic chairman of our Legislative Committee and the many other members who volunteered their services, we have, aided by the Governor, secured the passage of a law regulating passenger fares which I think

will be acceptable to all and will work to the benefit of the railways as well.

In accordance with a resolution passed by the Board of Directors, Chairman Robinson, of the Hotel Committee, has addressed a letter to every hotel in the State, asking them to furnish individual towels in place of the old style and usually very unsanitary roller towels. Many have already responded and declared their intention to provide the individual towels.

Matters pertaining to charges for transportation of baggage will be taken up before the close of the year,



in conjunction with associations in Indiana and Ohio, a report of which will be given later.

Laying aside the feature of insurance, which, by the way, is a very cheap, safe form, is it not worth while for the traveler who receives the benefit of our labors to become one of us? Members, are you not doing your brother salesmen a good turn when you induce them to fill out an application blank to join us in this work? I think "yes" would be the proper answer to both questions, thereby building up our organization and making the Michigan Knights of the Grip an association to be reckoned with in all cases where the individual welfare of our members or the craft in general is concerned.

Frank N. Mosher,
President M. K. of G.

Officers Elected by State Gideons.

Detroit, April 30—At the annual convention of the Michigan Gideons, held at Lansing April 27, the following officers were elected:

President—Watson R. Smith, Jackson.

Vice-President—John A. Sherick, Grand Rapids.

Chaplain—Samuel P. Todd, who was also appointed State Field Superintendent.

Secretary-Treasurer—Herbert W. Beals, Jackson.

About thirty brothers were present and eight of these with their wives. We had a glorious time and one soul was saved.

Nearly all the pulpits were filled by Gideons Sunday.

Jackson Camp gave an invitation for the convention for 1908.

Lansing gave the organization a cordial welcome. A. B. Gates.

Gripsack Brigade.

S. E. Barrett (Herold-Bertsch Shoe Co.) was in town this week, setting up his fall samples. Mr. Barrett resides in Clarkston and covers the trade of Southern Michigan and Northern Ohio.

An Allegan correspondent writes as follows: J. H. Kellogg left Tuesday morning for Kearney, Neb., where he has taken a position as traveling salesman for the Kearney Milling Co., one of the largest flour mills in the West. He will travel through Colorado, Wyoming and Iowa. Mr. Kellogg has been in the employ of Young & Stratton Bros. for nearly ten years selling flour on the road.

Commercial travelers all over the State will rejoice at the promotion of Leon Smith, for twenty years city salesman for Buhl Sons Co., who becomes a director of the company through the reorganization which followed the death of Theodore D. Buhl. Hard work and ability have won out for Mr. Smith. He was born at Deerfield and received his first business training in the store of his father. Later he entered the employ of a hardware dealer in his home town and gave such good satisfaction that when he began to look for larger opportunity, his employer gave him a cordial letter of recommendation to the Detroit house, where he is now employed. Here he justified the estimate of him, and after several years spent in the various departments inside, was made a traveling man, with Detroit as his

territory. He is well and favorably known to all the hardware dealers of Detroit and vicinity, who agree that merit has won out.

Annual Meeting of Traverse City Council.

Traverse City, April 30—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—Fred C. Richter.

Conductor—Wm. L. Chapman.
Page—James Flaggert.

Sentinel—C. O. Whitbeck.
Executive Committee—A. L. Joyce,

E. P. Boughey.
Fred C. Richter, Sec'y.

Heart health never comes so long as the finger is on the pulse.

It may be a little out of your way to

Hotel Livingston

but we went a little out of our way to make our Sunday dinners the meals "par excellence."

Cameron Currie & Co.

Beg to announce that they have opened their

GRAND RAPIDS OFFICE

101 Michigan Trust Building

Citizens Phone 6834

Bell 337

DIRECT PRIVATE WIRES

Members of

New York Stock Exchange Boston Stock Exchange
Chicago Stock Exchange New York Produce Exchange
Chicago Board of Trade

J. C. EVERETT, Manager



Michigan Board of Pharmacy.
 President—Henry H. Helm, Saginaw.
 Secretary—Sid. A. Erwin, Battle Creek.
 Treasurer—W. E. Collins, Owosso; J. D. Muir, Grand Rapids; Arthur H. Webber, Cadillac.

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.

Wholesalers Follow the Lead of the Retailers.

Modern times have greatly changed the conditions of the retail drug trade and altered the nature of the pharmacy of the present day. The old time place of business was much more appropriately known as a pharmacy or an apothecary's shop. Gradually foreign lines of goods have been taken up by the pharmacist and many specialties allowed to find their way to the shelves of the retail pharmacist's place of business. Many of these new articles bear but a remote resemblance to medicines or medical supplies carried by the pharmacist of a half century ago. At the present time a thoroughly up-to-date and recognized progressive drug store carries such a miscellaneous stock of goods that it is difficult to distinguish by the character of the merchandise between a drug store, a grocery, or a hardware store, and it is particularly difficult to point out how such a modern drug store differs from a department store. It is true that the druggist jealously, if not reverentially, clings to the colored show globes and certain other characteristic features of the old time pharmacy. Many modern show windows, however, closely resemble those found in other lines of business. An hours' stroll along the prominent downtown streets of a large city will bring to view drug store show windows prominently displaying every line of goods which our forefathers would never seek in a drug store, while the strictly pharmaceutical stock is given a second place in the establishment. Confectionery, cigars and tobacco, magazines, newspapers, stationery, wines and liquors, cutlery and other hardware are only a few of the side lines given prominence as leading articles in drug store windows. Drug stores located in the business section of the city are, as a rule, the ones to carry the greatest assortment of goods and push lines which were at one time considered as a part of some other trade.

Many are the explanations which have been made by those who discuss the present condition of the retail drug trade. Some lay the blame at the door of department stores and many are those who regret what all must recognize as a fact, that the condition exists and seems to be here to stay. A very interesting feature

and one which appears to have been overlooked in the discussion of the subject is the effect that this drifting of the retail drug trade has exerted on the jobbing and wholesale drug trade of the country. The wholesalers have been forced, as a matter of self-protection, to keep pace with the movement of their customers. When the retail druggist decides to make drugs and medicines a secondary consideration in his business it is absolutely necessary for the jobber who supplies his demands to follow the example. The transition has been gradual and began when the jobbers realized the extent to which their customers were asking them to send their buy-out boys to the hardware stores, the grocery stores, the stationers, the cigar dealers, the confectioners, and into almost every line of the jobbing trade of a large city. The retail druggists soon took this practice as a matter of fact and often became impatient at the delays necessitated by the conditions under which they made use of the jobbing drug trade as a convenience in filling their wants for goods handled exclusively by other wholesale dealers. In order to quiet their customers and lessen the number of complaints, drug jobbers began putting in various lines of goods for which they had the most frequent calls. This enabled them to make a small profit on the goods which they handled without profit or perhaps at a loss when they were brought out. Thus the wholesaler branched out as a necessary result of the change in the retail trade. It soon became apparent to the thoughtful jobber that he must keep up with the needs of the retailer and be in a position to furnish him with as great a variety of goods as his side lines might demand. The very existence of the jobber depends upon the retailer and it is but natural that he should strive to serve the retailer in as satisfactory a manner as is consistent with correct business principles and methods. Perhaps prompt shipments have as much as anything else to do with causing the wholesale house to become as much of a department store as the retail place of business. Sometimes even an hour required in buying out goods will delay a shipment for an entire day, and thus we find the stock carried by the wholesale druggist growing more complex year by year.

Conditions are now so well established, and the custom so firmly fixed, that the wholesale druggist begins to feel that his investment and expense of carrying on a business under new conditions deserves the hearty co-operation of the retail drug trade which forced the change upon him. The retail druggist should first look to his jobber for the goods which he sells, and concentrate his business to the mutual convenience and profit of both the wholesaler and himself. Take the cigar trade as an example. It is a recognized branch of the retail drug trade and should be given equal prominence by the jobber who is acquainted with the character and demands of the cigar trade of the retail druggist. The druggist is expected to carry fine goods and the jobber naturally expects to supply

this class of cigars. The same applies to many other lines, such as druggists' sundries, rubber goods, stationery supplies, toilet soaps, etc. The jobber is in a position to select, in each line, goods of a superior quality, and of a character especially suitable for the retail drug trade. The consumer is not surprised at the inferior quality of goods sold at cut rate prices in department stores and other lines remote from the retail drug trade, but a pharmacist's customers expect him to supply rubber goods of superior quality and other articles of standard value. We believe the retail trade is gradually learning to appreciate the position of the jobber and now looks to him when quality is the prime consideration, and he certainly should be given the preference when other things are equal. The retailer soon learns the value of dealing with a reputable concern, and profits by placing his trade with those who live up to their agreements. The regular patron necessarily has an advantage over what he finds in occasionally buying side lines from outside sources.

We are making these suggestions not with a view of causing any retail dealer to antagonize the jobbers in special lines but simply with what seems to us to be the tide of events. The retail druggist can, from his own point of view, reason out that it is far better for him to give his entire trade to the wholesale druggist than it is to divide it up among several lines of jobbers, many of whom he will buy from only occasionally or, perhaps, not more than once in his lifetime. The situation is not complicated nor is the line of reasoning too vague for elucidation. It is simply the same business principle which causes the general merchant in a small place to be a general merchant. His customers are anxious to have all their wants supplied at his place of business, and not be obliged to visit distant towns or send to large cities for their goods.

Camphor Farms in Texas.

Camphor farms are the latest addition to the resources of the Lone Star State. So far there are only two, both of which are operated by the Government, but Texans confidently expect their State to become one of the great camphor producing regions of the world.

Practically the entire supply of camphor now comes from Formosa. The demand has increased to such an extent that the attention of all the leading countries of the world has been directed to opening up a new source of supply. This is made necessary by the fact that in the manufacture of modern explosives which are used in high power guns camphor forms an important ingredient.

Now that the Japanese government controls the world's supply of the product, it is by no means certain that it may be obtained in the desired quantities at all times in the future. In order to provide against any such contingency as this the growth of the camphor shrub is being encouraged in Texas.

The camphor experimental farm at Wharton was established nearly a

year ago. The shrubs have thrived wonderfully well, and they are now as high as a man's head.

The process in operation in Formosa for extracting the camphor is to chop the trees down and cut them into small pieces, from which the camphor is then distilled. Dr. Watkins will adopt a different method in Texas.

He sows the camphor seeds like wheat or oats, and the shrub quickly sprouts. When it has attained a height of about three feet it will be cut down by a mowing machine at a height of about one foot from the ground. The several portions will be put through the distilling process and the camphor extracted.

From the tender stubble other shoots will spring up, and the cutting process can be repeated once a year for several years. It is asserted that a better quality of camphor can be obtained by this method than by the ancient process that is in use in Formosa. The crop requires no attention except the sowing and harvesting.

It is claimed by Dr. Watkins that a large portion of Southwestern Texas is specially adapted to successful camphor growing. At present prices one acre of camphor would yield a profit of about \$450. It is expected, however, that when its cultivation becomes general in Texas there will be a drop in prices.—New York Sun.

The Drug Market.

Opium—Is very firm but unchanged.

Morphine—Is steady at the late advance.

Quinine—Is dull.

Cod Liver Oil, Norwegian—Has declined on account of reports of larger catch from the primary markets.

Balsam Copaiba—Continues to advance on account of small stocks.

Balsam Tolu—Is higher.

Oil Sassafras—Is tending higher.

Gum Camphor—Is very firm and another advance is looked for. There is certainly no chance for lower prices, owing to the scarcity of crude.

Dandelion Root—Which is in better supply, has declined. An unusual demand at lower price caused it to react, and it has now advanced again.

Balsam Peru—Has advanced.

Oxalic Acid—Is higher.

Linseed Oil—Has advanced.

THE Keeley Cure

LIQUOR MORPHINE

27 Years Success

ONLY ONE IN MICH. WRITE FOR 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.

	Acidum			opaiba	.....	1	75@	1	85	Scillae Co	.....
Aetium	60	8		Cubebae	.....	1	35@	1	40	Tolutan	.....
Benzoleum, Ger.	70	75		Evechthitos	.....	1	00@	1	10	Prunus virg	.....
Boric	10	17		Erigeron	.....	1	00@	1	10			
Carbolicum	25	29		Gaultheria	.....	2	25@	2	75			
Citricum	65	70		Geranium	.....oz				75			
Hydrochlor	30	5		Gossippi Sem gal	.....	70	@		75			
Nitrosum	80	10		Hedeoma	.....	4	00@	4	50			
Oxalicum	14	15		Juniper	.....	40	@	1	20			
...nosporium, dil.	15	15		Lavendula	.....	30	@	3	60			
Sallycylicum	44	47		Limons	.....	2	20@	2	40			
Sulphuricum	14	17		Mentha Piper	.....	4	20@	2	50			
Tannicum	75	85		Mentha Verid	.....	3	50@	3	60			
Tartaricum	35	40		Morrhuae gal	.....	1	65@	1	90			
	Ammonia			Myrica	.....	3	00@	3	50			
Aqua, 18 deg	4	6		Olive	.....	75	@	3	00			
Aqua, 20 deg	6	8		Picis Liquida	.....	10	@		12			
Carbonas	13	15		Picis Liquida gal	.....	1	06@	1	35			
Chloridum	12	14		Rosmarini	.....	1	06@	1	10			
	Aniline			Rosae oz	.....	5	00@	5	00			
Black	2	00@	2	Succini	.....	40	@	45				
Brown	30	100	00	Sabina	.....	90	@	1	50			
Red	45	50	00	Santal	.....	30	@	3	50			
Yellow	2	50@	3	Sassafras	.....	90	@	95				
	Saccae			Sinapis, ess, oz.	.....	1	10@	1	20			
Cubebae	22	25		Tigil	.....	10	@	1	50			
Juiperus	8	10		Thyme	.....	40	@	60				
Xanthoxylum	30	35		Thyme, opt	.....	15	@	1	60			
	Balsamum			Theobromas	.....	15	@	20				
Copaiba	1	30@	1									
Peru	2	40@	2									
Terabin, Canada	60	65										
Tolutan	40	45										
	Cortex											
Abies, Canadian	18			Bi-Carb	.....	15	@	18				
Cassiae	20			Bichromate	.....	13	@	15				
Cinchona Flava	18			Bromide	.....	25	@	30				
Buonymus atro.	60			Carb	.....	12	@	15				
Myrica Cerifera	20			Chlorate	.....po.	12	@	14				
Prunus Virginl.	20			Cyanide	.....	12	@	14				
Quillaja, gr'd	12			Iodide	.....	2	50@	2	60			
Sassafras	po 25	24		Potassa, Bitart	.....	30	@	32				
Ulmus		36		Potass Nitras opt	.....	7	@	10				
				Potass Nitras	.....	6	@	8				
				Prussiate	.....	23	@	26				
				Sulphate po	.....	15	@	18				
	Extractum											
Glycyrrhiza Gla.	24	30		Aconitum	.....	20	@	25				
Glycyrrhiza, po.	28	30		Althae	.....	80	@	85				
Haematoz	11	12		Anchusa	.....	10	@	12				
Haematoz, 1s	18	14		Arum po	.....	4	@	25				
Haematoz, 1/2s.	14	15		Calamus	.....	20	@	48				
Haematoz, 1/4s	16	17		Gentiana	.....po 15.	12	@	15				
				Glycyrrhiza pv 15	.....	16	@	18				
				Hydrastis, Canada	.....	1	20@	1	30			
Carbonate Precip.	15			Hydrastis, Can. po	.....	2	00@	2	00			
Citrate and Quina	2	00@	2	Hellebore, Alba.	.....	12	@	13				
Citrate Soluble	55			Inula, po	.....	18	@	22				
Ferrocyanidum S	40			Ipecac po	.....	2	50@	2	50			
Solut. Chloride	15			Rhei plox	.....	35	@	40				
Sulphate, com'l	2			Jalapa, pr	.....	25	@	30				
Sulphate, com'l, by	70			Maranta, 1/2s	.....	35	@	35				
bbl. per cwt.	7			Podophyllum po.	.....	15	@	18				
Sulphate, pure	7			Rhei	.....	75	@	80				
	Flora			Rhei, cut	.....	1	00@	1	25			
Arnica	15	18		Rhei, pv	.....	75	@	1	00			
Antemhis	40	50		Spigella	.....	1	45@	1	50			
Matriearia	30	35		Sanuginari, po 18	.....	15	@	15				
	Folia			Serpentaria	.....	30	@	55				
Barosma	35	40		Senega	.....	85	@	90				
Cassia Acutifol.	25	30		Smilax, off's H.	.....	10	@	48				
Tinnevely	15	20		Smilax, M	.....	25	@	25				
Cassia, Acutifol.	25	30		Scillae po 45	.....	20	@	25				
Salvia officinalis,	18	20		Symplocarpus	.....	25	@	25				
1/2s and 1/4s	18	20		Valeriana Eng	.....	25	@	25				
Uva Ursi	8	10		Valeriana, Ger.	.....	15	@	20				
	Gummi			Zingiber a	.....	12	@	14				
Acacia, 1st pkd.	@	65		Zingiber j	.....	22	@	25				
Acacia, 2nd pkd.	@	45										
Acacia, 3rd pkd.	@	35		Semen								
Acacia, sifted sts.	@	28		Anisum po 20.	.....	@	16					
Acacia, po.	45	65		Apium (gravel's)	.....	13	@	15				
Aloe Barb	23	25		Bird, 1s	.....	4	@	6				
Aloe, Cape	@	25		Carul po 15	.....	12	@	14				
Aloe, Socotri	@	45		Cardamom	.....	70	@	90				
Ammoniac	55	60		Coriandrum	.....	12	@	14				
Asafoetida	35	40		Cannabis Sativa	.....	7	@	8				
Benzoinum	50	65		Cydonium	.....	75	@	1	00			
Catechu, 1s	@	18		Chenopodium	.....	25	@	30				
Catechu, 1/2s	@	14		Dipterix Odorate.	.....	80	@	1	00			
Catechu, 1/4s	@	16		Foeniculum	.....	7	@	18				
Comphorae	1	45@	1	Frœnigreek, po.	.....	7	@	9				
Euphorbium	@	55		Lini	.....	4	@	6				
Galbanum	@	1		Lini, gr'd. bbl. 2%	.....	3	@	6				
Gamboge	po. 1	85@	1	Labella	.....	75	@	80				
Guaiacum	po 35	35		Pharlaris Cana'n	.....	9	@	10				
Kino	po 45c	45		Rapa	.....	5	@	6				
Mastic	@	75		Sinapis Alba	.....	7	@	9				
Myrrh	po 50	45		Sinapis Nigra	.....	9	@	10				
Opium	4	40@	4									
Shellac	60	70		Spiritus								
Shellac, bleached	60	65		Frumentum W D.	.....	2	00@	2	50			
Thragacanth	70	1	00	Frumentum	.....	1	25@	1	50			
	Herba			Juniperis Co O T	.....	1	65@	2	00			
Absinthium	4	50@	4	Juniperis Co	.....	1	75@	3	50			
Eupatorium oz pk	20	20		Saccharum N E	.....	1	90@	2	10			
Labella	oz pk	20		Spt Vini Gall	.....	1	75@	5	50			
Majorum	oz pk	20		Vini Oporto	.....	1	25@	2	00			
Mentra Pip. oz pk	23	23		Vina Alba	.....	1	25@	2	00			
Mentra Ver. oz pk	25	25										
Rue	oz pk	25		Sponges								
Sanacetum V.	25	25		Florida Sheeps' wool	.....	3	00@	3	50			
Thymus V. oz pk	22	22		carriage	.....	3	50@	3	75			
	Magnesia			Nassau sheeps' wool	.....	3	50@	3	75			
Calcined, Pat	55	60		carriage	.....	3	50@	3	75			
Carbonate, Pat.	18	20		Velvet extra sheeps'	.....	@	2	00				
Carbonate, K-M.	18	20		wool, carriage.	.....	@	1	25				
Carbonate	18	20		Extra yellow sheeps'	.....	@	1	25				
	Oleum			wool carriage.	.....	@	1	25				
Absinthium	4	90@	5	Grass sheeps' wool.	.....	@	1	25				
Amygdalae, Dulc.	75	85		carriage	.....	@	1	25				
Amygdalae, Ama	80	85		Hard, slate use.	.....	@	1	00				
Anisi	1	75@	1	Yellow Reef, for	.....	@	1	40				
Aurant Cortex	2	75@	2	slate use	.....	@	1	40				
Cergamli	3	35@	3									
Caryophylli	85	90		Acacia								
Cedar	1	60@	1	Aurant Cortex	.....	@	50					
Chenopadi	50	60		Zingiber	.....	@	50					
Cinnamon	3	75@	3	Ipecac	@	50					
Citronell	1	85@	1	Ferri Iod	@	50					
				Rhei Arom	@	50					
				Smilax Off's	50	@	60				
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Liquor Arsen et		Rubia Tinctorum	12 @ 14	Vanilla	9 00 @ 9
Hydrarg Iod	25 @	Saccharum La's	22 @ 25	Zinci Sulph	7 @ 8
Liq Potass Arsnit	10 @ 12	Salacin	4 50 @ 45	Oils	
Magnesia, Sulph	2 @ 3	Sanguis Drao's	40 @ 50		
Magnesia, Sulph bbl	1 @ 13	Sapo, W	13 @ 16	Whale, winter	bbl. gal.
Mannia, S F	45 @ 50	Sapo, M	10 @ 12	Lard, extra	70 @ 80
Menthol	2 00 @ 23	Sapo, G	@ 15	Lard, No. 1	60 @ 65
Morphia, S P & W	2 65 @ 2 90	Selditz Mixture	20 @ 22	Linseed, pure raw	42 @ 45
Morphia, SNYQ	2 65 @ 2 90	Sinapis	@ 18	Linseed, boiled	43 @ 46
Morphia, Mal.	2 65 @ 2 90	Sinapis, opt	@ 30	Neat's-foot, w str	65 @ 70
Moschus, Canton	@ 40	Snuff, Maccaboy,		Spts. Turpentine	Market
Mysticala, No.	25 @ 30	DeVos	@ 51	Paints	bbl. L.
Nux Vomica, po ls	@ 10	Snuff, S'h DeVo's	@ 51	Red Venetian	13 @ 15
Os Sepia	25 @ 28	Soda, Boras	9 @ 11	Ochre, yel Mars	13 @ 14
Pepsin Saac, H &		Soda, Boras, po	9 @ 11	Ocre, yel Ber	13 @ 14
P D Co	@ 1 00	Soda, et Pot's, T	25 @ 28	Putty, comm'r'l	25 @ 28
Picis Liq N N ½		Soda, Carb	1 ½ @ 2	Putty, strictly pr	25 @ 28
gal doz	@ 2 00	Soda, Bl-Carb	3 @ 5	Vermillion, Prime	
Picis Liq qts	@ 1 00	Soda, Ash	3 @ 5	American	13 @ 15
Picis Liq, pints	@ 60	Soda, Sulphas	3 ½ @ 4	Vermillion, Eng.	75 @ 80
Pil Hydrarg po 80	@ 50	Spts, Cologne	@ 2 60	Green, Paris	29 ½ @ 33 ½
Piper Nigra po 22	@ 18	Spts, Ether Co	50 @ 55	Green, Penninsular	13 @ 16
Piper Alba po 35	@ 30	Spts, Myrcia Dom	@ 2 00	Lead, red	7 ½ @ 7 ¾
Pix Burgum	@ 8	Spts, Vinl Rect bbl	@	Lead, white	7 ½ @ 7 ¾
Plumbi Acet	12 @ 15	Spts, Vi'l Rect ½ b	@	Whiting, white S'n	@ 70
Pulvis Ip'e et Opil	1 30 @ 1 50	Spts, Vi'l R't 10 gl	@	Whiting, Gliders	@ 35
Pyrethrum, bxs H		Spts, Vi'l R't 5 gl	@	White, Paris Am'r	@ 28
& P D Co. doz	@ 75	Strychnia, Cryst'l	1 05 @ 1 25	Whit'g Paris Eng	
Pyrethrum, pv	20 @ 25	Sulphur Subl	23 @ 4	oil	@ 1 40
Quassiae	8 @ 10	Sulphur, Roll	2 ½ @ 3 ½	Universal Prep'd	1 10 @ 1 20
Quina, S P & W	21 @ 31	Tamarinds	8 @ 10	Varnishes	
Quina, S Ger	21 @ 31	Terebenth Venice	28 @ 30	No. 1 Turp Coachl	10 @ 12
Quina, N. Y.	21 @ 31	Theobromae	65 @ 70	Extra Turp	1 00 @ 1 20

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

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Woodenware	9	9
Wrapping Paper	10	10
Yeast Cake	10	10

1	2
ARCTIC AMMONIA	Oysters
12 oz. ovals 2 doz. box...75	Cove, 1lb. ....@1 05
AXLE GREASE	Cove, 2lb. ....@1 85
Frazer's	Cove, 1lb. Oval...@1 20
11lb. wood boxes, 4 dz. \$ 00	Plums 85
11lb. tin boxes, 3 doz. 2 35	Peas 85
3 1/2 lb. tin boxes, 2 dz. 4 25	Marrowfat 1 25@1 60
10lb. pails, per doz. 6 00	Early June 35@1 65
15lb. pails, per doz. 7 20	Peaches 1 00@1 15
25lb. pails, per doz. 12 00	Yellow 1 65@2 25
BAKED BEANS	Pineapple .....@2 50
11lb. can, per doz. 90	Sliced .....@2 40
21lb. can, per doz. 1 40	Pumpkin 80
31lb. can, per doz. 1 80	Good 90
BATH BRICK	Fancy 1 00
American 75	Gallon 2 60
English 85	Raspberries@
BLUING	Russian Caviar
Arctic	1/4 lb. cans .....3 75
6 oz. ovals 3 doz. box \$ 40	1/2 lb. cans .....7 00
16 oz. round 2 doz. box 75	1lb. cans .....12 00
Sawyer's Pepper Box	Salmon
No. 3, 3 doz. wood	Col'a River, talls 1 80@1 85
boxes 4 00	Col'a River, flats 1 90@1 95
No. 5, 3 doz. wood	Red Alaska .....1 20@1 30
boxes 7 00	Pink Alaska .....@1 00
BROOMS	Sardines
No. 1 Carpet .....2 75	Domestic 1/4 s .....3 1/4@3 1/4
No. 2 Carpet .....2 35	Domestic, 1/2 s .....5
No. 3 Carpet .....2 15	Domestic, Must'd 6 @ 9
No. 4 Carpet .....1 75	California, 1/2 s .....@14
Parlor Gem .....2 40	California, 1/4 s .....@24
Common Whisk .....85	French, 1/4 s .....7 14
Fancy Whisk .....1 20	French, 1/2 s .....18 @28
Warehouse .....3 00	Shrimps
BRUSHES	Standard .....1 20@1 40
Scrub	Fair .....85
Solid Back 8 in. ....75	Good .....1 00
Solid Back, 11 in. ....95	Fancy .....1 25@1 40
Pointed Ends .....85	Strawberries
Stove	Standard .....1 10
No. 3 .....75	Fancy .....1 40@2 00
No. 2 .....1 10	Tomatoes
No. 1 .....1 75	Fair .....@1 10
Shoe	Good .....@1 20
No. 8 .....1 00	Fancy .....@1 40
No. 7 .....1 30	Gallons .....@3 75
No. 4 .....1 70	CARBON OILS
No. 3 .....1 90	Barrels
BUTTER COLOR	Perfection .....@10 1/2
W., R. & Co.'s, 15c size.1 25	Water White .....@10
W., R. & Co.'s, 25c size.2 00	D. S. Gasoline .....@16 1/2
CANDLES	Gas Machine .....@24
Electric Light, 8s. ....9 1/2	Deodor'd Nap'a .....@15 1/2
Electric Light, 16s. ....10	Cylinder .....@34 1/2
Paraffine, 6s. ....9	Engine .....@22
Paraffine, 12s. ....9 1/2	Black, winter .....8 1/4@10
Wicking .....20	CEREALS
CANNED GOODS	Breakfast Foods
Apples	Bordeau Flakes, 36 lb. 2 50
21lb. Standards .....1 00	Cream of Wheat, 36 lb. 4 50
Gallon .....2 65	Egg-O-See, 36 pkgs. 2 85
Blackberries	Evcello Flakes, 36 lb. 4 50
21lb. .....90@1 75	Excelllo, large pkgs. 4 50
Standards gallons .....@5 50	Force, 36 2 lb. 4 50
Beans	Grape Nuts, 2 doz. 2 70
Baked .....80@1 30	Malta Ceres, 24 lb. 2 40
Red Kidney .....85@95	Malta Vita, 36 lb. 2 85
String .....70@1 15	Maple-Flake, 36 lb. 4 25
Wax .....75@1 25	Pillsbury's Vitos, 3 dz. 4 50
Blueberries	Ralston's 36 2 lb. 4 50
Standard .....@1 45	Sunlight Flakes, 36 lb. 2 85
Gallon .....@7 50	Sunlight Flakes, 20 lbs 4 00
Brook Trout	Vigor, 36 pkgs. 2 75
21lb. cans, speeded .....1 90	Voigt Cream Flakes .....4 50
Clams	Zest, 20 2lb. 4 10
Little Neck, 1lb. 1 00@1 25	Zest, 36 small pkgs. 2 75
Little Neck, 2lb. .....@1 50	Crecent Flakes
Clam Bouillon	One case .....2 50
Burnham's 1/4 pt. ....1 90	Five cases .....2 40
Burnham's pts. ....3 60	One case free with
Burnham's qts. ....7 20	cases.
Cherries	One-half case free with
Red Standards 1 30@1 50	5 1/4 cases.
White .....1 50	One-fourth case free with
Corn	2 1/4 cases.
Fair .....60@75	Freight allowed
Good .....85@90	Rolled C t
Fancy .....1 10	Rolled C t
French Peas	Rolled C t
Sur Extra Fine .....22	Rolled C t
Extra Fine .....19	Rolled C t
Fine .....15	Rolled C t
Moyen .....11	Rolled C t
Gooseberries	Rolled C t
Standard .....90	Rolled C t
Hominy	Rolled C t
Standard .....85	Rolled C t
Lobster	Rolled C t
1/4 lb. ....2 25	Rolled C t
1 lb. ....4 25	Rolled C t
2 lb. ....2 75	Rolled C t
Picnic Tails	Rolled C t
Mackerel	Rolled C t
Mustard, 1lb. ....1 80	Rolled C t
Mustard, 2lb. ....2 80	Rolled C t
Soused, 1 1/2 lb. ....1 80	Rolled C t
Soused, 2lb. ....2 80	Rolled C t
Tomato, 1lb. ....1 80	Rolled C t
Tomato, 2lb. ....2 80	Rolled C t
Mushrooms	Rolled C t
Hotels .....19@20	Rolled C t
Buttons .....24@25	Rolled C t

2	3	4
Oysters	Emblem .....@14	Coffee Cake, pl. or iced 10
Cove, 1lb. ....@1 05	Gem .....@15	Cocoanut Taffy .....12
Cove, 2lb. ....@1 85	Ideal .....@14	Cocoanut Bar .....10
Cove, 1lb. Oval...@1 20	Jersey .....@15	Cocoanut Drops .....12
Plums 85	Peerless .....@14 1/2	Cocoanut Honey Cake 12
Peas 85	Riverside .....@14 1/2	Cocoanut Hon. Fingers 12
Marrowfat 1 25@1 60	Springdale .....@14 1/2	Cocoanut Macaroons .....18
Early June 35@1 65	Warner's .....@15 1/2	Dixie Cookie .....8
Peaches 1 00@1 15	Brick .....@17 1/2	Frosted Cream .....8
Yellow 1 65@2 25	Leiden .....@15	Frosted Honey Cake 12
Pineapple .....@2 50	Limburger .....@15	Fluted Cocoanut .....10
Sliced .....@2 40	Pinapple .....40 @60	Fruit Tarts .....12
Pumpkin 80	Sap Sago .....@22	Ginger Gems .....8
Good 90	Swiss, domestic...@16	Graham Crackers .....8
Fancy 1 00	Swiss, imported @20	Ginger Nuts .....10
Gallon 2 60	CHEWING GUM	Ginger Snaps, N. B. C. 7
Raspberries@	American Flag Spruce 50	Hippodrome .....10
Russian Caviar	Beeman's Pepsin .....55	Honey Cake, N. B. C. 12
1/4 lb. cans .....3 75	Adams Pepsin .....55	Honey Fingers, As. Ice 12
1/2 lb. cans .....7 00	Best Pepsin .....45	Honey Jumbles .....12
1lb. cans .....12 00	Best Pepsin, 5 boxes 2 00	Household Cookies .....8
Salmon	Black Jack .....55	Household Cookies Iced 8
Col'a River, talls 1 80@1 85	Largest Gum Made .....55	Iced Honey Crumpets 10
Col'a River, flats 1 90@1 95	Sen Sen .....55	Imperial .....8
Red Alaska1 20@1 30	Sen Sen Breath Perf 1 00	Iced Honey Flake12 1/2
Pink Alaska@1 00	Sugar Loaf55	Iced Honey Jumbles12
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Domestic 1/4 s3 1/4@3 1/4	CHICORY	Jersey Lunch8
Domestic, 1/2 s5	Bulk20	Kream Klips20
Domestic, Must'd 6 @ 9	Red .....20	Lady Fingers .....12
California, 1/2 s .....@14	Eagle .....5	Lem Yem .....12
California, 1/4 s .....@24	Frank's .....7	Lemon Biscuit, Square 8
French, 1/4 s .....7 14	Schen's .....6	Lemon Wafer .....16
French, 1/2 s18 @28	CHOCOLATE	Lemon Cookie8
Shrimps	Walter Baker & Co.'s	Mary Ann8
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Standard1 10	Premium, 1/2 s30	Newton12
Fancy1 40@2 00	COCOA	Nu Sugar8
Tomatoes	Baker's39	Nic Nacs8
Fair .....@1 10	Cleveland .....41	Oatmeal Crackers .....8
Good .....@1 20	Colonial, 1/4 s .....35	Orange Gems .....8
Fancy .....@1 40	Colonial, 1/2 s .....33	Oval Sugar Cakes .....8
Gallons .....@3 75	Epps .....42	Penny Cakes, Assorted 8
CARBON OILS	Huyler .....45	Pretzels, Hand Md. 8
Barrels	Lowney, 1/4 s .....40	Pretzeltes, Hand Md. 8
Perfection .....@10 1/2	Lowney, 1/2 s .....38	Pretzeltes, Mac. Md. 7 1/2
Water White@10	Lowney, 1s37	Raisin Cookies14
D. S. Gasoline@16 1/2	Lowney, 1s37	Revere, Assorted14
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Deodor'd Nap'a@15 1/2	Van Houten, 1/2 s20	Scotch Style Cookies 10
Cylinder@34 1/2	Van Houten, 1s20	Snow Creams16
Engine .....@22	Webb .....28	Sugar Krip .....11
Black, winter .....8 1/4@10	Wilbur, 1/4 s .....36	Sultana Fruit Biscuit 16
CEREALS	Wilbur, 1/2 s .....36	Spiced Gingers .....9
Breakfast Foods	COCOA BUT	Spiced Gingers Iced 10
Bordeau Flakes, 36 lb. 2 50	Dunham's 1/2 s & 1/4 s 27	Sugar Cakes .....8
Cream of Wheat, 36 lb. 4 50	Dunham's 1/4 s .....28	Sugar Squares, large or
Egg-O-See, 36 pkgs. 2 85	Dunham's 1/2 s .....29	small .....8
Evcello Flakes, 36 lb. 4 50	Bulk .....12	Superba .....8
Excelllo, large pkgs. 4 50	COCOA SHELLS	Sponge Lady Fingers 25
Force, 36 2 lb. 4 50	20lb. bags .....2 1/2	Sugar Crimp .....8
Grape Nuts, 2 doz. 2 70	Less quantity .....3	Vanilla Wafers .....16
Malta Ceres, 24 lb. 2 40	Pound packages .....4	Waverly .....8
Malta Vita, 36 lb. 2 85	COFFEE	Zanzibar .....9
Maple-Flake, 36 lb. 4 25	Common .....13 1/2	In-er Seal Goods
Pillsbury's Vitos, 3 dz. 4 50	Fair .....14 1/2	Per doz.
Ralston's 36 2 lb. 4 50	Choice .....16 1/2	Albert Biscuit .....1 00
Sunlight Flakes, 36 lb. 2 85	Fancy .....20	Animals .....1 00
Sunlight Flakes, 20 lbs 4 00	Santos .....13 1/2	Bremner's But Waters 1 00
Vigor, 36 pkgs. 2 75	Fair .....14 1/2	Butter Thin Biscuit. 1 00
Voigt Cream Flakes .....4 50	Choice .....16 1/2	Cheese Sandwich .....1 00
Zest, 20 2lb. 4 10	Fancy .....19	Cocoanut Dainties .....1 00
Zest, 36 small pkgs. 2 75	Peaberry .....19	Cocoanut Macaroons. 2 50
Crecent Flakes	Maracaibo .....16	Cracker Meal .....75
One case .....2 50	Choice .....16 1/2	Faust Oyster .....1 00
Five cases .....2 40	Mexican .....19	Fig Newton .....1 00
One case free with	Fancy .....19	Five O'clock Tea .....1 00
cases.	Guatemala .....15	Protana .....1 00
One-half case free with	Java .....12	Ginger Snaps, N. B. C. 1 00
5 1/4 cases.	African .....17	Graham Crackers .....1 00
One-fourth case free with	Fancy African .....25	Lemon Snap .....50
2 1/4 cases.	O. G. .....31	Oatmeal Crackers .....1 00
Freight allowed	P. G. .....31	Oysterettes .....1 00
Rolled C t	Arabian Mocha .....21	Old Time Sugar Cook. 1 00
Rolled C t	Package	Pretzeltes, Hd Md. 1 00
Rolled C t	New York Rasls	Royal Toast .....1 00
Rolled C t	Arbuckle .....16 00	Saltine .....1 00
Rolled C t	Dilworth .....15 50	Saratoga Flakes .....1 50
Rolled C t	Jersey .....15 00	Social Tea Biscuit. 1 00
Rolled C t	Lion .....14 50	Soda, N. B. C. .....1 00
Rolled C t	McLaughlin's XXXX	Soda, Select .....1 00
Rolled C t	McLaughlin's XXXX sold	Sultana Fruit Biscuit 1 50
Rolled C t	to retailers only. Mail all	Unedea Biscuit .....50
Rolled C t	orders direct to W. F.	Unedea Jinjer Wayfer 1 00
Rolled C t	McLaughlin & Co., Chicag-	Unedea Milk Biscuit. 50
Rolled C t	go.	Vanilla Wafers .....1 00
Rolled C t	Extract	Water Thin .....1 00
Rolled C t	Holland, 1/2 gro boxes 95	Zu Zu Ginger Snaps 50
Rolled C t	Felix, 1/2 gross .....1 15	Zwieback .....1 00
Rolled C t	Hummel's foil, 1/2 gro. 85	CREAM TARTAR
Rolled C t	Hummel's tin, 1/2 gro. 1 43	Barrels or drums .....29
Rolled C t	National Biscuit Company	Boxes .....30
Rolled C t	Brand	Square cans .....32
Rolled C t	Butter	Fancy caddies .....35
Rolled C t	Seymour, Round .....6	DRIED FRUITS
Rolled C t	N. B. C., Square .....6	Apples
Rolled C t	Soda	Sundried .....@7
Rolled C t	Select Soda .....8	Evaporated .....8 1/2 @9
Rolled C t	Saratoga Flakes .....13	Apricots
Rolled C t	Zephyrette .....13	California .....18@20
Rolled C t	Oyster	California Prunes
Rolled C t	N. B. C., Round .....6	100-125 25lb. boxes.
Rolled C t	N. B. C., Square Salted 6	90-100 25lb. boxes. @4
Rolled C t	Faust, Shell .....7 1/2	80-90 25lb. boxes. @5
Rolled C t	Sweet Goods.	70-80 25lb. boxes. @5 1/2
Rolled C t	Boxes and cans	60-70 25lb. boxes. @6
Rolled C t	Animals .....10	50-60 25lb. boxes. @6 1/2
Rolled C t	Atlantic, Assorted .....10	40-50 25lb. boxes. @8
Rolled C t	Cartwheels .....8	30-40 25lb. boxes. @9
Rolled C t	Current Fruit .....10	1/2 c less in 50lb. cases
Rolled C t	Cracknels .....16	Citron

3	4	5
Cheese	Animals .....10	Raisins
Acme .....@14 1/2	Atlantic, Assorted .....10	London Layers, 3 cr
Climax .....@14 1/2	Cartwheels .....8	London Layers, 4 cr
Mie .....@14	Current Fruit .....10	Cluster, 5 crown
Cracknels .....16	Cracknels .....16	Loose Muscatels, 2 cr
		Loose Muscatels, 3 cr
		Loose Muscatels, 4 cr 9 1/2
		Loose Muscatels, 4 cr 10
		L. M. Seeded, 1 lb. 11@11 1/2
		Sultanas, bulk
		Sultanas, package @ 9 1/2
		FARINACEOUS GOODS
		Beans
		Dried Lima .....6
		Med. Hd. Pk'd. ....@1 50
		Brown Holland .....2 75
		Farina
		24 1lb. packages .....1 25
		Bulk, per 100 lbs. ....8 00
		Hominy
		Flake, 50lb. sack .....1 00
		Pearl, 200lb. sack .....3 70
		Pearl, 100lb. sack .....1 85
		Maccaroni and Vermicelli
		Domestic, 10lb. box. ....60
		Imported, 25lb. box. ....2 50
		Pearl Barley
		Common .....2 80
		Chester .....2 90
		Empire .....3 50
		Peas
		Green, Wisconsin, bu. 1 40
		Green, Scotch, bu. ....1 60
		Split, lb. ....04
		Sago
		East India .....7
		German, sacks .....7
		German, broken pkg

6	7	8	9	10	11
Meal Bolted 2 40 Golden Granulated 2 60 St. Car Feed screened 23 00 No. 1 Corn and Oats 23 00 Corn, cracked 21 50 Corn Meal, coarse 21 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 21 00 Molasses Feed 21 00 Dried Beet Pulp 16 50 Oats Michigan, carlots 45 Less than carlots 46 Corn Carlots 54 1/2 Less than carlots 56 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 25 HORSE RADISH Per doz. 90 JELLY 5 lb. pails, per doz. 1 95 15 lb. pails, per pail. 44 30 lb. pails, per pail. 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. 45 Armour's, 4 oz. 28 Liebig's Chicago, 2 oz. 2 75 Liebig's Chicago, 4 oz. 5 50 Liebig's Imported, 2 oz. 4 55 Liebig's Imported, 4 oz. 8 50 MOLASSES New Orleans Fancy Open Kettle 40 Choice 35 Fair 25 Good 22 Half barrels 2c extra. MINCE MEAT Per case 2 75 MUSTARD Horse Radish, 1 dz. 1 75 Horse Radish, 2 dz. 3 50 OLIVES Bulk, 1 gal. kegs 1 65 Bulk, 2 gal. kegs 1 60 Bulk, 5 gal. kegs 1 55 Manzanilla, 8 oz. 90 Queen, pints 2 50 Queen, 19 oz. 4 50 Queen, 28 oz. 7 00 Stuffed, 5 oz. 90 Stuffed, 8 oz. 1 45 Stuffed, 10 oz. 2 40 PIPES Clay, No. 216 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. 672, Special 1 75 No. 98 Golf, satin finish 2 00 No. 808 Bicycle 2 00 No. 632 Tourist's 2 25 POTASH 48 cans in case 4 00 Penna Salt Co.'s 3 00 PROVISIONS Barreled Pork Mess 18 50 Short Cut 17 75 Short Cut Clear 17 50 Bean 16 00 Brisket, Clear 19 50 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 1/4 60 lb. tubs advance 1/4 50 lb. tubs advance 1/4 20 lb. pails advance 1/4 10 lb. pails advance 1/4 5 lb. pails advance 1/4 2 lb. pails advance 1/4	Sausages Bologna 5 1/2 Liver 6 1/2 Frankfort 7 Pork 8 Veal 7 Tongue 7 Headcheese 7 Beef Extra Mess 9 75 Boneless 11 25 Rump, new 11 25 Pig's Feet 1/4 bbls. 1 10 1/2 bbls., 40 lbs. 1 85 1/2 bbls. 3 25 1 bbl. 7 75 Tripe Kits, 15 lbs. 70 1/4 bbls., 40 lbs. 1 50 1/2 bbls., 80 lbs. 3 00 Casings Hogs, per lb. 28 Beef, rounds, set 16 Beef middles, set 45 Sheep, per bundle 70 Uncolored Butterine Solid dairy 10 @ 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, 1/4s 45 Deviled ham, 1/4s 45 Deviled ham, 1/2s 85 Potted tongue, 1/4s 45 Potted tongue, 1/2s 85 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 00 Dwight's Cow 3 15 Emblem 2 10 L. P. 3 00 Wyandotte, 100 1/2s 3 00 SAL SODA Granulated, bbls. 85 Granulated, 100lb. cs. 1 00 Lump, bbls. 80 Lump, 145lb. kegs 95 SALT Common Grades 100 3 lb. sacks 2 10 60 5 lb. sacks 2 00 28 10 1/2 lb. sacks 1 90 56 lb. sacks 30 28 lb. sacks 15 Warsaw 56 lb. dairy in drill bags 40 28 lb. dairy in drill bags 20 Solar Rock 56lb. sacks 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 Halibut 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 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. 10 00 Mess, 10lbs. 1 65 Mess, 8lbs. 1 40 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 Poppy 9 Rape 5 1/2 SHOE BLACKING Handy Box, large, 3 dz. 50 Handy Box, small, 1 dz. 25 Birby's Royal Polish 85 Miller's Crown Polish 85	SNUFF Scotch, in bladders 37 Maccaboy, in jars 35 French Rapple in jars 43 SOAP J. S. Kirk & Co. American Family 4 00 Dusky Diamond, 50 8 oz 2 80 Jap Rose, 100 6 oz 3 80 Savon Imperial 3 75 White Russian 3 50 Dome, oval bars 3 50 Satinet, oval 3 50 Snowberry, 100 cakes 2 15 Proctor & Gamble Co. Lenox 3 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 Big Master, 100 bars 3 25 Marselles, 100 cakes 6 00 Marselles, 100 cakes 5c 4 00 Marselles, 100 ck toilet 4 00 A. B. Whisley 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 Sourline 4 10 Babbitt's 1776 3 75 Roseline 3 50 Armour's 3 70 Wisdom 3 80 Soap Compounds Johnson's Fine 5 10 Johnson's XXX 4 25 Nine O'clock 3 35 Rub-No-More 3 75 Scouring Enoch Morgan's Sons. Sapolio, gross lots 3 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 15 Ginger, Jamaica 25 Mace 65 Mustard 18 Pepper, Singapore, blk. 28 Pepper, Singp. white. 28 Pepper, Cayenne 20 Sage 20 STARCH Common Gloss 1lb. packages 4 @ 5 8lb. packages @ 4 1/2 6lb. packages @ 3 1/2 40 and 50lb. boxes 1/4 @ 3 1/2 Barrels @ 3 1/2 Common Corn 20lb. packages 5 40lb. packages 4 @ 7 SYRUPS Corn Barrels 25 Half Barrels 27 1lb. cans 1/4 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 2 dz. in case 1 90 Pure Cane Fair 18 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 48 Nibs 22 @ 24 Siftings 9 @ 11 Fannings 13 @ 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 Kyro 35 Battle Ax 37 American Eagle 37 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 52 Nickel Twist 32 Mill 32 Great Navy 36 Smoking Sweet Core 34 Pat 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 34 Chips 33 Kiln Dried 21 Duke's Mixture 40 Duke's Cameo 43 Myrtle Navy 39 Yum Yum, 1 1/2 oz. 44 Yum Yum, 1lb. pails 40 Cream 38 Corn Cake, 2 1/2 oz. 25 Corn Cake, 1lb. 22 Plover Boy, 1 1/2 oz. 39 Plover Boy, 3 1/2 oz. 39 Peerless, 3 1/2 oz. 35 Peerless, 1 1/2 oz. 38 Air Brake 36 Cant Hook 30 Country Club 32 Forex-XXXX 35 Good Indian 35 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 Market 40 Splint, large 3 50 Splint, medium 3 25 Splint, small 3 00 Willow, Clothes, large 8 25 Willow, Clothes, med'm 7 50 Willow, Clothes, small 6 50 Bradley Butter Boxes 2lb. size, 24 in case 72 3lb. size, 16 in case 65 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 3 70	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, au 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 18-in. Cable, No. 2 8 00 16-in. Cable, No. 3 6 75 No. 1 Fibre 10 80 No. 2 Fibre 9 40 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 25 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 1 25 13 in. Butter 1 75 15 in. Butter 2 10 17 in. Butter 3 50 19 in. Butter 4 30 Assorted, 13-15-17 2 30 Assorted, 15-17-19 3 25 WRAPPING PAPER Common Straw 1 1/2 Fibre Manila, white 2 1/2 Fibre Manila, colored 4 No. 1 Manila 3 Cream Manila 3 Butcher's Manila 3 1/2 Wax Butter, short c't 13 Wax Butter, full count 20 Wax Butter, rolls 15 YEAST CAKE Magic, 3 doz. 1 15 Sunlight, 3 doz. 1 00 Sunlight, 1 1/2 doz. 50 Yeast Foam, 3 doz. 1 15 Yeast Cream, 3 doz. 1 00 Yeast Foam, 1 1/2 doz. 58 FRESH FISH Per lb. Jumbo Whitefish @ 16 No. 1 Whitefish @ 14 Trout @ 13 Halibut @ 14 Ciscos or Herring @ 10 Bluefish @ 15 Live Lobster @ 35 Boiled Lobster @ 35 Cod @ 12 Haddock @ Pickrel @ 12 1/2 Pike @ 12 1/2 Perch, dressed @ 12 1/2 Smoked, White @ 12 1/2 Red Snapper @ Col. River Salmon @ 16 Mackerel @ 20 HIDES AND PELTS Hides Green No. 1 8 1/2 Green No. 2 7 1/2 Cured No. 1 9 1/2 Cured No. 2 8 1/2 Calfskin, green, No. 1 12 Calfskins, green No. 2 10 1/2 Calfskins, cured No. 1 13 Calfskins, cured No. 2 11 1/2 Pelts Old Wool 30 Lambs 1 25 @ 1 60 Shearlings 25 @ 50 Tallow No. 1 @ 5 No. 2 @ 4 Wool Unwashed, med. @ 25 Unwashed, fine @ 19	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 Ode Time sugar stick 80 lb. case 13 Mixed Candy Grocers 6 1/2 Competition 7 1/2 Special 8 Conserve 8 1/2 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 O F Cream mixed 13 O F Foreground Drop 10 Fancy-in Pails Gypsy Hearts 14 Coco Bon Bons 12 Fudge Squares 13 Peanut Squares 9 Sugared Peanuts 11 Salted Peanuts 11 Starlight Kisses 12 San Blas Goodies 12 Lozenges, plain 12 Lozenges, printed 10 Champion Chocolate 12 Eclipse Chocolates 14 Eureka Chocolates 14 Quintette Chocolates 13 Champion Gum Drops 8 1/2 Moss Drops 9 Lemon Sours 10 Imperial 11 Ital. Cream Opera 12 Ital. Cream Bon Bons 11 Golden Waffles 12 Old Fashioned Molasses Kisses, 10lb. box 1 20 Orange Jellies 50 Fancy-in 5lb. Boxes Lemon Sours 55 Old Fashioned Hore- hound Drops 55 Peppermint Drops 60 Chocolate Drops 65 H. M. Choc. Drops 60 H. M. Choc. Lt. and Dark No. 12 1 06 Bitter Sweets, ass'd 1 15 Brilliant Gums, Crys. 90 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 Crms. 30 @ 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 54 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 Brazilis 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 Cocanuts @ 5 Chestnuts, New York State, per bu. Shelled Spanish Peanuts 8% @ 9 1/2 Pecan Halves @ 75 Walnut Halves @ 32 Filbert Meats @ 27 Alcanta 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 Roasted @ 10 1/2

Special Price Current

AXLE GREASE



Mica, tin boxes....75 9 00
Paragon55 6 00

BAKING POWDER

Royal

10c size 90
1/4 lb. cans 1 35
6oz. cans 1 90
1/4 lb. cans 2 50
1/2 lb. cans 3 75
1 lb. cans 4 80
3 lb. cans 13 00
5 lb. cans 21 50

BLUING



C. P. Bluing

Doz.
Small size, 1 doz. box..40
Large size, 1 doz. box..75

CIGARS



G J Johnson Cigar Co.'s bd.
Less than 50033
500 or more32
1,000 or more31
Worden Grocer Co. brand
Ben Hur

Perfection35
Perfection Extras35
Londres35
Londres Grand35
Standard35
Puritans35
Panatellas, Finas35
Panatellas, Rock35
Jockey Club35

COCOANUT

Baker's Brazil Shredded



70 1/4 lb. pkg. per case 2 60
85 1/4 lb. pkg. per case 2 60
88 1/4 lb. pkg. per case 2 60
16 1/2 lb. pkg. per case 2 60

FRESH MEATS

Beef

Carcass5% @ 8 1/2
Hindquarters6 1/2 @ 10
Loins8 @ 14
Rounds8 1/2 @ 7 1/2
Chucks5 @ 6 1/2
Plates4 1/2 @ 4 1/2
Livers3 @ 3

Pork

Loins@ 12
Dressed@ 8 1/2
Boston Butts@ 10 1/2
Shoulders@ 9 1/2
Leaf Lard@ 9 1/4
Trimnings@ 8

Mutton

Carcass@ 10
Lambs@ 15
Spring Lambs

Veal

Carcass6 @ 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..1 50

Jute

60ft.75
72ft.90
90ft.1 05
120ft.1 50

Cotton Victor

50ft.1 10
60ft.1 35
70ft.1 60

Cotton Windsor

50ft.1 30
60ft.1 44
70ft.1 80
80ft.2 00

Cotton Braided

40ft.95
50ft.1 35
60ft.1 65

Galvanized Wire
No. 20, each 100ft. long 1 90
No. 19, each 100ft. long 2 10

COFFEE

Roasted

Dwinell-Wright Co.'s B'ds.



White House, 1 lb.
White House, 2 lb.
Excelsior, M & J, 1 lb.
Excelsior, M & J, 2 lb.
Tip Top, M & J, 1 lb.
Royal Java
Royal Java and Mocha
Java and Mocha Blend
Boston Combination
Distributed by Judson
Grocer Co., Grand Rapids;
Lee & Cady, Detroit; Sym-
ons Bros & Co., Saginaw;
Brown, Davis & Warner,
Jackson; Godsmark, Du-
rand & Co., Battle Creek;
Fielbach Co., Toledo.

Peerless Evap'd Cream 4 00

FISHING TACKLE

1/4 to 1 in.6
1 1/4 to 2 in.7
1 1/2 to 3 in.9
1 3/4 to 2 in.11
2 in.15
3 in.20

Cotton Lines

No. 1, 10 feet5
No. 2, 15 feet7
No. 3, 15 feet9
No. 4, 15 feet10
No. 5, 15 feet11
No. 6, 15 feet12
No. 7, 15 feet15
No. 8, 15 feet18
No. 9, 15 feet20

Linen Lines

Small20
Medium26
Large34

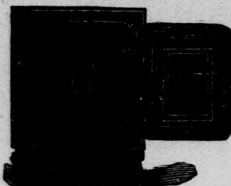
Poles

Bamboo, 14 ft., per doz. 55
Bamboo, 16 ft., per doz. 60
Bamboo, 18 ft., per doz. 80

GELATINE

Cox's 1 qt. size1 10
Cox's 2 qt. size1 61
Knox's Sparkling, doz. 1 20
Knox's Sparkling, gro. 14 00
Knox's Acidu'd. doz. 1 20
Knox's Acidu'd. gro. 14 00
Nelson's1 50
Oxford75
Plymouth Rock1 35

SAFES



Full line of fire and burg-
lar proof safes kept in
stock by the Tradesman
Company. Twenty differ-
ent sizes on hand at all
times—twice as many safes
as are carried by any other
house in the State. If you
are unable to visit Grand
Rapids and inspect the
line personally, write for
quotations.

SOAP

Beaver Soap Co.'s Brands



100 cakes, large size..6 50
50 cakes, large size..3 25
100 cakes, small size..3 85
50 cakes, small size..1 95
Tradesman's Co.'s Brand



Black Hawk, one box 2 50
Black Hawk, five bxs 2 40
Black Hawk, ten bxs 2 25

TABLE SAUCES

Halford, large3 75
Halford, small2 25

Use

Tradesman

Coupon

Books

Made by

Tradesman Company

Grand Rapids, Mich.

We sell more 5 and 10
Cent Goods Than Any
Other Twenty Whole-
sale Houses in the
Country.

WHY?

Because our houses are the recog-
nized headquarters for these
goods.

Because our prices are the lowest.
Because our service is the best.

Because our goods are always
exactly as we tell you they are.

Because we carry the largest
assortment in this line in the
world.

Because our assortment is always
kept up-to-date and free from
stickers.

Because we aim to make this one
of our chief lines and give to
it our best thought and atten-
tion.

Our current catalogue lists the most com-
plete offerings in this line in the world.
We shall be glad to send it to any merchant
who will ask for it Send for Catalogue J.

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Wholesalers of Everything—By Catalogue Only

New York Chicago St. Louis

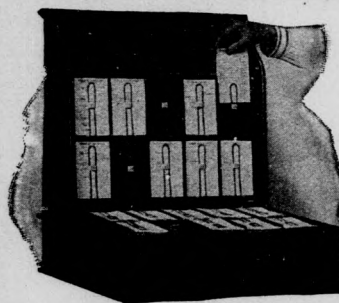
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BAD DEBTS
ACCURACY
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CONTENTMENT
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in the different denominations.
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SAMPLES TRADESMAN COMPANY,
GRAND RAPIDS, MICH.

Simple Account File

Simplest and
Most Economical
Method of Keeping
Petit Accounts

File and 1,000 printed blank
bill heads..... \$2 75
File and 1,000 specially
printed bill heads..... 3 00
Printed blank bill heads,
per thousand..... 1 25
Specially printed bill heads,
per thousand..... 1 50

Tradesman Company,
Grand Rapids.



No
Forgotten
Charges
with the
McCaskey!

EVERY sale is completed at the time it is made.
Your clerks are COMPELLED to make an entry of every
transaction.

Goods sold for cash or credit—Moneys received or paid
out.

Accounts written in DUPLICATE or TRIPLICATE.
Accounts always READY for SETTLEMENT at any
minute.

Complete information regarding every detail of your busi-
ness.

Complete PROTECTION for COLLECTION of INSUR-
ANCE.

No copying or posting. No extra work.
The greatest COLLECTING system on earth.

And it is ALL DONE with but ONE WRITING.
Let us tell YOU about THE MCCASKEY ACCOUNT
REGISTER SYSTEM.

A postal brings the information.

The McCaskey Register Co.
Alliance, Ohio

Mfrs. of the Celebrated Multiplex Duplicate and Triplicate Carbon Back 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

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—Horse shoeing, woodworking and general blacksmith shop in a thriving little town. Will sell cheap. Cause for selling, ill health. B. B. Baldwin, Box 37, Alto, Mich. 833

For Sale—Drug store in growing city. Annual sales \$7,000. Low rent. Invoices \$2,500. Terms \$1,000 or \$1,200 cash, balance on easy payments. Address Suburban, care Tradesman. 832

Farm Lands For Sale—3,000 acres improved farm lands for sale in farms from 160 acres to 400 acres in Walsh and Ramsey counties; from two to eight miles from market; at \$15 to \$35 per acre, on easy terms. For full particulars write W. G. Robertson, Fairdale, N. D. 831

Have you one dollar to five thousand dollars to invest in a Buffalo Manufacturing Co., estimated will pay from 10 to 20%. Write for particulars, C. E. Steinecke, 88 Edgerton St., Rochester, N. Y. 830

Wanted—Room for millinery and ladies' furnishing goods, 30x60 or 20x80. Population 5,000 to 20,000. J. G. Waddell, Kokomo, Ind. 828

Good opportunity to engage in the banking business. Address No. 827, care Michigan Tradesman. 827

Tired of working for others? Then let us send you list of business chances requiring from \$500 to \$10,000 capital, that will enable you to choose a business to your liking. No. D. Benham & Wilson, Hastings, Mich. 826

For Sale—An up-to-date paying drug store in railroad town of Central New Mexico. Will invoice about \$6,500. Annual cash sales over \$15,000. A splendid location for some one wanting to come West. Beautiful climate, mild winters. Proprietor going into the hardware business, reason for selling out. Full information will be furnished upon application. Address C. E. Mead, San Marcial, N. M. 825

For Sale—Carbon paper, carbon compound, bound tablet, printed letter heads, etc., complete manufacturing outfit for merchants, professional men, architects, ministers. Investigate what we offer. Address G. W. Roof, Albion, Ind. 822

For Sale—Hardware stock invoicing about \$2,500. Doing cash business. Best location in best town in Western Michigan. Must be sold at once on account of other business. Address No. 821, care Michigan Tradesman. 821

Furniture and undertaking complete, with buildings; cheap for cash; reason, poor health. For particulars address Box 68, Weidman, Mich. 819

A fine location for a turpentine plant, site free. For more particulars write H. W. Sachs, Edgerton, Lake Co., Mich. 818

For Sale—Estate, 20 acres inside the corporate limits of Rockford, Ill. A rapidly growing city of over 45,000 population. Property is elegantly situated to make buyer big money quick. Price right. Terms, liberal discount for all cash. Address J. W. Hadsall, 312 Mead Bldg., Rockford, Ill. 836

Free—Any merchant desiring to sell part or all of his stock, can have the benefit of our thirteen years' experience free, by writing us. W. D. Hamilton & Co., 1037 E. Main, Galesburg, Ill. 835

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

For Sale—New brick hotel and stock of general merchandise in same building in good R. R. town. For particulars address H. Paulsen, Gowen, 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—\$5,000 stock of general merchandise. Sales \$25,000 per year. Good reason for selling. Address Clyde Carpenter, Decherd, Tenn. 805

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, Hazelton & Perkins Drug Co. 796

For Sale—Stock of hardware, invoicing \$1,300. 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—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—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

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—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—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

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

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

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

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, Nepeseta, Colo. 678

ASK ME IF YOU WANT BUSINESS or for Cash REAL ESTATE
No matter where located if you want to buy, sell or exchange any kind of business or real estate anywhere at any price write me today. Established 1881.
FRANK P. CLEVELAND, Real Estate Expert
1261 Adams Express Building, CHICAGO, ILL.

For Sale—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

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

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

For Sale—Harness shop, buggy, wagon and implement business. Only shop in a live town. Address No. 777, care Michigan Tradesman. 777

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—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

Butcher's Boston Polish is the best finish made for floors and interior wood work. 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

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

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—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—A registered druggist or registered pharmacist, at once. Address No. 820, care Michigan Tradesman. 820

Canvassers—To solicit orders for a monthly comparison record; popular priced and well advertised; needed by every manufacturer, merchant and business man; book explains itself; liberal proposition to right parties. State experience and references. Edward Levi, 777 Broadway, New York. 824

Traveling Salesman—Just a live, energetic hustler; technical experience unnecessary. If you have salesmanship ability, we can do the rest. High grade mercantile proposition and old established reliable house. Frank R. Jennings, Sales Manager, Chicago, Dept. M. 823

Wanted—Immediately, registered assistant pharmacist. State reference and salary. Geo. J. Menold, D. V. S., Thompsonville, Mich. 829

Wanted—Young man with one or two years' experience in drug store. Permanent employment to right man. Address Drugs, Station 9, Grand Rapids, Mich. 834

Wanted—An assistant druggist, with soda experience, good references. State salary. Address S. Barmore, Niles, Mich. 814

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.

Deshler—H. H. Dunn is succeeded in the meat business by Holmes & Spittler.

Pickerington—J. H. Shoemaker, hardware dealer, is succeeded in business by J. H. Shoemaker & Son.

Youngstown—David Kaster is the successor to S. Waldman, grocer.

Alexandria—P. M. Ashebrook will continue the grain business formerly conducted by Ashebrook Bros.

Cincinnati—Geo. Clifford succeeds Thos. Foster in the grocery business.

Defiance—J. F. Singer is succeeded by the J. F. Singer Grocery Co.

Johnstown—Green Bros. & Co. are the successors of Green Bros. in the implement business.

Louisville—L. E. Tornoux will continue the grocery business formerly conducted by Tornoux & Haler.

Cincinnati—The Alter & McCaffrey Co., which deals in men's furnishings, is succeeded in business by the Dunlap Co.

Dillonvale—H. Walker succeeds the W. J. Bradt Co. in general trade.

Mark Center—Hertell, Ellis & Co. succeed Hertell & Ellis in general trade.

Middleville—Clarke & Boorn are succeeded in the meat market business by Clarke & Spaulding.

Rawson—Brenner & Hoke succeed Hy Smith in the meat business.

Toledo—Herman Gross will continue the grocery business formerly conducted by Henry & Gross.

Wadsworth—Rickard & Kyle are succeeded in the grocery business by D. H. Rickard & Co.

Beallsville—W. B. Riley succeeds Wm. B. Walton in the grocery business.

Limestone—Herman Thompson, dealer in general merchandise, has made an assignment.

Ada—H. A. Fox is succeeded in the grocery business by L. C. Povenmire.

Cincinnati—The bakery business formerly conducted by J. H. Bauer will be continued in future by the Bauer Ice Cream & Baking Co.

Kenton—Robinson Bros. succeed P. J. Shellhouse in the confectionery business.

Eaton—Harry Thompson succeeds Thompson & Hoops in the cigar business.

Edison—F. E. Blair will continue the grain business formerly conducted by Hildebrand & Blair.

Lima—Marks & Bernstein are the successors of A. Marks in the clothing business.

Martinsburg—R. H. Ralston succeeds W. I. Cline in the general merchandise business.

Mansfield—Walter Loomis has sold the stock of the Mansfield Cash Grocery to F. C. Arbuckle, of London, who will continue the business under the same name.

Mansfield—Geo. H. Lowrey will continue the cigar business formerly conducted by Ozier & Lowrey.

Recent Trade Changes in the Hoosier State.

Beaver City—J. B. & M. J. Bair are succeeded in general trade by S. E. & W. H. Hammon.

Muncie—Scott & Scott succeed

Scott & Mingling in the grocery business.

Ossian—J. S. Krewson is succeeded in business by the Elzey Furniture Co.

Winslow—Dillon & Miller are succeeded in general trade by Kern & Dillon.

Mineveh—White & Show are the successors of Cross & Co. in the general store business.

Montpelier—C. J. Wolf will continue the business formerly conducted by the Montpelier Milling Co.

Butlerville—W. J. Hare, implement dealer, is succeeded in business by Hare & Swarehart.

Fort Wayne—The business formerly conducted by the Wayne Shoe Co. will be continued under the name of the Wayne Shoe Manufacturing Co.

Muncie—White & Howard succeed White & Haines in the grocery business.

South Bend—W. E. Warner has sold his grocery stock to Walters Bros., who have moved same to their department store.

South Bend—Charles Fredericks succeeds Robert Wright in the meat business.

South Bend—The Kendallville Manufacturing Co., of Kendallville, will open a branch in South Bend and manufacture gloves.

Logansport—J. S. Tuttle has purchased the stock of the W. H. Baker Tea and Coffee House and will continue business at the same stand.

Marion—T. A. Prickett has purchased the grocery stock of F. E. Engle and within a few hours after opening the store re-sold to W. J. C. Fellers.

Brazil—J. Y. Yocum will soon open a meat market.

Terre Haute—A new store has been opened under the style of the East Side Department Store. Mr. T. J. Scott, the proprietor, owns a general store at Burnett, Indiana.

C. E. Host, for some time past employed as clerk in the clothing store of the Farrell & Host Co., at 33 Canal street, has purchased the interest of P. W. Farrell and will continue the business with his brother, T. J. Host, a member of the old firm, under the style of the Host Bros. Clothing Co. Mr. Farrell has not yet announced his intentions for the future.

Provisions—All smoked meats are selling on an unchanged basis. There has been, however, a slight increase in the consumptive demand, and a still further increase can be expected as soon as warmer weather comes. Pure and compound lard are both firm and unchanged. Barrel pork, dried beef and canned goods are in fair request at unchanged prices.

Geo. W. McKay, who travels for the Farley branch of the National Candy Co., has been laid up at his home here by reason of a severe cold for the past three weeks. He expects to be able to get out on the warpath again next week.

The man who never has been ashamed of himself has nothing of which to be proud.

What Bread Is Made Of.

The schoolmistress had been attempting in vain by means of a lengthy lecture to make her scholars grasp the names of the various ingredients that go toward the making of a loaf of bread.

At length she sent one of the children to the village baker to fetch a loaf, and on its arrival she held it up and began once more to describe its manufacture.

Then, after half an hour's earnest talk, she ventured to question them on the subject.

"Charley," she said to the boy nearest her, "tell me what bread is made of."

The boy instantly obliged.

"Please, Miss," he answered eagerly, "holes and crumbs!"

Falsity of Quack Claims.

Senator Hale is a concise and trenchant speaker. He is opposed to long speeches. He said the other day:

"The longer the speech, the less, as a rule, its effect. I have heard some long speeches—I will name no names—that had no effect at all.

"Yes, the long speech lacks effect as the average quack claims lack truth.

"I overheard the other day two quacks in conversation.

"How's business?" said one.

"Splendid," said the second. "Glorious. Do you know our receipts have nearly doubled since we announced that we would treat all patients gratuitously."

Butter, Eggs, Poultry, Beans and Potatoes at Buffalo.

Buffalo, May 1—Creamery, fresh, 22@26c; dairy, fresh, 20@24c; poor to common, 18@20c; roll, 20@23c.

Eggs—Choice, 17¼@17½c.

Live Poultry—Springs, 14@15c; fowls, 14@14½c; ducks, 15@16c; old cox, 10c; geese, 10@12c; turkeys, 12@15c.

Dressed Poultry—Iced fowls, 13@14c; 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.

She Was True To Charlie.

Mary's husband was a soldier—a soldier out in India fighting for his King. One day a friend said to Mary:

"Mary, are your thoughts always true to Charlie, away out there fighting the hill tribes?"

"Yes, indeed they are," Mary answered. "Whenever a man kisses me I shut my eyes and try to think it is Charlie."

A missionary recently returned from the Philippines makes a good suggestion. As everybody knows, the Filipinos are excessively devoted to gambling and that it is a vice is generally conceded. The missionary remarks that if the Filipinos would learn to play base ball and get interested in the game it would probably lessen their passion for gambling. They would enjoy the excitement of

close contests and the athletic exercise would do them a lot of good. In this country it sometimes happens that sports bet on ball games. The spectators, however, indulge in this more generally than the players. The national game would divert the attention of the Filipinos from cock fights and other attractions and enlist their energies in something a great deal better.

"Dustoline" is a new word for a new preparation said to be very effective in holding down the dust. It is a mixture of oil and water, non-evaporative and having quickly penetrating powers. When used properly, it is said it will not stick to the shoes or to wheels. It has been used on the streets at Summit, N. J., with satisfactory results, and the Common Council of Newburg has decided to give it a trial. It has long been the general belief that oil and water could not be combined, but many ancient ideas have been shattered by the discoveries of this progressive age.

Houghton—The Houghton Lumber Co. has begun sawing at its mill at Ripley, Houghton county. Logs are being delivered by rail from the southern part of the county. As soon as navigation opens the company will make up its logs along the shore of Lake Superior into booms and tow them to the mill at Ripley, which is on Portage lake, an arm of Lake Superior.

Baraga—The Baraga Lumber Co.'s mill has begun sawing on the season's cut. The ice is not cut out of the bay and will not be out for a week. A force of fifty men is employed. The mill of the Nester estate will begin sawing shortly. Two shifts will be employed, giving work to 200 men. A large supply of logs was put in during the winter.

Detroit—The Detroit Garment Manufacturing Co. has been incorporated to manufacture wearing apparel. This company has an authorized capital stock of \$10,000, of which amount \$5,000 has been subscribed, \$2,500 being paid in in cash and \$2,500 in property.

Attention is directed to the wants column advertisement signed Hardware, printed on page 48 of this week's issue. The opportunity is an exceptional one.

You must give the world full possession of some old ideals before you can have a new earth.

BUSINESS CHANCES.

For Sale—Clean stock of groceries and queensware, invoicing about \$2,500. Live business in live town of 900, with fine farming community around. Must sell on account of health. No trades. Dickhut & Maguet, Bowen, Ill. 840

Wanted—A practical hardware man in a jobbing and retail hardware and mill supply house. One with experience and who is competent to fill position of head clerk. Address with reference, Hardware, care Michigan Tradesman. 839

Wanted—Registered pharmacist, married man preferred. Permanent position for right party. Address R. P. care Hazeltine & Perkins Drug Co., Grand Rapids, Mich. 838

For Sale—A first-class root blower, in good condition. Will sell cheap. The Peebles Merchandise Co., Columbus, Ohio. 837

Two Michigan Merchants

Have written us this week ordering Lily White Flour and have told us to rush shipment as they had sold **five barrels** to **one** customer.

One party ordered a new lot before the first shipment arrived, stating that he had sold **all** of the first shipment to one party and must have more on the way at once.

Many other letters have been received from new customers on Lily White, saying that the flour "is going like hot cakes."

If you have been accustomed to a quiet flour business, free from unusual bustle and with no attractive features, and you like that sort of business, we cannot interest you.

But if you like to see things "move" and enjoy selling an article which is universally popular, which draws trade as molasses draws flies, we'd like to have you send us an order for Lily White, "the flour the best cooks use."

No matter how many dozen brands of flour you now have in stock, Lily White will outsell them all inside of two weeks and you'll soon be able to get along with fewer brands, which will prove a great saving in interest, storage room, waste and time.

If there's any reason why you can't sell Lily White profitably and to greater advantage than you can any other brand, you're different from three-quarters of the other merchants of Michigan.

Valley City Milling Company
Grand Rapids, Mich.



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

O.A.B.
Cheese

Notice!

O.A.B.
Cheese

Buy Your Molasses Now

**O. A. B., Augusta, Corona
Lauderdale, Oxford, High Grade**

In Barrels and Half Barrels

Red Hen, Uncle Ben, Harmony, Peerless
In Tins

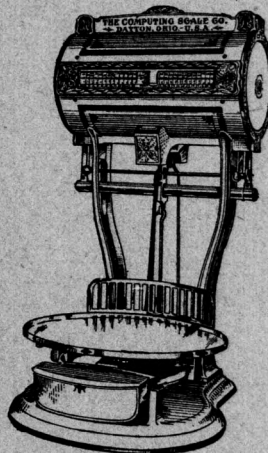
Be sure you have a good stock of the above before the hot weather comes on

O.A.B.
Cheese

Judson Grocer Co.
Grand Rapids, Mich.

O.A.B.
Cheese

Overweight Problem Solved



Dayton Moneyweight Scale
No. 140
Note the Low Platform

With this 1907 visible, self-weighing, self-computing, **Spring Counter-Balancing Scale**, a child can easily, quickly and correctly divide the wholesale purchase into retail packages **without a grain of overweight**.

This is the **simplest**, easiest to operate form of

Automatic Weighing Machine

Accurate, reliable, durable

Gives the **exact** weight for the **exact** dealer.

Gives the **exact** weight to all customers.

True as steel and built for a **lifetime** of exact weighing.

Weighs to an ounce—computes to a cent.

Capacity 30 lbs. Prices per lb. range

from 3½ to 30 cents.

Low platform—only 6½ inches from the counter.

We make both **Spring** and **Springless** scales. We recommend the **Spring** scales as the **more reliable** from the **user's** standpoint.

Our spring scales are equipped with a thermostat, like a watch, which makes them weigh with **absolute accuracy** in any temperature.

No swinging pendulum, no moving indicators, no poises to shift, no beams to bother with, no ball to forget, no friction to pay for.

This scale saves time and money.

THE SCALE THAT SAVES IS NO EXPENSE

Drop us a line and see the scale on your own counter.



Moneyweight Scale Co.

58 State St., CHICAGO

Some Vexing Trade Problems And How to Solve Them

**Pernicious
Mail Order House
Competition**

Home Competition

**Accounts That
Are Never Paid**

Almost all retail merchants, but more especially those of the country towns and cities, are confronted with the exceedingly grave and annoying problem: **How to successfully combat the strong, pernicious competition of the gigantic mail order house.** Every dollar drawn by these concerns from the rural districts (and they amount to many millions every year) is just that much loss to the country merchant, so that his very existence is threatened unless he finds some means to retain the trade of his town and vicinity.

Another problem, though less trying and dangerous, perhaps, is the very keen competition of the fellow across the street, which must be considered and met successfully.

Every merchant who "gives credit" mourns the loss of many dollars every year by bad and uncollectible accounts, which makes a serious inroad in his earnings and may eventually end in disaster. How to put his business upon a sound and profitable cash basis is a question in which every merchant is vitally interested.

You Will Solve These and Many Other Problems by Adopting Our

CASH PREMIUM DINNER WARE PLAN

It will double
your

**Cash
Trade**

In a very
short time at very

**Little Cost
To You**



Our Plan is the
Greatest

**Profit
Maker**

Ever Tried

It will create
new business
for you
every day

WORKS SUCCESSFULLY WHEREVER TRIED

**Greatest Cash
Trade Producers**

**Greatest Cash
Trade Retainers**

**Greatest of All as
an Advertiser**

The moment you adopt our cash premium dinnerware plan you will cause a stir of enthusiasm in your town, for just as soon as the people see the splendid premiums you are giving **absolutely free**, they will be eager to obtain them, to decorate their table with a porcelain dinner set.

Remember our premium dinnerware plan will keep bringing the people to your store right along, after you once get them started. They will keep coming again and again until they have secured the entire set and then they will be accustomed to your store or want to replenish some broken pieces.

Our plan "works while you sleep." It is the best, most successful and at the same time least expensive advertising plan. When a customer once procures some of the premiums she will show them to her friends, thus creating new business for your store continuously.

Ask Us for Detailed Description of Our Plan

Only One Merchant in a Town Can Secure It—Will It be You?

The Leonard Crockery Co.

W. N. Burgess, President

Grand Rapids, Mich. J. F. O. Reed, Vice-President