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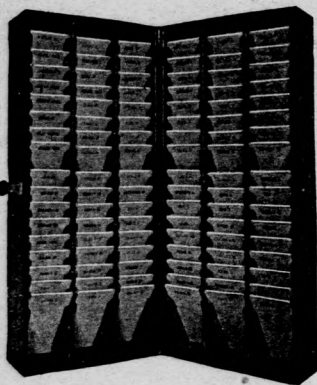
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Number 1233

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MAJESTY OF THE LAW.

"When a case is finished courts are subject to the same criticism as other people, but the propriety and necessity of preventing interference with the courts of justice by premature statement, argument or intimidation can not be denied."

The expression just quoted is from a decision of the Supreme Court of the United States, and it plainly declares that a law court in the United States is no more to be exempted from reasonable and nonlibelous criticism than is any individual. But it must be noted that the criticism in a particular case must be limited to acts done. It must not be indulged in while the case in point is on trial, but after it shall have been decided and disposed of expressions of opinion within legal limits are allowable.

The expression printed above occurred in the course of a deliverance by the great court of the nation in sustaining a cause which had come up from Colorado. Former United States Senator Patterson, who is also an editor, had charged in his paper that the Supreme Court of Colorado was subservient to corporation interests. He was cited for contempt, and a fine of \$1,000 was imposed. The Supreme Court of the United States sustained the ruling, although Justices Harlan and Brewer dissented.

In discussing the case two constitutional amendments were declared to be involved. The first amendment provides that Congress shall make no law "abridging the freedom of speech or of the press." Clearly this is a restraint on the Federal Government. Are the States so restrained? The Fourteenth amendment provides that "no State shall make or enforce any law which shall abridge the privileges or immunities of citizens of the United States; nor shall any State deprive any person of life, liberty or property without due process of law."

As the privileges and immunities of citizens of the United States are those conferred by the Constitution, and as freedom of speech and of the press is plainly one of those immunities, it seems clear that when a State denies this freedom it violates the fourteenth amendment. The Court left this question undecided. But Justice Harlan held that the State could not in this case do what was forbidden to the nation, and that the prohibition contained in the fourteenth amendment applied to this case. The conclusion he seems to draw is that newspapers may criticize courts subject only to the restrictions of the law of libel.

The majority of the Court, however, held that even if this freedom were protected not only as against the nation, but also as against the

State, the decision would have to be the same. It is not enough to show that the statement is true—that is, the truest possible criticism would in such a case as this be contempt. The theory is that such comment is objectionable, not so much because it is criticism of the court as because it may interfere with the due administration of justice.

The expression by the court referred to above places the courts as to criticism precisely where individuals stand, but the critic is liable for any injury caused by his remarks. He should, however, abstain from injurious expression of opinion while a particular case is in progress so as not to interfere with the course and outcome of the trial. Justice Harlan's dissenting opinion is extremely interesting. He said in part:

"I cannot assent to that view if it be meant that the Legislature may impair or abridge the right of a free press and of free speech when, in its judgment, the public welfare requires that it be done. The public welfare cannot override constitutional privileges, and if the right of free speech and of a free press is in its essence the attribute of national citizenship, then neither Congress nor any State, since the adoption of the Fourteenth amendment, can by legislation or by judicial action impair or abridge them. * * * I go further and hold that the privileges of free speech and a free press belonging to every citizen of the United States constitute essential parts of every man's liberty, and I protest against violation of that clause of the Fourteenth amendment forbidding a State to deprive any person of his liberty without due process of law. It is, I think, impossible to conceive of liberty as secured by the Constitution against hostile action, whether by the nation or by the State, which does not embrace the right to enjoy free speech and the right to have a free press."

Because the court is the representative of sovereignty, or is the custodian of sovereign power, it has been held from a remote antiquity that these tribunals should be regarded with superstitious and slavish awe. But the majesty of a court really resides not in any imperial or monarchical prerogative and quality it may be supposed to possess, but in its real character as a dispenser of justice and enforcer of the laws, all of which must be done with dignity, honor, integrity and such determination to do justice that these qualities and characteristics of the country's tribunals shall command the respect and admiration of all good citizens. It is in the conduct and behavior of the courts that their majesty resides, and not in any traditional claim to royal prerogative.

OUR PATTERN TRIMMER.

In the good old days when Drawling-George-the-Deacon was the Poo-Bah of the Grand Rapids base ball fraternities there were intervals—lapses when, with nothing doing by the batters, base runners or umpire, time hung heavily with the fans. And at such times wagers were laid now and then that it was a physical as well as mental impossibility for Drawling-George-the-Deacon to become excited and vehement on any subject.

But that was several years ago and Mr. Ellis has had time to develop meanwhile. And he has developed. He has grown backward into a cheap political demagogue, as evidenced by his message to the Common Council last Tuesday—a document framed up for the exclusive delectation of the "bleachers." He plays up The Moral Standpoint in large type and several colors, and The People is the second factor in his great political battery. The spit-ball curves, in and out, up and down, which are sent to the Police Commission, the Rich and Educated and the Labor Element, are easy and agreeable or ill advised, insincere or nonsensical according to the manner in which the chap at bat handles himself and his club.

Once upon a time a rough and ready old riverman from Staten Island, who had become immensely wealthy, immortalized himself by coining the phrase, "The public be damned," and Drawling-George-the-Deacon tries to win undying fame by going to the other extreme: He plays to the gallery gods.

It will be time when Mr. Ellis has declared himself definitely on any of the political problems for him to prate about a man having the courage of his convictions. To talk that way at present is, in such a man, mere tommy-rot.

While the Tradesman is not at all in love with some of the practices of the Police Commission, it does not, as does Mr. Ellis, throw fits over its executive sessions or fake up a convulsion because the Rich and Educated see fit to maintain a private club. To the man-in-the-street it appears that the Mayor is unable to make good upon possible promises he has made to his friends, the saloon men; and so, in his disappointment and chagrin, he takes a fall out of the Police Board. Summing up the text and spirit of the Mayor's message, the earmarks of political ambition and contemptible demagoguery stand up large and hairy, to the discredit of our city's executive and, incidentally, very much to the injury of our municipal reputation.

He who adopts no high standards is the only one who never fails.

WOULD CALL THE BLUFF.

Not Advisable To Force the Sunday Issue.

Written for the Tradesman.

Not long ago, in a Michigan city which boasts a lake resort patterned after the one which Manager Hanchett pets and dreams of, a dozen business men met at the rooms of the one social club of the town. They had assembled in response to telephone calls from a real estate dealer who owned many buildings in the city, some of them occupied as saloons. The prosecuting attorney of the county had been enforcing the laws governing, or supposed to govern, the liquor trade, and there was trouble. The saloon men were threatening all sorts of dire disaster to the other business interests. "If we can't do business at the resorts on Sunday," they were saying, "no one else shall do business there. You can nail the lid down if you choose, but we will not be the only business men under it."

And so the business men met to consider the situation. Some of them were anxious, being in some way connected with the saloon interest. Some of them owned buildings occupied as saloons, some of them sold cigars to the liquor dealers, some had good customers in the "persecuted" business, and a few owned stock in the big whisky concerns. The men sat and smoked for some time before getting under motion. No one liked to start the ball rolling, for no one knew exactly what his neighbor would say when the action of the prosecuting attorney was brought up for discussion. At last a gray old dry goods man, who owned several buildings on the principal street of the town, cut loose:

"I don't know what you boys think of the present situation," he said, "but it looks to me like trouble. For one, I do not approve of the course the prosecuting attorney is taking. We have always had a moral, law-abiding town, and it seems to me that we can hold our own in that regard without all these sensational arrests. It is hurting business. The prosecuting attorney ought to be called down."

"That's the talk!" cried half a dozen voices.

"Who will head a committee?" asked the dry goods man.

"Why," said the shoe merchant, "you made the proposition. Play your hand."

"We'll make you a committee of one," suggested the grocer.

"Why, really," began the dry goods man, "I am not seeking notoriety. I don't want to mix in this mess personally. We might employ a lawyer to represent us."

"That would never answer," said the commission man. "The lawyers represent the saloon men in court. If we are to exert any influence with the prosecuting attorney we must see him personally, or some of us must, three or four representing the business men of the city. There's the grocer. He's a good talker and presents a fine appearance in public. Suppose we send him. Will you go, Mr. Hamlin?"

"I'll go," replied the grocer, "but when I get there I'll say just what is in my mind on the subject. However, I don't think you want to send me."

"I suggest," said the book store man, "that we send a committee to wait on the saloon men. They seem to be the ones who are making the trouble. They are the ones who need to be called down, if any one."

"These saloon men," said the real estate man, "invested their money under the old conditions, and they have a right to object to what is being done to them by this new official. When the State took their money there was a tacit understanding that they were to be permitted to do business under those old conditions, and this movement is something akin to highway robbery. So far as I know, the prosecuting attorney is the only one who wants the liquor laws enforced to the limit. I'll serve on the committee, for one."

"Would you serve on a committee to go to the saloon men and request them to obey the laws?" asked the book man.

"Custom makes laws," said the real estate man, angrily, "and they are obeying the laws as they found them when they invested their money in the business."

"Besides," said the dry goods man, "they are obeying the laws as closely as other business men are. Look at the business that is doing Sundays! Is it fair to close up the saloons and permit the others to keep right on violating the laws governing Sunday traffic? I can't see any justice in that."

"That is the old story," said the grocer. "The saloon men are saying the same thing. They are threatening to arrest men who get their mail on Sunday. They say they will stop the street cars on Sunday. They insist that if they can't sell whisky on Sunday no place of amusement shall be kept open. Now, back of all law stands the average citizen. This average citizen represents public opinion. He is willing that Sunday business should go on if it is not a business prejudicial to the interests of the people as a whole. If ice cream made people drunk, if street cars committed assault and battery while in a state of intoxication, if getting mail on Sunday made it so noisy and unpleasant at the resorts that men would not take their families there, I rather think that the average citizen would want the Sunday laws enforced against them. It makes a lot of difference what sort of business a man does at a resort where women and children go for recreation."

"You must be pretty high up on the water wagon," sneered the real estate man.

"I'm not so far up that I can not jump down if you've got a notion," laughed the grocer. "I don't object to a drink now and then, but I don't want a lot of saloon men to try any coercive games here. When they tell me what they will do to me if I don't let 'em have their way, they have got to produce."

"You'll see the town closed up tight on Sunday if this thing keeps

on," said the real estate man. "I happen to know what the liquor dealers are doing. If you want to kill the town just keep right on."

"How can they kill the town?" asked the book man.

"There won't be a saloon here next year, and the Sunday laws will be enforced in all lines of business. That is all there is to that."

"Well," said the grocer, "if they close up all the saloons I know of a good many families that will have more to eat and more to wear. It's all rot to talk about their quitting the town, or about their making complaints against other business interests. They dare not do it. The only thing for them to do is to keep decent places and obey the laws."

"I know what I am talking about," said the real estate man, "and I tell you that complaints will be made. They'll close the town, all right."

"And after they make complaints?" "Then trial and conviction will follow."

"Conviction?"

"Sure."

"Convict a man of running street cars on Sunday? Convict him before a jury of this town's people? You're talking through your hat."

"But jurors are sworn to find according to the law and the evidence."

"Yes, but they find as they please, as we all know."

"I know what I would do if I were placed on the jury," said the book man. "I would find that the street railway business on Sunday was a work of necessity."

Half a dozen merchants smiled and nodded their approval. The real estate man saw that sentiment was going against him.

"You are getting into trouble," he said.

"The way to avoid trouble with the saloon men," said the grocer, "is to quit all this talk about the town being ruined. If a score of whisky sellers have the power to make or break this town I want to move out of it. Just quit this 'fraid talk, back up the prosecuting attorney, and the saloonists will come off their perch quick enough. Call their bluff, I say, and call it hard."

"I don't see how we can do it, in safety to the town," observed the real estate man. "They have the law on their side."

"So they are talking law, are they?" demanded the grocer. "Well, we'll let them talk law, and we'll give them law if they want it. As a matter of fact, the laws governing the traffic are so strict, so unreasonable, one might say, that no one can live up to them. There are the laws against selling to persons in the habit of becoming intoxicated, against selling to intoxicated persons, against selling to minors, against selling to posted persons, against having the bar concealed after hours against selling adulterated liquors. Why, almost any saloon man in the State might be arrested and convicted a dozen times a day on one of these charges. If they get gay they'll find that complaints will be made. Again I say, call this impudent bluff."

"I guess you want the saloons to go out of business," said the real

estate man, in a rage. "I suppose none of them trade with you."

"They don't rent my places for saloons," was the reply. "If the saloon men who are here now go out of business others will come in. There is no danger of the town being left without a thirst parlor. Appoint your committee, if you see fit, but I'm for letting the prosecuting attorney alone. It is his business, and not ours. In fact, I think he would laugh at us should we send a committee."

And that seemed to be the general idea, for no committee was named. And the talk leaked out, and there is no longer fear of a Sunday crusade in the interest of whisky. The bluff was called. Alfred B. Tozer.

Business War Caused by Rivalry Over Same Girl.

Tehachepi, Cal., now has two hotels, whereas until a short time ago it had but one. Strange as it may seem, even with the two hotels the rooming capacity of the hostleries of the town is exactly the same as it was before.

The feeding capacity has been doubled, however, so the town, which divides California from Southern California, and which stands like a new Mason and Dixon's line, is congratulating itself.

The story of the coming of the second hotel to Tehachepi is not one of the regulation California boom tales. Indeed, it does not portend much of a boom for Tehachepi at all—not that the town is undeserving of a boom, since about half the Southern Pacific trains on the valley line have been forced to stop there and wait until wrecks were cleared away this winter. The story is one of the oddest ever developed from the wrath of man:

The two hotels were one—and that one was cut in two exactly in the middle because the proprietors had an argument. So now one hotel, which stands on Main street across from the railway station, is the "Tates Hotel" and the other hotel, which stands three blocks down the street, is the "United S."

Up to a short time ago the two hotels were one, and that one, which was the St Regis of Tehachepi, was called the United States Hotel. It not only caught all the ranchers who came in from the mountain ranches, and the traveling men who dropped off to sell supplies, but it did a thriving trade feeding blockaded passengers on the trains. For Tehachepi is in the high Sierra, in the heart of the Tehachepi Mountains, and trains that attempt to crawl through the tunnels to reach the fertile valley around Bakersfield have their own troubles and Tehachepi looks like a railway center many times during the rainy season as trains pile up there to wait for a clear track ahead.

The hotel was owned by George Euson and Wallace McCabe, who started the business and erected the two-story wooden hostelry and the barns that furnished hospitality for man and beast. They were young hustlers, and they thought Tehachepi was going to grow, which is a species of California mania shared

by the residents of every town, village and city in the State.

The chances are that they would have been doing business at the old stand, happy, prosperous and contented, but for the coming of Miss Caroline Brewer to their fair little city. Miss Brewer came from Boise to make her home with her uncle and her coming started trouble in Tehachepi. Now every Californian declares and believes that every California girl is beautiful and Tehachepi shares the feeling, but the light haired, blue eyed Idaho girl made them forget. Half the men in town fell in love with Miss Brewer the first time they saw her, with her big, gray sombrero, her khaki skirt, divided, of course, and blue flannel shirt waist. And when they saw her patent leather riding boot flash a moment as she swung herself into her high pommel saddle and ride down into the arroyo on the back of a mustang the feeling became even more general.

Euson and McCabe were among the first to fall in love with Miss Brewer, and, after two months of violent courtship, participated in by half the male population, fate decreed that these two should be leading all the others in the race for Miss Brewer's hand and heart. Not that she seemed to be in love with either of them or to prefer one to the other, for she apparently treated them alike. Perhaps they were more persistent, but, anyway, after three months everybody else dropped out of the race as active candidates for matrimony, and enviously watched Euson and McCabe in their rivalry.

Apparently it was an even race. Neither appeared to gain any advantage of the other. This was partly because Miss Brewer divided her favors equally between them and partly because, in order to conduct the hotel business, they were forced to make an agreement between themselves that one should remain at the hotel each day while the other took a day off. Thus Euson had Monday, Thursday and Sunday with Miss Brewer, while McCabe had Tuesday, Wednesday and Friday, and they both remained at the hotel during the rush on Saturday, their busiest day.

The trouble started shortly after the first of the year. By that time the entire town was interested in the rivalry and betting as to which would win. The men had stuck to their agreement, respected each other's dates, remained at the hotel working while the other rode with Miss Brewer. But one Saturday McCabe missed Euson, and later heard that Euson was with Miss Brewer at her home. Euson has claimed since that he did not intend to violate the unwritten agreement, but that Miss Brewer had ridden up to him on the street and asked him to ride out with her and help her get one of her horses out of an irrigation ditch into which it had slipped. Perhaps if he had explained to McCabe at that time trouble might have been averted, but McCabe was mad and told him plainly what he thought of it.

The following day when Euson rode out to see Miss Brewer he discovered, to his anger, that McCabe had ridden out ahead of him and

gone riding with Miss Brewer. McCabe's act precipitated trouble that was trouble. Thereafter all the rules were abandoned and the rivals neglected the United States Hotel and spent all their time trying to win Miss Brewer.

The condition became worse and worse, and they turned from friendship to enmity. Then they quarreled over the hotel and McCabe demanded a division of the property. He offered to buy Euson out at his own price. Euson refused to sell but offered to buy. They almost came to blows. Neither would sell out to the other.

Threats of lawsuits, of personal violence, and other things were exchanged, and finally McCabe declared he would take his half of the hotel and go. Euson said he could take either half he wanted if he only would get it off the premises—for Euson owned the land under the hotel. That same afternoon Euson brought carpenters and started to work. Measurements were taken and McCabe chose the north half of the hotel—and before night a force of carpenters was busy sawing the hotel in two—cutting down directly through the center of the first "S" in "States."

The work was completed in three days and McCabe triumphantly moved his half of the hotel to a lot near the postoffice, while Euson boarded up the gaping north side of his half of the hotel and continued business at the old stand.

Both hotels have been doing a thriving business, and the rivalry be-

tween the hotels is violent, so violent that traveling men fear they will be torn in two when they descend from trains at Tehachepi.

As for Miss Brewer, she married Walter Gordon, a rancher near Bak-
erdsfield. John E. Pitts.

Frog Has Human Qualities.

The frog who would a-wooing go is no less famous in the nursery than are all his brother frogs in the laboratories of scientists. Prof. S. J. Holmes, of the governmental research laboratories at Washington opines that most of what is known in certain departments of physiology is derived from a study of frog structure and function. Perhaps no animal except man has been the subject of so many scientific investigations. One seldom picks up a volume of physiology without finding the frog the theme of some generalizations. The most ambitious theories of natural selection, of evolution, and of heredity have been reared on the basis of data which the frog alone could furnish. The late Prof. Huxley said that frogs seem to have been designed as a foundation for biology. With the discovery that frogs, like human beings, are attacked by mosquitoes, a whole line of new research has been recently opened, and parasite life has been much better understood since it has been known that frogs are hosts to a number of parasite forms. Not the least interesting of researches is based on the certainty that a frog may be thrown into the hypnotic state.

A Good Repeater

A prominent grocer, when recently asked what kind of goods he liked to sell best, replied:—

"Give me a good repeater like Royal Baking Powder; an established article of undisputed merit which housekeepers repeatedly buy and are always satisfied with."

NEW baking powders and new foods, like new fads, come and go but Royal goes on forever. Grocers are always sure of a steady sale of Royal Baking Powder, which never fails to please their customers, and in the end yields to them a larger profit than cheaper and inferior brands.

AROUND THE STATE

Movements of Merchants.

Birmingham—J. Hanna succeeds Frank Hagerman in general trade.

Lansing—K. D. Northrop and A. L. Cooper have opened a cigar store.

Marquette—A new meat market will soon be opened by Fred Bernard.

Dowagiac—Wm. Preuss, of Chicago, succeeds Ben Solf in the bakery business.

Hancock—Hendrickson Bros. have sold their grocery stock to Fred Wagner & Co.

Port Huron—Jos. Churchill, grocer and dry goods dealer, has gone out of business.

Salem—The Jacobson stock of dry goods and groceries has been purchased by Adam Newell.

Tecumseh—B. J. Pulver, druggist, has opened the store which he recently purchased and remodeled.

Fenton—C. S. Scofield has sold his stock of bazaar goods to W. H. King, who will soon remove same to his store.

Charlevoix—It has been decided to close out the business of the Charlevoix Cheese Co. and sell the factory and equipment.

Penn—The general merchandise business formerly conducted by F. E. Gleason will be continued by Youells & Gleason.

Flint—A. F. Andrews has decided to close out his stock of bazaar goods and retire from active business, his health not being good.

Durand—S. S. Fraser & Co. will soon open a grocery store. W. J. Fraser will be associated with his brother, Sidney S. Fraser.

Albion—Geo. W. Perkins, who has been engaged in the coal and wood business for many years past, is succeeded by Louis McDougal.

Lowell—C. W. Doering has sold his stock of shoes to D. E. Rogers, whose son, Ray Rogers, of Midland, will assume charge of the business.

Holland—G. H. Tien has sold his grocery stock to John Wabeke. Mr. Tien will soon leave for Prairie View, Kansas, which place he will make his home.

Alpena—The Alpena Hardware Co. has been incorporated with an authorized capital stock of \$4,100, all of which amount has been subscribed and paid in in cash.

Manistee—Manuel Herzberg, who has been engaged in the dry goods business for the past twenty-two years, is closing out his stock and will retire from trade.

Detroit—The Union Pacific Tea Co. has been incorporated with an authorized capital stock of \$10,000, of which amount \$5,000 has been subscribed, \$3,000 being paid in in property.

Ann Arbor—Lutz & Rauschenberger, who conducted the store fixture factory here, have sold the plant to C. T. Estleman, who contemplates manufacturing adjustable piano stools also.

Linden—Ginsberg & Co. have discontinued their clothing business. The

store recently vacated by them will be occupied by Theodore Stevens & Son, who will conduct a bakery and restaurant.

Battle Creek—The Scientific Milling Co. has been incorporated to deal in all kinds of food, with an authorized capital stock of \$6,000, all of which has been subscribed and paid in in cash.

West Bay City—John C. McRae, formerly of the firm of Francis & McRae, of Standish, succeeds John Walsh in the grocery firm of Walsh & Tanner and will assume the management of the business.

Ithaca—A corporation has been formed under the style of the Independent Elevator Co. to deal in grain and fuel with an authorized capital stock of \$15,000, all of which has been subscribed and paid in in cash.

Detroit—A corporation has been formed under the style of the John D. Templeton Co. to conduct a general electrical supply business, with an authorized capital stock of \$10,000, of which amount \$5,000 has been subscribed and \$3,500 paid in in property.

Port Huron—Canham & Son have merged their commission and mercantile business into a stock company under the style of William Canham & Son, with an authorized capital stock of \$20,000, all of which has been subscribed and paid in in property.

Crystal—Charles L. Kimball has retired from the dry goods firm of C. L. Kimball & Co. The business will be continued by his son and partner, Fred T. Kimball. Mr. Kimball has been actively engaged in the mercantile business for the past twenty-three years.

Reed City—Charles E. Gerhardt has merged his general merchandise business into a corporation under the style of the Chas. E. Gerhardt Co., with an authorized capital stock of \$10,500, all of which has been subscribed, \$92 being paid in in cash and \$10,408 in property.

Detroit—Otto Goeschel has merged his grocery and meat business into a stock company under the style of the Goeschel Grocery Co., which has an authorized capital stock of \$7,000, of which amount \$3,500 has been subscribed, \$1,000 being paid in in cash and \$3,400 in property.

Detroit—Spencer & Howes have merged their general merchandise business into a stock company under the same style. The company has an authorized capital stock of \$10,000, all of which amount has been subscribed, \$1,304.27 being paid in in cash and \$8,695.73 in property.

Manufacturing Matters.

Charlotte—The Hancock Manufacturing Co. has been incorporated to conduct a manufacturing business with an authorized capital stock of \$30,000, all of which amount has been subscribed and paid in in cash.

Morley—A corporation has been formed under the style of the Morley Milling Co. to operate a flour mill with an authorized capital stock of \$15,000, of which amount \$9,100 has been subscribed and paid in in cash.

Rexton—The sawmill of C. Han-

sen has started sawing for the season, after having received a new carriage and feed and a lot of new machinery. It has business enough and stock back of it to keep it hustling during the season.

Detroit—The J. C. Wilson Carriage Co. has merged its business into a stock company under the same style, with an authorized capital stock of \$20,000, of which amount \$10,000 has been subscribed and \$3,500 paid in in cash and \$6,500 in property.

Detroit—The business of the Peninsular Brass Works has been merged into a stock company under the same style, the company having an authorized capital stock of \$10,000, of which \$6,500 has been subscribed, \$1,500 being paid in in cash and \$5,000 in property.

Davison—A corporation has been formed under the style of the Davison Elgin Creamery Association which will manufacture butter. The company has an authorized capital stock of \$6,000, of which amount \$5,200 has been subscribed and \$4,950 paid in in cash.

Detroit—The Star Corundum Wheel Co., which manufactures emery and corundum, has merged its business into a stock company under the same style, with an authorized capital stock of \$110,000 common and \$40,000 preferred, of which amount \$131,000 has been subscribed, \$36,000 being paid in in cash and \$24,000 in property.

Niles—The French Paper Co. has been re-organized and officers elected as follows: J. E. French, President; W. J. Willets, Vice-President; H. O. Parker, Secretary and F. J. French, Treasurer. J. E. French succeeds his father, the late J. W. French, as President and H. O. Parker will fill the office of Secretary, which was formerly held by J. E. French. This company employs 225 men and women.

Jackson—The Michigan Heating Co. has absorbed the Parrish Furnace Co. The new company will not only manufacture the Parrish furnace, but also steam and hot water heating plants. This department of the business is under the management of J. W. Holden. The officers of the company are J. B. Jones, Utica, N. Y., President; R. A. Gibson, Jackson, Vice-President; A. W. Jones, Manager, and R. A. Oliver, Treasurer.

Saginaw—Edward Germain is manufacturing a large number of doors for the Western trade and says the business in this line is good. His piano manufacturing trade also exceeds his expectations. He is bringing over some choice African mahogany for use in the manufacture of pianos. Mr. Germain is President of the Germain-Boyd Lumber Co., which has just started a new mill in Louisiana, 185 miles from New Orleans.

Bay City—Wm. H. White, of Boyne City, has been in this city looking over the ground for the purpose of closing a deal whereby his company will erect a large hardwood flooring and sawing plant. The company has been negotiating with local lumbermen to secure capital and organize a large concern, but no decision has been reached. This concern

owns over 100,000 acres of fine hardwood timber. An effort is to be made to induce it to come here, as well as two or three other firms in the same line of business. The idea is to make this city the leading hardwood flooring manufacturing point in the country.

Talbot—The former mill of the Lillie Lumber Co., at this place, which was bought a year ago by Paul and Edward Perrizo, of Daggett, is being operated this season for the first time in a number of years. The Perrizos have formed the Talbot Lumber Co. and have banked the largest stock of hemlock, basswood, elm, ash, pine and hardwood logs ever taken into this place. During the last winter the new concern has completely overhauled the mill and put in a battery of new boilers for the longest run in the history of the village. The Talbot Co. has bought all the timber land east to the Big Cedar River and west to the Wisconsin & Michigan Railroad that was in the market, and will be able to operate its mill for five or six years.

The Boys Behind the Counter.

Hubbell—Fred Hosang has resigned his position with MacDonald Bros., hardware dealers of this place, to take a similar position with the Keckonen Hardware Co., of Calumet.

Traverse City—F. G. Durfee has taken a position in the drug department of the Hannah & Lay Mercantile Co. John Ciechanowsky, who has been in this department, has taken a position with the American Drug Co.

Houghton—I. J. Truscott, who has been chief book-keeper for the Peninsula Wholesale Grocery for a number of years, has resigned his position to take one with E. M. Lieblein, of Hancock, as chief accountant. He was formerly with the Lieblein people. S. M. Odgers, now in the Lieblein offices, will come to the Houghton offices of the Osceola Consolidated to take the position made vacant by the resignation of Ed. Smetheram, who takes a position at Mowhawk.

New Paper Store at Lansing.

Lansing, May 7—W. C. Dudley, who has for several years represented in Michigan a large paper house of Cincinnati, has leased one of the stores in the new Ranney block on Michigan avenue, east of the river, and will shortly organize the Lansing Paper Co., for the purpose of establishing in this city a house for the sale of paper to the merchants and printers of Michigan. He proposes to carry a stock of wrapping papers and printers' stocks and to supply a large part of his present trade from the Lansing store. He may in addition carry printers' supplies, including inks, etc. It is Mr. Dudley's intention to open his new establishment about May 15.

For several years Mr. Dudley has been well known to the printers and merchants of Michigan. He is a popular salesman and will in all probability do a successful business.



C. A. Baker has opened a grocery store at Kalamazoo. The stock was furnished by the Lemon & Wheeler Company.

C. A. Brubaker has engaged in the grocery business at Mears. The Lemon & Wheeler Company furnished the stock.

Dirk Schener has engaged in the grocery business at Hardgrove, the stock being furnished by the Lemon & Wheeler Company.

Mrs. John Bogema has opened a grocery store at 48 Catherine street, Muskegon. The stock was supplied by the Lemon & Wheeler Company.

Frank McNitt, formerly engaged in general trade at Ola, has engaged in the grocery business at New Haven. The Lemon & Wheeler Company furnished the stock.

H. L. Power, whose grocery stock at Kent City was recently destroyed by fire, has re-engaged in the grocery business at the same place. The stock was purchased of the Lemon & Wheeler Company.

Thomas J. Scroggie, whose store and stock at Bay Shore were destroyed by fire about six months ago, has engaged in the grocery business at Petoskey. The Lemon & Wheeler Company furnished the stock.

F. Selby, who formerly carried a line of general merchandise at Platte, has removed to Empire, where he will engage in general trade. The Grand Rapids Dry Goods Co. furnished the dry goods and the groceries were purchased of the Worden Grocer Co.

Lubetsky Bros., who engaged in the manufacture of cigars at Ludington fifteen years ago, removing to Detroit five years ago, have concluded to make their headquarters in Grand Rapids hereafter and have established their factory at 87 and 89 Campau street. They will conduct an open shop, the same as they have for the past dozen years.

The Produce Market.

Asparagus—\$1.50 per doz. bunches.

Bagas—\$1.50 per bbl.

Beets—\$1.50 per bbl.

Butter—Prices are 2c lower than a week ago. The quality of the receipts is very good for the season, and as the demand will likely continue active there will probably be a firm market on the present basis for several days. In ten days or two weeks there will likely be an increased production and still lower prices. Creamery is now held at 25c for No. 1 and 26c for extras. Dairy grades command 22c for No. 1 and 16c for packing stock. Renovated has dropped to 22c.

Cabbage—Charleston commands \$3 per crate and California fetches \$3.50 per crate.

Celery—85c for California.

Cocanuts—\$3.50 per bag of 90.

Cucumbers—\$1.25 per doz. for hot house.

Eggs—The market remains about unchanged. There has been an active demand for eggs, both consumptive and speculative, and the quality of the present receipts is running fancy, owing to the good weather. The present outlook is that there will probably be no change in prices for a week or two, after which the weather will control. Local dealers pay 15c for case count and find no difficulty in getting 16c for candled.

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 \$4.75@5 per box. California growers left their fruit on the trees so long, owing to the desire of the growers to get the oranges to market, that they grew to very large sizes, and many boxes now coming are 210s and 250s, which is larger than the market wants.

Lettuce—14c per lb. for hot house.

New Beets—75c per doz.

New Carrots—65c per doz.

Onions—Louisiana in 65 lb. sacks command \$2; Texas Bermudas fetch \$2.25 per crate for either white or yellow.

Oranges—Unchanged in price and the demand is quite as good. Mediterranean Sweets and Bloods are in market now. California shippers are still rushing forward the large sizes of navels, and this is responsible for the large sizes of lemons now in market. Local dealers obtain \$2.50 @3.50 for large stock and \$4@4.25 for the more desirable sizes.

Parsley—35c per doz. bunches.

Pieplant—\$1.50 per 40 lb. box of hot house.

Pineapples—Cubans command \$1 for 36s, \$4.25 for 30s and \$4.50 for 24s. The quality is good.

Plants—65c per box of 200 for either cabbage or tomato.

Potatoes—60@65c per bu.

Poultry—Local dealers pay 13½c for live hens and 16c for dressed; 14c for live chickens and 16½c for dressed; 13c for live ducks and 15c for dressed; 16c for live turkeys and 17 @20c for dressed. Receipts are only moderate.

Radishes—Long and Round each fetch 30c per doz. bunch.

Spinach—\$1 per bu. for Illinois.

Strawberries—These are unchanged in price, but are going rather slowly, largely on account of the unfavorable weather. The price is still a little high to tempt the average consumer, 24 qt. cases bringing \$3.25.

Tomatoes—\$3.75 per 6 basket crate.

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 a little more liberal.

Wax Beans—Floridas command \$2.75 per ¾ bu. box.

Cheboygan—Max Dickinson, who formerly owned and operated a sawmill at this place, which was burned last spring, has formed a copartnership with M. D. Olds, of this place, and will operate the big Olds mill here. Mr. Dickinson owns a large body of timber land in that locality and will actively participate in the lumber business.

The Grocery Market.

Sugar—The bad outlook in Cuba and the general firmness in Europe have caused a further strengthening in the market for raws. The refined situation is unchanged, but anything like an active demand would advance the market without a doubt, as the margin between raw and refined is now below normal. The demand for refined sugar is light, but very shortly it will become active.

Tea—Buying is from hand to mouth and no interest seems to be manifested in the market beyond buying for actual necessities. The market is unchanged as to prices throughout the entire line.

Coffee—Low grades are ¼c easier, while the high grades are steady. Mild coffees are steady on a very favorable statistical position. Java is firm and in good demand. Mocha is firm at an advance of about ½c. The general demand is fair.

Canned Goods—There is an upward tendency in the corn market, fairly liberal purchases having apparently absorbed all offerings of goods conforming to the requirements of the National pure food law. Future tomatoes are not wanted by large buyers, but packers do not seem to be anxious for business at the current prices. Reports of a probable late opening of the Western packing season, on account of the backward spring, have imparted additional firmness to the spot market for peas, but have caused no quotable advance in prices. Continued enquiry for spot asparagus discloses few sellers, and these have very little to sell.

Dried Fruits—Apricots are about out of the race. Stocks are light, prices high and the demand is dull. Future apricots will probably open very high. Raw fruit has sold to packers on the coast at a price equivalent to about 18c per pound. Last year's opening was several cents below this. Currants are unchanged and in average demand. Raisins are in active demand, seeded particularly, and stocks are becoming reduced. The Eastern basis is still below the coast, however. Apples are unchanged and steady. There is a better feeling among holders of spot prunes, owing to the unfavorable crop reports. Some packers have opened new prices on a 3½c basis, which is ½c above last year, and from 1@1½c above the present spot basis. Only a very few sales have been made at this price, as it is not at all attractive to the trade. It was expected that the price might open around 3c. Before paying 3½c probably some buyers would buy on spot and carry over. Peaches are unchanged and slow. A few packers refuse to cut prices, but enough have cut them to decidedly increase the demand.

Syrups and Molasses—Reports from New York note a very steady market for molasses. The demand for sugar syrups is seasonable and nothing new of special interest developed in the market. There is a steady tone on honey with fair sales to the retailers. Pure maple sugar is reported firm under light offerings from makers. The demand for glucose is ordinary and prices are holding about steady.

Cheese—The market is unchanged. The consumptive demand is very good, showing an increase as the season advances. The stocks of old cheese are getting very low, and new cheese is beginning to arrive. New stock is selling around 2c per pound under the price of fancy old. The consumptive demand for cheese is likely to improve, the remaining stocks of old are likely to go out at about present prices, and the receipts of new will probably increase and the price decline.

Spices—The demand is quiet and the market contains no new features of interest. Prices are generally firm in the absence of important stocks.

Provisions—Smoked meats rule at unchanged prices, and a better demand is reported as the season advances. Pure and compound lard are both unchanged and in normal demand for the season. Dried beef, canned meats and barrel pork are all quiet at unchanged prices.

Fish—There is a fair demand for spot sardines at unchanged prices. Imported sardines are steady to firm and quiet. Norway mackerel are firm, scarce and quiet. Irish mackerel are barely steady and quiet. Cod, hake and haddock are dull at ruling prices. Salmon is steady and in moderate demand. Prices on new Columbia River, which are expected to open shortly, will almost certainly be on a higher basis than last year.

Recent Business Changes in the Buckeye State.

Mt. Sterling—W. M. Jones of the grain firm of Jones & Jones, is dead.

Plain City—R. C. McCloud, engaged in the drug business, is dead.

Mansfield—F. C. Arbuckle will continue the business formerly conducted by the Mansfield Cash Grocery Co.

Miamisburg—Peter Schreiber is succeeded in the grocery business by Geo. Alexander.

Attica—F. H. Miller has sold his grocery stock to A. Ebersole.

Shelby—Rice Bros. are succeeded in the grocery business by F. H. Miller, formerly of Attica.

Beverly—Dixon & Twiggs succeeded Schob & Dixon in the furniture business.

Cleveland—Emil Raba is the successor of Frank Dynda, grocer.

East Liverpool—The grocery business formerly conducted by H. L. Bradmon will be continued in future by the Bradmon Co.

Rio Grande—Davis Bros. will continue the general merchandise business formerly conducted by T. J. Davis.

Columbus—A. G. Williams succeeds Christy & Bolander in the grocery business.

Columbus—N. A. Riggins succeeds D. R. Whitlock, grocer.

Waco—D. B. Wilson, dealer in general merchandise, is succeeded in business by Neff Bros.

Detroit—The American Concrete Steel Co. has been incorporated to manufacture concrete reinforcements, with an authorized capital stock of \$100,000, of which amount \$80,500 has been subscribed, \$30,500 being paid in in cash and \$50,000 in property.



Grocers' Trespasses As To Food Demonstrations.

A
Goose
Does Not Need
A
Rain Coat
But
You
Are Not
A
Goose

A Q. E. D. sort of statement—sets you to thinking that if you don't buy a rain coat, you are a goose. You certainly can have no desire in the least to resemble that useful but prosaic and stupid member of the farmer's stock; ergo, the store stands a chance to sell you a needed rain coat!

The above window card—about 1x2 feet in dimensions—stood next to the glass in a prominent local clothing store. The background was white, the lettering was in black ink. The card was enclosed in a narrow mottled copper frame. Above the wording was penned in outline a very cheerful-looking goose carrying a tiny open umbrella in its wing. The unwonted spectacle of the anattoid palmiped bird in a clothing window immediately excited curiosity to find out what occasioned its presence and compelled one to read the easy inference below the familiar barnyard fowl.

While this card was standing in the window, its duplicate was standing in the firm's daily advertisement, the one emphasizing the other.

* * *
Do
You
Know the Value
Of
SOLD BY BLANK
As a
Quality Guarantee?
It's Worth Your While
To Look
Into
It

That's a window card that's bound to stick to the "gray matter" a little longer than some others. It will be remembered in the future—although dislodged temporarily—when something is desired in Blank's establishment.

* * *
It seems to me as if fully half the grocers in Grand Rapids do not get the full benefit of their store fronts. A few of them make a fine color display of fruits and vegetables, and occasionally show a novel arrangement of canned goods; but how many of them—while giving space and expending effort on the inside to the demonstration of a certain food—at same time put something in the window that shall so interest people as to draw their feet over the threshold to where the odor of the toothsome delicacy a brewing is filling the air and the wiles of the expert demonstrator shall do the rest?

When a demonstration is in progress there should be tempting evidence of it in the grocer's window. Cooked food requires even more inviting surroundings than "in the raw." A low stand about the size of a so-called cutting table should be placed in the window and spread with a handsome lunch cloth. On this should be a decorated dish showing the uncooked product, and a chafing dish may contain the food prepared for eating. Stack at one side dainty dishes as if to serve it with a tray of after dinner coffee spoons nearby. Half a dozen fringed luncheon napkins should be piled near these. The chafing dish spoons and forks should rest suggestively handy. A pretty maid in snow-white cap and apron standing in close proximity to this lay-out, to talk about the food in the window, as people come in, helps the real demonstrator wonderfully. When those out of doors see the former pointing to and talking about the things on the table they are naturally led to want to sample the food, whatever it may be.

Grocers, I think, make a serious mistake in not having the cooking going on right near the front window where it is plainly visible from the street. Another error generally made in regard to food demonstrations is the persistence of the one or ones in charge to try and force the "tasters" to purchase a package or can of the edible being sampled. The moment those in command begin to talk buying that moment the women begin to have a feeling of antagonism creeping over them against what they consider coercion.

I watched them at the recent Food Show in the Auditorium. Nothing could be much funnier than the way in which wealthy women—with money in their pockets galore and their cellar shelves groaning under their load of culinary supplies—will jam around a booth, jostling, pushing, stepping on each others' toes in a mad scramble to grab a little pickle spiked on a toothpick or secure on a butterdish a morsel of cereal and a drop of cream or a couple of baked beans with a dab of catsup! But the moment they had eaten the humming-bird portion you might hear them say to their accompanying friend, as they surreptitiously slid the butterdish and spoon on the edge of the counter:

"Now's our chance—let's make our sneak before they nab us to buy."

And with guilt in their hearts and innocence on their faces they would sidle away, utterly obtuse to the appeals of the demonstrators to "give an order to be filled in the future by their regular grocer." Or if the samplers couldn't possibly escape they would "stand their ground" for a few seconds and then endeavor to get the demonstrators' attention sidetracked by irrelevant remarks concerning cooking in general, at the same time adroitly allowing unwaited-on rushers to shove them along. Then these who had been served and were trying to "get away without ordering" would wink and slyly snicker to each other:

"We got out of that pretty slick, didn't we!"

Yes, as I said, the grocers make two blunders in their food demonstrations: They don't have them near enough to the front of the store and they strenuously importune the women public to buy. The desire to get "something for nothing" is too firmly implanted in the feminine breast to be rudely eradicated; and this characteristic should be recognized and catered to by the grocers—not disregarded and overrun—in their food demonstrations. They will never succeed along this line so well as if they changed their tactics.

Fifty Miles of Crust on the Earth.

Dig half a hundred miles into the earth and what will you find? The Hon. R. J. Strutt, F. R. S., has gathered rocks from all the world over, granites from Cornwall and Rhodesia, basalt from Greenland, the Victoria Falls, and Ireland, syenite from Norway and leucite from Mt. Vesuvius, and has estimated as a result of prolonged investigations that not more than one-thirtieth of the total volume of the earth is composed of rocks, which are to be found on the surface. As a result of his deductions he estimates that the depth of the earth's rock crust is approximately forty-five miles. This deduction coincides to a certain degree with the calculations of Prof. Milne, the earthquake expert, who has been investigating to the same end by the observation of earthquake tremors and their speeds. Prof. Milne concludes that at a depth of thirty miles below the earth's surface exist rocks whose physical properties are similar to those found on the exterior. Mr. Strutt computes the internal heat of the globe to be about 1,500 deg. centigrade at about forty-five miles below the surface. Such a heat indicates the melting point of iron, but it is considerably below the melting point of platinum, which Dr. Harker fixed at 1,710 deg. centigrade.

The Need of Laughter.

Laughter is a good, healthy muscle-making, lung-developing exercise, and it is as good for girls as boys. And humor can be cultivated in a girl's mind without any abatement of the dignity and modesty and charm of her womanhood. Not the unpleasant and constant frivolity evidenced in "smart" speech or quickness of repartee, but the humor that looks at the world with a twinkle in the eye and sees its absurdities, its smallness and its fun.

It should be part of every woman's mental equipment, for women are called upon to bear so many of life's small worries as well as its greater ones. The bringing up of children, the care of servants, and the many duties that become a burden are all made easy and possible to put up with by the woman with an unflinching sense of humor and of the bright side of life.

When the pulpit sees no good in any one the pew is not likely to seek the good anywhere.

Success is the ability to make stepping stones out of stumbling blocks.

The church that lifts the fallen never need fear failure.

The Work of Our Hands.

Domestic life is a circle of occupations and sometimes it seems to a tired woman that it is a vicious circle. Cooking, eating, washing dishes—only that one may live long enough to cook, eat and wash again.

Mr. Benson, in "The House of Quiet," has a vivid illustration of this apparently useless succession in the work of the farmer.

"What are these fields for?" asked a young man who had inherited an estate, as he walked about it with his manager.

"To grow oats, sir."

"And what do you do with the oats?"

"Feed the horses, sir."

"And what do you want the horses for?"

"To plow the fields, sir."

But there is nevertheless a net gain in the every-day tasks, even if it does not always show on the ledger or in the bank account. It is to be found in the health and sanity of the workers. Under the sky or in the kitchen there should be vigorous human pleasure in occupation.

The child will tip over his basket of chips for the fun of picking them up again. Many a devoted housewife will cut up calico into tiny bits for the sake of sewing it into elaborate patchwork. Much of the decorative side of life is deliberately chosen because of the interesting work it entails.

In spite of the praises of leisure often sung by busy people, the fact remains that busy folk are the happy ones. Empty hands are by no means indicative of a full head or heart.

A Mistaken Idea Regarding Hard Work.

It is a mistaken idea that hard work kills men. Hard work never killed a man. It is the improper care of one's self when he is not working that does the damage.

The more a man does with his brain the less his hands will have to do. The better a man's reasoning and common sense are the more successful he will be. It requires hard work these days to keep up in the race.

You can not make a success unless you work hard. Hard work will be much easier if you keep worry out of it.

Hard work brings success, but to do hard work the machinery must be in good order. You must keep your constitution up, you must have plenty of sleep and you must learn to eat and breathe properly.

No story of success has ever been truly written that did not depict hard work in every line.

Success comes by inches, not by leaps or bounds. Success is the pushing forward each day by hard work.

Burn the candle at one end only and you replace each day what you have burned, by rest, sleep and recreation. By burning the candle at one end only and replacing it fully each day your candle will not burn out.

The people who expect great things of us are the ones who help us to great things.

Established 1885

To the Trade

Our seeds have behind them a good reputation of more than twenty years. They are good, they have always been good. All are tested before they are sent out and we know they will grow.

Please Note

On account of the long spell of cold weather during the entire month of April considerable replanting will be necessary. Our stocks, with the exception of a few varieties, are still complete and we are prepared to fill orders promptly on short notice.

Important

If you do not receive our regular weekly and tri-weekly quotations kindly notify us and we will see you are on the mailing list. Shall also be glad to mail you our wholesale price list of garden seeds "FOR DEALERS ONLY."

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Clover
Agricultural
and
Garden
Seeds



Peas
Beans
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and
Onion
Sets

Largest exclusive seed warehouse in the State west of Detroit.

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Entered at the Grand Rapids Postoffice.

E. A. STOWE, Editor.

Wednesday, May 8, 1907

A POLITICAL NUISANCE.

Isn't it about time that our municipality began making good in their use of the word or title of "city?"

Our citizens fondle the delusion that Grand Rapids is a real for true city and our city officials grow chesty whenever they allude to "our municipal government;" and yet for years there has been a chronic contention between the Highway Commissioners and the Board of Public Works over the construction to be put upon the expression, "improved streets." That is to say, this is the alleged bone of contention. The real basis of the dispute is the retention of petty political power to a lot of aldermen who feel sure that they can not hold their jobs on their merits as city legislators and so must rely upon the number of effective cogs they can contribute to the political machine.

It is like the old-time village quarrels between the pathmasters and the village marshals—a fight for the privilege of doling out political patronage; a condition which is not permitted in real cities like New York, Buffalo, Cleveland, Detroit, Milwaukee, Dayton and other cities the size of Grand Rapids. The street commissioners are the mere tools of the aldermen and the laborers who have their own votes and possibly the votes of kinsmen and friends are the prizes that the struggle is about. There is no chance for argument over this proposition, and as all men recognize the fact it is folly and an insult to the intelligence of the people at large to maintain otherwise.

Grand Rapids has a Board of Public Works with a competent, energetic General Manager, who, by virtue of his office, should have executive authority over all municipal enterprises which properly may be classed as public works. An improved street is a public work because it is either a paved street, a macadamized or a graveled street. And the spending of money, the selection of laborers, the providing of material for making such improvements belong beyond any question to the Board of Public Works. And in view of political machine efforts now making at Lansing to continue the four-corners picayune policy of the aldermen and the highway commissioners

it will be wise for our legislators to put their ear to the ground that they may come into a realization of the fact that Grand Rapids is entitled to city methods, city privileges and rights, and is about ready to make the fact known to those who are chosen to act as their representatives at Lansing.

And, while we are about it, it will be well for all citizens to bear in mind that the term "garbage" means only and exclusively animal or vegetable matter, and that ashes, tin cans, old bottles, broken crockery and the like are legally and rightly not garbage.

THE USURY EXCRESCENCE.

An effort is now making by the Legislative Committee of the Board of Trade toward the preparation of a bill looking to the abolition of chattel mortgage loan agents who charge anywhere from 25 to 200 per cent. interest on small loans of money. This topic is as old, almost, as is the history of legal tender and, frame them as we will, all governmental regulations as to rates of interest are futile whenever the cash is available to meet demands based upon necessity. By clever evasions, by stealthy misrepresentations, by actual, outright theft, the returns on loans are usually in correspondence with what the traffic will stand.

Nominally and legally the rate of interest in Michigan is 5 per cent., but there isn't a good business man anywhere who is not cognizant of the fact that legal restrictions as to interest are not effective whenever it pleases the one who loans the money to step over the boundary. The devices for accomplishing this result are many, and so the gentlemen of the Legislative Committee are bucking against a stone wall.

No bank nor careful man who has money to loan can afford to peddle his funds out in small amounts, taking the uncertain securities offered usually by men who want such accommodations, at our legal interest rate. The risk is too large and so the chattel mortgage sharks exist. These loaning agencies are, more often than otherwise, organized with branches in a dozen or more large cities. They know the laws, they know the risks and they know the possibilities. The percentages of chance on chattels or salaries have been compiled down to the last cent and each new exigency, with its pitious appeal for immediate help, is an old one to them. It has been averaged for all amounts and all periods of time, so that before the needy one's story is half told they know what the chance is and what charge to make to practically insure a return of 50 or 60 per cent.

In attempting to frame a law which shall put these sharks out of business the gentlemen of the Board of Trade are undertaking that which is practically an impossibility.

The evil may be modified, perhaps, but with this done the sharks will modify their methods and get there just the same. The entire problem is one of education, and so long as human beings are human and two or more babies are born every minute, this educational process must be

maintained. Over 400 years ago, in the city of Padua, an institution was established for the loaning of money at a low interest to the poor, pledges being taken for security, and ages before that a similar system prevailed in China. Ever since these experiments an education against the wiles and wills of usurers has been going on, but with little effect upon the present situation.

It will be an easier matter for the Committee to draw up a legislative measure making compulsory the practices of industry, economy and thrift and less difficult to enforce such a law than to enforce successfully the laws against usury.

LOOKING FOR EMPLOYMENT.

It is altogether likely that scarcely a day passes that the average business house or office is not visited by one or more men in search of employment. These applicants range anywhere between 20 and 50 years of age and 99 per cent. of them are looking for something which will enable them to work without removing their collars and neckties and without seriously soiling their hands.

"This is what education does for a man," says one social economist, and another person, known merely as a man who has succeeded in business, replies: "No such thing. Look at me. I started with nothing but a high school education and my two hands. See what my bank account shows to-day."

Each estimate is incorrect. The man who is usually out of employment because he has an education would be a mere cipher under any other condition; and the man who with only a high school education and his two hands as capital achieved success in business would have won his victory had he never seen a high school.

The man who seeks a position as accountant, office clerk, counter salesman or some other kind of inside work, and is usually out of a job, is not, as a rule, the slave to education. He is more nearly akin to the craftsman who, knowing fairly well the methods and practices of three or four branches of mechanical industries, does not possess the necessary strength of character to master any one of them and so excels in none.

Education, if it bestows any single great benefit upon the one who has it, equips that man with appreciation of real excellence in whatever calling he may adopt, be it one of the so-called polite professions or something less elegant. It is the Man and not the Education that tells. Given the Man and his education is merely accessory. Such a man will never be idle because he can not get genteel employment. Such a man—and there are thousands of them—will master a mechanical trade in short order, putting up with the privations and other disagreeable features of apprenticeship and small income without a whimper because he knows he will win ultimately. Indeed, a very large proportion of skilled mechanics are well educated. They can not keep up with the procession otherwise. It is both a case of habit and a case of compulsion.

Let such a man, a first class accountant or a high grade carpenter and joiner, reach Grand Rapids with but the price of a breakfast in his pocket some morning. He eats his meal and, knowing that he must provide bed and board at once, accepts the first income-producing opportunity which is presented. It may be work on the streets, digging a cellar or piling lumber, and he may be able to read his Greek and Latin, speak and write three modern languages, and so on. He does not wait and wander and cry for the moon. He gets busy at once and is glad.

All this talk about education unfitting a man for manual labor is, if he is a real man, ridiculous nonsense.

In a recent address in which she was pleading for the extension of the elective franchise to women, Mrs. Lillie Devereux Blake started an interesting ornithological discussion. She declared that the American eagle, the bird of freedom, that is talked so much about in this great and glorious country, is a female. She undertook to prove it by scientific facts. She said, too, that with eagles the lady birds are very much bigger and stronger than the gentlemen birds. From this she argued that in the nation which takes the eagle for one of its emblems, women should have at least as many rights and privileges as the men. Of course, it is the picture, not the bird itself, that is in evidence, but Mrs. Blake says that the feathers and their arrangement on the typical American eagle prove the sex. She and the cause she advocates are entitled to all the influence which this argument carries.

Advertising at the right time and in the right way has often made a fortune. James Epps, the cocoa manufacturer of London, recently died at the age of 86, leaving an estate up in the millions. Thirty-eight years ago he was making good cocoa and doing a fair business. He designed a picture of a pleasant, well-fed 17th century Quaker drinking a cup of cocoa with this legend underneath: "Grateful, Comforting." The picture and the two words caught the public favor and he run it through the newspapers and magazines as a trademark. There was then as now sharp competition in the cocoa trade, but judicious advertising made Epp's cocoa the public favorite and brought its producer fame and fortune.

The Kansas Legislature has enacted a law requiring the use of red cans for gasoline. It is a misdemeanor for dealers to handle it in any other than red receptacles. The object is to prevent explosions, and it is suggested that to make it clear the law should be entitled "An act to protect hired girls and absent-minded men."

There are now four open shop cigar factories in Grand Rapids and one of the union shops will probably discard slave labor before the end of the present week and join the ranks of freedom.

To attempt a great work is to become a great worker.

NIGHTMARES OF SCIENCE.

Science seems to be constantly concocting some tremendous catastrophe for the planet on which we live and by consequence for the living creatures that crawl upon its surface.

We who are wholly unlearned and merely observe natural phenomena as they appear to us have reached the conclusion that our world and the universe of which it is a very small item operate according to vast, but complete, systems, and according to laws by which all things are governed, and nothing is allowed to interfere with the operations of these systems or with the force and authority and certainty of those laws.

But science from time to time discovers that the systems upon which the universe is operated are liable to become deranged, to get out of order, with the result that a planet explodes when least expected; that the great celestial sources of heat and light burn out, so that millions of worlds are plunged in eternal darkness and all animal and vegetable life is extinguished and exterminated by a degree of cold which can not be measured by instruments nor conceived of by the imagination.

Science tells us that the comets are fragments of exploded planets, wandering at will in the measureless depths of space, and liable at any time to fall foul of our little globe and crush it into atoms. Science tells us that our moon which rose in such splendor last evening and has attended our earth like a faithful friend and companion from long before any historic records began, was once a part of our globe, but through some terrific internal disorder, causing a frightful explosion, it was detached and thrown off into space, to form a satellite for the remains of our planet, while the vast cavity which was once filled by the moon became the basin of the Pacific Ocean.

Doubtless the tremendous shock of such an explosion split and shattered the crust of our earth in many places so that the continents which once made up a vast continuity of land were riven and displaced so that oceans, seas and gulfs were opened between them. We may even imagine while we are following these fairy tales of science that not all the animal and vegetable life on that part of our globe which has become the moon was destroyed in the frightful cataclysm by which it was set going on its own independent account, and that some of their descendants still survive with their traditions and may be record history of the time when their little planet was a part of our bigger one.

The telescope declares that the only side of the moon which we see is a chaotic desert of extinct volcanoes, without water and without an atmosphere; but then we only see one side of the moon and never the other, which may, so far from being a desert, be beautiful with water, verdure and all the conditions suited for human and animal life, and that after all the "man in the moon" about whom so much has been said and written may be not only a reality, but there may be a woman also, and pos-

sibly many, since life in the moon without women would be as little worth living as it would be here on our globe.

If there are people on the moon living on its beautiful side, which we never see, we may imagine that they climb up to the edge of the precipice which incloses their rocky desert, and look over at our earth and wonder about the time when their far-remote ancestors were fellow-creatures, if not fellow-citizens, in our prehistoric and then un-riven and un-violated globe. When the moon in full-orbed glory shines upon our earth, the earth in like manner is "full" to the people on the moon, only it is eight times bigger, so our former fellow-citizens of the lunar orb may be treated to a spectacle of nocturnal splendor which it is far beyond the human imagination to picture.

But while we are kept in suspense waiting to be knocked into "pi" by a comet or scattered in fragments in the gloomiest realms of space by some internal explosion of our globe, the chemists have come with their tales of woe to be added to the calamitous foreboding of the astronomers and geologists. They tell us that a time is coming when all human life will be destroyed by suffocation from excess of nitrogen, if all living creatures do not perish of starvation for lack of vegetable food before that.

For instance, the atmosphere is made of a mixture of oxygen and nitrogen gases. All animal and vegetable life is supported chiefly by the four elements, carbon, hydrogen, oxygen and nitrogen. All animal organisms must have for subsistence articles containing these substances, and they can only be got from vegetation. No animal can extract them from the atmosphere or from surrounding nature, but this vegetation alone can do with respect to oxygen, hydrogen and carbon, but it can only get nitrogen from the earth, where it has been carried by the rains which have taken up its compounds after they have been created or made soluble in water by electricity.

The chemists tell terrible stories to the effect that nitrogen is not being made available for the uses of vegetation as rapidly as required. The soil of the older nations of the earth is being exhausted of its nitrogen, which is being turned loose in the atmosphere finally to strangle all living creatures. But the first evil result will be starvation, because it will be impossible to return the nitrogen to the soil as fast as it is used up. Sir William Crookes, an English chemist, says on the subject:

In 1871 the bread-eaters of the world numbered 371,000,000. In 1881 the numbers rose to 416,000,000, in 1891 to 472,000,000, and in the year 1898 they numbered 516,000,000. The augmentation of the world's bread-eating population in a geometrical ratio is evidenced by the fact that the yearly aggregates grow progressively larger. In the early seventies they rose 4,300,000 per annum, while in the eighties they increased by more than 6,000,000 per annum, necessitating annual additions to the bread supply nearly one-half greater than sufficed twenty-five years ago.

Should all the wheat-growing countries add to their area to the utmost capacity on the most careful calcula-

tion the yield would give us only an addition of some 100,000,000 acres, supplying, at the average world yield of 12.7 bushels to the acre, 1,270,000,000 bushels, just enough to supply the increase of population among bread-eaters until the year 1931.

When provision shall have been made, if possible, to feed 230,000,000 units, likely to be added to the bread-eating population by 1931—by the complete occupancy of the arable areas of the temperate zone now partially occupied—where can be grown the additional 330,000,000 bushels of wheat required ten years later by a hungry world?

The artificial way of returning nitrogen to the soil is by means of decaying animal and vegetable matter, which contains it in a soluble form, but nature's method is by electricity. There are at least five compounds of oxygen with nitrogen. These are formed when an electric flash passes through the atmosphere, and they are all soluble in water, carried down into the earth by the rains, the nitrogen is returned to the soil and the soil gives it to vegetation. It would seem to be a most absurd assumption to suppose that the Creator of the universe and the disposer of its wants would make mistakes in his calculations so that the machinery would go wrong and accidents occur. Even if the Creator be eliminated, and the universe starts with an atom of protoplasm and a law of evolution as modern science asserts, it is impossible that there could still be any accidents. If the existence of a law with blind forces to execute it be admitted, there must be such an evolution as will result in growth and development and not in chaos and destruction.

If nitrogen be necessary to the preservation of animal existence, there is no question that there is just as much of it as ever there was, and it is no more necessary to-day than it was at any other time in the six thousand or six thousand million years of the world's existence. Nature has never yet failed to return to the soil all the nitrogen that has been required, and there is no reason to believe it ever will fail.

The nightmare which the chemists have worked up on the subject is all to no purpose, and need scare nobody.

The Chicago & Burlington Railroad Company recently issued an order requiring all passenger conductors to remove all whiskers and mus-

taches from their faces before May 1. The order has been generally complied with, but numerous amusing incidents have been the result. One conductor was attacked by his own dog on his return home, and his wife looked him over critically before she complied with his request to call the dog off. Another sent his whiskers to headquarters with his ticket collections, and frightened the baby into fits on his arrival home. Why a man makes a better conductor by being deprived of the weather protector that nature has given him it is difficult to understand.

France has had long and serious trouble recently from labor strikes, and an effort is to be made to bring it to an end. At a cabinet meeting on Monday it was decided that the time has arrived for energetic action against public servants engaged in agitating for the organization of unions and eventual affiliation with the Federation of Labor. In accordance with this decision the ring-leaders among the postmen and teachers will be summarily discharged.

Secrecy in the transmission of telegraph dispatches in China is to be insured in future by a provision for the decapitation of all offenders revealing the contents of important messages in transit. In the case of ordinary messages of commerce thus revealed the penalty is to be a long term in prison. Five years' imprisonment is provided for persons who know of the revelation of such secrets and neglect to report the matter to the proper authorities.

The wife of a farmer had a sister come from Chicago to make a visit. One day the threshers came, and the guest insisted on doing the work alone and sent her sister away to rest. When twenty-seven threshers filed in to supper that night they found a sandwich tied with ribbon, one chicken croquette, one cheeseball the size of a marble, and a buttonhole bouquet at each plate.

It's no use talking about the religion in your heart if it is not visible in your home.

Life is to be measured not by its rewards in things, but by its reach and vision.

The ear ready for slander makes the lips ready to slay.

WHY YOU OUGHT TO CARRY

OUR
FULL
LINE

There is a growing demand for improved roofing and shingles to take the place of wood and metal.



H. M. R. Prepared Roofings—the Granite Coated Kind—fill the rigid requirements of a good roofing and are handsome and durable.

They take the place of wood and metal—last longer, look better. No warp, no rot; fire and waterproof. Our entire line is a money-maker for the dealer. Proof and prices if you'll write.

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



EDUCATIONAL AWAKENING.

Tremendous Changes Which Are Now Taking Place.

I wonder if you are aware of the tremendous changes which are going on in our country in methods of education. It is perfectly wonderful to note the changed position of educators upon what the trend of school education should be. The old idea of simply utilizing the educational system for the making of cultured men and women has been modified by the wider and more practical thought that the purpose of education is to fit men and women to deal with the facts and conditions in the world as to make people happier and better and leave the world itself in a condition to make succeeding generations better and happier and more useful than any previous one.

The people who have emphasized the bringing of science, as affecting the industries of the earth, as a prominent factor into our schools now are listened to by the people who mold the methods of education. Their counsel is even sought in so modifying the curricula of schools as to help in a practical way the boys and girls who can spend but a limited time in any school work to fit themselves by this school work to get a better living and make more useful citizens by accomplishing in a better way the work of the world. Agriculture, the oldest of the arts, the most important of all the occupations, which for centuries made no impress upon the methods of the schools, is to-day a great factor, not only in the technical schools devoted to the art of farming and the science which lies at the basis of that art, but nearly all of the schools of the land are awakening to the importance of recognizing the needs of modern agriculture, which can be subserved by tuition properly given in the public schools, colleges and universities. The boy or girl who goes to college simply to attain some fitness in the general way for some occupation that may turn up in the future is an exception to the rule. Children under the guidance of their parents and friends and educators at a very early date in their school life select some object to be especially subserved by their education and work toward it.

In speaking of this educational awakening I want to speak of the work of three men: First, Prof. L. H. Bailey, of Cornell University, New York. To him more than any other one living man we owe the popularization of instruction in the schools and colleges which connects itself more or less closely with the soil and its products. From Cornell University as a center there has emanated an atmosphere which has pervaded the whole State of New York, and has reached into many parts of our whole country, which affects the general attitude of people toward school education as applied to service in the world's work. When a man like Bailey, educated in an agricultural college, voluntarily selecting a career which utilizes his life and energy in the solving of questions touching rural life, can step in-

to the environment of Boston and command the listening ear of the most thoughtful educators in the country dealing with subjects that haven't been touched upon by the schools and colleges until very recent years, we can understand the wonderful modification of educational thought which is now going on.

Another man, a Michigan product, has begun a work which will be far-reaching in its influence as affecting the social questions in rural life. I refer to President K. L. Butterfield, of Amherst, Mass. After maturely considering the various avenues of usefulness in educational work he deliberately selected as his plan of life work the attempt to solve the educational and social problems affecting rural life, and after taking his special course of training in our own university, looking toward the accomplishment of his purpose, he entered the realm of New England education and began immediately to disturb the waters. He is awakening great interest in the problems affecting country life on the part of the leading educators of New England. For all time the fact has been recognized that the cities grow in strength and value, feeding upon rural communities to support this strength and growth. To maintain this source of supply in the best possible condition for usefulness is a work worthy of the best thought of the land. Educational methods must be utilized to accomplish this result.

Mr. Butterfield believes most heartily in the responsibility which rests upon the men who are guiding methods of education in the maintenance of the highest degree of health and usefulness in the rural communities, upon which tremendous draughts are made to carry on the processes of civilization. Both Bailey and Butterfield recognize in their method of treatment the importance of uniting with the school and college forces all organizations connected with country life in a concerted plan for progress and higher development.

A third man is awakening attention in perhaps a more modest way in the handling of the county schools in Winnebago county, Illinois. County Superintendent O. J. Kern is making a National reputation by inducting into the school methods of his county plans which recognize the importance of affecting the child educated in the language of his environment and learning through the schools as a center the things which will be most useful in the higher development of all those processes which are attached to the cultivation of the soil and the evolution of the home as the unit of our modern civilization. The details of his work are so original and far-reaching, and so radically different from the general rural educational methods, that his county is presenting to our new world an object lesson in practical education which can not but have a potent influence throughout our whole country.

This year we celebrate the semi-centennial of agricultural education in this country. The first half of this term seemed to accomplish very little toward modifying methods in ed-

ucation, but during the last quarter of a century not only have the agricultural colleges made great strides of progress, but their influence has reached into all avenues of education, until to-day the men engaged in this field are recognized as great leaders in educational circles. It was very slow work to guide the educational stream into this new channel, but once the channel was worn so that the friction was largely overcome its movement is grand and strong and impressive.

In this educational awakening a great factor should not be forgotten, that is the Department of Agriculture at Washington. To-day it is the great center of scientific research in this country. The investigations carried on by the various bureaus and sections of this department touch every avenue of life in our country. The most powerful organization for the uplifting of rural life centers in this government department. It is working harmoniously with the educational institutions of the land, it is reaching directly to the rural homes in the uttermost parts of our country and commands the respect not only of the farmer but of the statesman in its methods and influence.

We are working in a grand epoch. The opportunities are greater than ever before for the evolution of the best type of mankind and woman-kind, the forces of the earth are harnessed not only for the conservation of material power and wealth but for the development of the highest type of character.

Chas. W. Garfield.

Candidate for State Secretary.

Saginaw, May 7—Post F, Michigan Knights of the Grip, decided last Saturday night to indorse M. V. Foley, eighteen years a member of the local Post, for State Secretary. This is equivalent to an election, as it is customary for the Knights to give one office to the city in which the convention is held. The convention takes place here in August.

The traveling men adopted resolutions expressing sorrow on the death of Joseph C. Brown, who was conductor of the first Pere Marquette train ever run and who died "on the road" at Port Huron last Saturday.

Will Build Auto Tops.

Pontiac, May 7—E. M. Murphy, O. J. Beaudette, R. F. Monroe and Frank Jacques have organized a company and are now preparing articles of association. They will engage in manufacturing, painting, trimming and building tops for automobile bodies. Messrs. Beaudette and Monroe are each at the head of big body factories and the new company will take the bodies from these plants, paint and trim them, supplying tops if desired, so that when shipped from this city the bodies will be ready to be hung into completed machines.

The hypocrite's great business is to find some appearance of virtue to cover every vice.

How many a time have we missed perfection while hunting for praise.

Employers Touch Elbows With Workingmen.

Battle Creek, May 7—Bringing industrial workers into close touch with the business and mercantile leaders of the city and talking over city problems through wreaths of smoke is the new plan adopting as a local bridge between capital and labor by the Business Men's Association.

The Association, which has beautiful rooms covering the entire fifth floor of the Post building, gives a series of smokers, to which the workmen are invited personally, as well as a number of business men. The first of these was given for the boys of the American Steam Pump Works, and they were out in full force, 200 men smoking good cigars and listening to talks. E. C. Hinman, President of the Pump Works, was one of the speakers, Prosecuting Attorney L. E. Stewart another, and Senator Norton, of St. Johns, the guest of honor.

The next smoker will reach employes of the Nichols & Shepard Thresher Works, and other social functions of this nature will continue until every workingman in this city's shops has had a personal invitation to enjoy the hospitality of the Business Men's Association.

Another idea which the Association is encouraging is the beautifying of land around big shops. Several industries, Nichols & Shepard, the Advance Thresher Works, the Toasted Corn Flakes and the Postum Cereal Food factories, the Lyon & Healy organ factory and others have already laid out their grounds in park form and others will follow suit.

This neatness was the one and only cause for a Chicago order received by the Nichols & Shepard Co. last week, a wealthy manufacturer having had his attention called to Vibrator threshers by the neatness of the N. & S. surroundings as he passed through the city en route to Canada. In his letter, along with a check, he said he had faith in any product whose makers had a touch of the esthetic in their nature.

Industrial changes continue, the latest being a proposition from the Seeley Manufacturing Co., of Lansing, for the purchase of the Anderson Machine Co.'s plant, the transfer being now pending, awaiting the settlement of a few legal contingencies. At the same time the Record Publishing & Carton Co. has negotiations under way for subsidizing the Michigan Carton Co. and gaining possession of the Battle Creek Iron Works, recently bought by W. I. Fell, for the new carton company. The Record building is desired by W. H. Eldred for a leather and harness factory.

Many of the industries are being greatly handicapped by the lack of steel and iron, orders for these materials having to be placed from six to eight months in advance. This hinders the manufacturing institutions as bad as the coal shortage has hindered the food concerns. So much baking is done by the latter that coal is essential in immense quantities. One food factory required 140 carloads of coal in April to keep the wheels running night and day.

Grand Rapids

Bids You Welcome

Merchants' Week

June 5, 6 and 7

The Wholesale Dealers' Association of the Grand Rapids Board of Trade have arranged for another Merchants' Week this year on June 5, 6 and 7, and every retail merchant doing business in Michigan outside of Grand Rapids and in Northern Indiana is cordially invited to be present on that occasion and partake of our hospitality.

We'll do our level best to give you a good time and make your visit pleasant and profitable in every way. The rate on all steam railroads will be one and one-third fare, and all you have to do to take advantage of this rate is to ask for a "Merchants' Week Certificate" of your local ticket agent when you buy your ticket.

An automobile ride will be given about the city on Thursday, June 6, at 2 o'clock, starting from the Board of Trade Rooms on Pearl street. On your arrival in our city you will be furnished with tickets entitling you to free transportation on the street cars to and from Reed's Lake on Friday afternoon, June 7, and to all the entertainments there, including Ramona Theatre at 3:30, Toboggan or Figure Eight, Palace of Mirth, Ye Old Mill, Circle Swing, Razzle Dazzle, Trip on World's Fair Electric Launches, Steamboat Ride, etc., ending with an elaborate banquet at the Lakeside Club at six o'clock in the evening.

Eminent after dinner speakers will give addresses at the banquet and we can promise you one of the best affairs of the kind you have ever attended.

It is absolutely necessary that the committee know at the earliest possible moment how many are coming to the banquet, and tickets for that event will be furnished only to those who apply by mail in advance signifying their intention to attend that **particular** function.

Please bear in mind that **no banquet tickets will be issued after the first day of June**, and if you do not get your request for a ticket in before that time it will be too late as the Lakeside Club will not permit us to change the number of plates ordered after that date.

All **other** tickets will be issued to you on your arrival in this city and you do not need to ask for them in advance, but if you wish to attend the banquet you must apply for your ticket **before June 1**.

Don't forget or overlook this. We want to treat everybody right and so we ask your help. Make up your mind about the banquet just as soon as you can and write to the Secretary of the Grand Rapids Board of Trade at the earliest possible moment if you want a ticket. We want you to come.

Merchants' Week Committee of the Wholesale Dealers' Association of the Grand Rapids Board of Trade

F. E. LEONARD of H. Leonard & Sons
A. B. MERRITT of Valley City Milling Co.
SAMUEL KRAUSE of Hirth-Krause Co.
L. M. HUTCHINS of Hazeltine & Perkins Drug Co.
R. J. PRENDERGAST of Lemon & Wheeler Co.
JOHN SNITSELER of Grand Rapids Dry Goods Co.

M. B. HALL of Sherwood Hall Co.
J. J. RUTKA of Clark-Rutka-Weaver Co.
W. K. PLUMB of National Biscuit Co.
D. C. STEKETEE of P. Steketee & Sons
E. A. STOWE of Michigan Tradesman
H. D. C. Van Asmus Secretary of Board of Trade

AVERTING A PANIC.

How It May Be Done By the Banks.

The acute form of disturbance which we call a panic has often proved the beginning of a long era of depression. Such was the case, for instance, in 1857, in 1873, in 1893. But there may be a change without this sort of beginning. A panic is the result of a general collapse of confidence. It is often said to be the consequence of a scarcity of cash or a difficulty in the securing of cash. But it is more accurately described as the time when there is an acute demand for accommodation. This is the desire of business men to be "taken care of"—to have assurances for the present and for the immediate future. In all times of uncertainty, most of all in times of acute crisis, men in active affairs need to be safeguarded against accidental or unjustified insolvency. Their debts are recurrently coming due, their credits on the other hand—the debts due to them—are more or less uncertain. A concern whose affairs are in good condition may be unable to meet its immediate liabilities simply because its quick assets are for the moment not available. If there be certainty that banks are willing and able to make advances to firms in this situation, their real demands are met. Such certainty is the one effective agency in preventing universal panic. It can not be too much insisted on that it is accommodation, not cash, which is then wanted from the banks.

Now accommodation can be granted by the banks only if they are secure in their own position. They must not themselves be involved in risky enterprises. Least of all should they be heavily committed towards any one venture of an uncertain character. They must have confidence in themselves, and they must have the confidence of the business community. They must be in a position in which they do not need to look out for themselves, and so feel able to look out for their customers. And they not only must be able thus to serve their customers, but they must have earned the respect and confidence of the business community in such degree that every one believes them able to do so.

This general feeling of confidence can rest only upon continued careful and conservative management in the past. It can not be secured if banks are known to be involved in large new ventures, if they are closely related with financial and investment concerns which are promoting risky enterprises, or if individuals who are dominant in their management are known to have other and more pressing interests than those of the bank proper. Ideally, the commercial bank is in a judicial position, standing

aloof from other business than that of banking proper. It lends only on sound security, or to individuals whose affairs are satisfactorily known in their full extent. It distributes its loans over a large part of the business community, never puts too many eggs in one basket, marshals its advances so that they shall become due in proper succession. It keeps a strong reserve of cash. It is free at any time to make additional loans, and is able to respond to all reasonable requests for accommodation from sound borrowers. Such is the kind of management contemplated in our national banking system and provided for by the details of its legislation.

Now, in this regard the banking situation in the United States seems to me to have changed, and changed for the worse, in the last ten or twenty years. The old ideal of a strictly commercial bank, having its semi-judicial policy and consequent prestige, seems to be passing away. The tendency is for a combination of various kinds of banking operations in one institution or in a chain of institutions. National banks and state banks doing a similar business are closely associated with investment houses, with the large private banking firms that undertake to promote and finance great ventures in new business fields, with trust companies that carry on a wide range of financial operations, and with individuals whose primary interest is not in banking but in independent ventures of their own. The great development or the trust companies in the last two decades is the most important cause of this change in the general situation. On the one hand, they are competitors of the banks in a business which was formerly that of the banks alone; on the other hand, the example which they have set of earning large profits by a combination of various financial operations has tempted the banks to follow in the same path.

These tendencies seem to bring peculiar dangers into the United States. In Europe its dangers are in large degree counteracted by the position of the great state banks, such as the Bank of England, the Bank of France and the Imperial Bank of Germany. These have the judicial position, the aloofness from current business operations, which is the ideal for a commercial bank. They stand above the general banking and commercial community. They have unlimited prestige. They can not fail unless the whole political and business structure collapses. They always can be counted upon to stand in the breach if general ruin threatens. And not only this, but they have a conscious duty towards the public. It is not their policy to extend their oper-

ations to the point of maximum profit. Whether by force of established tradition, as in the case of the Bank of England, or by direct public control of the management, as in the continental countries, they restrain their operations in such manner as to keep themselves in a position of absolute safety and power. Such a firm basis for the financial structure we lack in the United States. The associated banks of New York in some respects occupy an analogous position, yet obviously with much less sense of responsibility and with much less probability of conservative management by the individual institutions.

The provision of the national banking law which requires the New York banks to keep a reserve of 25 per cent. in cash has had the same wholesome effect in strengthening their position and in preventing that progressive attenuation of cash holdings which results almost inevitably from the desire of each bank to secure the maximum profit. On the other hand, there has been a distinct weakening of their strength from the extraordinary growth of state banks and trust companies and from the close affiliation of these institutions with the reserve holding banks. Whether there have been also greater venturesomeness in their operations and a deterioration in the substantial quality and the flexibility of their loans and other resources no one can tell in advance. It is only an actual period of trial and stress which will supply the test whether there is an inherent unsoundness.

I believe the business community ought to support the careful and conservative banks. It should give its custom to such institutions and resist the blandishments of more venturesome financial concerns, which offer tempting bargains for the moment, but whose support can not be relied on in times of stress. No doubt it is difficult for the business man to know just which banks are in fact conservative and which are spreading too much sail. And yet, upon the whole, the general conduct of different institutions is sufficiently known in the business community, and the line can be drawn with reasonable accuracy between those that are certainly safe and those that are, perhaps, hazardous. The two kinds will exist in every community, side by side, but which kind shall preponderate depends in the last analysis upon the choice and the support of the business community itself.

So far as the banks are concerned, I would suggest not only that they should follow the paths of conservatism, but that they should learn to combine and to act in unison. The failure to do this was one of the striking phenomena of 1857, and again

The Sun Never Sets where the Brilliant Lamp Burns

And No Other Light
HALF SO GOOD OR CHEAP
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of 1873. The banks then were like a row of bricks, each one knocking over its neighbor as it tumbled down. The lesson of combination has been learned by the clearing house associations of all our great cities. Such combination is not, perhaps, so certain a basis of support as the strong resources and absolute prestige of the great government banks of European countries. But it is in some sort a substitute, and lessens the danger of that sort of general crash which upset the whole community in such years as 1857 and 1873. By united effort the acute financial panic can be prevented, or at least largely mitigated, even although the ensuing period of liquidation and depression can not.

Frank W. Tausig.

Sundown With a Bump.

An Irish contractor in San Francisco sent to Ireland for his father to join him. The journey was a great event to the old man, who had lived in rural districts all his life, and he reached San Francisco much excited.

After several days of sightseeing, his son resumed his business, and suggested that his father visit the Presidio.

"And phwat's the Presidio?" asked the old man.

"The Pesidio, father, is the Government reservation for the soldiers, a fine bit of a park, and you'll enjoy yourself."

At the end of a strenuous day the old man stood gazing at the big buildings, comparing them with the small huts of his old home. Seeing a soldier near, he tapped him on the shoulder.

"Me bye, phwat's that string of houses forninst us?"

"Why, those are the officers' quarters."

"And that wan with the big smoke-stack?"

"That's the cook shanty."

"Shanty, is it? Well, 'tis a great country. 'Tis palaces they're usin'."

The young man offered to show him the new gymnasium. On the way the sundown gun was discharged just as they passed. The old man, much startled, caught his companion's arm.

"Phwat's that, now?"

"Sundown," replied his friend, smiling.

"Sundown, is it? Think of that, now! Don't the sun go down with a terrible bump in this country!"

Incompetent.

In a lawsuit in Pennsylvania not long ago the question was put to a miner on the witness stand:

"Were you ever hurt in the mines?"

"Indade I was," responded the man; "I was half kilt once."

"Now tell the Court whether you were injured at any other time," continued the cross-examiner.

"Yes. I was half kilt in another accident shortly after that."

"Your Honor," smilingly interjected counsel for the other side, "I object to this man's testimony."

"Upon what ground?" asked the judge.

"On the ground that, having been half killed twice, he is a dead man and therefore incompetent as a witness."

Mark Twain's Story of His Cigars.

In his younger days Mr. Clemens tells us in his autobiography he used to buy his cigars with an eye to quantity rather than to quality. He could smoke anything and enjoy it. But his friends were not all so fortunate, as he discovered one night at the Hartford Monday Evening Club. That evening, when he was entertaining the Club, his colored butler came to him when supper was nearly over and Mr. Clemens "noticed that he was pale." "Normally," he says, "his complexion was a clear black, and very handsome, but now it had modified to old amber." The butler explained:

"Mr. Clemens, what are we going to do? There is not a cigar in the house but those old Wheeling long nines. Can't nobody smoke them but you. They kill at thirty yards. It is too late to telephone—we couldn't get any cigars out from town—what can we do? Ain't it best to say nothing, and let on that we didn't think?"

"No," I said, "that would not be honest. Fetch out the long nines"—which he did.

I had just come across those "long nines" a few days or a week before. I hadn't seen a long nine for years. When I was a cub pilot on the Mississippi in the late '50's I had a great affection for them, because they were not only—to my mind—perfect, but you could get a basketful of them for a cent—or a dime, they didn't use cents out there in those days. So when I saw them advertised in Hartford I sent for a thousand at once. They came out to me in badly battered and disreputable-looking old square pasteboard boxes, two hundred in a box. George brought a box, which was caved in on all sides, looking the worst it could, and began to pass them around. The conversation had been brilliantly animated up to that moment—but now a frost fell upon the company. That is to say, not all of a sudden, but the frost fell upon each man as he took up a cigar and held it poised in the air—and there, in the middle, his sentence broke off. That kind of thing went on all around the table, until when George had completed his crime the whole place was full of a thick solemnity and silence.

Those men began to light the cigars. Rev. Dr. Parker was the first man to light. He took three or four heroic whiffs—then gave it up. He got up with the remark that he had to go to the bedside of a sick parishioner. He started out. Rev. Dr. Burton was the next man. He took only one whiff, and followed Parker. He furnished a pretext, and you could see by the sound of his voice that he didn't think much of the pretext, and was vexed with Parker for getting in ahead with a fictitious ailing client. Rev. Mr. Twitchell followed, and said he had to go now because he must take the midnight train for Boston. Boston was the first place that occurred to him, I suppose.

It was only a quarter to eleven when they began to distribute pretexts. At ten minutes to eleven all those people were out of the house. When nobody was left but George

and me I was cheerful—I had no compunctions of conscience, no griefs of any kind. But George was beyond speech because he held the honor and credit of the family above his own, and he was ashamed that this smirch had been put upon it. I told him to go to bed and try to sleep it off. I went to bed myself. At breakfast in the morning when George was passing a cup of coffee, I saw it tremble in his hand. I knew by that sign that there was something on his mind. He brought the cup to me and asked impressively:

"Mr. Clemens, how far is it from the front door to the upper gate?"

I said, "It is a hundred and twenty-five steps."

He said, "Mr. Clemens, you can start at the front door and you can go plumb to the upper gate and tread on one of them cigars every time."

It wasn't true in detail, but in essentials it was.

Faith is not preserved by wrapping it in verbiage which has been dead for centuries.

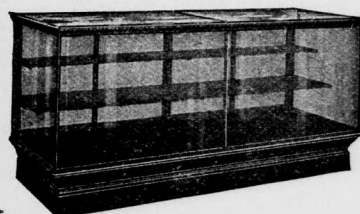
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TRADESMAN COMPANY, Grand Rapids

ENTHUSIASM.

It Covers a Multitude of Sins in Clerks.

Written for the Tradesman.

This morning I was so struck with an instance of incivility, or perhaps I should say lack of cordiality, that I haven't got over it yet.

Sometimes a tiny thing will influence a person against a store more than a big direct affront.

I had had it on my mind for a week or more to get some of this wide filmy-looking lace that is a cheap but effective trimming for a petticoat. It isn't very durable, but may, with reasonable care, last a long time. Of course, such a garment would come back from the laundry with the edges of lace of this description worn to a frazzle, but if sent to the dye house to be renovated by the "dry-cleaning process" it would stay in good shape indefinitely.

My to-be elaborate petticoat is to wear with a trained white linen outside skirt all decorated with set-in bands of lace, which skirt I will be obliged to keep clear of the ground most of the time; therefore I wanted the petticoat, which I had purchased ready-made and which had only two thicknesses of lace-trimmed ruffles, to have added another one so that around the feet the skirt would be a mass of dainty fluffiness.

I needed twelve yards more of lace of the sort mentioned, and, accidentally running across a display windowful of such, I stepped inside to purchase the amount required. I knew that I would have to "seek no farther;" 'twould be simply a case of "behold it here," for that in the window exhibit suited me nicely, so walking half a block down the aisle I reached the lace counter.

"I would like to look at some wide cheap lace like that in the window marked at 10 cents," I said pleasantly to the girl hired to attend to that department.

There were half a dozen pieces trailing from the crossbar of a nickel standard on the counter, and a few skimpy bolts lying on it.

The clerk made not the ghost of a change in her attitude, merely remarking, as if the subject had not the slightest concern or interest for her:

"Here they are."

"Are these all you have?" I asked. "No other patterns?"

"No, that's all," and the girl relapsed into a silence as profound as that of the Sphinx. Then she turned her head towards the front of the store, leaving me to pull out the bolts of lace and make my own selection.

I wondered if she was always so indifferent to customers. I glanced at her features to see if the lines were those of care and anxiety or only of harshness; but the girl's face was perfectly immobile—there wasn't a line in it. Presently in came another customer, one whom the clerk knew, and they exchanged greetings; but even then the girl seemed to be only passive, and I made up my mind that she was one of the kind born without enthusiasm, one on whom surroundings nor cir-

cumstances make the least impression.

Such a character is out of its niche in a store. I can hardly imagine any situation in life where that young woman would be a success. What business prospers with namby-pamby help? The employees to make it thrive are those who shall place fine goods in such a light that the luxury becomes a necessity, in the eyes on the other side of the show case, and so descant on mediocre merchandise that it assumes new importance and unwonted virtues in the mind of the vis-a-vis. That's what sells stuff—not standing like a wax dummy or a cigar Indian that can't lift a hand to pick up goods and talk them into customers' favor.

If you haven't any enthusiasm cultivate it. Stand in front of a looking glass every night in the week for a month and pretend that you are selling goods. Go through gestures, get some expression into that dough face of yours, imagine arguments of your opponent and override them with specious others of your own making.

In real selling don't carry your arguing to the extent of "never allowing patrons to get away," but be so politely chatty and agreeable that there is a loth on their side to part.

Be enthusiastic, if you're a fizzle in every other way. Lucie.

Owosso Factories Increasing Their Capacity.

Owosso, May 7—The Robbins Table Co. is at work on an addition to its factory, which means an increase in the working force of over 50 per cent. The present plant will be twice as large as at present when it is completed. The company but recently completed the erection of a fine new dry kiln system.

The Owosso Sugar Co. has completed the work of cleaning up the factory and is now making extensive repairs. The work has commenced on a new \$15,000 pulp dryer at the factory and the company will no longer be compelled to use the river as a means of getting the pulp out of the way.

The Owosso Carriage & Sleigh Co., a Jackson concern, which took over the old carriage factory plant here, to the mutual satisfaction of all interested, is finding this city to be its mascot. The company is breaking all records in the production line right along.

Lessons To Learn.

Learn to laugh. A good laugh is better than medicine.

Learn to attend strictly to your business—a very important point.

Learn the art of saying kind and encouraging things, especially to the young.

Learn to avoid all ill-natured remarks and everything calculated to create friction.

Learn to stop grumbling. If you can not see any good in the world, keep the bad to yourself.

Learn to greet your friends with a smile. They carry too many frowns in their own hearts to be bothered with any of yours.

New Gauge for the Barometer.

Put a penny in the slot and find out whether it will rain or shine next Sunday. Thereby hangs a tale. Many years ago the Royal Meteorological Society of London arranged an exhibition of apparatus for measuring wind velocities. It was an extraordinary assortment of instruments, whereof one only, and that a purely empirical design, seemed to achieve the object. So everybody made up their minds that the thing could not be done scientifically. Straightway one Mr. Dines, F. R. M. S., went and did it. Was that fair to his colleagues to go and do a thing that one's colleagues have just voted an impossibility? Mr. Dines has been at it again lately, and this time has with him in his conspiracy Dr. W. N. Shaw, the meteorological director. That remarkable instrument, the barometer, is subject to curious fluctuations apart from the ordinary rise and fall, little undulations caused by sudden changes and by such simple things as the presence of a cloud over the locality. These oscillations are so minute that nobody ever thought they could be indicated on a barograph, the chart which records the movements of the mercurial column—nobody, that is to say, except Mr. Dines, who has invented a strange piece of mechanism which actually does register these minute variations, the embroidery of the barometric chart, and so produces a microbarograph. Where are we if people will go on inventing like this?

Playing the Part.

Eugene Cowles saved two women bathers from drowning last summer in Lake Memphremagog. In making this rescue Mr. Cowles bruised his arm—it struck a rock as he dived in. Pointing to the scar the actor said: "When I got that bruise I felt like a young Chicagoan named Littledale, who played with me in amateur theatricals in my early youth."

"Littledale, in one of our shows,

had to leap into a river in order to escape from a wild beast.

"The stage was so arranged that the river was invisible. Littledale was to leap and disappear, striking a soft mattress in the wings, and at the same time a rock was to be dropped in a tub of water to create a splash.

"But, although the leap worked all right in rehearsal, on the night of actual performance it went wrong. There was neither mattress nor tub there. When poor Littledale jumped he fell eight feet and landed on an oaken floor with a crash loud enough to wake the dead, and there was no splashing water to drown the crash, by Jove!

"The audience, expecting to hear a splash, and hearing instead the thunderous impact of Littledale's shoes on the oak, set up a titter. But the heroic Littledale, equal to the occasion, silenced them:

"Heavens! he shouted from below, 'the water's frozen!'"

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Why the Employer Discarded Roll Top Desks.

Office arrangement and utilization of office space to the best advantage have come to be sciences, and one of the first results of scientific rearrangement of offices is the abolition of the roll top in favor of the flat top desk.

Some office managers have not yet discovered the fact that the flat top desk adds at least 5 per cent. to the working capacity of the office worker, and saves a great deal of time for each member of the force. It would seem odd to those unacquainted with office work that a change from one style of desk to another would make such a difference, yet it is true. The modern flat top desk not only saves time, increases the amount of work done by each employe, but also it saves a great amount of valuable office space and adds to the general appearance as well as to the business air of the office.

These are some points in which the flat desk excels the roll top article:

It occupies less space.

It adds to neatness.

It is more businesslike.

It affords a clear view of the office, preventing employes from loafing behind their high top desks.

It enables the manager to summon any employe to him without walking around a desk to see him.

It adds to the working capacity of the men because it gives them much more clear working room.

The disadvantages of the roll top desk are numerous. In the first place an ordinary roll top desk, with typewriter equipment, usually has at least two small drawers, a dozen or more pigeon holes, and six to eight drawers.

Now drawer room is essential in any working desk, yet any one who ever has used a desk realizes how easy it is to permit useless stuff to collect in pigeon holes. It is a safe venture that two-thirds of the papers etc., now stowed in roll top desks should be thrown away. They will be during the periodical cleaning ups that are indulged in by owners of roll top desks.

The litter accumulates in direct proportion to the number of drawers and pigeon holes, and the man who can keep such a desk neat and in order for rapid work is a wonder. In this accumulation valuable papers continually are lost or mislaid, causing long hunts.

But these are not the chief objections. When the typewriter is open there is not room enough on either side for any practical work, and when the typewriter is down the narrowness of the working space hampers the man who attempts to handle any great amount of correspondence, or do any other work.

These facts are recognized by office managers who study the results. Besides that, in large offices, where scores and perhaps hundreds of persons are employed, the loss of time through loafing is enormous where roll top desks are used. It is impossible for the "boss" to see all the workers, or in fact it often is impossible for him to see even one of them when they all are hidden behind the

high tops of the desks. The result is a strong incentive to loitering and loafing at the work. The best desks, according to good office managers, is the typewriter desk, equipped with three drawers at the righthand side and the typewriter at the left. The first drawer accommodates paper, envelopes, etc.; the second drawer the card catalogue, or other necessity, and the bottom drawer is for personal belongings. The top of the desk when the typewriter is closed, forms the best desk imaginable, giving double the actual working space afforded by roll tops, and always appearing cleared for action.

One office manager says: "The low desk affords the maximum of working space and the minimum of waste. We added at least one-third to our office space by throwing out roll top desks and installing the flat tops, besides we add greatly to the appearance of the office, and put everything, every desk, and every worker under the eye of the manager."

"I watched one entire day before deciding on the change. I saw one man lose at least fifteen minutes monkeying with his desk merely because he had not pushed up the hood far enough to let the drawers open, and I am sure that the office, which employs sixty-eight desk workers, lost a total of one man's work per day through employes hunting for necessary articles or papers lost in the rubbish on their roll top desks. One day sufficed to cause me to ask for flat top desks. They are neater, more businesslike, and altogether superior." John B. Moore.

The Woman and the Check.

A woman stepped up to the window of the paying teller in a Grand Rapids bank Tuesday morning and pushed a check through the grating. It was for \$4.

"Put your name on the back, please," said the teller.

She did so.

"Is this your name?" he asked.

The woman sighed. "Yes," she replied, "that's my name. It calls for \$4, doesn't it?"

"It does," said the teller.

While the man in the cage was looking the check over the woman fumbled in her handbag and then placed a \$5 bill before him.

"Take it out of that, please," she said. "It seems to me I'll never get through paying bills."

For a moment the teller was puzzled. Then he realized that the woman didn't understand the check. "You don't have to pay me," he said; "I have to pay you \$4."

He pushed back her \$5 bill and gave her \$4 in silver. The woman was very much surprised. "You have to pay me?" she said. "Why, I thought it was a bill and that I had to pay it."

She smiled, gathered up her money and went out.

"That," said the teller, when she had gone, "shows about how much women know about banking methods."

A man has almost learned to live when he has solved the problem of his leisure.

Stimulating Business by Courtesy and Politeness.

When customers go into a retail store as a rule they go there prepared to buy. They have money with which to pay for any prospective purchase. Should they fail to make this purchase their failure to do so may be ascribed to the indifference or discourtesy or inattention of the sales force. Necessarily, then, the first quality in a successful retail salesman is that of attention.

When customers come into a store the salesman should immediately display the utmost interest in them. He should first endeavor to ascertain what would suit them most.

Every salesman should bear in mind the fact that every one who enters the store is a prospective customer, and whether he buys or merely looks over the goods he must go away pleased with the reception and attention displayed by the employes.

You must treat the prospective customer with the same courtesy and attention as if he were visiting you in your own home.

To be alert is another thing. Look at the customer with an expression of "Is there anything more I can do for you?" Look as if you were ready to anticipate his questions.

When the customer has asked for a certain article it is the salesman's duty to show this article, not try to sell something else simply because it may be a little nearer.

Avoid at all times an argument or discussion with the customer. A prospective customer is, within the bounds of reason, always right. A little tact will smooth over any little difficulties that come up and avoid much confusion.

Impress upon yourself the advantage that will be gained by studying customers—their moods and fancies. The salesman who will do this will very soon be able to cultivate unconsciously a knowledge by which he can analyze a customer's likes and dislikes before they are expressed.

Politeness and courtesy on the part of the salesman should extend through the entire transaction of the customer, after the sale is made, and even when the purchases are paid for.

The "come again" or "thank you" of the real salesman is an impression that lasts and courts a favorable feeling for his particular store.

A courteous salesman who uses

tact and sells goods with the same spirit that he would were he conducting his own business is the one who attains success in the retail business, and he is not overlooked in the matter of salary or promotion. When he reaches that stage he has a vocation that can not be otherwise than pleasant to pursue.—Macey's Monthly.

Hire the Fewer.

A Washington man, wishing to take his family into the country for the summer, one day crossed over to the Virginia side of the Potomac to look at a small farm with a view to renting it.

Everything was to his liking, and negotiations were about to be completed, when the question of hiring also the farmer's cow came up. It was an excellent cow, the farmer declared, and even after feeding her calf she would give six quarts of milk a day.

"Six quarts a day!" exclaimed the Washington man. "That is more than my whole family could use."

Then, suddenly observing the calf following its mother about the pasture, he added:

"I'll tell you what I'll do! I'll hire the small cow. She's just about our size."

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References: Phoenix National Bank; Home Savings Bank & Trust Co. (Mention this paper)

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The Prompt Shippers

PAPER YARN.

Invention Which Revolutionizes the Textile Business.

Washington, May 7—Information has reached the State Department that large mills are soon to be started in this country for the manufacture of paper yarn for use in textile fabrics. For several months American consular officers in Saxony under express orders from the Government have been investigating the remarkable invention of Herr Emil Claviez, a manufacturer of that country. An interesting detailed report has just been received from Consul Carl Bailey Hurst, of Plauen, together with samples of paper textiles which now are on exhibition in the bureau of manufactures of the Department of Commerce and Labor.

According to the American representative at Plauen, the new paper cloth may revolutionize the garment-making industry and solve the dress problem that eternally confronts the man and woman of limited pocket-book. Just think of the cost of material for a full three piece suit of clothes of ordinary weight being only \$1! This really is made possible by Herr Claviez's invention, and a suit of clothes made from the new material will not be of sheets of paper sewn together, but a real fabric, woven just as cotton and linen cloth are woven, from a yarn made out of wood fiber. It is as tenacious and as pliable as cloth made from any kind of yarn.

"Xylolin" is the name given to the paper yarn of Herr Claviez's invention, which already has been successfully used in a wide range of textile fabrics. Consul Hurst points out that it is not a haphazard discovery, but rather the logical result of years of painstaking study and experimentation. After the final development of the theory at first in mind into tangible material for all manner of uses in textile industries, the paper thread and yarn, loose or tightly spun, of all thicknesses, have since been woven into almost every conceivable fabric and tested and re-tested, until the invention has become an important commercial success. The process of preparing the new thread and yarn is a secret one and has been patented in all civilized countries. The mills to be started in the United States, it is understood, are to be established under the personal direction of the inventor.

Although of the same material as paper xylolin is not used in sheets and has nothing whatever of the nature of paper-mache or any other substance such as may be molded or cut in blocks. It is primarily a thread or yarn, and is employed exclusively in weaving. The thread is not brittle, it does not have a hard surface, and it neither shrinks nor stretches to any appreciable extent. Having certain resilient qualities, it can not be readily crushed or dented like paper, and on it moisture has practically no effect.

It is a serviceable substitute for cotton, jute, linen and even silk. When bleached the yarn or thread is of a snowy whiteness and at first glance can not be distinguished from

cotton. It can be woven to appear as homespun linen. It combines the good qualities of cotton and linen at one-third of the price of cotton and one-tenth of the price of linen.

The enquiries prosecuted in Saxony show that the new material can be more readily dyed in delicate shades than can any other fabrics. No colors, it is said, from the daintiest nuances to the richest hues, are affected by strong light. Factories are busily at work in England and in Bohemia, as well as in Saxony, turning out the paper thread and yarn, which is bought by textile manufacturers for use in their mills. It is the business of the inventor to supply the spun paper and not, with the one exception of floor coverings, to make up the multitude of articles which can be woven from xylolin.

Among the various fabrics in which the greatest amount of work has thus far been accomplished is the making of rugs and carpets, and at the factories of the inventor paper floor coverings are woven in great quantities and are already being exported to the United States and elsewhere. They can be turned out in any thickness as rugs, mats or carpets. They are elastic to tread, do not retain dust readily and are easily cleaned by beating or washed without fear of injury. Unpalatable to moths, they are not eaten by these insects.

Another great field for the paper yarn is in the manufacture of bagging, being a practical substitute for the more expensive jute. It is estimated that in the near future a new sacking composed of one part jute and two parts xylolin will be a formidable rival of the jute now in use the world over.

The spun paper fiber has been woven into outing hats for men and women. "Canvas" shoes and slippers have been made of it at nominal cost. Some idea of its adaptability for towels may be gathered from the fact that last year alone 7,000,000 pieces were made and sold and it is likely that not one purchaser in a hundred but thought he was buying linen towel-ling at bargain prices. These are wholesaled at about 24 cents a dozen, medium size. The new fiber, however, is not put upon the market as a crafty imitation, but makers of many sorts of textiles have found it so serviceable that they are using it for mixing with other thread and yarn or weave it alone.

Wonderfully successful have been the essays in making wall hangings and furniture coverings. When used for mural decoration the material may be either nailed or applied with paste, and the delicate coloring that the paper fiber takes renders the effect of the tapestries singularly attractive. For upholstering veranda furniture the material has an unusual advantage beyond its merits of decoration, because it is not subject to an injury by light or dampness, or even by rain.

The readiness with which yarn can be made up into cloth of any design or shade makes its use as wearing apparel easy and successful. One peculiar feature, when the paper thread is used in garments for clothing of medium thickness, is the resultant

warmth. It possesses the advantage of lightness in comparison with an equal bulk of linen or even cotton. In lighter weights it is particularly adapted to outing costumes. It can be made to look like a good grade of ducking and is an excellent material for wear in the tropics. For workmen's jackets, blouses and overalls, it can be made up in brown and blue at half the cost of the material usually employed.

The new paper fiber, being woven, possesses sufficient porosity to make a hygienic garment. It seems well suited for underwear.

Although there seems to be no limit to the uses to which the paper yarn can be put, fashion, of course, will have to take up the new material with a name that sounds like that of a musical instrument before it can be worn as gentlemen's and ladies' clothing. While possessing most of the good qualities of fashionable stuffs, it may lack in finish and style the appearance of finer grades of woolen goods; but it is declared that it really makes little difference whether the paper-woven garment becomes the vogue or not as its many admirable qualities, coupled with excessive cheapness, are bound to make it an article of practical and far-reaching beneficence.—Sumner in Chicago Record-Herald.

A Mine of Wealth

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

1. It furnishes the farmer a constant and profitable market for his milk or cream.

2. It relieves the merchant from the annoyance and loss incident to the purchase and sale of dairy butter.

3. It is a profitable investment for the stockholders.

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

Hastings Industrial Co.
Chicago, Ill.

Don't Forever Be up in the Air

As to What's the Best Cigar

Stocking Ben-Hurs Answers the Question

We meet quite a few dealers who are shifters. They listen to every wonderful tale of what such and such a cigar is going to do for their trade, load up on some one's experiment and in the end find themselves with disgusted customers and glad enough to shove the "wonder" back among the undesirables and pocket their losses.

Because the **Ben-Hur** has "made good" going on a quarter of a century now with thousands of shrewd successful dealers, it ought to give you a pretty good tip that it's the brand for you to tie to.

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



Difference Between Lawyers and Business Men.

Keep in touch with a lawyer, but don't take his advice on business matters.

A lawyer should be like a dictionary—a piece of reference.

Lawyers by the very nature of their vocation have much to do with concerns who are in trouble, and with firms who are poorly managed.

Lawyers know law first and business second; the business man knows business first and law second.

The advice of one successful business man is worth the advice of twenty-three lawyers on a matter of business.

Use the lawyer to keep you out of trouble. Let him see your contracts and the papers and agreements pertaining to leases, sales, purchases, royalties and all documents which may from their nature be brought into court as evidence. These things are the ones on which to take the lawyer's advice.

When you are pushed into a corner and must fight, then get the best lawyer, for in a fight in court, like a fight in the prize ring, the best trained and equipped man usually wins.

It is more often the best lawyer wins than the better side of the case.

Legal struggles seldom pay. Law-suits take up time and money, and the result, even if in your favor, seldom offsets the time, money and worry you have expended.

The good lawyer keeps you from fighting. Many lawyers, however, are grafters, and they advise fight, for they win whether you do or not.

Settle disputes even if you are imposed on. There is little satisfaction in getting a judgment for one hundred dollars when your lawyers' fees are fifty dollars and you have expended two hundred dollars' worth of time and worry over the case.

Ask your lawyer's advice on the legal status of your operations, and not on business propositions.

If you are a success in business that is an evidence, generally speaking, that your judgment is good.

You can get all the advice you want for nothing. If you state a case and lay out a proposed plan, and then ask your friends' advice on the subject, you can safely count that nine out of ten will say that your proposition is all right as outlined by you.

These friends figure that you have given the plan much thought and study, and it is much simpler for them to coincide with your opinion than to take an opposite view.

Honestly between ourselves we must admit that when we seek advice we generally do it only for the purpose of having our own opinions confirmed, and, if our friends do not agree with us, we say they are prejudiced.

Lawyers don't see the smooth, systematic, well balanced side of business, and their knowledge is all negative instead of positive on business matters.

If you have an important move in mind map out the plan carefully, lay the plan out in detail, be conservative in your estimate of prospective profits, and always make a liberal allowance for cost over the figures

you have prepared, and deduct a liberal percentage from the receipts you anticipate. Be very conservative in matters of figures, and then some.

The building you propose to put up will cost far more than your architect tells you. You know this in advance, and you make an allowance for extras, but when the bills all come in you will find that, in addition to the estimated cost and the extras which you have figured on, there will be something else to pay.

The sales of a business you propose to embark in will be less than you or your manager figure they will be.

Always allow for enthusiasm and imagination in the matter of prospective receipts.

When your plans are in shape show the document, contracts and agreements to your lawyer, and get his legal, but not his personal advice.

You must be the doctor of your own business.

Remember, a lawyer knows law and a business man knows business. —Dollars and Sense.

Perhaps.

"So you are married and going to live in a cottage! Oh, I do dote on a nice little cottage."

"Oh, do you!"

"Yes; and I suppose you will have it surrounded by the cutest creepers!"

"I suppose so; and we're going to name the first one after George!"

Looking Things Over.

Scraping the snow off the ice is not sufficient—you've got to saw through the ice and break off the chunks.

Advertising—in itself—is always honest. Failure to "deliver the goods" as advertised alone makes dishonesty.

Be good and you will be happy—don't advertise and you will be lonesome.

Be cautious—but don't let the other fellow get into the field first.

Study the thing you have to sell—day by day and every day—not until you know all about it, but beyond that—and you will always find something new.

We either progress or we retrogress—there is no such thing as standing still—therefore

Keep up the stroke.

No resting on your oars—if you quit you go back.

Resting in the good old summer time is pleasant, but it means hard work in the fall to regain lost ground.

Get up a good head of steam—make the safety valve sizzle—and keep it sizzling. Then you won't have to explain.

Plant the seed of advertising—but don't dig it up the next morning to see whether it has taken root.

Do the every-day thing well and you will be better prepared to accomplish the exceptional.—Judicious Advertising.

Character is the fruitage of daily choices.

Your Customers Will Ask For ATLAS Fruit Jars

Here is the jar every one wants—the most perfect jar made. Better quality of glass than common jars—no thin spots, and *extra* strong at top where common jars break.

Atlas Special Jars

are extra wide mouth, which permits preserving *whole* fruit. Smooth at top and always seals perfectly. Last year we had thousands of inquiries and this year we expect more, because we shall continue to advertise largely in women's papers. We are also making

E. Z. SEAL JARS (Lightning Trimmings)

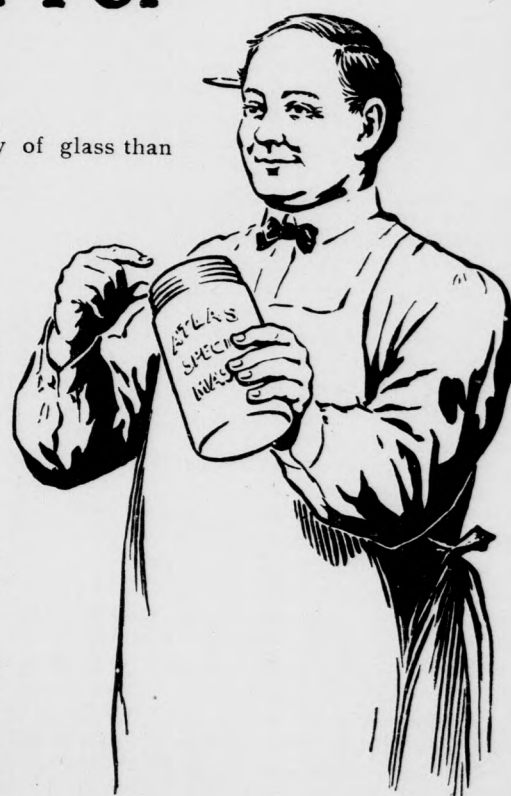
with much wider mouth than other jars of this style. These we know will be in great demand, as sales up to this time have largely exceeded our anticipations. These are the popular styles of jars and your customers will want them.

Why not carry what people ask for and get the benefit of our advertising?

No difficulty in getting these jars of your nearest jobber. We expect to ship in car lots as we can also supply Atlas Mason Jars, Atlas Mason Improved, and Atlas E. Z. Seal Jars with Lightning Trimmings and with wider mouth than other similar jars.

Don't put cheap and unsatisfactory jars in stock—handle the **Atlas**.

If not with your jobber, write us before it's too late. We have done our part; now it's up to you, and really "It's all in the jar."



Hazel-Atlas Glass Company, Wheeling, W. Va.

MAN WHO CLIMBED.

He Tells the Young Men How To Achieve Success.

Whenever I am tempted to give young men advice I think of what the boy said to his father who was urging him to become a lawyer. "Tell me," said the boy, "where does my money come in?" "Why," answered the father, "people would pay you for advice." "I'm afraid not," said the boy; "none of you take it now, when it's free."

Some of you came from the farm. You have seen young pigs fed hot swill in a trough; the first one scalds his snout and squeals; that does not deter others—each one has to find out the swill's hot in his own way. That was about the way with boys in my day, and I don't reckon they have changed much.

In the parable of the sower, the lesson seems to be, then, even although much is wasted on stony ground, now and then a stray seed takes root and brings forth an hundred fold, so it is worth while to keep on sowing.

Outside of the professions the avenues open to a young man to gain a livelihood follow the lines of either capital or labor. Fortunately, and I use the word advisedly, few at the beginning are handicapped with capital. Most men who rise in the world begin working for others. To them St. Luke offers a very helpful verse, which it will pay you to remember: "If you have not been faithful in that which is another man's, who will give you that which is your own?" That is the key to quick promotion. You often hear a young man say: "The world owes me a living." That's true, but there's another axiom in business equally true: "If you don't look after your collections the collector will soon be looking after you."

For a young man, necessity is the best business tonic, for as industry is health, so idleness is disease. The great battles of the world have been won by famous generals, yet none of these would have adorned the pages of history without the faithfulness and heroism of thousands of privates whose names are not recorded. In the business of life there are battles being fought every day. The private of yesterday is the captain of to-morrow; if he has been faithful and diligent in the service of another, who will keep him out of that which is his own?

A few days ago the Supreme Court of Mississippi decided upon the right of a boy to climb a tree. I'd go farther. The right to climb is the inherent right of every American citizen.

Success comes from the use of mind and muscle. As the Hottentot, or the heathen Chinese, can easily beat us in brawn, it would seem that brains are the proper stilts to look to to raise ourselves about the crown.

If you go up a high mountain your vision is extended; half way up you see farther than the man at the foot. The higher you climb the wider is your horizon. The mountain is education; the mountain won't come to you; you have to go to the mountain.

I hear some of you say, yes, if I could go to college I wouldn't have to be here, listening to you. Go to college, if you can, but if you can not, don't think that bars you from an education. Thousands of successful men have educated themselves after they quit school to work. If you have acquired a taste for good books and a thirst for knowledge, these are worth more than a 'varsity degree without them.

I guess by this time you have begun to wonder what this has to do with "the young man in business."

At best I can do little more than give you a few coals from the embers of a half century's experience. If they light in even one of you the fires of ambition the effort has not been in vain.

At a subway station in New York, where the platform and the train are often separated so as to make the step dangerous, a man is stationed with a megaphone, who all day calls, "Watch your steps." An artist made a picture of this, calling the man "Experience," and noting how few in the crowd heard his warning voice.

Every man has within him two voices: One the call of duty, urging him to self-sacrifice and higher aims; the other the soothing voice of vanity, first heard in the Garden of Eden, drawing him in the other direction.

The successful man is the one who has the moral fiber to listen to the voice of conscience and stand firm for the right.

Poverty, while no disgrace, is slavery; for that reason, if no other, it should be overcome.

There is no prescription for success, but, like the laws of nature, we have a few hard and fast rules that can not be slighted with impunity.

Don't smoke cigarettes. They're poison. If you've started, quit. Do not smoke at all if you haven't started. It's no criminal offense, but wait until you are 25.

Never say, "I don't care." "Don't care" is a sure loser in any game. Don't ever sell your seed corn. Character is seed corn; as long as you keep that unspotted, you're sure of a crop. Never tell business lies. Truth is the cornerstone of all success. Remember that politeness pays the biggest dividends. It is nature's free capital—cultivate it.

Don't get discouraged and quit because things don't come your way at the start. The boat that wins the race is often the one that can make the best time against the wind; it knows how to tack.

The slickest track does not make the fastest time; that's frequently lost motion, then the motorman sands his track.

When you find your feet in a slippery path, just remember that's the time you need more sand.

Don't waste time. In principle, it is almost as bad to steal your employer's time as his money.

Have positive likes and dislikes. Nothing so develops the intellect. Don't be on the fence. Have an opinion of your own, even if you are sometimes wrong.

If I had to boil down to one sentence a rule that's a "dead shot" to get rich, it would hardly be the one

credited to Mark Twain: "Never buy from a stranger what you can borrow from a friend." Here's one you can all remember: Live on half you make. If you don't believe that possible, look up the history of the Russian Jews in this country. It is predicted in fifty years they will be the money power of the United States. Their motto is Thrift and economy.

Another element of success is cheerfulness. Good humor covers a multitude of shortcomings. Roses are an emblem of joy. The earth laughs in flowers.

I guess I had better be getting back to the earth and give you a few practical applications. That's a good word, "application."

The first work of Samuel Spencer was as a surveyor on the North and South Railroad near Columbus. One of the men who worked with him told me that when night came the balance of the men would gather for games and recreation. Young Spencer would buy him an extra candle and spend his evening alone working out problems in engineering. That is what fitted him to become President of the great Southern Railway.

My friend, Mr. Conklin, of Atlanta, tells of his boyhood days in Pittsburgh. In the modest home where he boarded there was a young man who rarely could be induced to engage in any social pleasures, preferring to remain in his room, where he was working on an invention. That invention proved to be the great Westinghouse air brake, that made George Westinghouse many times a millionaire.



The "Ideal" Girl in Uniform Overalls

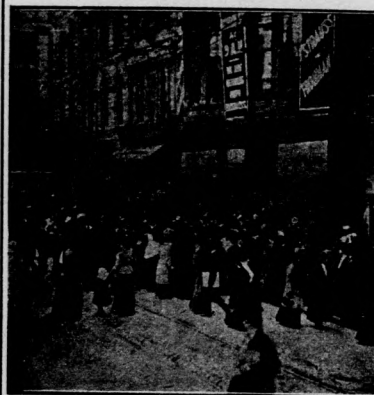
All the Improvements
Write for Samples

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

San Francisco, California, Crowd.

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

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



Monopolize Your Business in Your City

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

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

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

ADAM GOLDMAN, Pres. and Gen'l Mgr.

New York and St. Louis
Consolidated Salvage Company

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

Eastern Branch:
ADAM GOLDMAN, Pres. and Gen'l Mgr.
877-879 BROADWAY,
NEW YORK CITY.

Don't let anything I have said lead you for a moment to believe that the accumulation of money is the only measure of success in life.

A position of independence is necessary to maintain your own self respect, let alone respect of others. To merit and receive the good will and regard of one's friends and neighbors are worth more than all the wealth of the world without them.

The power and privilege to reach a position where you can do good is worth striving for. This is the blessed heritage of the humblest American citizen, and that, my young friends, is within the reach of every one of you who has the energy and ambition to desire it.

Yet we must not forget that it is possible to get a silver dollar so near to the eye that it will shut out the beautiful blue dome of heaven. Unfortunately, some folks allow it to blot out the view not only for this world, but the next.

There are few professions in which text books are indispensable. If I had to name one in which the tenets of success are to be found in the most condensed form, it would be this little book of Proverbs. If you were limited to one verse, I would commend this: "Keep thy heart with all diligence, for out of it are the issues of life."

Christian character is one of the best business assets; it stands for honesty and loyalty—these have kept many a man's place when the pay roll had to be thinned out. No boy ever lost a chance to get a job by being a member of a Sunday school or the Y. M. C. A. A man may never be great in the generally accepted sense, but any can be pure in heart.

As you have lived an unselfish life, as you have helped or hindered others, will the world be better or worse by your having lived at all; your recompense will come in some day hearing those blessed words: "Well done, thou good and faithful servant, enter thou into the joy of thy Lord." J. K. Orr.

A Poor Start.

There was a gloom on Mr. Fowler's countenance which nothing save lack of some desired article of food had ever been known to produce.

"What's the matter, Ezra?" queried Mr. Fowler's nearest neighbor, after a glance at his lugubrious face. "Flap-jacks given out over at your house?"

"Worse'n that!" groaned the distressed one. "You know 'twasn't apple year, and we've got so low already m' wife says we can't have any more apple pie for breakfast."

"Can't you make out if you have it noon an' night?" asked the neighbor, with a smile.

"Can, because I've got to," said Mr. Fowler, testily. "But I tell ye it upsets me, starting in the day wrong like that!"

Many a man hopes to be a saint while mixing with folks who would corrupt an angel.

Self-control is not so much in subduing the faculties as in leading them to serve worthy ends.

Spirit of the Times in Store Management.

Much has been said and published from time to time in various trade periodicals concerning store equipment, management, window decorating and modern methods employed in up-to-date retailing. Therefore, I don't believe that I can tell you anything decidedly new. However, frequent rehearsals or references to the same tend to keep the merchant in touch with the ever-changing conditions. If he is inclined to be progressive and enterprising he may profit thereby. Suggestions and criticism should be appreciated if done in the right spirit. It is often the means of bringing about better conditions, and that is our aim.

Another thing which is invariably productive of good results is to occasionally get away from one's own environments and see what others are doing and how they are doing it. Therefore, a trip to a neighboring or far-off city on a tour of inspection of the various retail establishments is undoubtedly beneficial commercially and otherwise, and tends to broaden one's views and inspires new thought, new ideas and new methods. We learn from each other; the individual who knows it all is at a standstill.

Newness is the spirit of the times. Don't deceive yourself with that little threadbare argument that you have spent years in building up a business and won't have to discontinue if you don't adopt the modern methods. It is sometimes the beginning of the end, as the spirit of the times is more decidedly for change and for newness than ever before. A novelty of yesterday is an antique tomorrow, so to speak. Therefore, the law of the survival of the fittest works to perfection. Hence, it behooves the retailer to be ever on the alert for suggestions and ideas to better his condition and improve his facilities for doing business, which is beneficial to both himself and the public. The latter fully appreciates enterprise and will invariably respond. This is being demonstrated every day. It is one way of showing the public its patronage is appreciated.

It is almost needless to say that improvement on the old ways is productive of good results. Always go your competitor just one better by anticipating the future requirements to a degree. All wide-awake merchants have come to the conclusion that the entire race is moving forward with the stream of progress at a rapid rate. Therefore, to keep abreast of the spirit of the times one should employ that process of thinking that can promote the purpose you have in mind, so as to increase the volume of business, growth and development. Just how to do this is not an easy task.

Make show windows and interior attractive. Every retail merchant should keep in mind that the importance of first impressions can not be too strongly emphasized. With this in view he should make his store front and interior as inviting as he possibly can. Do not allow yourself to get into a rut and remain there, relying upon the prestige of the past.

It is not what you used to be, it is what you are to-day. Do not retain the old idea that it does not matter much how the store looks. Your up-to-date, progressive competitor may be more successful, and you will wonder why.

It is human nature to like to trade where trading is made easy, where the surroundings are agreeable and the general atmosphere is inviting. The customer sometimes judges the merchant and his merchandise by his environment. If that be dingy and antiquated, it has a tendency to influence the customer to go elsewhere, to the more inviting modern establishment. A business to-day is just what the merchant makes it. Make the best of your opportunities. Practical storekeeping is a study, and remember this is an age of strenuous commercialism.

Charles E. Thieme.



J. W. York & Sons

Manufacturers of
Band Instruments and
Music Publishers
Grand Rapids, Michigan
Send for Catalogue

Cameron Currie & Co. Bankers and Brokers

Members of { New York Stock Exchange
Boston Stock Exchange
Chicago Stock Exchange
N. Y. Produce Exchange
Chicago Board of Trade

Michigan Trust Building

Telephones
Citizens, 6834 - Bell, 337
Direct private wire. Boston copper stocks.

CHILD, HULSWIT & CO.

INCORPORATED.

BANKERS

GAS SECURITIES

DEALERS IN

STOCKS AND BONDS

SPECIAL DEPARTMENT DEALING
IN BANK AND INDUSTRIAL STOCKS
AND BONDS OF WESTERN MICHIGAN.
ORDERS EXECUTED FOR LISTED
SECURITIES.

CITIZENS 1999 BELL 424
411 MICHIGAN TRUST BUILDING,
GRAND RAPIDS
DETROIT OFFICE, PENOBSCOT BUILDING

THE NATIONAL CITY BANK GRAND RAPIDS

Forty-Six Years of Business Success

Capital and Surplus \$720,000.00

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

MANY FIND A GRAND RAPIDS BANK ACCOUNT VERY CONVENIENT

Capital, \$800,000.00

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



Tribute To the "Little Sisters of the Pen."

I am free to confess that when a newspaper woman gets an hour off and leisure to seriously consider the subject she is divided between surprise at finding herself a newspaper woman at all and amazement that she did not do it long ago.

Fifty years ago only the most advanced women were bold enough to communicate with a newspaper, even by the safe long-distance-telephone method of occasional correspondence. Twenty-five years ago they sent into the editor flowery and adjective-embroidered accounts of balls and parties.

To-day we have seen that it is not good for man to be alone—when he gets out a paper—and we are sharing the work, and dividing the salary, in every newspaper office in the land.

It was a great change to have come about in so short a time, and it is no wonder that now and then some Rip Van Winkle wakes up long enough to question woman's fitness for journalism and her right to occupy the position she holds.

It is an idle and a profitless discussion. This is an unsentimental age, and the daily paper is the most unsentimental thing in it. If a woman occupies a paying position as reporter, or editor, or paragraphist, the world may rest assured that it is the result of fitness and ability, and not because of some man's gallantry.

In reality it should cause no surprise that women have taken to journalism like a duck to water. In a church-fair and progressive-euchre kind of a way our sex has always been training for the career, since a newspaper is merely the aggregate gossip of the world. The first, the most important, the one indispensable requisite of a journalist is "a nose for news," and a talent for scenting out a story under the baldest happenings.

With men the ability to collect and disseminate news is the triumph of education over nature. With women it is intuitive faculty.

Then, too, the newspaper woman is lineal descendant of the letter-writing women of the past. In those halcyon days, when people had time to write and read volumes, our grand-mamas indited epistles that bristled with wit and scintillated with epigram and were the raciest possible records of the happenings of their little world. It was inevitable that their granddaughters should be the scribbling women whom Carlyle anathematized.

It is only within the last three or four years, however, that woman has been removed from the side show of journalistic freaks and let in on the main floor of legitimate newspaper work. She is no longer advertised as a strange creature of almost human intelligence, who can write almost like a man. She works side by side with her brother and stands or falls on her own merit.

Women still go up in balloons, and down in diving suits, and travel around the world, but if their work is featured it is because the story is worth it, not because it wears petticoats. The moment, in some far off prehistoric age, when the monkey shed his caudal appendage, and first stood upright in the likeness of man, did not mark a more momentous era in evolution, for it means the public recognition of sexlessness in work and sexlessness in pay, not only for the newspaper woman but ultimately for all the vast army of feminine breadwinners.

It has been my privilege to know personally many of the leading newspaper women of the country and I find that the newspaper woman of one section differs but little from the press woman of another. Every where women are spanking babies and giving pink teas and holding club meetings and organizing charities, and it is along these lines of eternal feminine interest that newspaper women mostly work.

Let no man deride this, or under-rate the talent it takes to write up a wedding and use enough adjectives to satisfy the bride, and few enough not to call down the wrath of the managing editor, or to report a woman's meeting where forty ladies talked at once, and went into caucuses and quorums and did not know how they got in, or how in the world to get out again.

People who do not know her often speak of the newspaper woman as a kind of Frankenstein—a monster who can not be a man and is not satisfied to be a woman—but in reality nowhere do the essentially feminine virtues of patience, loyalty, fidelity and sympathy shine with a brighter luster than among these "little sisters of the pen."

Give her a clew to a story and she will follow it up hill and down dale with the scent of a sleuth hound, and when she has located it she will sit down upon the doorstep and camp there until somebody tells her what she wants to know. Every woman is by nature a partisan; she believes in her paper with a passion of loyalty. Fond of talking as a woman is, she would choke on her own news before she would give a story away that promised a scoop. Whether her paper be the metropolitan daily or the crossroads gazette, she believes it to be the greatest paper, with the biggest circulation on earth. What it advocates is her religion and she would esteem it nothing short of sacrilege to differ with it in politics.

To a wonderful degree she sinks her individuality in it and seldom uses it to avenge her wrongs or further her interests. If she has any clawing back to do, she does it outside of the paper, and the woman who snubs little Miss Reporter goes serenely on her way, conscious that she will get just as good a write-up of her ball or club paper as if she had been civil and obliging.

Somewhere in the great book where the recording angel keeps the debit and credit account of human deeds there must be a very bright page where he writes the name of the newspaper woman. She sees much

of the great sorrows of the world—lives that have been wrecked on the cruel rocks of fate, and that float, as human flotsam and jetsam, up to the door of every newspaper office.

Such experiences seldom harden her heart. Rather it grows broad and tender with sympathy until it is great enough to take in all of God's weak and erring. She it is who oftenest writes up the story of the starving family, who sends charity to their door. She starts the subscription that buys the crippled newsboy a wooden leg. She listens with divine patience to those helpless creatures who have seen better days and who think they would like to write poetry for a living because it is nice, genteel employment they could carry on without anybody finding it out.

Just how many deserving charities she booms, just how many good causes owe their success to her, nobody ever stops to consider. Her name never appears in the card of thanks the directors and "lady patronesses" publish, but none the less she is the humble little tug that tows many a stately philanthropic ship into harbor.

There is one eternal note of pathos in all newspaper work, for the woman as well as the man. Not for her the scroll of fame or the laurel crown of glory. She must be content to see the cherished children of her fancy die with the hour that gave them birth and be remembered of the world no more. Her reward is the inspiring and intoxicating thought that she is a part, however small and insignificant, in that immeasurable

power that sways the destiny of nations and makes one hour the history that it writes the next—the press.
Dorothy Dix.

Grown Up Now.

Kindly Customer—How old are you, my boy?

Newsboy—Nearly 12, sir.

Kindly Customer—And how long have you been in the newspaper business?

Newsboy (nonchalantly)—Oh, ever since I was a kid.

Sometimes It Does.

Teacher—Tommy, do you know what an epic is?

Tommy Tucker—Yes'm. It is something you take that makes you sick to your stummick.

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

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

S. B. & A. Candies

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

Straub Bros. & Amiotte

Manufacturers

Traverse City, Mich.



Putnam's Menthol Cough Drops

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

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

**One Full Size Carton
Free**

when returned to us or your jobber properly endorsed.

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

TO GAIN FAVOR

Is It Wise To Humor Mistaken Notions?

Is it not strange that in this age of progress and general knowledge, and in this country which is the home of the free and the land of the brave, a man dare raise such a question as, "Does it pay to tell the truth?"

Andrew D. White, ex-President of Cornell University, recently said in discussing this matter: "Closely connected with the study of history in schools should be given the elements of political institutions, studying all the machinery of government, and there should be steady moral development to develop honest thinking, not for the plausible but for the truth. The great thing needed in this country is truth. In every community there are far too many sharp men. They are a curse. What we need are noble men."

These are the words of a scholar and a gentleman. But in reading what the great money-makers have said to young men, we are told that "the man who can buy a little cheaper and sell for a little more than his neighbor is the man who gets on in the world." One well-known citizen coined a phrase which has lived and which will continue to live for many years when he said, "The great American people like to be fooled." I do not know who it was that said, "Only fools and children tell the truth," but I do know that his statement is at least only partly true, for children not infrequently tell lies.

Mr. White says that sharp men are a curse, and yet it takes a sharp man to buy and sell for more than his neighbor, or to devise ways and means for continually fooling the great American people. The young man starting in life sees sharp men honored and trusted by those whom they have gulled and he naturally wants to be a worldly success. Is it any wonder that this young man if he be a clerk will tell a customer that a piece of goods is "all wool" when he knows it is not? If he tells the customer the truth he loses the sale, and losing sales may cost him his job, and losing jobs proves him a failure.

If a storekeeper is asked whether a piece of goods is "all wool," for instance, when the price of the goods is manifestly too low for "all wool," we say with one accord that he should tell the truth even although he loses the sale. For if the other storekeepers in his town will also tell the truth to this same customer, and if the mail order houses tell the truth in their catalogues, it is certain that the customer will find that she can not buy this goods at the price she wants to pay and get it in the quality for which she is asking. But the storekeeper knows that somewhere among his competitors at home or in a near-by city, the customer will buy the article she is after. He might fortify himself with the thought, "Never mind; the next time she wants anything she will come to me, for she will discover that I told her the truth." If, however, she doesn't come back to him, but keeps on trading with the house that fooled her,

isn't this honest storekeeper apt to feel that "the great American people like to be fooled?"

A young man living in Montana recently killed himself because after continually reading patent medicine advertisements he concluded he had all the symptoms of physical decay of which he had been reading and therefore life was not worth the living. Any doctor could have told him the truth if he would have listened.

Doctors, perhaps more than men in any other trade or profession, are called upon by people with mistaken prejudices which they want humored. Unholy men in this profession have thrived and grown rich by humoring the notions of people, while honest doctors in the same locality have met with only fair success.

Every phase of trade and every profession is coming to realize the absolute importance of truth telling. Ignorance can not be overcome by humoring its prejudices, for as long as humored these notions will remain deep-rooted and can not be done away with. In politics, in life insurance, in railroad management and in trade of all kinds something is doing which will get rid of untruth and sham. Those who have thrived in the past by methods that are now recognized to be unfair and unjust are sharp men and may stop this reformation by sharp means. A short "rider" devised by a sharp man can be inserted in a long, strong measure designed for the public weal, in such a way as to cause the people to rejoice because a wise law has been made—and the "rider" of the sharp man may still have made this measure of little importance. But the wave of reform which is now seen and recognized the country over is coming with a force which will soon sweep out of their uneasy seats those who have thrived by anything except the truth.

All of the teachings of the ancient philosophers point to the truth of Andrew D. White's truth telling policy. Modern practice has substantiated the teachings of the ancients, and it may be that the day is close at hand when the people generally will recognize the truth when they hear it.

C. A. Kiler.

One on the Preacher.

On the occasion of his wedding anniversary a certain Western preacher recently told a few appreciative friends some of the incidents of his courtship days. Perhaps the most interesting was the following:

"I called upon the young lady one evening and found her occupied in entertaining a 4-year-old nephew. The little fellow eyed me suspiciously, but went on with his play. After a time he left his playthings and took a position between his aunt and myself, where he remained very quiet for some minutes. Finally he got restless and, looking up into his aunt's face, said:

"Aunt Liz, would you be afraid if I runned upstairs just a little minute?"

When you find a man who is too busy to think of religion you usually find one who is afraid to stop and look at his own record.

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.

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



What a Shoe Store Ought To Look Like.

During the last half a dozen years remarkable progress has been made in the modernizing of the shoe store. The equipments and appointments of the progressive shoe shop of to-day would doubtless surprise and delight the old time merchant who used to carry his shoes, for the most part, in drawers and boxes, each pair being indissolubly linked together in the bonds of twine, and all of them securely hidden from the gaze of the curious, save one lone specimen that dangled betwixt heaven and earth. In those days it was assumed by the shoe merchant that people would buy shoes only when they were virtually driven to the purchase by sheer necessity. In that event, of course, they would betake themselves to the merchant, make known their wants, and ask to see the goods. Thereupon the shoe merchant would glance along the tiers of boxes or bins, in which the shoes were deposited, until his eye fell upon a sample to his liking, and then he would climb up to the bin and paw around for the size called for. The want-creating possibilities of goods displayed were not dreamt of.

How different all this is to-day! A new idea in the merchandising of goods has emerged. It is now known that shoes displayed are in a fair way to become shoes sold. In other words, people have a way of hankering after things that they see—especially when they see that they are beautiful and fetching and stylish. This has given vogue to the window trim and the shoe-case, and to all other methods of wheedling people into wanting shoes by an artistic and tempting display of them. The method is a good one because it rests on a sound psychological and economic basis. Each of us can verify it for himself.

No later than this afternoon I saw in a certain window in our city a pair of shoes which I didn't want until I saw them, but which I now want so cordially that I'll probably buy them before the week is spent. They are priced at six dollars—and I could very well get on without them; but I want them. They are distinctive. They are positively swell. They are shoes after my own heart. And I know myself well enough to know that I'll have no peace of mind until I'm possessed of those shoes. If I attempt to brow-beat myself into not buying them it'll be a species of false economy; for I'll squander ten dollars' worth of time regretting that I didn't follow my inclination and purchase the shoes.

What made me want those shoes? I haven't been in the store. I haven't interviewed the manager or any of his clerks. I haven't proclaimed to a living soul in that store that I have any shoe-needs whatsoever. The trimmer who placed those shoes in the window is the lad who did the damage. By that simple, yet pro-

found, trick of displaying the goods, he created in me an irresistible desire for the goods.

Now, in the ideal shoe store—and with all the swell equipment and appointments of the thoroughly up-to-date shoe shop, I am not prepared to admit that we have approximated the ideal—in the ideal shoe shop this principle of displaying the goods will be carried out to its logical conclusions. Instead of a limited number of the leaders, a few novelties and a collection of findings appearing in the window; instead of one or two glass cases on the inside of the store with a few other findings, and novelties and leaders—a much larger quantity of goods will be on perpetual display. I think the plan is feasible.

Let me shut my eyes and tell you about the shoe shop that I see "in my mind's eye, Horatio."

There is nothing specially different in the front of the store of my fancy. The color is a dark natural wood finish—what the furniture people call "Flemish oak." The grain of the wood shows. The windows are built low, and the shoes in the window are few but exceedingly choice. These shoes manifest a tendency to remain well down towards the floor of the windows, which are done in hard wood. There is an abundance of light in these windows by day and by night. Yet it is not the front nor the windows of this, my fancy-built store, that strike the casual visitor with a sense of novelty. Let him possess his soul in patience until he has stepped inside. Here, too, the furnishings and wood work are dark Flemish oak. The ceiling is paneled in the same material. But even that is not the spectacular feature of the shop. The one thing which, above all else, impresses the casual visitor to my shop is the abundance of glass and light. To the left of the central floor space, and extending the entire length of the main room—a distance of a hundred feet—there is a line of symmetrical cases, as much alike as so many peas, each fitting snug against its neighbor, and the whole forming one shimmering vista of light. These cases have an eight inch base of dark oak. They are four feet in height and sixteen inches in depth. The bottom of each case is a beveled French plate mirror, while two heavy plate glass shelves divide the upper space into three exactly equal portions. Each case is six feet in length. No finger-print, no fly-speck, no particle of dust mars the crystalline transparency of this flawless glass. In these superb cases, all manner of shoes and findings are displayed. Such of the shoes as are tilted are fixed so by means of glass prisms under the heel of each. They are not tilted much.

Between this line of cases and the shelving nearest there is an aisle three feet in width. The four feet of shelving nearest the floor is filled with uniform cartons, in no essential particular different from those encountered in the average shop, but the remainder of it may well cause one to open his eyes. Four feet from the floor, just on a level with the top of the display cases, there is a heavy ledge or shelf some six inches in

Oxfords Best for Summer

Have you sent us your order for OXFORDS? Surely you need a few sizes. We aim to please the masses—not the classes. Styles made especially for us. Latest creations. Patents, Vicis, Velours, Bluchers, Laces, Pumps.

Ladies want something dainty—we can please them. Drop us a card for our new spring catalog. It is attractive.

Just One of Our Own Creations

All
Patent

Does
It Appeal
To You



We Have
Her Sisters
On the
Floor
Ready for
Immediate
Delivery

Geo. H. Reeder & Co.

(Under New Management)

Grand Rapids, Michigan

It's a Mighty Good Thing

for a man to have his store acknowledged headquarters by the man who wants the most he can get for his money, and he prefers to be shown.

If you want such a reputation, test the pulling power of a line of **Men's Hard Pans** for mechanics, or **Boys' Hard Pans** for school wear. We leave it to you to say if this is not an unusual shoe—a line that will show actual cash-in-hand results—and the best kind of advertising you can do.

Carried in Stock

The single store shoe dealer can neither anticipate nor supply the demands of his trade at all seasons. We carry Hard Pans in stock and ship on short notice. Keep in touch with us from January to December. It pays other dealers, it will pay you.

Our Name on the Strap of Every Pair

Herold-Bertsch Shoe Co.

Makers of Shoes
Grand Rapids, Mich.



Stock No. 887

depth, the outer edge of which projects some two inches over the shelving beneath. From the ledge upwards—a distance of six feet—one's vision is fronted with a shimmer of glass, broken at intervals of eight feet by beaded columns of oak. The doors of this colossal display shelving slide noiselessly in grooves. The shelves themselves are made of plate glass, while the back of this shelving is mirrored, after the manner of the bottom and ends of the floor-cases. Shoes in the greatest profusion and the widest varieties are visible. Light is abundant. These shoes in this, the shop of my fancy, tell their own story. They are always telling it. Without becoming dimmed or shopworn there in their dust-proof cases, they are continually creating new and insistent shoe-desires in the people whom they lure into the shop.

The salespeople of this shop can put their hands immediately upon any shoe they desire the customer to examine more particularly. No time is lost hunting for, and ultimately pulling out into the light, shoes that cause the customer to shrug with inner distress, when they are at length produced. A single glance is sufficient to reveal a possible interest, or the lack of it. There is no confusion, no piling up of cartons, no haste unseemly. The very presence of the goods there in plain view seems to fasten beneficially alike upon the clerk and the customer. The clerk illustrates his point by reference to shoes which the customer may casually glance at or minutely inspect. By the same easy process our salesman contrasts one style with another, and illustrates to the eye the facts which he tells to the ear. The man who doesn't know what he wants is led along that tempting array of shoes until his eye suddenly lights on a pair to his liking. Using these shoes for a text the clerk makes an auspicious beginning and a happy ending. The vision of the goods facilitates their sale.

It also makes this place look like a shoe shop. Shoes are sold here. That fact is patent to the most casual observer. The initial impression is both striking and pleasing. And that fact in itself goes far towards making it possible to finish the sale with neatness and dispatch. First impressions cut deep and last long. If there is anything slovenly or shoddy or out-of-date in the general appearance of a shoe shop it creates an abiding prejudice against the place. Elegance, modernity and the prosperity-look impress people favorably, and win patronage to the shop. Thus elegance and elaborate shoe store furniture and fixtures are in the end economical. They pay for themselves many times over by the increased business which they bring to the shop which has them. Most of us have a penchant for elegant and luxurious surroundings. We've just got to have a little taste of it once in a while, and we naturally have a preference for those stores which treat us to a momentary vision of it. That's one reason—and a very valid one when you come to consider it—why we buy most of our shoes in

the big, sumptuously appointed stores.

Make your shoe store attractive. Elegant appointments yield big dividends in the way of new business. McGregor was a leading shoe dealer in his day, but there were those who averred of McGregor that he had lived beyond his day. They pointed to his big, dingy shop with its furnishings of a generation back. McGregor's business had unquestionably decreased. The shifting of the center of the retailing district had left McGregor somewhat on the jagged edge betwixt the wholesaling and manufacturing district and the retailing section. McGregor was taking it easy. Aside from his store, which made him a fairly good living, he had some gilt-edged securities in the way of stocks and first mortgage bonds, yielding 6 per cent. interest, payable semi-annually. McGregor always discounted his bills. McGregor's wife urged McGregor to sell the store and take it easy in his declining years, but McGregor could not see it that way. He hated to be everlastingly hiking about in search of rest when he wasn't tired. He just loved to work, and the memory of work faithfully done somehow seemed to lend an added charm to the occasional vacations which he allowed himself.

McGregor had some friends, and with them he talked it over. They advised him to take in a young partner, move up town where the swell shops were located, and fit up a store that was really worth while. McGregor thought over the proposition—he was not the kind of man to seek advice and then turn it down with a shrug—and decided to try the experiment. He found a worthy young partner who had some money and experience, not to mention a large circle of friends and a whole bunch of ambitions.

They selected a choice location—a big, airish store admirably suited to their requirements. They had a bunch of workmen refurbishing the place, and then they put in some shoe store furniture that was good to look at. That young fellow had some idea, it would seem, of how a shoe shop ought to look. The old man had the money to back up the vision—and also sense enough to believe in the feasibility of it. The result of this team was a shoe store second to none in the city. The rejuvenated McGregor shop, resplendent in its latter-day glory, achieved a fame and a clientele far greater than the old store ever enjoyed, even in its palmiest days.—Cid McKay in Boot and Shoe Recorder.

In the Enemy's Camp.

The following was run across recently:

"Dr. Henry Martyn Field, of Stockbridge, who for fourteen years edited the Evangelist, once declared that reformers failed often because the moment they started a reform they dropped common sense. Common sense was swallowed up in zeal.

"He said that a nerve cure faddist once entered a shop and, leading the proprietor to one side, whispered mysteriously:

"Ah, friend, friend, you can do the race untold good if you will only take the agency for our anti-tea preparation. It is warranted to cure in a week the most confirmed and nerve-racked tea tippler. Never again!"

"But the dealer laughed and drew away.

"You have made a mistake," he said, "I can't take such an agency as that. Don't you see that this is a tea shop?"

"Oh, no mistake," said the reformer eagerly. "It's because you run a tea shop that I have sought you out. You come into constant contact with the very people we are trying to reach."

How He Outwits the Mail Order Houses.

The bane of the country merchant's life is the mail order house which sells goods to his customers through the medium of persuasive arguments in catalogues and price lists.

There is one wise old country merchant in Northern Michigan who

wages war on the mail order concerns in his own fashion.

As the freight station and express office are located across the street from his store, he spends considerable time there, and incidentally examines all of the incoming merchandise. This enables him to know which of his customers are patronizing mail order firms, and he uses the knowledge to good advantage.

If shoes are bought, for instance, he will call the purchaser's attention to his own stock, and invariably demonstrates that the home product is just as good, if not better than that sent from the city.

When an appeal to patronize the home merchant is added the day is usually won and the next order goes to that merchant instead of to the mail order house.

This kind of personal work pays in any business.

Too many want to hide their dodging of the ten commandments behind doubts about Moses.

"Red Seal" Shoes For Women

Easy Name to Remember
Easy to Wear Easy to Pay For
Retail at \$2.50

MICHIGAN SHOE CO., - DETROIT, MICH.



The More You Think

about R., K., L. & Co.'s shoes and the wonderful quality in 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.

CUSTOMERS' RIGHTS.

Why Prompt Service Should Be Aimed At.

Written for the Tradesman.

The department store was crowded. Clerks were doing their best. Some were trying to serve two customers at the same time, with, of course, unsatisfactory results. Occasionally a woman, after waiting a long time, left the place in a rage. There was a "sale" on, and the proprietor had neglected to provide extra clerks. He was losing half the benefit of his advertising because of the scramble and confusion and the waiting required.

Women hunt for "sales," but many of the best buyers never go to one, for the reason that the cheeky ones always get the best bargains by forcing themselves forward and getting the first attention of the clerks. In this case, many good customers stepped into the store and went away rather than endure the scramble and the waiting. The proprietor saw what was taking place and complained:

"I'd like to know what people expect of a merchant. I guess they want the bargains of the big store and the quiet and the attention of the exclusive house, where prices are sky-high. You can't please the people, no matter how you try."

"How long have you been holding these sales?" asked a friend who had been watching the game on the big floors.

"Several years, and every year it gets worse. See that woman just going out? Well, she's a regular customer, and comes here with a pocketful of money whenever she gets ready to buy. The chances are that she carried away \$50 that would have been spent here under ordinary conditions. She's a close buyer, but she is cranky on service. Say, she got out of here quick, eh?"

"How many similar customers have left in the same way?"

"Not many, I hope. I don't see what they can be thinking of. Here are the low prices, sure enough."

"Why don't you get more clerks?"

"The clerks I pick up for sales are no good, as a rule. They get in the way and make mistakes. I have been through all that, and find that it does not pay."

"Then keep more clerks through the year."

"I'd like to keep a little of the money taken in."

"You might confine your sales to one department, then, and shift the old clerks over during a rush like this."

"That would waste advertising. When I take a page in a newspaper at high rates I want the whole store to get the benefit of it. No, there is no way out of it. We have to take our chances."

"I don't believe it is business to take such chances," replied the friend. "If you invite people to come to your store you ought to have some sensible method of receiving them. If they go away they never return. You not only lose their trade that day, but all other days. When people bring money to you, you certainly

ought to have some one ready to take it."

"You put it sharply," laughed the merchant. "Only all of them do not bring money. Lots of them come to look around, and a few of them come to steal."

"That's the thing for the clerks to find out, whether they come to trade or to look around, and the only way they can learn is to wait on them. Again, the right number of clerks would make this store as orderly as on ordinary days, for customers could buy quicker and get out. Now there are hundreds waiting here, and they of course add to the confusion."

"It is a problem that I can't solve," said the proprietor, with a sigh. "I can't pay out all my money to an army of clerks, and I don't like to see money going out of the store. I guess all department store men are considering the same proposition."

"There ought to be some system that would do the business."

"Suggest one."

"Oh, I have been studying over the matter for years, and you can't expect me to hand out a remedy in a minute. I know this, however: If I had a store like this there wouldn't be so much confusion, and there wouldn't be so many buyers standing about looking black as thunder clouds."

The proprietor laughed in a knowing way.

"You are just like the rest," he said. "You find fault, and yet you can't point out a remedy. There will always be rushes in department stores when sales are on. That is what we make sales for, to get the people. We just have to catch all the dollars we can, and not mourn over those we can't catch."

"But you are doing business here year after year. You want to make friends with every buyer, don't you? You don't want a lot of angry women plugging against your store, do you? You can't stop with the statement that customers are all cranks. They want values and they want prompt service. They have a right to that. Theatrical people are the only ones I know who habitually belittle the people who give them their living. They can call them 'rubes' and 'guys,' and all that because they do not have the competition that you do. If a woman becomes angry at you she can go to another store and get what she wants. If she is not treated well at a theater she has to go there just the same if she wants to see the class of plays produced there. As a rule the people are reasonable if they are treated properly. You can't sit back and roar at them and get their money, too."

"Why, every merchant tries to treat the people well. What are you getting at?"

"Just this: Customers have rights. You invite them to your store and they come and find a crowd, a scramble, a lot of over-worked or indifferent clerks. Do you know that most of the bargain days in the big cities catch only the very cheapest class of buyers? At the start this was not the intention, but a self-respecting woman won't be seen in some of the rushes they have there

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?

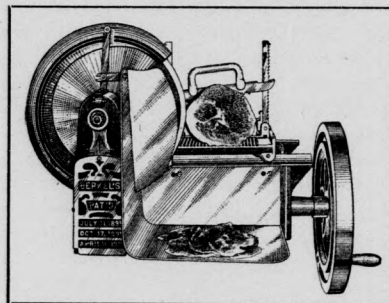
Ever stop to think of that?

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:

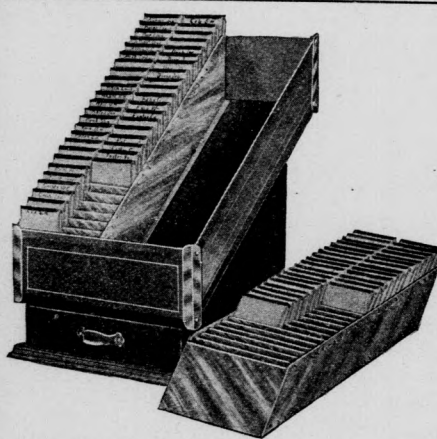
"I have had the machine in constant use and find that my sliced meat business has more than doubled. In fact, I believe it has increased fully four times as much as it was before I put in this machine. We are unusually well pleased with it. L. C. HEFNER, St. Petersburg, Fla."

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

American Slicing Machine Co.

725 Cambridge Block, Chicago

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 SALESBOOK CO.

1062-1088 Court St.

Fremont, Ohio, U. S. A.

now. Yes, your customers have rights. You should have enough clerks to run your store like a well-oiled machine."

"You are not very practical."

"I know of a man who supplies seats for street car patrons. He puts them at the front of his store and furnishes books and papers for those who wish to read while waiting. The idea, of course, is to get their trade. Does he get it? Not half of it. You never see a clerk behind his front counters unless he is busy. I have waited there ten minutes for a car and not been able to get the attention of a salesman. I prefer dealing with him, but many a time I have gone out of his place to another store to make my purchase. Now, where is the sense of his inviting people in there if he is not prepared to receive them? Of course, he doesn't know how much money goes out of his store in this way every day, but I know that it is a lot, for I know of several who have had experiences similar to my own. Does that pay?"

"I should say not."

"Why don't you tell him about it?"

"And be set down as a kicker? Not I!"

"But he ought to know it."

"Of course, but he is doing just what you are. He invites the people in to have a short rest while waiting for a car. You invite them in to look at your bargains. You have found out how things go, and he will in time. But before long a genius will set up a system that will correct all these evils. I don't see now how it can be done, but have an idea that some change in the mechanical arrangement of the store might help some. Give the clerks more conveniences and save their time by getting the stock into less space. How would that answer?"

"Of course clerks lose some time walking about, but customers lose most of the time for them. You can not get a machine that will choke off a woman who wants to buy a yard of lace and insists on looking at all the silks in the store."

"Of course my ideas are not clear, and this is a rambling talk, anyway, but there is one sure thing that you can not deny: The store that gives the quickest service gets the trade. Customers won't wait, and I can't say that I blame them for not waiting. I won't wait myself. Another thing: The best people won't get in to a rush for the sake of saving a few cents."

"There will always be rushes at sales if they are properly advertised."

"No, I don't think there will. As I said before, some genius will come along, some day, and supply a system that will change the modern sale into a sedate business deal."

"I'm waiting for him," laughed the merchant. "I don't care how soon he comes."

"I don't think merchants know how people feel over such matters. I know of a town where one outside grocery house sold \$2,000 worth of goods last month. What do you think of that? Quite a hole in the grocery trade of a small city. That is one of the towns where you can not get waited on. That is a city

where a clerk comes loitering from the back end of the store and waits on four or five who have been there a long time before he reaches you. I think this has something to do with the out-of-town buying; in fact, I am sure it has, for the people are all complaining of the service."

"Well," said the merchant, "you come in some day and give me another lesson, and I may get a lot of new clerks. But you've got to show me. It is a problem, all right."

"Start with the admission that customers are sometimes in a hurry and that they have rights," said the friend, as a parting shot. Alfred B. Tozer.

The Law of Compensation.

The law of compensation is—you pay for what you get, or you get what you pay for.

This law says if a horse can run fast it can not pull a good load and vice versa.

This law says a horse can not go fast far.

It says that for every sorrow there is a joy, for every positive there is a negative.

Where evil exists there is some good to offset it, says compensation.

The law of compensation is the measure optimists use.

You can not get away from nor violate this rule of compensation.

It is not new, it is as old as creation itself.

Centuries ago it was expressed this way: "Whatsoever a man soweth that shall he also reap."

Too many try to ignore this great rule, they try to get something for nothing.

You may eat first and pay afterwards, or you may pay first and eat afterwards.

You may play the butterfly; sip life's sweets and sow your wild oats now, but pay day will come and may be you will be unable to pay.

You may spend your income now and suffer want later on.

You may work hard now and play as you go along. You may have happiness each day you live; you can make life worth living if you work.

Happiness is compensation for work; no work, no happiness.

You may have what you want, but you must pay for it.

Millions cost happiness and often cost health, too.

To violate the law of compensation is to eat the sweets first and then the substantial, and by this law the substantial do not taste good when they are eaten after the sweets.

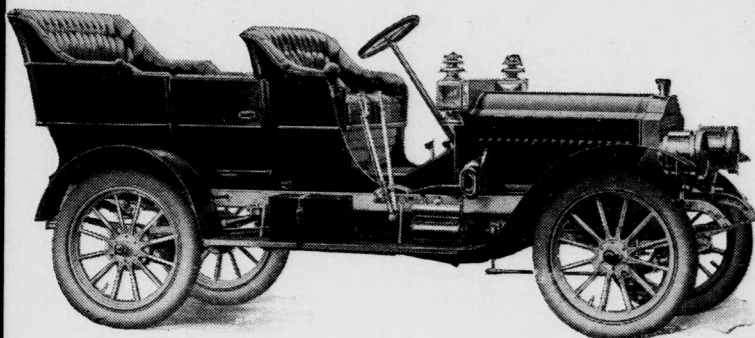
The man who procrastinates is violating the law of compensation. When you see your duty attend to it at once.—Dollars and Sense.

Forty thousand immigrants are reported on the way to New York, in 30 steamships. Every one of them can find employment and a good home on the farms in this country, and the authorities will make a special effort to get them out of the cities, where they huddle together and often become a menace to peace and good order.

The only people who dare think they have a right to do nothing are those who are fit for nothing.

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

The Valveless, Two-Cycle Elmore Motor Cars



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

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

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

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

Adams & Hart

47-49 No. Division St.

Grand Rapids, Mich.

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.

MERCHANT VS. TRADER.

Wherein the Two Differ in Scope and Purpose.

Written for the Tradesman.

It has only been a few short years since the distinction between the merchant and the trader was known or appreciated by the great public. The man who sold any kind of a commodity was looked upon as a trader, and there was no perceptible difference in the public mind between the ethics of the man who drove a sharp bargain in horse flesh and the man who sold merchandise and backed his dealings with dependable commercial integrity. It is different today. There may still linger traders in the guise of merchants, but the merchant with the commercial instincts of a mere trader is apt to be discovered by an honor-loving trade and left to his financial fate.

With the trader the present gain is all. He disposes of his holdings to those who come his way qualified in property to purchase or possess, and there is nothing in his reckoning as to whether they will ever again be his customers. The old saying, "Let the buyer beware," still applies to him and his methods of business. He is not obliged to stand sponsor for his goods. There they are; the buyer can judge for himself or go uninformed. He needs but to escape an actionable charge of fraud to be considered reasonably honorable and fair in his dealings. If charged by a purchaser with disposing of a worthless thing and a demand is made to know why he did not inform his buyer of conditions that rendered the purchase worthless, it is perfectly competent for the trader to answer shrewdly, "You didn't ask me." The trader guarantees nothing. He may state that he bought the goods for a first-class article; the buyer can be his own judge whether they are or not. There are no traditions in his business except to buy for as little as possible and make as good a sale as he can. He draws his customer on with a studied indifference and talks about what others have offered him for the same commodity. He is willing to realize cash on anything he owns, but is equally willing to consider an exchange for anything that, to his calculating mind, presents an opportunity for a more advantageous turn. His code of morals

is quite liberal and his conscience is regulated accordingly.

The true merchant, on the other hand, has a lively sense of responsibility for his transactions and looks well to the future of his business. Unlike the trader who may tarry but for a day, he comes to a place to establish himself and cast his fortunes with those of his patrons. From their good fortune he must prosper or not at all. Each new customer gained represents to him a new asset; but an asset in which he can only claim and hold a proprietary interest while the customer is willing. This customer must be won again and again before he can be counted in the permanent list. Each transaction must not only yield its present profit but its future dividend by bringing the purchaser back for still other purchases. For this reason the real merchant never trifles with the confidence or goodwill of his customer. If the goods are proven to be unsatisfactory the merchant stands ready to make good all defects. He "moneybacks" all his dealings, not as a matter of sentiment merely, but of business. He conscientiously aims to sell satisfaction every time.

The merchant who is such, in the modern sense, is entitled to take his calling seriously. He is engaged in helping to work out the great problem of distribution; a problem that has challenged the attention of great minds in all ages, and yet has never been reduced to any infallible system; still in the system which is the best so far devised by men he plays an important part by distributing through good business methods and advertising among the people the products of the world. Without him people would be at the mercy of the trader, just as they were before his class of business men was evolved. It is his money or credit which keeps the mills busy. He puts thousands of spinners, weavers and tailors at work in the East, that other thousands of farmers, mechanics and laborers in the West may have the clothes. He puts thousands of farmers and produce raisers into the field that other thousands of artisans may have the food to sustain their labors. He maintains a permanent market where the farmer may exchange his produce for manufactured goods, and a storehouse of ready supply for the manufacturer. Through the work of his

busy representatives with the sample case, whom he has trained in his own methods of constructive business, he has broadened and extended his field of operations so that to-day he reaches the most isolated communities. The scope of his sphere of influence is gradually crowding the trader out of many former fields of fruitful activity. With the setting up of his establishment there comes permanency, honest dealing and trade dignity. His office is one of the first civilization demands to have filled and among the last she will spare.

Of course, instances may be found where the merchant fails to live up to his highest calling. Rascals may sometimes be found behind the counter and in the counting house, just as there may be men among the traders actuated by the highest principles and possessing characters of unquestionable integrity. It is not contended that either class is above or below the scale of ordinary humanity. Indeed, it is not so many years ago that merchants were justly classed with traders by virtue of their mercantile methods. He was still in those days a distributor; but not always a scrupulous one. He did not maintain a fixed percentage of profit on his wares. His prices were adjusted on a sliding scale. He did not consider it beneath him to haggle with his customer or accept an exorbitant profit if his customer was not shrewd enough to question his prices.

Happily, all this is past—gone with the dawning of this age of "the square deal." The standard of morals is pitched on a higher plane in distributive merchandising. The man engaged in the high calling of the merchant need not, if he appreciates his station in life, rest under any of the odium still attached by common estimate to the practices of the trader.

Charles Edmund Barker.

To be thinking always of your own advantage is the easiest way to advance backward.

A man is not sound in life because he has much sound on his lips.

Salesman Wanted

We have a choice territory now open for a high grade specialty salesman. All communications held strictly confidential. Address Department M.

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'Fun for all—All the Year.'

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The Wabash Coaster Wagon—A strong, sensible little wagon for children; combining fun with usefulness, it is adapted for general use as well as coasting. Large, roomy, removable box, hard wood gear and steel wheels (Wabash patent). Spokes are drawn tight so there is no bumping or pounding. Front wheels turn to the center, so wagon can turn completely on a narrow walk.

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

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

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Base Ball Supplies
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See our line before placing your order.

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SAFES

Grand Rapids Safe Co.

Grand Rapids, Mich.

Are You a Storekeeper?

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

TRADESMAN COMPANY, Grand Rapids, Mich.

SCIENTIFIC MUSEUMS.

Why They Deserve the Support of the Public.

Scientific museums deserve the support of the public if they are scientific. If they are not scientific they should not receive public support, and as a rule such museums are not supported. By scientific museums I mean those which are devoted to science, as distinguished from those which are devoted to art, history, commerce, or industry. Scientific museums, as a rule, embrace within their scope several sciences, anthropology, geology, and natural history, including zoology and botany, being those most commonly represented. The most important scientific museums of Europe are those of London, Berlin, Paris, Vienna, and St. Petersburg; in our country those of New York, Chicago, Washington, and Cambridge are all perhaps in the first rank, but the collections in no one of these cities equal in magnitude or importance those of London or Berlin. Our National museum at Washington, comprising the three departments of anthropology, biology, and geology, not only occupies a lower rank than those of many European capitals, but it has within the last decade lost its position as first among American museums, and to-day is surpassed by the American Museum of Natural History of New York, and the Field Museum of Chicago.

All the museums above named, as well as many others not mentioned by name, both abroad and in our own country, are more or less dependent on the public for their support, that is, they have not adequate private means for their maintenance. They appeal for funds either directly to the government of their city, state, or nation, or indirectly to the private generosity of the public which may be interested in their welfare. Where this appeal is just it is rarely made in vain. At the same time, there is no really great museum in the world which has at its disposal funds which its administration deems adequate to carry on the work which is considered important. In fact, great museums, like great universities, are notoriously hard up and are constantly clamoring for more money. It is probably true that the two museums of New York and Chicago, for example, accomplish less than half the work they would like to do and are capable of doing each year, simply on account of lack of funds. To speak only of the field of science in which I am interested, I know that the work which the department of anthropology of the Field Museum accomplishes each year is only a small fraction of what it might accomplish if the means were available.

The foundation, the corner stone, of a public scientific museum is, or should be, the advancement of science. If it does not do this it fails, and deserves the fate which generally overtakes it. The primary function then is to advance science. Its second function is to place on permanent record, by means of its publications and through its exhibition halls, the evidence of such advance. The func-

tion of science, it has been stated, is the classification of facts, the recognition of their sequence and relative significance, while science itself is defined as the description in conceptual shorthand of the routine of our perpetual experience. In the science of anthropology, for example, the investigator endeavors to ascertain the facts of the origin and dissemination of races and types, of linguistic stocks and dialects, and of the growth of culture of the human family. It is his task to describe these facts as he conceives them, not only in sequence, but in resume. The results of such investigations, thus expressed, may be considered the laws of anthropology. And so in the other sciences, whether it be in physics, in geology, in botany, or in zoology, the investigator has the same task; by such processes have been derived the great laws, so far reaching in their consequences, of gravitation and evolution. The knowledge of mankind to-day is the ensemble of descriptions of the past as expressed in such laws as these and upon our knowledge of the past we formulate our belief as to the future; this is our guide to action, on this we base our faith.

Is the museum endeavoring to set before an intelligent public, in an intelligent manner, the history of the earth, or of plant or animal life, or of mankind; above all, is it endeavoring, by using every means at its command, to seek out additional and hitherto unobserved facts in such histories and to so classify such observations as to reduce them to sequence and law? If so it is performing its true function, and may be considered as a scientific institution. If it does not do this, it is not a scientific institution, and its collections, however interesting they may be in themselves, lose whatever strength they might possess as links of a chain, and become curiosities, museums of which may simply be regarded as the logical successors of the miscellaneous bric-a-brac which formerly filled the shelves of the cabinet in the parlor of the private dwelling. Has the museum a function no higher than this, or does it contribute to the general fund of human knowledge? The answer to this question must be sought not in the character or size of its building, nor in the nature or amount of its endowment or income, nor even in the number or nature of its departments, but in the intelligence of its trustees, and, especially, in the scientific zeal and ability of its staff, of those in whose hands is actually placed the responsibility for the character and growth of the collections. The strength of every museum which claims recognition as a scientific institution depends primarily on the strength of its scientific staff. Weakness in a museum does not prove so much lack of funds, or lack of opportunity, as lack of intelligence and ability of those in charge, and the history and present condition of every museum proves the correctness of this assertion.

Shall scientific museums be publicly supported? The question answers itself. As well ask, Shall the city, state or nation support education,

shall it promote intelligence, shall it advance knowledge? The true museum has the same function as a true university, but, within its necessarily few departments, a broader function; its investigations cover the earth and extend over long periods of time; it appeals to a broader public, taking alike the stranger, the casual visitor, and the constant student into its confidence, and all without preliminary test or price. The value of the scientific museum to the public is the value of science, and science to-day is demanded as never before. This is preeminently the age of science—of science and not dogma—of knowledge and not ignorance. Our age and our country demand above all else of every citizen not so much a knowledge of facts as a comprehension of the methods of scientific investigation; that he shall be able to weigh values, not by his imagination, but by his reason.

George A. Dorsey.

Balance Wheel of the Watch.

"When a man's watch goes wrong in winter, he is apt to think it is because the cold has affected it," said a jeweler. "It used to be so, because the cold contracted the metal of the delicate balance wheel, but now this wheel is made partly of brass and partly of steel, like the compensation pendulum in a clock. These metals have opposite expansibilities, and the result is that the balance wheel is always of the same size and runs with the same speed in all kinds of weather, and the cold does not affect it."

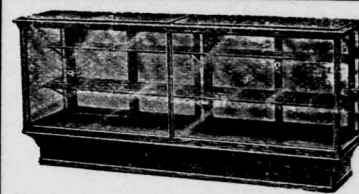
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This is the reason our

Harness Trade

has increased so much and that we can guarantee absolute satisfaction, as it's ALL IN THE QUALITY.

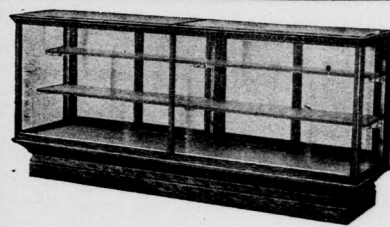
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Grand Rapids, Mich.



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



5 Cent
Cigar

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

CHECKMATED.

Son-in-Law Was Not So Smart as He Thought.

Written for the Tradesman.

The Bradleys were considered fairly well to do. The old colonial home was large and substantially built and, being the treasure house of the Bradleys for generations, was pretty well filled with family portraits and old china and genuine mahogany furniture, which gave the rooms they graced that "air" which comes only from a long line of inheritance and a cultured ancestry.

The culmination of this long line was well worthy of it all and from the time she discarded the short dresses of childhood for the elongated skirts of womanhood Constance Bradley had been the delight of an ever widening circle of admiring eyes, so that when Malcolm MacBain, the descendant of an equally distinguished line, joined that admiring circle the eternal fitness of things became at once apparent and met with the heartiest approval—with a single exception, Randolph Bradley, the father of the peerless Constance.

What the objection was the keenest observer failed to find. While not what the world calls a handsome man in the strongest sense of the term, there was nothing disagreeable in the broad shouldered, well proportioned six feet two which the youthful MacBain was rather inclined to be proud of. Add to this the fact that he was no clown, that he had taken advantage of the best that the college could give him, that he was climbing rapidly up in his profession, that the MacBain treasury was at least as well filled as his own, it is not at all to be wondered at that, when he called one day upon Randolph Bradley and asked him a very important question in regard to Miss Constance's future, he did it without hesitation or embarrassment and looked his future father-in-law so squarely and earnestly in the face that the father of that rare bit of feminine humanity found it difficult to make answer.

"I wonder if you know what you are asking me for?"

"The loveliest piece of lovely womanhood that the sun has ever looked down upon!"

"And do you know that you are asking me to give you what has been the joy of my home ever since she was born into it?"

"But you must give her to somebody—it is only a question of time—and I am only following closely in the footsteps of Constance's father when he was at my age. He did what his father did, and I am only following a well established precedent. What reasons have you, Col. Bradley, for withholding your consent? You know about me all there is to know. My family history is an open book. You know as well as I that it has no blot and my own life has no stain. May I not go to Constance, who is waiting for me, and tell her that we have your consent?"

It seemed to the young man that it took Col. Bradley a long time to make up his mind. There was something about the just-budding woodbine, stirring into vernal life on the

veranda to be seen through the library window, and that something was claiming the Colonel's deepest attention. A minute—five minutes—went by without a word, and the young man, tired of standing, quietly took possession of an easy chair and waited for the Colonel to get through watching the woodbine grow! That, at least, was the thought that haunted the chambers of the youthful brain; but neither vine nor window nor Malcolm MacBain had part or place in the moving picture which passed like a panorama before the father's eyes.

The baby—his baby—then unnamed! How like a bundle of velvety flesh she looked as he saw her first at the dawn of that October morning twenty—was it twenty—years ago. How the feeble cry stirred him and changed the wail into a strain of the sweetest melody that his ears had heard; and how the pale face—it was an angel's face, straight from the heaven of pain—with ineffable joy looked upon the child that nestled upon her breast—both his, the mother come back from a merciful God and the heaven-sent baby! So from that mid-fall morning the living pictures moved on and the Colonel, heedless of time, delightedly watched them during those twenty dissolving years!

"To be candid with you," at last he said, "I know no real reason, Malcolm, why I should not give you my hearty consent. Constance and you are equal, or as nearly that as human lives can be, and yet I do not believe this marriage is the best for all concerned. Still, because I have no real grounds for refusing I give you my consent, hoping you will prosper as you deal kindly with her," and the moon was soon after busy with the signs and sounds of plighted joy which were manifest in the old colonial garden of the Bradleys.

It would be delightful here to be able to say that the wedding had a little novelty; but well-to-do ancestry does not indulge in such eccentricities and the time-honored formalities were observed. All that was best of the modern was made the most of, and to this was added all that was best which generations had valued and handed down. The costly laces which had enhanced the weddings of nobody can tell how many brides, yellow with age, again appeared to awaken the envy and the uncharitableness of feminine beholders. Jewels, precious with age and memories, were brought from their hiding places to bring back the old scenes of splendor which they had brightened. Old silver and carefully kept glass and old linen, some from foreign looms and some priceless and made sacred by the skillful hands of the ante-revolutionary weaver, again saw the light, to be admired and put back for another rest a generation long. The old mansion was a scene of splendor, the old church again forgot its gloom and, garlanded with blossoms, repeated from lofty vault and arch the well known wedding song. It was the old story beginning and ending in the same old way, and out of Riverdale and the ancestral mansion then passed the light and joy of Randolph Bradley's home.

The progress of the wedding journey was easily traced by the letters that came flitting back from the happy wanderers, then came the account of the safe arrival at the far-off home and after that a silence so complete and protracted as to produce alarm. At first the Colonel was not surprised. A poor correspondent himself he turned over domestic affairs in that line exclusively to his wife, who, prompted by mother love, kept up a constant fire of semi-weekly letters irrespective of reply, until it occurred to both Senior Bradleys that an occasional word would be desirable if it served only to break the monotony. At last the Colonel wrote to Constance as he only could when he felt like it and soon the answer came; but could it be that his Constance wrote it? His own letter was aglow with his love for his only child; hers was a breath from the Northland in summer, blighting if it did not kill whatever it touched. They were going out a great deal, Mr. MacBain was very fortunate in business, they had been kindly re-

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A GOOD INVESTMENT

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

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

E. B. FISHER, Secretary.

ARBUCKLES' COFFEE VOUCHERS



ARE ONLY
REDEEMABLE
FROM THE
RETAIL GROCER

ceived by society people and this had prevented the numerous letters they had both hoped to write as soon as they were settled, but which would have to be given up. She hoped that this would in no way interfere with the always delightful letters that mamma was so constantly writing, followed by the occasional valued letter which dear papa was willing to write.

Mrs. Bradley read her affectionate daughter's letter and wept and Mr. Randolph Bradley read it a second time and laughed. Then he went to his office and wrote to his dear son-in-law. This was his letter:

"Mr. M. MacBain.
"Dear Sir—My daughter writes me that you are very successful in business. I am especially glad to hear of this, because recent ventures have made it imperative to secure help from somewhere and I rather ask you for this help than anybody else. "If it be found necessary to locate somewhere else, for the sake of being near you and Mrs. MacBain, would you recommend our coming to Havana?"

Truly yours,
Randolph Bradley."

It takes some time for letters to reach their destination in the West Indies, but no sooner had the above letter reached the hands of Malcolm MacBain than he wired to Colonel Bradley thus:

"Request impossible. Change would be disastrous."

Whereat Colonel Bradley laughed again and putting a few essentials into a discouraged-looking valise he delighted to travel with he started for New York and some days after walked into the office of his son-in-law in the Queen City of the Antilles.

The meeting was a complete surprise on the part of the son-in-law, but it was effusive—on that of the Colonel, who seemed thus to make up for the general seediness which enveloped him from head to foot. He was led at once into Malcolm's private office, who with the door shut began at once to call "the old man" to account for doing exactly what he had been told not to do.

"I know, I know," interrupted the Colonel; "but you see, Mal., when a man gets into a tight place his first idea is to get out of it as soon as he can, and I knew you wouldn't have any time to be hunting chances for me and thought I'd better come and hunt for myself. I felt sure of having you introduce me around a bit—sort of press the button, as it were—and I'd do the rest. You see, it's this way: When—"

"I'm sorry to interrupt you, sir; but I have a matter on hand of pressing importance and shall have to be excused."

"All right; just take me over to the house to Con. and—"

"Well, it so happens that Mrs. MacBain won't be able to entertain you. If she had known you were coming we might have managed it; but, as it is, I hardly—"

"Never mind, I'll get along somehow. I thought I'd give her a little surprise, but I can manage that later. If you don't mind I'll leave my va-

lise here until I need it."

"Better take it right down to the janitor on the first floor. Sometimes I'm in and just as often I'm not and if you should want to leave early there will be no trouble. Good morning."

An hour later Senor Pereda, the President of the company, who through Colonel Bradley's intercession had furnished Mr. MacBain with employment, was shaking Col. Bradley's hand with heartiness which furnished no doubt of his sincerity. It was not, however, until the two were making the most of some Havanas which were Havanas that the Colonel related with startling distinctness the purpose of his visit. The silence which followed was broken at last by the Spaniard:

"Does Mrs. MacBain know anything of this?"

"I think not."

"Have you seen her? Does she know that you are here?"

"No."

"Of course your stay on the island will be with me. Since it is understood that you are looking for business and want at first only a foothold, how do you think you could fill the chair your son-in-law was occupying this morning?"

"Temporarily very well indeed."

"And the sooner the better?"

"Yes, for all concerned."

"Unless I mistake the MacBains dine with us to-night—just the time and place to meet your daughter, for the party is not a large one. After all, wouldn't it be better to manage so that she need not know how matters now stand? I'll tell you what we'll do: MacBain knows that he is filling the place of an absent member of the firm and that he is to give it up when that member comes, although it was understood at the time that he would never come. I'll 'phone over that you're here for your place and that you'll take possession in the morning. That will bring him in in short order for the biggest surprise and setback he's ever had and teach him a much needed lesson."

He turned at once to the 'phone.

"Mr. MacBain?"

"Yes, sir."

"The often mentioned absent member of the firm has unexpectedly come from the States and will take charge of your office in the morning. Sorry to lose you; but it can't be helped. Good-bye;" adding as he put down the 'phone: "I'll give him just five minutes to get here."

It was pretty close for a guess. Thirty seconds later Mr. MacBain came in, flushed and excited and wanted to know all about it. There wasn't any all. The gentleman had come, was here and was ready for business, or would be in the morning. "Let me introduce you. Mr. Bradley, allow me to introduce Mr. Malcolm MacBain, your substitute." Mr. MacBain, with staring eyes and opened mouth, exclaimed, "I'm —" something not pretty looking in print, and dropped into a chair; and Senor Pereda, remarking that "As the gentlemen have much to talk over I beg to be excused," left the room.

"Why, father!"

"Begin again."

The tone meant much, but it was not reassuring.

"Mr. Bradley, I er—beg ten thousand pardons, and if I had only known—"

"What I was up to you would have done differently. I can well believe it. That, however, does not happen now to be the point. Without even hinting at the utter contempt I have for you, let me say that what I want now is to keep the whole of this business from your wife. I hardly need tell you why. I have accomplished my purpose in letting you see that I know you and now I'll get away as quietly and quickly as I can. I shall meet you and Constance to-night at dinner and you will help carry out the idea of its being a surprise. I need not tell you that I shall not take charge of your office in the morning. I simply wanted to show you that your idea of the impossibility of my finding something to do is a mistake. For appearances, in spite of the crowded condition of your house, you had better urge me to go home with you after dinner. For the rest of my stay, which will depend on the earliest returning steamer, I will depend largely upon Mrs. MacBain and so preclude the possibility of any interference in business."

"I'll not further detain you, Mr. MacBain. Good day, sir;" and the crestfallen son-in-law departed from the imperial presence.

The Colonel's stay on the island was short but enjoyable. The dinner was a success, Constance's surprise complete and Colonel Bradley declar-

ed that he would go twice as far for the greeting she gave him of "Oh, Papa!" and the accompaniments which immediately followed.

When the Colonel got home and told where he had been there were some remarks made which I will not repeat; but there were no more complaints about a scanty Cuban mail, Malcolm's efforts in that line surpassing his wife's. The Colonel, however, never has written, and the women of both households have never ceased wondering why.

Richard Malcolm Strong.

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Mabel—The cranberry sauce.

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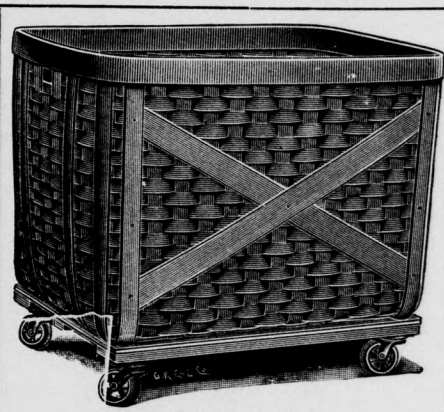
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Hardware Dealers Must Keep Informed on Farm Implements.

There is a condition in the implement and vehicle business that is self-evident to those of us who are in a position to stand by and look on, but that does not seem to impress its full significance on the average dealer who handles these lines. We refer to the necessity for a more careful study, not only of the immediate business of selling farm implements, but also of the related industry of agriculture in general, in order to keep pace with the advancing intelligence of the farming class.

Farmers, generally speaking, are perhaps the best posted people in America. The farmer has his times of intense activity, during the seasons of preparing for and harvesting his crops, but during the winter months and also during the time after his crops are carefully "laid by," he has ample time in which to study, read about or reflect upon any subject he may choose. The result of this is that the average farmer is really an inveterate reader, and as a general thing he reads matter that is more or less instructive.

In addition to this the farmer belongs to a particularly favored class. He has all kinds of special privileges granted to him, both by the National and State governments, and quite frequently by the county as well. The Agricultural Department supplies him with information about anything in particular about which he may ask. The agricultural colleges and engineering schools are training his sons in the finer points of scientific agriculture, and he himself is absorbing some of it indirectly. What we say is probably more true of the farmers of the Northwest and Middlewest than it is of the farmers of the Southwest; but this same condition is growing right here in our own territory, and dealers might as well recognize and adapt themselves to it now as well as later on.

To be plain, to be blunt about the whole thing, the implement dealers are letting the farmers get ahead of them. Instead of keeping ahead of the farmers and being in a position to give them information about farm machinery, they are letting the farmers reverse the situation and give the dealers the information. Instead of keeping a close watch on the development of new ideas in farm machinery and recognizing the improvements as fast as they are brought out, they are clinging to the old accepted ideas, stocking up with the same old implements year after year because they have sold them in the past, and do not put in or order a new implement until some farmer forces them to do it. In other words, instead of the dealer being the source of information to the customer, the customer is now frequently a source of information to the dealer, which, by every recognized law of trade, is fundamentally and radically wrong.

Furthermore, it is a fact that farmers are ahead of the dealers in the matter of quality. In other words, while there is a constantly increasing demand for better implements and vehicles, generally speaking, it is the farmer and not the dealer who is creating it. Instead of the dealer educating the farmer to the economy of good quality and thereby encouraging the sale of quality goods, the farmer, on account of his present prosperity, is demanding better and better implements and vehicles, and thereby compelling the dealer to stock them.

That this is the general condition, and that a more scientific study of the business would prove profitable, is demonstrated by the occasional shining exceptions that we find. For instance, we know of a progressive chap in Northern Texas who, two years ago, started in the implement business with practically nothing and who is to-day the biggest dealer in that section of the State. He succeeded, not by selling cheap stuff, but by preaching good goods and establishing a reputation therefor. He succeeded not by waiting until the demand compelled him to put in a thing, but by stocking with new goods as fast as they appeared and showing the advantages of them to his customers.

Every year it requires a better knowledge of the business to successfully handle machinery. To keep up with the times the dealer needs not only to study his individual business, but the farmer's business as well. He must be able to meet him on an equal footing fully equipped to intelligently discuss any subject pertaining to his own trade or the farmer's calling, and establish himself as a local authority on any subject pertaining thereto.

How To Manage a Country Hardware Store.

How can we best manage a country hardware store in order to get the best results and make the most money out of our money invested and hold the trade?

If the jobber does not treat you right, you quit him, your customer does the same thing, yet we often wonder why a certain customer has quit trading at our store, and when we learn why he quit we usually find he has been hurt, either overcharged or got some article which proved to be faulty. I believe we get best results by selling good goods at a reasonable price. Get away from your high prices such as you charged when the country was new. Remember we are living in a progressive age and that the customer who comes into your store is well posted as to description and value of the articles he wishes to buy. I believe our high prices are responsible, to a large extent, for the catalogue house's condition of to-day. Place yourself in the position of your customer.

There are not many of us who want to buy our goods in New York. We prefer to buy nearer home if we can, do so as well or nearly so. My customer also prefers to buy at home, but objects to being held up. The

same thing applies to many of our jobbers, who fail to realize that we are living in an age of lower retail prices. They fail to recognize the fact that the farmer is well posted on prices, and we often find our jobbers charging us more for goods than the catalogue houses quote them to the farmer. The time is here, Mr. Jobber, for you to act and assist the merchant in his fight with the catalogue houses.

The catalogue house selects certain goods. Take for example: The hay carrier, pulleys, hangers, forks, etc., the jobber charging \$3.50 for a common carrier—the catalogue house names a price of \$2.75 to the farmer. How are we dealers expected to hold the hay carrier business? You may tell us the carrier offered at the low price to the farmer is an inferior one. But if you will read the description as given the farmer you will believe with him that there is no better carrier to be had. I again say, we are living in an age of low retail prices and it is up to the jobbers to see that the merchant can get his goods at a price that will enable him to meet competition and still earn a small margin of profit.

Mr. Retailer, this is also an age of travel. Your customer gets away from home; he visits nice, clean, up-to-date stores, and it is time that we clean up our stores and get them in as nice shape as conditions will permit. There is no good reason why the hardware store of to-day should have the appearance of a junk shop. Don't be afraid of your goods rusting by having the floor scrub-



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bed; they will not rust. I have tried it.

During spare moments take the goods from off the shelf, dust them up nicely and re-arrange them, so they will present a fresh appearance. We are not all able to move our goods every thirty or sixty days, but are all able to keep the goods clean and sell them as the trade demands. If a customer comes into your store and asks for a bread raiser, you get it from off the top shelf all covered with dust, your customer gets the idea that you are high priced and do not sell goods enough to warrant your getting a price enabling you to sell at an up-to-date figure, consequently the catalogue house once more gets some of your share of the business, because you have not kept your store clean and up-to-date in appearance.

Keep your windows clean, change the display often and put price tags on the articles displayed that mean something—make each window a salesman.

When a customer comes into your store don't sit in the office chair with your feet on the desk and wait until your customer reaches the office to tell you his wants. Meet him as near the door as possible—make him feel welcome. A few pleasant words mean much to a customer and don't cut out the minute he has handed you the money for his purchase. If time permits walk to the door and ask him to call again. If you are busy he will not expect it. Don't cut the man short who wants a nickel's worth of nails. Sometime, if treated nicely, he will buy in large quantities.

Take good care of the boys who call for little things—sooner or later they will attend to the buying and be your customers.

Keep your stocks well assorted. Do not buy a gross of a slow selling article in order to save 10 per cent. Look out for the cash discounts and don't try to get too large a profit. Get your jobber enlisted, and I believe we will have no trouble in winning out in the great battle of commerce of to-day. Amos Marckel.

Opportunity for Displaying Small Tools.

There is perhaps no line of goods regularly handled in the hardware store that offers such splendid opportunities for display, both in cases and windows, for advertising, and for the practice of up-to-date business methods, as small tools, including those used by carpenters, masons, farriers and, in fact, artisans in general. If the merchant is to make a success of his tool department he must use his best judgment in selecting his stock from the almost endless brands of almost every kind of tool used. He must know the requirements of his trade and be guided as far as possible by the wishes of his customers as regards brands. It is obviously impossible to keep in stock every brand demanded, but it is always a wise policy to go with the majority and select those goods that are easiest sold. For the benefit of "Doubting Thomases" the merchant must know why the brands of tools in his stock are deserving of the

patronage of his customers. Without the knowledge necessary to advance such arguments he will stand a poor chance in competing with his brother merchant or the catalogue house. While on the other hand with a well selected stock, well displayed, properly advertised, and with confidence in the goods, brought about by the knowledge concerning them, the hardwareman is in a good position to keep down to a minimum the sending of orders to distant cities by his neighbors. Practically every maker of tools stands ready, indeed is anxious, to assist the dealer in every way possible to move his stock. Manufacturers are each year spending large sums for creating a demand for their goods among consumers. To their retail dealers they give booklets, circulars, window cards, cuts for advertising and many valuable suggestions for getting trade, so that the live retailer need never be in want for materials with which to get after and to hold business.

Mutual Interest Lies in Harmony.

The retailer who is located in a town where all the merchants are working in harmony to upbuild the business of the entire community need have no fear of the mail order houses cutting in on his business.

Merchants who are not so fortunately situated can, by a little activity and the determination to meet other merchants a little more than halfway, soon build up just such a feeling in their own community.

There is one thing every merchant should learn at once, and that is the fact that the better merchants the other retailers of the town are the better competition they are. This fact may not at first appeal to your reason, but it becomes plain with a little thought. Most retailers seem to work on the plan of trying to run all the other merchants in their town out of business, evidently feeling that in this way they reduce competition and have more customers for their own store.

That is seldom the result, however. As soon as one merchant is run out of business another is willing to take a chance at the same location, and the retailer who tries to "bust up" all competitors usually finds that he has a lifetime job on his hands, and it also keeps him poor.

Every time a merchant becomes about broke there is a great price-cutting sale inaugurated, for he is forced to raise money, no matter what the cost, and while he is slaughtering prices you are doing very little business. Then possibly the balance of his stock is sold in bulk, and the purchaser goes in business with a great cut price sale to introduce him. He paid less for the goods than you paid for yours, as he bought them below cost, so where could you make anything out of such a move?

Every new competitor is an unknown quantity to you. He may have no idea of what it costs him to do business, for one thing, and as a result would be selling goods at about cost, and thinking at the same time that he was making a good profit. Too many of the smaller dealers figure that the difference between

the cost and selling price is the profit, forgetting all the expenses. The oftener your competitor in your own town changes the oftener you are likely to find this kind of competition. Is it desirable?

Now, if you have a really good business man for a competitor he is not going to make a fool of himself. He knows that his profit must be above the cost of goods and cost of selling, and when he holds a reduction sale he does not slaughter his entire stock, regardless of cost. He holds that sale to make money, not because he is forced to turn his goods into cash to pay creditors. In fact, he is what can be called good, clean competition. He has no time to say mean things about you or your store, but you will find that he has plenty of time to join you in any movement that will help to build more business for the town.

Right there is the main difference between the real merchant and the man who wants to be a merchant but is not built right. The real merchant is a builder, always helping to make more business for the town, and depending upon his own self to get his share of it after the town is made greater, and if you work hand in hand with this kind of a man you will find that he will eventually help you to a larger business while he is helping himself, for he is never found wasting time tearing down his neighbors, but is always trying to make others more successful, knowing that success breeds success.—Stoves and Hardware Reporter.



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CURIOUS COLLEGE COURSES.**Chance To Learn Almost Anything Nowadays.**

One of the universities in New York city has established a school of salesmanship.

Courses of instruction are novel. Department stores and other establishments have arranged to send actual salesmen, who will give, from day to day, unique demonstrations of how customers can be profitably handled.

The professors are to take the role of customers, and they will walk into the classroom and a salesman from some successful store will take them in hand. It will be the plan of the professors to criticize the goods offered for sale, or they may be undecided, or may conclude to take a sample and promise to come back.

The salesman will invoke all the legitimate arts of commercial persuasion to sell the goods on the spot, and the students will have an opportunity to take notes on the whole transaction. Then there will be lectures on the value of personality in salesmanship, and on the importance of keeping up to date in dress. These lectures are to be delivered by the professors.

The spectacle of a college professor telling sophomores and freshmen how important it is to wear the latest style of clothing is undoubtedly an innovation in education.

In nearly all other universities the garb of the professors belongs to the classic past.

It is possible, of course, that a professor might deliver illuminating ideas upon the proper kind of apparel and himself be disfigured in garments that hardly would be anachronistic if found around the remains in a sarcophagus.

In fact, it is remarkable how sane the ordinary professor can be on nearly every phase of human activity and custom so far as his utterances are concerned, and yet live and move and have his being in a region reached only by taking the road to yesterday.

I know, for example, of a professor who knows so much about banking that secretaries of the treasury have sought his counsel before taking important steps that might effect the financial condition of the country. Yet this professor, whose lofty brain has mastered the philosophy of finance in all its international phases, needs a microscope to detect his own balance at the bank.

There are hundreds of professors of economics whose works are cited as authority who have difficulty themselves in making both ends meet.

It does not follow that the man who is impracticable in his own affairs can not instruct the world in the affairs of every day.

Alexander Hamilton, who devised the financial system of the United States, had to borrow money at times from his friends.

The school of salesmanship, therefore, in teaching prospective merchants the value of personal appearance need not shelve the archaic pro-

fessors. The men in America who know most about foreign trade have themselves nothing to export, nothing, in fact, to sell but their opinions.

And it will occur to any man who dresses well that perhaps the most slovenly person of his acquaintance is his own tailor.

It is equally obvious that the schools that have been established to teach certain kinds of professions have not been great successes.

Several of the universities have schools of journalism, but as a rule the young men who attend these courses know less about journalism at the time of graduation than even the professors who teach it.

It is impossible to reduce the secret of many kinds of professional successes to a course of study. The readiness, however, of the big establishments of New York City to cooperate with the universities in starting a school of salesmanship indicates that they consider it practicable to teach that persuasive art.

Some one has defined a salesman as a "confidence man who makes good." It is clear that some kind of hypnotism is at work in many of the transactions across the counter.

A large per cent. of the goods bought in department stores is exchanged the next day. This would indicate that salesmanship had succeeded in selling customers a vast variety of things they did not want.

The school of salesmanship should be supplemented by a college for customers. Already the public is more or less befuddled by the man behind the goods. The customer is usually at a disadvantage, being on alien ground. When in the coming years we encounter salesmen who have had a four years' expert course on how to dispose of goods we shall

have the same prospect of getting away the fly has when he gets his wings tangled in a spider's mesh.

The customer occasionally knows what he wants; but the scientific salesman of the future will be versed in the craft of making him forget it.

Some women in the big cities have created a business for themselves by perfecting the art of buying goods for other people. This indicates that buying is no less of a science than selling; and a college for customers there would not be fantastic.

There are a number of other unique schools in various parts of the United States; one of these is an institution that confines its curriculum to the profound science of plumbing; another gives a course in how to conduct a real estate office.

The League for Home Economics is conducting unique courses in up to date housekeeping. The teachers go from one kitchen to another in prosperous sections of the city and throughout the tenements. The members of the classes assemble in these kitchens, each housewife paying 5 cents a lesson. This creates a fund, out of which the raw materials to be cooked are purchased. The people are taught how to make everything from soup to pudding. These classes have become so popular that children attend eagerly with their mothers.

The instruction is not confined to cooking. The women are taught how to buy fruits and groceries to advantage, and to this extent the School for Customers has been launched.

A new course is to be established in which the comparatively poor people will be shown how to buy furnishings as well as food. The institution where this course will be given is to be furnished as simply as good taste and \$100 can do it.

Plain pine chairs and tables will be bought, then stained dark; lace curtains, chenille portieres, plush chairs, and shiny oak furniture are to be tabooed.

The floors of the institution will have simple matting and rugs. In sanitary, heavy carpets will not be used.

The theory of this school is that people buy too many things they do not need.

In Berlin I visited the Pestalozzi-Froebel school. Among other things, it teaches young girls to cook and conduct a man's house in accordance with his income. In one class the girls are made to imagine themselves wife of a man receiving 2,000 marks a year. In another class they study the household economics for a home whose wage earners bring in 4,000 marks a year, and so on up and down through all the grades of income.

That is, indeed, reducing thrift to a science. In the new School for Housekeepers in New York the women professors make the point that four-fifths of the income of the middle classes and nine-tenths of the lower classes are spent by the mother. That is, she is the buyer for the home, and the theory is that if she can be taught in the art of placing her money to the best advantage a great reform will be under way.

The motto of this School of Home Economics is, "Woman's economic function is the spending of money."

Harold Bolce.

Life's riches are in the fine dust of daily kindnesses rather than in the great nuggets of public charity.

Your right to the golden streets will take care of itself if you take care of the golden rule here.

IT WILL BE YOUR BEST CUSTOMERS,

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

HAND SAPOLIO

**Always supply it and you
will keep their good will.**

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

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

Words Very Seldom Tell the Whole Story.

It seems a pathetic thing that there have appeared from time to time in the world of print so many little manuals on the art of conversation, which really lead us to no conclusion regarding that art except to make us suppose that the conversationalists from whom these authors studied the question had brought speech to such a pitch of perfection that they concealed the art altogether. Nor is the table talk of famous men one whit more rewarding to the student of conversation. Frankly, the recorded conversation of those who quite certainly must have been brilliant conversationalists, like Johnson, Coleridge and Macaulay, seems to us who read it to be full of information but unspeakably tiresome. Johnson, it is true, sometimes enlivened his speech with some glorious snub to Boswell or some overbearing rebuke to the man who had been rash enough to engage him in talk, which adds a momentary gleam of human interest to his sonorous periods; but Coleridge is like nothing so much as the ninth edition of the Encyclopedia Britannica—a wealth of learning slightly out of date.

It is possible, of course, that our present day notions of pleasant conversation have changed, for it is beyond doubt that if anybody nowadays began to talk as Coleridge talked we most of us should go gently forth. Certainly a scene described in Macaulay's life, when after breakfast he began to talk and held a circle spellbound by erudition until dinner time, is a thing no longer conceivable to us who merely read the account of what he said. But, although it possibly is true that we are less patient of periods than our grandfathers used to be, I think that this is not the main reason why we find that accounts of what brilliant conversationalists said are apt to be boring. For the real reason is (and this is why books on the art of conversation are so unremunerative, even in the cheapest series) that charm of conversation is a thing incommunicable. It almost entirely depends on the personality of the talker, which is strongly exercised on those who have the privilege of listening to him, but can not be conveyed in the printed record of what he said.

For what, to appeal personally to the reader, are the pleasantest hours of conversation that he ever has passed? Not those, surely, when the pleasure depended on the interest of the facts and theories stated, but when it depended on the voice, the gesture, the charm of the people who held them. Probably, in fact, the most delightful talks we ever have had are those in which we can remember almost nothing of what was said. It seems certain that the great conversationalists mentioned above had that charm to an extraordinary degree. But it is idle to hope to reproduce it by putting down the words that came out of their mouths. It is no more transportable than the local wines of Italy; the bouquet is lost when it is put on board the boat of a book and crosses the sea of print. Then there is another fault to be

found with their chroniclers: Something of the bouquet might have been preserved if only they had, instead of recording with such fidelity what was said, devoted some of their faithfulness to telling us how it was said. That would have helped one to form a picture of the man, which again would have assisted in forming the impression of the charm of his conversation. But merely to record a conversation is like listening to a friend through a telephone—personality vanishes. You get a vox et praeterea nihil. And in a book even the vox vanishes.

But how much more intensely than words a little action conveys personality! There is a story about the late M. Pasteur which conveys this so aptly that I must be pardoned for quoting it:

He was dining with his family, and at the end of dinner was eating cherries, washing each carefully in a glass of water and drying it on his napkin, explaining that unwashed fruit was a hideous danger in the way of bacteriological infection. Carried away by his theme, he forgot what he had done, and when he had finished his cherries he drank the water in which he so carefully had cleansed them!

Does not that convey a better idea of that delicious scene than a phonograph record of all that M. Pasteur said? E. F. Benson.

Show Your Appreciation.

Men need a word of encouragement now and then just as much as they need food. For as food is to the body, so is encouragement to the mind and heart. A worker who is discouraged is not half a man. And even the most liberal compensation can not take the place of a word of appreciation and encouragement given in the right spirit at the right time.

"That is a good job, Henry," said a business man to his clerk, who had just finished ruling a book for him. And the young man threw himself into his work with renewed energy and interest. The man never knew how much that slight word of approval meant to the clerk, nor how much it added to his enthusiasm.

Men and women crave the assurance that their work is meeting with satisfaction. To withhold that assurance when it is due is not merely poor business policy, but is also an injustice. Part of the compensation of every worker is the satisfaction of knowing that he is accomplishing something, and to withhold that satisfaction is often more grievous than to hold back money duly earned.

More and more must those in authority in business recognize the human element in men and women—the part the heart plays in the work. It is possible, of course, to say too much to a man, giving him an over-elated sense of his value, but the tendency seems rather in the other direction; men do not get encouragement enough. Waldo P. Warren.

The pulpit often mistakes the thunder for the shower of blessing.

The greatest shame of all is to feel none at things unworthy.

Carrying Out the Simile.

"They tell me Mrs. Bitterpill works like a beaver."

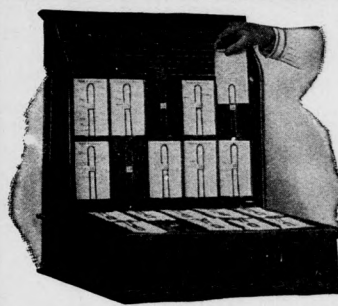
"Yes, I guess that's right. She fell in love with a perfect stick and has been chewing about it ever since."

SELL

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A Practical System for Handling Accounts!

The SYSTEM that handles your ACCOUNTS with the least expenditure of TIME.

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And gives YOU COMPLETE DETAILS and INFORMATION regarding your business.

That keeps your ACCOUNTS protected from FIRE.

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That assists YOU in COLLECTING your ACCOUNTS is The McCASKEY ACCOUNT Register System. Nothing to compare with it.

Don't you think it's about time to investigate?

Information is FREE.

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Mfrs. of the Famous Multiplex Duplicating Carbon Back Order Pads;
Also End Carbon and Side Carbon Pads.

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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

DRY GOODS

Weekly Market Review of the Principal Staples.

Domestics—The quest for these goods is, as may naturally be supposed, the strongest of all of the various fabrics. At the present interest centers largely in the duplicate orders received for napped goods. That an acute situation will be precipitated as a result of existing conditions is fully expected, and in a large degree being experienced. All lines interested in this department of the market merely add to their strength as the year grows older. Gingham, tickings and denims are exceedingly strong and daily growing more so.

Sheetings—These offer really the most interesting situation of the whole, among which six yard goods are by far the most scarce. It is well-nigh impossible to secure any of these anywhere in the market. In heavy goods the situation is different and prices are relatively low. According to the view one gets by a knowledge of market and mill conditions, it would seem as though the present were the best possible time for the advent of export business of a large character. As the volume of this business, however, is controlled altogether by their own home conditions sellers catering to this trade will be obliged to wait. However, when it does come it will come in volume, and will force a price issue that will astonish the best informed buyers.

Bleached Goods—These goods are practically in the same position as heretofore. While prices are quoted on some, many are still held at value, orders being received on no other conditions. Far-off deliveries comprise most of the attention being given them at the present time as spots are cleaned down rather closely. In spite of the high prices prevailing there is every possibility of further advances in the near future. As a matter of fact, they may be expected at almost any time. The question of where the goods are to come from for fall is really of more importance than anything else at the present. Conservative houses may have small quantities, but they are exceedingly small. This business, however, is being covered by these houses at the highest prices with very satisfactory results.

Hosiery—There are more signs of activity in this market this week than was the case last, although nothing to boast of, because of the unfavorable weather conditions with which business has to contend. For the most part sellers are not greatly displeased that such is the case, for what is true of underwear is true of hosiery in a certain sense, and in this particular instance it is absolutely so. It gives them a chance to catch up somewhat without having to contend with outside pressure. Some lines are eagerly sought for, tans in particular being in good demand. These will have a large call for fall and

winter wear also, but it is doubtful if anything can be done other than the changing of orders from staples to tans, as has been done before. To be sure, this will depend upon the extent to which the demand develops. While the present state of weather may have its advantages as far as affording a relief to sellers is concerned, it also upsets calculations to a considerable extent for the future.

Underwear—Surface conditions in this market remain as heretofore, quiet. Apparently there is nothing being done to speak of and really, so far as volume of business is concerned, there is not. Some sellers continue to show goods for spring, although it is a mystery to most houses how they can afford to take the risk with conditions as acute as they are in the market at the present time. As far as is known, none of the cheaper grades of goods are being shown and the fact that the movement is among a class of goods wherein the margin of profit is greater may account for what seems to be an unwarrantable risk-taking. It is manifestly impossible to use last year's basis of fixed charges in figuring out the market price of next year's goods because of the remarkable advances that have taken place in all supplies that enter into the construction of the finished fabric itself. As a basis of calculation it is generally conceded that in cheaper goods the increased cost of production will make it necessary to charge over 11½ per cent. more for next spring's article than was charged for this year's.

The Ups and Downs of Umbrella Selling.

This little story is accredited to Miss Phyllis Rankin, who in private life is Mrs. Harry Davenport.

"My husband and I went into an umbrella store a few days ago," says Miss Rankin. "A sign reading, 'Umbrellas, \$1 up,' was displayed in the window.

"How much down?" asked Mr. Davenport.

"All cash down," answered the salesman innocently. "This is not a credit house."

"But I mean how much do I have to put up for an umbrella put down?" asked Mr. Davenport.

"The salesman looked a bit perplexed. 'We have them for \$1 up,' he said.

"I know," replied Mr. Davenport, "but I don't want to buy one up; I want to buy one down. I can put it up myself."

"Oh," said the salesman, smiling gently, "you are speaking of the umbrella, while I am speaking of the price."

"And now I understand, too," returned Mr. Davenport, "it is the price that is \$1 up. Then it isn't exactly \$1 down."

"Exactly. But perhaps you would like to talk with the proprietor."

"The salesman hurried to the rear of the store and I overheard him explaining to his employer; also I heard remarks about an insane asylum. The proprietor came blindly forward and said, 'We storekeepers have our ups and downs, but'—At this we bought an umbrella and fled."

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.

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 \$27.00

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.

Proof That Most Employes are Honest.

Employes as a rule are honest even to doing their work in a manner that is faithful, putting forth their best endeavor for the good of the employer's business. It seldom is that a man will refuse to give the best there is in him. I have had considerable experience handling crews of solicitors and circular distributors, doing that most obnoxious of all work, house to house canvassing.

A case of a worker's honesty I have in mind. Last summer the firm that employed me was putting on a number of men doing house to house work. This solicitor commenced work on Thursday morning and finished out the remaining three days of the week. Saturday night his pay envelope contained a full week's salary. He reported the matter to our manager and refunded the money.

Several weeks later a new man whom we had put on Monday morning had made a draw the latter part of the week of \$3, which was something the firm seldom allowed, but as we were in want of men a point was conceded in his favor and he was given the money. Saturday night his pay envelope contained a full week's salary. This he reported and refunded the money.

A young man had borrowed small amounts from several of the boys—possibly \$2 in all—for solicitors as a rule seem to be broke always. At the end of his week he was called into the office and privately discharged, none of his fellow-workers knowing of his dismissal until he had received his pay envelope and paid his debts. Then he told them. Now this man was receiving a salary of only \$12 a week and had just lost his position and with nothing in sight but possibly a board bill when he reached his hotel, for his home was in an Eastern State. He could have passed out by another door and probably would never have seen a single one of the men again, but his own self-respect would not permit him to cheat them.

A negro porter who was drawing the magnificent salary of \$10 a week, commencing work at 6 in the morning and working until 8 or 9 at night, proved to be honest, although at first he got the benefit of the doubt the other way. The evening the ghost walked he claimed his envelope was \$2 short, but the cashier maintained it was impossible, as his cash came out even, and if he was \$2 short some one was the same amount over and that it was hardly likely that he would make two mistakes of the same amount in the same day. The porter stuck to his original statement, however, and the next morning the chief clerk reported that he had received \$2 more than was coming to him.

I was in charge of a crew of from five to fifteen men, doing house to house work. We were trying to break in a crew of six or seven good men for special work, and would take on anything we could get and try and whip it into line. As my men were raw material I was compelled to give them a demonstration or two and get them started as near right as possible; also see that they did not skip, but

get the territory covered thoroughly. When I would break in a new man I would start him out, then wait until he was out of sight and call at the places I had told him to work, and it was seldom that I found a man that deliberately had missed a house.

This was done while these men were working on a straight salary and their pay did not depend on the volume of business they brought in, neither did they have any idea that I would follow them. They would go to the top of a six or eight story flat building and canvass every family in the building, and the schemes that they would work to get past the janitor and elevator boy would fill a book. After once getting in the work was easy, as they would commence at the top and work down, and I always found the top flats worked as thoroughly as those on the ground floor.

I only have had two cases come under my personal observation in the last three years where an employe has proved absolutely dishonest, and I have had experience with a large number of men.

One solicitor I took out and gave two demonstrations to and thought I had him started off in good shape. Just before beginning work he told me he wanted to get a drink, and, as the day was hot, I thought it nothing strange, but directed him to a drinking fountain, and sat down in the shade to await his return, but he lost his nerve and failed to put in an appearance, carrying off with him several dollars' worth of material. When the goods were recovered he claimed sickness as his excuse for not returning.

One young man who had worked himself up from a small salary to a nice position and had gained the confidence of his firm, went wrong for a few hundred dollars. On account of his wife and family no effort was made to locate him or recover the money. It was the first time they ever had allowed him to handle their money and his first opportunity to prove dishonest, and he could not resist.

But I think the cases of dishonesty by an employe are rare, being brought about more by the existing conditions than a desire to prove dishonest at the start. R. A. Smith.

Ready To Address the Jury.

George Small, of Norway, Me., a painter, used occasionally to look upon "the ardent." At one time he was summoned to testify in a case in court. Being somewhat under the influence of liquor, his speech was rather thick, and, to make matters worse, he directed his conversation to the attorney questioning him, so the jury could not understand half of what he said.

Finally the judge turned to him and said: "Mr. Witness, speak louder, and address the jury."

"Upon what subject, your Honor?" asked Small.

The judge joined in the laughter which followed.

You can not find full truth until you obey the truth you have to the full.

IN BUYING BLANKETS

remember that the material from which they are made is one of the most important features.

Two blankets may look alike and feel alike, but if one is made of pure yarns only, while the other contains "cardings" and other adulterations, the first will be much warmer. It will last longer, too.

DEPENDON Cotton Blankets

are made of pure yarns—long fibre cotton—and especially felted. The yarn used in

DEPENDON Wool Blankets

is carded with particular care and is free from all impurities. Another point—the borders on all **DEPENDON BLANKETS** are especially attractive and artistic, and are found only on **DEPENDON BLANKETS**.

No extra charge for the pure yarns, nor for the special borders.

JOHN V. FARWELL COMPANY
CHICAGO, THE GREAT CENTRAL MARKET



Special Features of the Grocery and Produce Trade.

Special Correspondence.

New York, May 4—The awful weather is discouraging. Heavy overcoats are not at all burdensome and most of the time a strong, cold east wind prevails. From all over the country come reports of dismal weather, and if a change is not forthcoming there will be a lot of retrenchment in all directions.

The coffee market presents few features of interest. Buyers are taking small quantities and seem to be waiting to see what the future has in store for them. In store here and afloat there are 3,999,209 bags, against 3,796,923 bags at the same time last year. At the close Rio No. 7 is quoted at 63½@6½c. Mild grades are generally reported as meeting with a fair jobbing demand and the range of quotations is practically without change.

Sugar is quiet. The weather is decidedly "agin" any great consumptive demand and refiners, as well as all others interested, will welcome some springlike days. The general run for granulated is still 4.70c less 1 per cent. for cash. The raw sugar market shows a good deal of strength and an advance in quotations will occasion no surprise.

The tea market exhibits more confidence than heretofore, and with encouraging reports from Japan as to new crop there is a more hopeful feeling than has existed in some time. There is no change in the general run of quotations. As previously reported, certain low grade teas are still more sought after than some of the better sorts.

The supply of rice here is certainly not overabundant, and holders are not at all inclined to make concessions. Job lots are hard to find, and the outlook seems decidedly favorable for sellers. Choice to fancy domestic head, 4½@5¾c.

Spices sell mostly in small quantities, and while the jobbing trade is fairly satisfactory there is no rush of business. Supplies are large enough to meet usual requirements and quotations are practically without change.

There is nothing new in molasses so far as grocery grades of New Orleans are concerned. Good to prime are well sustained with a range of 27@35c. Blackstrap is meeting with good enquiry and tends upward, being quoted at 12c. Syrups are steady and good to prime are quotable at 19@23c.

In the canned goods district there is very much talk and no little anxiety as to the crops. Especially anxious are brokers regarding the yield of peas and the wires are kept warm carrying weather reports. In New York State pea planting is now from ten days to two weeks behind, and in Maryland the general season is said to be fully a month behind. Of course, the right sort of weather

would soon make amends, but the danger is increasing every day. There is a good demand for spot tomatoes if goods can be obtained at anything less than 90c; but desirable stock is not to be found below this figure and sellers are very firm in their views. Futures are rather quiet as the opinions of buyers and sellers are not altogether in harmony. Other canned goods are reported in somewhat light supply and business is accordingly limited in volume.

The butter market is being quite well sustained. The supply is not excessive and does not promise to be for some time. Quotations show little change but are well held. Extra creamery, 27@27½c; seconds to firsts, 26@27½c; held stock, 22@25c; imitation creamery, 23@25c; factory, 21@22½c; renovated, 22@25c, latter for extra stock, and packing butter, 18@21c.

Sales of old cheese are becoming limited because the supply is pretty well cleaned up. Most of the stock is in a few hands and full cream is still firmly held at 15c. New cheese is coming in a little more freely, but the weather is unfavorable and the quality of much of the stock is still anything but desirable, although improvement is appearing from day to day.

Receipts of eggs are lighter and the market is firm, with prime to fancy Western, 18@18½c; firsts, 17½@18c.

Joseph Durney, of the well-known San Francisco firm of Griffith-Durney, is here from a six weeks' trip to Europe. He went over partly to ascertain whether the effect of the "meat scandals" of last year had worn off, and finds that the trade has now reached about 80 per cent. of its former volume, and dealers generally report very favorably. So deeply prejudiced had the British consumer become that he would refuse to eat anything whatever that was put up in tins, carrying this rule even to the rejecting of crackers and baking powder, and living for some time on bread and cheese. This was absolutely true in many instances. He tired of this sort of "fodder" in due time and is now resuming his former habits. "The stocks of Alaska salmon on the other side," said Mr. Durney, "especially in London, are about exhausted," and he says the British stocks will be almost entirely exhausted by Aug. 1. Taking everything here and abroad into consideration, Mr. Durney thinks that every can of red Alaska salmon that will be packed this year will sell readily for at least \$1.10 per dozen f. o. b. coast, and this, he says, will leave the packer only about 6 per cent. profit. He also states that the situation on California tinned fruits in Great Britain is stronger than for years. From the present outlook, with apricots at \$70 a ton, the canned goods will have to sell at \$1.80 per dozen to have the packer come out even.

Hugh Orem, of the A. Booth Packing Co., has returned from a three months' trip to the Holy Land. His description of Jerusalem is most interesting and causes one to wonder how long civilized nations will permit that sacred city to remain the wretched, unsanitary, disease-breeding

spot it is. He states that the crops in the trucking regions of Maryland are fully one month behind the average of previous years.

Quality Which Requires the Most Careful Adjustment.

Can the average man save money? Certainly he can!

In this first short paragraph is embodied one of the greatest sociological questions of the time—a question that ever is rising for an answer and which ever is as unsettled as before.

Yet the plain affirmative in the second paragraph is not to be challenged in its direct truth.

Then, you will say, something must be wrong with the whole proposition. To which I give another as emphatic affirmative: "Why, of course there is—that is the whole trouble."

Like many another twisted great problem, this one of money saving has been bandied about by the unthinking until half its garrulous advocates do not know the first elements of true saving. As a first proposition they can not tell you what money is! Yet, arguing from a plane of lofty ethics, we hear them preaching the doctrine of saving to all men in all conditions of life, as if in the mere spending of less than one earns a man is showing his highest duty to society.

An ethical treatise on the saving of money! One might as well preach a virtuous sermon on the individual preservation of original sin. If ethics are to figure at all in the selfish proposition, let the question be not, "Can the average man save money?" Put it on the truly ethical basis, "Can the average man afford to save money?"

Not for a moment would society permit a man to save money at the cost of ragged, dirty clothing; he becomes a miser—meanest of human kind—when he hoards money at such a price.

Society will not countenance his saving if the means to it be the pinching of his family's stomach. At the moment a man is known to have a bank account, while in studied ways he is denying himself any of the necessities and many of the common luxuries of his position, society declares him an outlaw citizen.

Will the conventional preacher of frugality, then, explain just what he means when he urges the ethics of saving upon all men? For, manifestly, there are men in tens of thousands whose incomes from year to year barely suffice them in living decently from hand to mouth.

My own practical experience of the world in its fixed ways would prevent my preaching against saving. But I maintain broadly that no other one material doctrine is more inimical to true ethics than is the civilized and enforced necessity for saving. Simplicity and frugality always will be virtues; saving as certainly always will be one of the vices of community life.

But what is saving in its conventional acceptance? It is the having of stored wealth in excess of one's probable needs. It is the perversion of a natural disposition in one to live

well for himself and his family according to his means, and substituting for this same materialism a fetish worship of money. For a man merely to put aside money of the present in anticipation of a future necessity can not be called "saving" in its accepted sense; this is a duty which he owes to himself and to his family. It is when saving becomes hoarding that viciousness enters into the equation.

Two friends ate dinner with me a few months ago. Each of them was neatly dressed, and noticeably the trousers worn by each of them had been newly pressed. One of these men, whom I knew to be in poor circumstances, spoke jestingly of what a good job of pressing he had done the night before. I was expressing admiration of his economy and of his work when my other guest in bantering tones insisted that he, too, had done just as well by his own garment. But this I disputed warmly. Why?

For the reason that this second friend, worth several hundred thousand dollars, always has been a disciple of saving. He has narrowed under the influence of saving. This one blot of "closeness" in his nature is the thing that has estranged many from him, while I, knowing the many sterling qualities that enter into his manhood, often regret its presence. In the case in point it was meanness only which prompted him to save a quarter which in community fairness should have been paid to some tailor striving to make a living.

Here is that ever present menace of the spirit of saving.

It requires more character, more judgment, more sense of proportion, and more of the saving graces of life to determine just where and when and how much shall be hoarded in fairness and decency than are involved of these graces in almost any other relation in life.

"Can the average man save money?"

Any man who will be mean enough, selfish enough, hard enough, can save money. Can you doubt that statement for a moment? Haven't you seen a hundred examples of its truth?

But whether or not every decent, honorable, manly man can afford to try to save money—

That is something for the individual only to decide.

John A. Howland.

Keeping Up Appearances.

The tall man in the suit of faded black went into the first class restaurant and seated himself at a table in a far corner.

Lingering there a minute or two he rose stiffly and went to the cashier's desk.

"If a gentleman can't be waited on promptly in this place," he said, with a frown, "there are plenty of other places."

Then he strolled leisurely out, picking his teeth, and presently wended his way unobtrusively to the 5 cent lunch counter around the corner.

No great things are done by those who are unwilling to take pains with little things.

Solving Mystery of Matter.

All science has turned topsy turvy; the Copernicus of mind and matter theories has arisen and all that we have thought about matter has been denied, and all that we have not thought about matter has been proved. Ether is found to be the densest substance ever known and matter the flimsiest, least substantial, least solid. It will be seen, announces Sir Oliver Lodge, that the density of ether is something comparable to a billion times greater than water, and its intrinsic constitutional energy is correspondingly enormous. Matter is an excessively porous or gossamer-like structure, and the inertia of matter must be a mere residual fraction of the inertia of the incomprehensible, complex fluid of which it is hypothetically composed and in which it moves. What, then, does this theory of the ether all come to? That the material universe seems to consist of a perfectly continuous, incomprehensible, inextensible medium filling all space without interstices or breach of continuity, and as a whole completely at rest; as frictionless, moreover, and unresisting to all ordinary motion of matter through it as is the mathematical conception of a perfect fluid. But in spite of immobility it possesses that property of rigidity which is characteristic of what we call a solid. And its resiliency is so instantaneous and complete that the elasticity must be described as perfect. This theory was first propounded by Dr. Reynolds, of the University of Manchester, about a year ago. In Cooke's "New Chemistry" it is said of spatial ether that it is a medium so thin that the earth moving in its orbit 1,100 miles a minute suffers no perceptible retardation and yet endowed with an elasticity in proportion to its density a million million times greater than air. Thus are the dreams of the old Greek philosophers and of metaphysicians of all time fulfilled and verified by the descendants of the scientists who smiled at their fancies.

To Remove the Temptation.

"It is easy to see what ails you, Ferguson," said his family physician, after a brief examination. "You are smoking too many cigars. You will have to quit the habit entirely or you will be a nervous wreck."

"I'll do it, doctor," said Mr. Ferguson, "although that comes pretty tough. I have just laid in a box of Perfectos. Is there anything else you want me to do?"

"Yes. Eat plenty of nourishing food and spend as much time as possible in the open air. By the way, Ferguson, there is no reason why those cigars should go to waste. You may send them to me."

Natural.

"You must remember that ours was a summer engagement."

"That means if you see any one you like better you'll break it."

"Yes."

"And if I see any one I like better—"

"I shall probably sue you for breach of promise."

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.	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	5	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	60			
Jennings' genuine	25			
Jennings' imitation	50			
AXES				
First Quality, S. B. Bronze	6 00			
First Quality, D. B. Bronze	9 00			
First Quality, S. B. S. Steel	7 00			
First Quality, D. B. Steel	10 50			
BARROWS				
Railroad	16 00			
Garden	38 00			
BOLTS				
Stove	80			
Carriage, new list	70			
Plow	50			
BUCKETS				
Well, plain	4 50			
BUTTS, CAST				
Cast Loose, Pin, figured	70			
Wrought, narrow	75			
CHAIN				
Common	7 1/2 c.	6 1/2 c.	5 1/2 c.	5 3/4 c.
BB.	8 1/2 c.	7 1/2 c.	6 1/2 c.	5 3/4 c.
BBB.	9 c.	8 c.	7 1/2 c.	6 3/4 c.
CROWBARS				
Cast Steel, per lb.	5			
CHISELS				
Socket Firmer	65			
Socket Framing	65			
Socket Corner	65			
Socket Sinks	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	12	13	14	15
List	13	14	15	16
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	45
3 advance	70
2 advance	70
Fine 3 advance	15
Casing 10 advance	15
Casing 8 advance	15
Casing 6 advance	35
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, Nickleled	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
2 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 10

Jugs

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

SEALING WAX

Pontius, each stick in carton.....	Per doz. 40
------------------------------------	-------------

LAMP BURNERS

No. 0 Sun	35
No. 1 Sun	40
No. 2 Sun	40
No. 3 Sun	57
Tubular	50
Nutmeg	50

MASON FRUIT JARS

With Porcelain Lined Caps

	Per gross
Pints	4 45
Quarts	5 80
1/2 gallon	6 70
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	2 00
No. 1, Crimp top	3 25
No. 2, Crimp top	4 10

Lead Flint Glass in Cartons

No. 0, Crimp top	3 20
No. 1, Crimp top	4 00
No. 2, Crimp top	5 00

Pearl Top in Cartons

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

Rochester in Cartons

No. 2 Fine Flint, 10 in. (85c doz.)	4 60
No. 2 Fine Flint, 12 in. (\$1.25 doz.)	7 50
No. 2 Lead Flint, 10 in. (95c doz.)	5 50
No. 2 Lead Flint, 12 in. (\$1.65 doz.)	8 75

Electric in Cartons

No. 2, Lime (75c doz.)	4 20
No. 2, Fine Flint, (35c doz.)	4 60
No. 2, Lead Flint, (95c doz.)	5 50

LaBastie

No. 1, Sun Plain Top, (\$1 doz.)	5 70
No. 2, Sun Plain Top, (\$1.25 doz.)	6 84

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 Nacelas	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.....	55
No. 0 Tub., cases 2 doz. each	55
No. 0 Tub., bbls. 5 doz. each, per bbl. 2 25	25
No. 0 Tub., Bull's eye, cases 1 dz. e. 1 25	25

BEST WHITE COTTON WICKS

Roll contains 42 yards in one piece.

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

COUPON BOOKS

50 books, any denomination	1 50
100 books, any denomination	3 50
500 books, any denomination	11 50
1000 books, any denomination	20 00

Above quotations are for either Tracer-man, 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	5 00



Importance of Fine Appearance of Butter.

Buttermakers should keep in mind the importance of a fine appearance of their butter. Over and over again I hear this matter discussed, and frequently hear the statement that if such and such a thing was not so the butter would command more attention.

For instance, I was looking over a lot of butter in one of the large houses and was attracted by some unpleasant remark made by the salesman. At once I went over to where he was fixing up a shipment that came in that morning and which had just been shown to a buyer and rejected. The quality was not what he wanted, but the buttermaker had injured the appearance by plastering a lot of salt on top of the butter. The capcloth was put on all right, but there was anywhere from a half to a pound of salt on the top of each tub. This had been wet and then partially dried out so that it lay on the butter in cakes, and when the capcloth was rolled back the salt piled up in an unsightly mass. This is an extremely objectionable thing and should never occur. That method of packing savors of the old days when there were no refrigerator cars in which to bring goods to market, and when it was thought necessary to cover the butter with a thick layer of salt to preserve its flavor. Under modern methods of handling the stock this is entirely unnecessary. Besides injuring the appearance of the butter when shown it affects the tares, and is sometimes a source of trouble. Just a little salt sprinkled over the cloth gives the best results.

Then the proper adjustment of the liners is of much importance. Some buttermakers do not seem to get the knack of turning the paper over the top of the butter, say from a half to one inch before the capcloth is put on. Not infrequently the cloth is put on first and the paper turned down over this. A moment's thought ought to show how wrong that is. Before the cloth can be partially removed in order to bore the butter the parchment has to be rolled back, and this can not be done without tearing the paper. Some shipments come here with the liners hanging over the outside of the tubs. The paper gets dirty and ragged and spoils the appearance of the lot.

Use every possible effort to keep the outside of the tubs clean. Store them in a clean place, see that the wagon is swept out before loading the shipment at the creamery and cover over with blankets or tarpaulin to keep off the mud. Be careful to find a clean place on the depot platform on which to put the tubs before they are loaded into the cars.

Still another thing should have attention: This is the season of year when creameries are contracting for their season's supply of tubs. Be sure that no tub manufacturer pawns

off a lot of poor tubs on you. Simply refuse to take them. The saving of a few cents a tub for a cheaply made package may cause a loss of several dollars before the butter is sold. In these days of fast freight service, when the cars are equipped with air brakes and often run at a speed of thirty miles or more an hour, it takes a better made tub to stand the racket than it used to. The strongest and best built tubs are none too good to insure safe carriage to market. I know of no more discouraging sight than a lot of butter being unloaded at a wholesale store, with hoops or rims broken and parts of the covers gone. Such a thing comes under my observation far too often, and I know of no way of avoiding it except by securing the best tubs in market.

In calling attention again to these matters I want to impress upon buttermakers and creamery managers the importance of looking after all of the things that count in the appearance of the butter when it comes to market.—N. Y. Produce Review.

Why Not Be a Top-Notcher?

A top-notch is simply an individual who works for the institution of which he is a part, not against it.

He does not wear rubber boots and stand on glass when he gets orders from the boss. He is a good conductor, and through him plays the policy of the house. The interests of the house are his—he is the business and he never separates himself from the concern, swabbing the greased shute by knocking on the place or management.

A top-notch never says inwardly, or outwardly, "I wasn't hired to do that," nor does he figure to work exactly eight hours, and wear off the face of the clock.

He works until the work is done and does not leave his desk looking like a man of San Francisco after the shake-up.

As a general proposition I would say that top-notchers and cigarette-ists are different persons. A top-notch prizes his health more than a good time, so he has a good time all the time. Sore heads and bellikers are usually suffering from overeating, lack of oxygen and loss of sleep. * * * *

If you want to be a top-notch beware of the poker proclivity and the pool-room habit—otherwise destiny has you on the list.—Philistine.

Locating the Guilty one.

Tommy had been punished. "Mama," he sobbed, "did your mama whip you when you were little?"

"Yes, when I was naughty."

"And did her mama whip her when she was little?"

"Yes, Tommy."

"And was she whipt when she was little?"

"Yes."

"Well, who started it, anyway?"

He Knew His Friend.

"Speaking of borrowing, I have an acquaintance who has had a brand-new overcoat of mine for a long time and he won't give it up."

"Who is it?"

"My tailor."

Redland Navel Oranges

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

THE VINKEMULDER COMPANY

14-16 Ottawa St.

GRAND RAPIDS, MICH.

Clover and Timothy

All orders filled promptly at market value.

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

A New Commission House

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

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

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

Butter, Eggs, Potatoes and Beans

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

R. HIRT, JR., DETROIT, MICH.

L. J. Smith & Co.

Eaton Rapids, Mich.

Manufacturers of

Egg Cases

And Egg Case Fillers

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

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

AGRICULTURE.

Wonderful Results Accomplished by That Department.

The Department of Agriculture at Washington was created in 1847 and a single desk in the Patent Office was devoted to its use. The object of the Department was mainly the distribution of seeds. Its work and scope developed slowly and continued as a branch of the Patent Office until 1862, when it was made a separate department, and President Lincoln appointed as its first head the Hon. Isaac Newton.

The Department has developed in to astonishing magnitude within the past fifteen years. Secretary James Wilson is one of the cabinet officers, a force of 5,000 people is employed, and \$6,000,000 is expended annually, while millions of copies of reports, farmers' bulletins and year books are sent throughout the country every year, giving the results of its work. The work of this Department affects every individual in the United States. About 2,500 people are employed in Washington one-half of whom are scientific men, and the results that they are reaching are marvelous. To take up the work of a single one of the several bureaus and treat of it briefly would require a paper of considerable length.

The Bureau of Animal Industry spent about 220,000 in 1904 in stamping out foot and mouth diseases and is estimated by Secretary Wilson to have saved the country half a billion dollars.

The Bureau of Plant Industry spends \$600,000 annually in studying the diseases of plants and doubtless saves every year five times that sum. During the past five years this Bureau has spent about \$10,000 on Sea Island cotton diseases, and an industry worth from a quarter to a half million dollars annually to this country has been restored.

The sum of \$3,000 has been spent annually in encouraging rice growing in the South and, as a result, a new industry has been established, and America produces more than five hundred million pounds of rice, an increase of 35 per cent. in the past four years. This Bureau has spent \$10,000 in introducing and exploiting macaroni wheats. The division in physiology and pathology of this Bureau has found that jute can be grown with profit in the South and flax in the Puget Sound country.

The Department has been doing wonderful work in the field of agricultural chemistry and the treatment of soils to make two blades of grass grow where one grew before. Efforts are being directed toward the production of new and hardy varieties of oranges, so that it will be possible to grow this fruit successfully in every Southern State. New fruit crops, like the date and fig, have been introduced in our Southwestern deserts. New varieties of fruits, grasses and forage crops have been secured.

The Department has been of incalculable benefit in the introduction of various fungicides for black rot, smut on cereals and diseases of the potato and other plants. The early attempts made to introduce the European

grapes here were not successful, owing to mildew and black rot. Then the wild native grape was cultivated, but that was also attacked by mildew and rot. In 1885 the Department entered into an aggressive campaign to meet this problem. Then an accidental discovery was made in France that was of great importance. Mildew was destroying the French grapes also, and there was another pest, namely, boys and other pilferers, who stole from vineyards near the roadsides. To prevent theft the Bordeaux mixture of sulphite of copper and lime was prepared and sprinkled over the vines. It was soon found that vines so treated were cured of mildew. Our Department of Agriculture quickly utilized this discovery, making many experiments and establishing the value of Bordeaux.

Other accomplishments of almost a sensational nature have been achieved by the Department. Through the introduction of lady bugs from Australia the orange industry of the coast was saved from destruction by white scale. Another species of lady bug was imported and placed in the olive groves of California. By this means the black scale was wiped out and the olive industry made secure.

Many attempts had been made to grow Smyrna figs in California, but the fruit always dropped off before maturing. The Department found that the fig was fertilized by pollen of the wild fig, carried by a little fly. Some of these insects were imported and the experiment proved successful. Other foreign fruits, grains and nuts are being introduced.

The Bureau of Forestry is accomplishing wonderful results. Millions of acres of vacant public lands suggested for forest reserves are examined every year and planting plans suggested for large areas in the majority of the states. By expending ten to twelve thousand dollars annually the Bureau has increased the production of turpentine about 40 per cent.

The Bureau of Soils is expending over \$200,000 annually, and of this sum \$25,000 has been spent in encouraging the growth of Cuban tobacco in the United States. This has been proven successful. The Bureau has demonstrated that alkali lands may be reclaimed at a cost of \$15 to \$20 an acre and, when reclaimed, these lands are worth \$75 to \$150 per acre.

Seeds are tested, soils examined and diseases diagnosed. The Department is spreading knowledge in regard to food values, is fostering the good roads movement, establishing experiment stations and as an agency of the greatest good to the greatest number seems to stand at the head among the great departments of the Government.

The Weather Bureau alone, with its chain of stations and system of prompt reports reaching into country homes every day, is alone worthy of highest commendation. And when one looks at the work of the Department in toto he is amazed that so much can be done with such slender appropriations of money.

Almond Griffin.

The only people who insist on class barriers are those who are too small to see over them.

It is possible to be a connoisseur of sermons and still be far from a saint.

We want competent
Apple and Potato Buyers
to correspond with us
H. ELMER MOSELEY & CO.
504, 506, 508 Wm. Alden Smith Bldg.
GRAND RAPIDS, MICH.

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 & Carmer - - - **Grand Rapids, Mich.**

ESTABLISHED 1876

FIELD SEEDS

Clover and Timothy Seeds. All Kinds Grass Seeds.
Orders will have prompt attention.

MOSELEY BROS., WHOLESALE DEALERS AND SHIPPERS
Office and Warehouse Second Ave. and Railroad.
BOTH PHONES 1217 GRAND RAPIDS, MICH.

W. C. Rea

A. J. Witzig

REA & WITZIG

PRODUCE COMMISSION

104-106 West Market St., Buffalo, N. Y.

We solicit consignments of Butter, Eggs, Cheese, Live and Dressed Poultry
Beans and Potatoes. Correct and prompt returns.

REFERENCES

Marine National Bank, Commercial Agents, Express Companies; Trade Papers and Hundreds of Shippers

Established 1873

Butter

We would like all the fresh, sweet dairy
butter of medium quality you have to
send.

American Farm Products Co.
Owosso, Mich.

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.



SUCCESSFUL SALESMEN.

Will Jones, Representing the Lemon & Wheeler Company.

None of any class of the adopted citizens of the United States more readily adjust themselves to American peculiarities and methods of doing business than do the people who come from our neighboring province of Ontario. With practical common sense to direct them, and with a native business sagacity that enables them to seize on any main chance that comes within their grasp, backed by an energy and steadfastness unmatched by any other race, the newcomer goes immediately to work to better his condition and usually makes progress from the start and attains a successful business status in a remarkably short space of time after crossing the line. He does not stop to grumble because America is not like Canada, nor does he try to make conditions here conform to those of the Fatherland. He seems instantly to take things American as he finds them and endeavors to make the best and the most of the situation with fine adaptability.

This capacity for quick assimilation places the Canadian in a position of great advantage the moment he becomes a resident of the States. Usually being a man of vigorous physical constitution and clear understanding he is able to take hold of any work or enterprise that is presented to him. Arrived here, he seems to have no choice of occupation, except that he doubtless would prefer such employment as he was trained to in the land of his birth. But he does not wait for the opportunity to seize upon his choice but tackles the first occupation that will bring him remuneration, and from that starting point follows the lead of the most favoring circumstances. In the pursuit of his earnest object of getting on in the United States he adapts himself to any locality, any chance of advancement, any sort of work that confronts him, and his intense earnestness and singleness of purpose assure him of greater success than comes to the majority of men of other nationalities. That is to say, it probably can be said that a larger percentage of American citizens of Canadian origin are thrifty and successful than that of other nationalities that reach our shores in the quest for new homes.

The foregoing reflections have been suggested by reviewing the career of the man whose portrait appears on this page—a man who has made his mark in the business life of this State by reason of the admirable and sterling traits of character that so strikingly distinguish his race.

William Jones was born on a farm near Forest, Ontario, Jan. 17, 1855, his antecedents being English on both sides. He attended country school as a lad and completed his education at Albert College, Belle-

ville. His first venture in commercial life was a clerkship in the general store of his brother, Thomas Jones, at Forest. After two years' experience in this establishment he engaged in the grocery business on his own account in Forest, selling out two years later to remove to Chicago, where he re-engaged in the grocery business at 124 Lincoln avenue. After conducting this business a year he sold out and went on the road for J. H. Huyck & Co., manufacturers of extracts. He was assigned Michigan as his territory and removed to Grand Rapids in order to be in close touch with his trade. Two years later he was promoted to the position of jobbing salesman for Michigan, Ohio, Indiana, Pennsylvania, West Virginia, New York and Ontario. After covering this field two years he resigned and entered



the employ of Bulkley, Lemon & Hoops, the exact date being Feb. 23, 1886, and he has remained with the house through the various changes it has undergone, celebrating the twenty-first anniversary of his connection with the house on Feb. 23 of this year. His territory has been changed from time to time to conform to changing conditions, but he is now calling on considerable of the trade which he has handled for the past twenty years. Mr. Jones retires from his present position on June 1 to take the position of Treasurer and Manager of the Michigan Sand and Lime Brick Co., which is now erecting a plant northwest of the D. & M. Junction.

Mr. Jones was married about twenty-five years ago to Miss Carrie Odell, of Armada. They have one daughter, Isla H. Jones, who is a graduate of the Grand Rapids High School and the literary department of the Michigan University, including special courses on psychology and anatomy. They reside at 318 Madison avenue.

Mr. Jones is an Odd Fellow and a member of the Royal Arcanum, the Michigan Knights of the Grip and the Western and Illinois Traveling Men's Associations.

Mr. Jones attributes his success to conscientious and steady work. He has no hobby but trout fishing. It is said his association with lumbermen during the past twenty years has

given him a knowledge of timber enjoyed by few traveling men. This knowledge has enabled him to make several very fortunate investments in the past. About two years ago, while on a trip to California, he purchased a large tract of pine and fir timber, which has doubled in value since he purchased it, and which he confidently expects will yield him a handsome fortune within the next dozen years. Mr. Jones also has other investments of a lucrative character and is very generally regarded as one of the best exponents of the successful salesman, both for himself and his house, to be found in the State of Michigan. He is affable in manner, courteous at all times and under all circumstances and thoroughly reliable in every respect. His retirement from the Lemon & Wheeler Company is a matter of general regret, both to his house and his trade.

Only One Lock Burglar Proof.

"There's only one lock in the world that I can't open if you'll give me a few minutes at it, and as for ordinary door and drawer locks, I'll open them as easily as if there was no lock there. Any expert burglar can do the same."

The foregoing statement was made by an experienced locksmith of Boston.

"Few persons know how insecure their homes are," he continued. "Few persons realize that the average lock is absolutely worthless for keeping out an experienced burglar. The ordinary door lock is good for nothing but reminding casual business or social callers that they must ring to be admitted. None of these ordinary door fasteners—and that's the best you can call them—will deter a burglar two whole minutes.

"If there's no key in the lock, he inserts a pair of pincers, and in ten seconds has it opened. Understand me—I am speaking of the experienced burglar. The clumsy burglar is the one who gets into trouble. He'll fumble around with a lock until somebody hears him.

"There is only one unpickable lock made. That's the six-pin lock used by the Government. It will defy any expert. There are six little steel pins in the lock, which have to be raised just a certain distance to open it. Some of the pins are one-fourth of an inch long and some of them a half inch. If one of the pins lack

even a hair's breadth of being raised the proper distance the lock will not open. It baffles all the experts."

This locksmith is so expert he can open the majority of the safes by putting his ear to the combination and listening to how the tumblers click into places as he turns it.—Boston Globe.

A Strained Explanation.

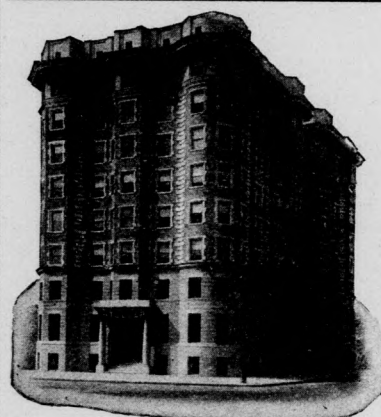
Fair Bargainer—I tell you that I wear a number two!

Clerk—But, madam, this shoe that you just took off is a number four.

"Yes, I know, but it has stretched horribly."

The Servant Question Solved

There is a solution you may not have thought of in the excellent menu and homelike cooking at Hotel Livingston.



HOTEL TULLER

Detroit's newest and finest hotel. Absolutely fireproof—partitions, stairways, etc.

CONVENIENT—Only one block from Lower Woodward, on the west side beautiful Grand Circus Park, corner Adams ave., W.

ROOMS—Steam, bath, electric lights, \$1.50 up. PLAN—American and European. Fine popular priced cafe. Elegant Am. dining room.

DINNER—Served 6 p. m., six courses, 50c. Sunday, 75c.

CARS—Take Woodward, Grand River or Fourteenth street. Get off Adams avenue.

MUSIC—Until 12.30 p. m.

Make The Tuller your home while in Detroit. Colored souvenir postal of hotel and park and illustrated brochure mailed on request. Address Tuller Hotel, Detroit.

One Hundred Dollars in Gold

The Michigan Tradesman proposes to distribute \$100 among the traveling men who secure the most new subscriptions for the Michigan Tradesman during the present calendar year, as follows:

\$50 For the Largest List

\$25 For the Second Largest List

\$15 For the Third Largest List

\$10 For the Fourth Largest List

Subscriptions must be taken on the regular order blanks of the company, accompanied by a remittance of not less than \$2 in each case. For full particulars regarding this contest and a full supply of order blanks address this office. This contest is open to all traveling salesmen, without regard to line, location or territory.

SUCCESSFUL SALESMEN.

U. S. Silbar, Representing the Grand Rapids Paper Co.

Three important crises mark the life of the average man. The first of these comes when long trousers are donned, the second when he marries some woman who he is sure is far too good for him, and the third when he engages in business on his own account. The remainder of life constitutes the commonplace filling in between these important upheavals. These three are the decisive epochs dividing time into sections of "before I put on my first trousers, before I was married, before I engaged in business."

Man can not live from one epoch recording point to another with faculties dormant, animation suspended. He must do his part, those thousand and more every day duties which make the filling in between the partitions of life—the cradle, long trousers, the altar, engaging in and retir-



ing from business and the grave. The dimensions of life are established by the quality of the filling, and of the quality of this filling no one is able to speak with absolute certainty.

There is left for the satisfaction of investigators the right or privilege of contrasting the visible accomplishments of one individual with those attained by others.

Ulysses S. Silbar was born April 14, 1876, in Milwaukee, his antecedents for several generations being American. He was the fourth child in a family of seven. When he was 17 years of age he graduated from the Milwaukee high school on the scientific course. He then studied law in the Milwaukee Law Class for two years, at that time contemplating practicing it. He was obliged to forsake this idea, however, on account of ill health and entered the wholesale establishment of the Dahlgren & Imbusch Co. as book-keeper, in which capacity he served the house two years, when he became salesman for the company, traveling in Wisconsin for four years. In 1899 he resigned to take a position in the legal and claim department of the wholesale wooden ware house of Felix & Marston, of Chicago, with whom he remained until they sold out to the Samuel Cupples Wooden Ware Co.,

of St. Louis. He then represented the Chicago branch of this company and assumed the duties of jobbing salesman for the wholesale grocery trade of Michigan, which he continued for seven years. At this time Mr. Silbar removed to Grand Rapids in order to be in closer touch with his trade.

Mr. Silbar is now connected with the Grand Rapids Paper Co., being a stockholder, director and Vice-President of the company. He will cover the large trade of the State.

He was married June 1, 1905, and has one child 7 weeks old. The family resides at 451 South Lafayette street.

Mr. Silbar is a member of the Illinois Traveling Men's Accident Association and also of the Western Travelers' Accident Association.

He attributes his success to hard work and strict attention to business. He has but one hobby, and that is amateur theatricals. He is a member of the Shakespearian Society of Chicago and can recite Hamlet and Romeo and Juliet without the aid of book or prompter. He believes in keeping his own counsel, but is not secretive in an opprobrious way. Cunning has no part in his dealings with his trade. His business methods have made for him many friends among the large trade of the State. There is nothing of the "hail fellow, well met" in his character, yet the many very substantial friendships he has built up stand as a tribute to his sterling worth.

Education, practical and classical, on both sides of the Atlantic, together with observations in all parts of the civilized world, has gone into the making of "Jack" Broderick as a commercial traveler and inventor. Ernest N. Broderick is his real name, and possibly the minister used it when he joined him to a pretty helpmeet some time ago. Everybody else calls him "Jack." He is close to a six-footer and goes some toward good looks. He is also a good hustler. Broderick was born in England and came to this country when a child, his father living in Philadelphia. When it came time for college he went back over the water and finished at Cambridge with the distinction of junior wrangler. Then he went out to wrangle with the world. He went to India, China and other Eastern countries, and Central and South America as representative of a mechanical rubber goods concern, looking after raw materials as well as sales and investigating coffee and other products on the side. In 1900 he turned his attention to automobiles and took a full course of three years in a factory in Cleveland. After this he went on the road for carburetors and findings. His contact with the business led him to invent a successful carburetor of his own, which he manufactures in Detroit, attending to the sales himself. He personally sold 25,000 of the device last year. Mr. Broderick is an Elk and a Mason. His home address is 104 John R. street, Detroit.

Your credit in heaven depends on earth's debts to you.

THE DRUMMER.

The Public Can Not Get Along Without Him.

Bay City, May 7—Webster gives the definition of the word "drummer" as a soldier whose office is to beat the drum in military exercises and marching.

This is not the kind of a drummer I am writing about. The one I have in mind is the commercial traveler. He may be well called a drummer, for as he goes up and down through the land he is eternally drumming for trade for his house. And I want to say a word about his faithfulness: A more faithful set of men does not exist. Early and late, in sunshine or storm, it is all the same to him. You will find him everywhere that a bit of trade for his house can be found. On the main line of trade, in the by-ways of the country, the roads are never too bad, the hotels never so poor but he will brave them in the hopes of getting orders for his house. His smile is perennial, his good nature inexhaustible and his laugh is cheery. It is like a contagion. It is catching. His motto is, "Smile and the world smiles with you, but be grouchy and you will be lonesome."

For twenty years I have been meeting commercial travelers, some good and some bad and some indifferent, but the large majority were genial, whole souled fellows, who carried their hearts on their sleeves where the whole world could see them. They were in love with life and were glad of it and wanted the world to know it. They did not believe in keeping a good thing all to themselves, so they were willing to share their optimism with all with whom they came in contact.

But the traveling man is human. He longs for home and wife and baby just the same as other men do, and he longs for congenial company, so who can blame him if he sometimes is just a bit blue. To see some customer he misses his connection late Saturday and, instead of spending Sunday at home, lays over at some inferior country hotel and puts up with a poor bed and poorer meals. As he is a philosopher, he accepts the situation with a smile. All of this just for a chance to book an order for his house.

Your traveler is sometimes looked upon with suspicion by the merchants of the small towns and in the country, but by far the larger number of small merchants consider him their trusted friend. And so he is. They ask his advice in regard to buying, and a good salesman will always give the advice sought honestly, regardless of the fact that it will shorten his order considerably for the time being, for he realizes the fact that to overload the merchant means a loss of orders in the future. The traveler knows that an order each time he calls on his trade is better for himself and better for the merchant than to take one large order that stocks the merchant for several months, who daily looks at the goods piled on his shelves and makes a mental note of the fact that the drummer got the best of him that time, but he will not do it again if he knows himself. So

it seems to me that a good salesman will caution a buyer against overloading.

I have given you my thoughts on the traveler so far, but now I want to say a few words about his organization, the Michigan Knights of the Grip:

Nearly all traveling men are members of this order. There are several reasons for this, the principal one, no doubt, being the insurance it affords him, for the traveler realizes the fact that he is always liable to an accident, and as he thinks of the loved ones at home it is a satisfaction to know they are protected by his insurance. Then the social side of the organization appeals to him, for the traveling man is a social fellow and he looks forward to the meetings of the Michigan Knights of the Grip as a chance to meet the boys, renew old friendships and have a general good time.

The traveler has the reputation of being a good story teller, and at these meetings he full yestabishes the fact that for once the reputation of the traveling man was gauged rightly, for he keeps all of his choicest stories for these occasions.

There is still another side to the benefits he confers on his house and the general public: But for the Michigan Knights of the Grip and the United Commercial Travelers of America the railroads would still have it all their own way, but, thanks to their individual efforts and the way they have educated the public, we have the two cents a mile law, for which they have striven for several years.

In closing I will say, as I look the field over, I do not see how the public could afford to try and get along without the drummer or the drummer without the Michigan Knights of the Grip.

M. C. Empey,
Director M. K. of G.

A Kalkaska correspondent writes as follows: Fred W. Hastings left Saturday for Chicago, where he has accepted a position as traveling salesman with the Arbuckle Coffee Co. Mr. Hastings' headquarters will be at Lansing, and his family will remove to that city as soon as school closes. Mr. Hastings has for some time past represented the Michigan Maple Syrup Co., of this place, on the road.

When Will Jones retires from the Lemon & Wheeler Company, at the end of this month, he will be succeeded by W. G. Cook, who was formerly pick-up clerk for the Clark-Jewell-Wells Co. and who has since traveled on the road for the Washburn-Crosby Co.

F. B. Wolcott, dealer in flour, feed and grain, Romeo: Find enclosed \$2 for your paper for another year. We could not get along without it. We think it is a necessity for any business man and very instructive for any one to read.

You can not knit the souls of men with soft sawder.

Kindness is the sign of divine kinship.



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.

Good and Bad Features of a Druggist's Career.

The assistant registered pharmacist or drug clerk works longer hours perhaps than any other clerk, if he is employed in a drug store outside of the business district. Notwithstanding the fact that he has passed the State examination and is qualified to fill prescriptions, his is more or less porter's work if he is employed in the average residence neighborhood drug store.

He begins work at 7 o'clock every morning and does not leave the store until he closes up at 12 in the evening, with the exception of going out for his meals and delivering prescriptions in the neighborhood. During the week he is allowed one afternoon and one evening off, but seldom is away from the store on Sunday. This is the busy day of the week in the outlying establishments. The clerk who has no chance to attend religious services is kept busy accommodating the patrons, selling the sterner sex cigars, and the women telephone slugs, soda water, face powder, and what not.

On week days the first duties for the clerk are to sweep the floor, shine up the show cases, replenish the stock cabinets and get everything in shape for the day's business. On Saturday mornings his work is diversified and the usual grind is supplemented with the job of window trimming. This means that the windows first must be washed and the work usually is done by the clerk. Dressing the windows takes up all his time in the morning and the work is tedious, but it is enjoyed by the clerk, who is pleased to take his mind away from the routine work.

When he is not busy filling prescriptions he works on stock goods, such as quinine capsules, seidlitz powders, tooth powders, magnesia waters, tinctures and elixirs. The only prescriptions that the assistant registered pharmacist can not compound excepting under the direct supervision of the full registered pharmacist, who in most cases is the proprietor, is one that contains a poison. With all the others he is given free rein and perhaps over 50 per cent. of the prescriptions are filled by the assistant.

One bad feature of the drug clerk's life is the long hours. Another is the running and chasing that is done to

accommodate customers who buy goods on which there is no profit—stamps and telephone slugs. Drug stores also are regarded by the public as information bureaus, and if the poor drug clerk does not have the proper information the inquisitor is offended and leaves the place in disgust.

Women are the most trying customers for the clerk, for they carry their shopping tactics even to the drug store. A woman will rummage through the stock, asking prices on all goods, and, after having used ten or fifteen minutes of the clerk's time, buy a sponge or some other article for 5 cents. In four cases out of five when a woman uses the telephone she must have the clerk's assistance in getting her number and when she has it she will hold down the booth for the limit—five minutes—while the clerk has to pacify those who are waiting to use the phone.

Comical incidents are bound to come to the notice of the workers in the drug trade, especially in the downtown district, where so many different classes of people are going in and out at all hours. In a well known place not far from the city hall an amusing incident happened which kept the clerks in good humor for a week.

A peanut penny in the slot machine was the cause of all the trouble. A prosperous business man stopped in front of the peanut machine one day, dropped a penny in the slot, and waited for the peanuts. Something was wrong with the machine and the peanuts failed to materialize. Rushing into the store, the angered merchant reported the condition of the machine to the proprietor, who was busy at the time waiting on a customer. He told the angry man that he would fix the machine just as soon as he was through with the customer.

This angered the peanut lover still more, and he ran outside, picked up the machine, threw it through one of the large plate glass windows, and then took to his heels. He was a big man weighing nearly 200 pounds, and the druggist caught him before he was a block away. He was made to come back to the store and give the druggist a check for \$50 to cover the damage to the window.

Not all incidents are comical—some are the most tragic—and the drug store floor often becomes the death bed of the unfortunates who are stricken in the streets. The druggist volunteers his services to people who become suddenly ill or who have been injured, and the clerks work as hard and as faithfully as the boss to alleviate the sufferings of the wounded and unfortunate.

In summertime the clerk's work is harder than during the winter, for in most of the places he becomes the ice cream soda dispenser. After 7 o'clock he is kept busy waiting on soda customers until the time to close, which is 12 in most places.

Seventy-five per cent. of the assistant registered pharmacists become proprietors. It is easy to start in business and takes little capital of a man has a good reputation. Getting a good location is the hardest part of start-

ing in business. The fixtures can be bought on time and the drug companies will sell drugs on credit to the man with a good character. Cigars can be bought in the same way as drugs, so the expense of starting in the drug business is small when compared to other lines.

To become a full fledged druggist with a place of his own is the ambition of three-fourths of the clerks. They endure the long hours, the small wages and the abuse of the customers with the hope of some day having assistants of their own. When they become druggists their troubles do not end by any means; according to one druggist, a man who has been in the business for ten years and is not a grouch is a wonder.

Frank J. Brown.

Belladonna Dispensed for Laudanum.

An accident of this kind in England resulted fatally and the case is attracting wide-spread attention. It seems that an unregistered apprentice was directed to take a shelf bottle for laudanum to the basement and refill it. He got hold of the belladonna liniment stock bottle in place of the one containing laudanum. No one noticed the error until a death resulted from dispensing the belladonna liniment when tincture of opium was wanted.

During the trial several interesting points were developed, which are of as much importance in this country as in England. It was argued by the prosecution that belladonna and opium each have a characteristic odor, which should alone be sufficient to identify them and to distinguish between them. This being the case, a mistake similar to the one made must be charged to criminal negligence.

As far as we have observed the State Boards of Pharmacy find a greater number of their applicants in this country deficient in the ability to recognize drugs, galenicals and chemicals than in any other branch of the examinations. Some retail druggists and many applicants for registration contend that the Boards of Pharmacy are unnecessarily severe in this feature of the examinations. The English dispensing error is a good case in point for the Boards of Pharmacy to use in defending their position. We believe that a competent pharmacist should be able to recognize, without difficulty, all of the common drugs, preparations and chemicals which have characteristic odors, colors or taste which are sufficient to readily distinguish them.

Our readers in this country will also be interested in the point made by the prosecution that the person in charge of a drug store must not only be in actual charge, but also give personal attention to all details involving such important transactions as the refilling of shelf bottles with potent preparations. If the proprietor, or the one in charge leaves the work entirely to an unqualified assistant or apprentice, he might just as well absent himself altogether from the place of business. It is not sufficient to merely be present, but the law requires that he shall con-

stantly exercise his judgment, skill and professional ability to avoid mistakes. It is really remarkable that a proprietor who would not think of permitting an apprentice to count the money in the cash drawer, make up the sales, or make out a bank deposit slip without rechecking his work, will deliberately entrust him with the responsibility of refilling a shelf bottle without verifying his work. We trust that all pharmacists who read this will remember that.

Keep a Mailing List of Your Customers.

If you notice a newcomer to your store make it a point to find out his name and address; if he lives in your locality or his business interests are in your district he may be valuable to you.

Mail to each customer about every three months a neatly printed card extolling some seasonable preparation of your own manufacture. At the same time call attention to your prescription department, and should any patent or proprietary article be at the time advertised in your neighborhood, add a note to the effect that you have this article in stock.

The cost of printing these cards depends on the size and style of the card, the style of "setting up," and the good nature of your printer, but the cards can be had at prices varying from \$2.60 to \$5 a thousand.

The Drug Market.

Opium—Continues very firm but unchanged.

Codeine—Has advanced 25c per ounce.

Morphine—Is steady at the late advance.

Quinine—Is dull and has declined 10c per ounce.

Citric Acid—Continues very firm with no prospects of a decline.

Glycerine—Is very firm and tending higher.

Balsam Fir, Copaiba, Peru and Tolu—Are all very firm and advancing.

Camphor—Is very firm. Another advance is expected.

Dandelion Root—Has again advanced and is scarce.

Linseed Oil—Has again advanced.

A Boy Topsy.

A Swede boy went to school in Cadillac and the teacher asked his name. "Yonny Olsen," he replied. "How old are you?" asked the teacher. "Ay not know how old ay bane." "Well, when were you born?" continued the teacher. "Ay not born at all, ay got stepmutter."

Polishing the head alone often paralyzes the heart.

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.

WHOLESALE DRUG PRICE CURRENT

Advanced—
Advanced—Citric Acid, Oil Peppermint, Camphor.

Aceticum	60	8
Benzolcum, Ger.	70	75
Boricac.	17	17
Carbolium	26	25
Citricum	65	70
Hydrochlor	3	5
Iodine m	14	15
Oxalicum	14	15
Sulphuric acid	44	47
Tannin	14	15
Sulphuric acid	14	15
Tartaricum	38	40
Ammonia	4	6
Aqua, 18 deg.	4	6
Aqua, 20 deg.	4	6
Carbonas	13	15
Chloridum	12	14
Aniline	2	25
Black	2	25
Brown	30	10
Red	45	50
Yellow	2	50
Baccas	22	25
Cubebae	22	25
Juniperus	8	10
Xanthoxylum	30	35
Balsamur	1	30
Copaiba	1	30
Peru	2	40
Terabin, Canada	60	65
Tolutan	40	45
Cortex	18	18
Cassiae	20	20
Cinchona Flava	18	18
Buonymus atro.	60	60
Myrica Cerifera	20	20
Prunus Virgin.	15	15
Quillaja, gr'd	12	12
Sassafras	24	24
Ulmus	36	36
Extractum	24	30
Glycyrrhiza Gla.	24	30
Glycyrrhiza, po.	28	30
Haematoz	11	12
Haematoz, ls	13	14
Haematoz, 1/2s	14	15
Haematoz, 1/4s	16	17
Ferru	15	15
Carbonate Precip.	2	00
Citrate and Quina	50	50
Citrate Soluble	45	45
Ferrocyanidum S	15	15
Solut. Chloride	2	2
Sulphate, com'l	70	70
Sulphate, com'l by bbl. per cwt.	7	7
Sulphate, pure	15	18
Anthemis	40	50
Matricaria	30	35
Folia	35	40
Barosma	35	40
Cassia Aoutifol.	15	20
Tinnevely	25	30
Cassia, Aoutifol.	15	20
Salvia officinalis	18	20
1/2s and 1/4s	8	10
Uva Ursi	8	10
Gummi	65	65
Acacia, 1st pkd.	45	45
Acacia, 2nd pkd.	35	35
Acacia, 3rd pkd.	28	28
Acacia, sifted sts.	45	65
Alceae, po.	22	25
Aloe Barb.	22	25
Aloe Cape	22	25
Aloe, Socotri	45	45
Ammoniac	55	60
Asafoetida	35	40
Benzoinum	50	55
Catechu, ls	13	13
Catechu, 1/2s	14	14
Catechu, 1/4s	14	14
Comphorae	1	45
Euphorbium	45	55
Galbanum	1	00
Gamboge	1	35
Guaiacum	35	35
Kino	45	45
Mastic	45	45
Myrrh	40	40
Opium	4	40
Shellac	60	70
Shellac, bleached	60	65
Tragacanth	70	100
Herba	60	60
Absinthium	4	60
Eupatorium oz pk	20	20
Lobelia	25	25
Majorum	28	28
Mentha Pip. oz pk	23	23
Mentha Ver. oz pk	25	25
Rue	39	39
Panacetum V.	22	22
Phymus V. oz pk	25	25
Magnesia	55	60
Calcined, Pat.	18	20
Carbonate, Pat.	18	20
Carbonate, K-M.	18	20
Carbonate	18	20
Oleum	4	90
Absinthium	4	90
Amygdalae, Dulc.	75	85
Amygdalae, Ama	8	00
Anisi	1	75
Aurant Cortex	2	75
Bergamit	3	35
Calicuti	85	90
Caryophylli	1	60
Cedar	50	90
Chenopadii	3	75
Cinnamoni	1	85
Citroneila	65	70
opaiba	1	75
Bivechthitos	1	35
Erigeron	1	00
Gaultheria	2	25
Geranum	0	75
Gossypii Sem gal	4	00
Hedoma	4	00
Juniper	4	00
Lavandula	30	30
Limons	2	20
Mentha Piper	2	40
Mentha Verid	3	50
Morrhuae gal	1	65
Myrica	3	00
Olive	75	75
Picea Liquida	10	12
Picea Liquida gal	1	35
Ricina	1	06
Rosmarini	1	00
Roseae oz	5	00
Succini	40	45
Sabina	90	100
Santal	4	50
Sassafras	90	95
Sinapis, ess. oz.	6	65
Tigil	1	10
Thyme	40	50
Thyme, opt	1	60

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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	Soda	Soda
	Soups	Soups
	Spices	Spices
	Starch	Starch
	Syrups	Syrups
	Tea	Tea
	Tobacco	Tobacco
	Twine	Twine
	Vinegar	Vinegar
	Wicking	Wicking
	Woodenware	Woodenware
	Wrapping Paper	Wrapping Paper
	Yeast Cake	Yeast Cake

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
1lb. wood boxes, 4 dz. 3 00	Plums
1lb. tin boxes, 3 doz. 2 35	Plums ....85
3 1/2 lb. tin boxes, 2 dz. 4 25	Peas
10lb. pails, per doz. 6 00	Marrowfat ....1 25@1 60
15lb. pails, per doz. 7 20	Early June Sifted 35@1 65
25lb. pails, per doz. 12 00	Pineapple
BAKED BEANS	Pie ....1 00@1 15
1lb. can, per doz. 90	Yellow ....1 65@2 25
2lb. can, per doz. 1 40	Pumpkin
3lb. can, per doz. 1 80	Grated ....@2 50
BATH BRICK	Sliced ....@2 40
American ....75	Raspberries
English ....85	Standard@
BLUING	Russian Caviar
Arctic	1/2 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 boxes 4.00	Col'a River, tails 1 80@1 85
No. 5, 3 doz. wood boxes 7.00	Col'a River, flats 1 90@1 95
BROOMS	Red Alaska ....1 20@1 30
No. 1 Carpet ....2 75	Pink Alaska ....@1 00
No. 2 Carpet ....2 35	Sardines
No. 3 Carpet ....2 15	Domestic 1/2s 3 1/2@3 1/2
No. 4 Carpet ....1 75	Domestic, 1/2s ....5
Parlor Gem ....2 40	Domestic, Must'd 6 @ 9
Common Whisk ....85	California, 1/2s ....@14
Fancy Whisk ....1 20	California, 1/2s ....@24
Warehouse ....3 00	French, 1/2s ....7 @14
BRUSHES	French, 1/2s ....18 @28
Scrub	Shrimps
Solid Back 8 in. ....75	Standard ....1 20@1 40
Solid Back, 11 in. ....95	Succotash
Pointed Ends ....85	Fair ....85
Stove	Good ....1 00
No. 3 ....75	Fancy ....1 25@1 40
No. 2 ....1 10	Strawberries
No. 1 ....1 75	Standard ....1 10
Shoe	Fancy ....1 40@2 00
No. 8 ....1 00	Tomatoes
No. 7 ....1 30	Fair ....@1 10
No. 4 ....1 70	Good ....@1 20
No. 3 ....1 90	Fancy ....@1 40
BUTTER COLOR	Gallons ....@3 75
W., R. & Co.'s, 15c size.1 25	CARBON OILS
W., R. & Co.'s, 25c size.2 00	Barrels
CANDLES	Perfection ....@10 1/2
Electric Light, 8s. ....9 1/2	Water White ....@10
Electric Light, 16s. ....10	D. S. Gasoline ....@16 1/2
Paraffine, 6s. ....9	Gas Machine ....@24
Paraffine, 12s. ....9 1/2	Deodor'd Nap'a. ....@15 1/2
Wicking ....20	Cylinder ....@34 1/2
CANNED GOODS	Engine ....@16
Apples	Black, winter 8 1/2@10
3lb. Standards ....1 00	CEREALS
Gallon ....2 65	Breakfast Foods
Blackberries	Bordeau Flakes, 36 lb. 2 50
2lb. ....90@1 75	Cream of Wheat, 36 lb. 4 50
Standards gallons @5 50	Egg-O-See, 36 pkgs. 2 85
Beans	Evcello Flakes, 36 lb. 4 50
Baked ....80@1 30	Excello, large pkgs. 4 50
Red Kidney ....85@95	Force, 36 lb. 4 50
String ....70@1 15	Grape Nuts, 2 doz. 2 70
Wax ....75@1 25	Malta Ceres, 24 lb. 2 40
Blueberries	Malta Vita, 36 lb. 2 85
Standard ....@1 45	Mapl-Flake, 36 lb. 4 05
Gallon ....@7 50	Pillsbury's Vitos, 3 dz. 4 25
Brook Trout	Ralston, 36 lb. 4 50
2lb. cans, spiced... 1 90	Sunlight Flakes, 36 lb. 2 85
Clams	Sunlight Flakes, 20 lbs 4 05
Little Neck, 1lb. 1 00@1 25	Vigor, 36 pkgs. 2 75
Little Neck, 2lb. @1 50	Volgt Cream Flakes 4 50
Clam Bouillon	Zest, 20 lb. 4 10
Burnham's 1/2 pt. ....1 90	Zest, 36 small pkgs. 2 75
Burnham's pts. ....3 60	Crescent Flakes
Burnham's uts. ....7 20	One case ....2 50
Cherries	Five cases ....2 40
Red Standards 1 30@1 50	One case free with ten cases.
White ....1 50	One-half case free with 5 1/2 cases.
Corn	One-fourth case free with 2 1/2 cases.
Fair ....60@75	Freight allowed
Good ....85@90	Rolled C t
Fancy ....1 10	Rolled Avena, bbl. 5 45
French Peas	Steel Cut, 100 lb. sks. 2 75
Sur Extra Fine ....22	Monarch, bbl. ....5 20
Extra Fine ....19	Monarch, 90 lb. sacks 2 45
Fine ....15	Quaker, 18-2 ....1 50
Moyen ....11	Quaker, 20-5 ....4 00
Gooseberries	Cracked Wheat
Standard ....90	24 2 lb. packages 2 50
Hominy	CATSUP
Standard ....85	Columbia 25 pts. ....4 50
Lobster	Columbia, 25 1/2 pts. ....2 60
1/2 lb. ....2 25	Snider's quarts ....3 25
1 lb. ....4 25	Snider's pints ....2 25
Picnic Tails ....2 75	Snider's 1/2 pints ....1 30
Mackerel	CHEESE
Mustard, 1lb. ....1 80	Acme ....@14 1/2
Mustard, 2lb. ....2 80	Climax ....@14 1/2
Soused, 1 1/2 lb. ....1 80	Elite ....@14
Soused, 2lb.2 80	
Tomato, 1lb.1 30	
Tomato, 2lb.2 80	
Mushrooms	
Hotels19@20	
Buttons24@25	

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Soused, 2lb.2 80	
Tomato, 1lb.1 30	
Tomato, 2lb.2 80	
Mushrooms	
Hotels19@20	
Buttons24@25	

3

Emblem	.....	@14
Gem	.....	@15
Ideal	.....	@14
Jersey	.....	@15
Peerless	.....	@
Riverside	.....	@14 1/2
Springdale	.....	@14 1/2
Warner's	.....	@15 1/2
Brick	.....	@17 1/2
Leiden	.....	@15
Limburger	.....	@15
Pineapple	..... 40	@60
Sap Sago	.....	@22
Swiss, domestic	.....	@16
Swiss, imported	.....	@20
CHEWING GUM		
American Flag Spruce	.....	5
Beeman's Pepsin	.....	5
Adams Pepsin	.....	5
Best Pepsin	.....	5
Best Pepsin, 5 boxes.	2 00	
Black Jack	.....	5
Largest Gum Made	.....	5
Sen Sen	.....	5
Sen Sen	.....	5
Sen Sen Breath Perf	1 00	
Sugar Loaf	.....	5
Yucatan	.....	5
CHICORY		
Bulk	.....	5
Red	.....	5
Eagle	.....	5
Frank's	.....	5
Schenker's	.....	5
CHOCOLATE		
Waiter Baker & Co.'s	.....	2
German Sweet	.....	3
Premium	.....	3
Caracas	.....	3
Waiter M. Lowney Co.	.....	3
Premium 1/2s	.....	3
Premium, 1/2s	.....	3
COCOA		
Baker's	.....	3
Cleveland	.....	41
Colonial, 1/2s	.....	3
Colonial, 1/2s	.....	3
Epps	.....	42
Huyler	.....	45
Lowney, 1/2s	.....	40
Lowney, 1/2s	.....	31
Lowney, 1/2s	.....	37
Lowney, 1s	.....	37
Van Houten, 1/2s	.....	15
Van Houten, 1/2s	.....	20
Van Houten, 1/2s	.....	26
Van Houten, 1s	.....	40
Webb	.....	73
Wilbur, 1/2s	.....	36
Wilbur, 1/2s	.....	36
COCOANUT		
Dunham's 1/2s & 1/4s	.....	27
Dunham's 1/2s	.....	28
Dunham's 1/4s	.....	29
Bulk	.....	12
COCOA SHELLS		
20lb. bags	.....	2 1/2
Less quantity	.....	3
Pound packages	.....	4
COFFEE		
Rio		
Common	.....	13 1/2
Fair	.....	14 1/2
Choice	.....	16 1/2
Fancy	.....	20
Santos		
Common	.....	13 1/2
Fair	.....	14 1/2
Choice	.....	16 1/2
Fancy	.....	19
Peaberry	.....	19
Maracaibo		
Fair	.....	16
Choice	.....	19
Mexican		
Choice	.....	16 1/2
Fancy	.....	19
Guatemala		
Choice	.....	15
Java		
African	.....	12
Fancy African	.....	17
O. G.	.....	25
P. G.	.....	31
Mocha		
Arabian	.....	21
Package		
New York Rasls		
Arbuckle	.....	16 00
Dilworth	.....	15 50
Jersey	.....	15 00
Lion	.....	14 50
McLaughlin's XXXX		
McLaughlin's XXXX sold to retailers only. Mail all orders direct to W. F. McLaughlin & Co., Chicago.		
Extract		
Holland, 1/2 gro boxes	.....	95
Felix, 1/2 gross	.....	1 15
Hummel's foil, 1/2 gro.	85	
Hummel's tin, 1/2 gro.	1 43	
CRACKERS		
National Biscuit Company		
Brand		
Butter		
Seymour, Round	.....	6
N. B. C., Square	.....	6
Soda		
N. B. C. Soda	.....	6
Select Soda	.....	8
Saratoga Flakes	.....	13
Zephyrette	.....	13
Oyster		
N. B. C., Round	.....	6
N. B. C., Square Salted	.....	6
Faust, Shell	.....	7 1/2
Sweet Goods.		
Boxes and cans		
Animals	.....	10
Atlantic, Assorted	.....	10
Cartwheels	.....	8
Current Fruit	.....	10
Custard	.....	10

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'ng 23 00 Cow Feed 22 50 Dairy Feeds Wykes & Co. O P Linseed Meal 29 00 Cottonseed Meal 30 00 Gluten Feed 27 00 Malt Sprouts 21 00 Brewers Grains 24 00 Molasses Feed 21 00 Dried Beet Pulp 16 50 Oats Michigan, carlots 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 doz. 1 75 30 lb. pails, per doz. 1 75 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. 29 Liebig's Chicago, 2 oz. 75 Liebig's Chicago, 4 oz. 50 Liebig's Imported, 2 oz. 55 Liebig's Imported, 4 oz. 50 MOLASSES New Orleans Fancy Open Kettle 40 Choice 35 Fair 26 Good 22 Half barrels 2c extra. MINCE MEAT Per case 2 75 MUSTARD Horse Radish, 1 dz. 1 75 Horse Radish, 2 dz. 3 50 OLIVES Bulk, 1 gal. kegs 1 65 Bulk, 2 gal. kegs 1 60 Bulk, 5 gal. kegs 1 55 Manzanilla, 8 oz. 90 Queen, pints 2 50 Queen, 19 oz. 4 50 Queen, 28 oz. 7 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 Barrels, 1,200 count 6 00 Half bbls., 600 count 3 50 Small Barrels, 2,400 count 7 50 Half bbls., 1,200 count 4 25 PLAYING CARDS No. 90 Steamboat 85 No. 15, Rival, assorted 1 25 No. 20, Rover enameled 1 50 No. 572, Special 1 75 No. 98 Golf, satin finish 2 00 No. 808 Bicycle 2 00 No. 632 Tourist whist. 2 25 POTASH 48 cans in case 4 00 Babbitt's 4 00 Penna Salt Co.'s 3 00 PROVISIONS Barreled Pork Clear Back 18 00 Short Cut 17 50 Brisket, Clear 19 25 Pig 20 00 Clear Family 16 00 Dry Salt Meats S P Bellies 13 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 Ponied Boiled Hams 15 1/2 Boiled Ham 21 Berlin Ham, pressed 8 1/2 Mince Ham 9 Lard Compound 8 1/2 Pure in tierces 10 1/2 80 lb. tubs advance 1/2 60 lb. tubs advance 1/2 50 lb. tubs advance 1/2 20 lb. pails advance 1/2 10 lb. pails advance 1/2 5 lb. pails advance 1/2	Sausages Bologna 5 1/2 Liver 6 1/2 Frankfort 7 Pork 7 Veal 7 Tongue 7 Headcheese 7 Beef Extra Mess 9 75 Boneless 11 25 Rump, new 11 25 Pig's Feet 1/2 bbls. 1 10 3/4 bbls., 40 lbs. 1 85 1/2 bbls. 3 25 1 bbl. 7 75 Tripe Kits, 15 lbs. 70 1/2 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, 1/2 45 Potted ham, 1/4 45 Potted ham, 1/8 45 Deviled ham, 1/2 45 Deviled ham, 1/4 45 Potted tongue, 1/2 45 Potted tongue, 1/4 45 RICE Fancy @ 7 Japan @ 5 1/2 Broken @ 3 1/2 SALAD DRESSING Columbia, 1/2 pint 2 25 Columbia, 1 pint 4 00 Durkee's, large, 1 doz. 4 50 Durkee's, small, 2 doz. 5 25 Snider's, large, 1 doz. 2 35 Snider's, small, 2 doz. 1 35 SALERATUS Packed 60 lbs. in box. Arm and Hammer 3 15 Deland's 3 00 Dwight's Cow 3 15 Emblem 2 10 L. P. 3 00 Wyandotte, 100 1/2 3 00 SAL SODA Granulated, bbls. 85 Granulated, 100lb. cs. 1 00 Lump, bbls. 80 Lump, 145lb. kegs 95 SALT Common Grades 100 3 lb. sacks 2 10 60 5 lb. sacks 2 00 28 10 1/2 lb. sacks 1 90 50 5 lb. sacks 30 28 lb. sacks 15 Warsaw 56 lb. dairy in drill bags 40 28 lb. dairy in drill bags 20 Solar Rock Cloves, Zanzibar 24 56lb. sacks 24 Common Granulated, fine 80 Medium, fine 85 SALT FISH Cod Large whole @ 7 Small whole @ 6 1/2 Strips or bricks 7 1/2 @ 10 1/2 Pellock @ 4 1/2 Hallbut Strips 13 1/2 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 3 75 Round, 100lbs. 1 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. Mess, 40lbs. Mess, 10lbs. Mess, 8lbs. No. 1, 100lbs. 14 00 No. 1, 4 lbs. 5 60 No. 1, 10 lbs. 1 65 No. 1, 8 lbs. 1 38 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. 1 25 Bixby's Royal Polish. 85 Miller's Crown Polish. 85	SNUFF Scotch, in bladders 37 Maccaboy, in jars 35 French Rappie in jars. 43 SOAP J. S. Kirk & Co. American Family 4 00 Dusky Diamond, 50 8 oz 2 80 Dusky D'nd, 100 6 oz. 3 80 Jap Rose, 50 bars 3 75 Savon Imperial 3 50 White Russian 3 50 Dome, oval bars 3 50 Satinet, oval 2 15 Snowberry, 100 cakes. 4 00 Proctor & Gamble Co. Lenox 3 25 Ivory, 6 oz. 4 00 Ivory, 10 oz. 6 75 Star 3 25 LAUTZ BROS. & CO. Acme, 70 bars 3 60 Acme, 30 bars 4 00 Acme, 25 bars 4 00 Acme, 100 cakes 3 25 Big Master, 100 bars 4 10 Marseilles, 100 cakes 6 00 Marseilles, 100 ck toilet 4 00 Marseilles, 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 Soapine 4 10 Babbitt's 1776 3 75 Roseine 3 50 Armour's 3 70 Wisdom 3 80 Soap Compounds Johnson's Fine 5 10 Johnson's XXX 4 25 Nine O'clock 3 35 Rub-No-More 3 75 Scouring Enoch Morgan's Sons. Sapolio, gross lots 9 00 Sapolio, half 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, 75-90 45 Nutmegs, 105-10 35 Nutmegs, 115-20 35 Pepper, Singapore, blk. 25 Pepper, Singap. white. 25 Pepper, shot 17 Pure Ground in Bulk Allspice 16 Cassia, Batavia 28 Cassia, Saigon 55 Cloves, Zanzibar 24 Ginger, African 15 Ginger, Cochinn 18 Ginger, Jamaica 25 Mace 65 Mustard 18 Pepper, Singapore, blk. 17 Pepper, Singap. white. 28 Pepper, Cayenne 20 Sage 20 STARCH Common Gloss 1lb. packages 4 @ 5 3lb. packages 4 @ 1/2 6lb. packages 4 @ 1/2 40 and 50lb. boxes 3 1/2 @ 3 1/2 Barrels @ 3 1/2 Common Corn 20lb. packages 5 40lb. packages 4 1/2 @ 7 SYRUPS Corn Barrels 25 Half Barrels 27 20lb. cans 1/2 dz. in case 1 80 10lb. cans 1/2 dz. in case 1 75 5lb. cans 1/2 dz. in case 1 85 2 1/2 lb. cans 2 dz. in case 1 90 Pure Cane Fair 16 Good 20 Choice 25 TEA Japan Sundried, medium 24 Sundried, choice 32 Sundried, fancy 36 Regular, medium 24 Regular, choice 32 Regular, fancy 36 Basket-fired, medium 31 Basket-fired, choice 33 Basket-fired, fancy 43 Nibs 22 @ 24 Stiffings 3 @ 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 33 Standard Navy 37 Spear Head, 7 oz. 47 Spear Head, 14 1/2 oz. 44 Nobby Twist 55 Jolly Tar 39 Old Honesty 43 Toddy 34 J. T. 38 Piper Hedsick 68 Boot Jack 80 Honey Dip Twist 40 Black Standard 40 Cadillac 40 Forge 34 Nickel Twist 52 Mick 32 Great Navy 36 Smoking Flat Core 34 Sweet Car 32 Wampath 26 Barbath, 16 oz. 27 I X L, 5lb. 25 I X L, 16 oz. pails. 31 Honey Dew 40 Gold Block 40 Flagman 40 Chips 33 Kiln Dried 21 Duke's Mixture 40 Duke's Cameo 44 Myrtle Navy 44 Yum Yum, 1 1/2 oz. 39 Yum Yum, 1lb. pails. 40 Cream 38 Corn Cake, 2 1/2 oz. 25 Corn Cake, 1lb. 22 Plover Boy, 1 1/2 oz. 39 Plover Boy, 3 1/2 oz. 39 Peerless, 3 1/2 oz. 38 Peerless, 1 1/2 oz. 38 Air Brake 36 Cant Hook 30 Country Club 32-34 Forex-XXXX 30 Good Indian 25 Self Binder, 16oz. 8oz. 20-22 Silver Foam 24 Sweet Marie 32 Royal Smoke 42 TWINE Cotton, 3 ply 22 Cotton, 4 ply 22 Jute, 2 ply 14 Hemp, 6 ply 13 Flax, medium 20 Wool, 11b 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 1 60 Splint, large 3 50 Splint, medium 3 25 Splint, small 3 00 Willow, Clothes, large 8 25 Willow, Clothes, me'm 7 50 Willow, Clothes, small 6 50 Bradley Butter Boxes 2lb. size, 24 in case. 72 3lb. size, 16 in case. 68 5lb. size, 12 in case. 68 10lb. size, 6 in case. 60 Butter Plates No. 1 Oval, 250 in crate 30 No. 2 Oval, 250 in crate 35 No. 3 Oval, 250 in crate 40 No. 5 Oval, 250 in crate 50 Churns Barrel, 5 gal., each 2 40 Barrel, 10 gal., each 2 55 Barrel, 15 gal., each 2 75	Clothes Pins Round head, 5 gross bx 50 Round head, cartons. 70 Egg Crates and Fillers. Humpty Dumpty, 12 doz. 20 No. 1 complete 32 No. 2 complete 32 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, an 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 18-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 45 No. 3 Fibre 8 55 Wash Boards Bronze Globe 2 50 Dewey 1 75 Double Acme 2 75 Single Acme 2 75 Double Peerless 3 90 Single Peerless 3 00 Northern Queen 3 25 Double Duplex 3 00 Good Luck 2 75 Universal 3 40 Window Cleaners 12 in. 1 65 14 in. 1 85 16 in. 2 30 Wood Bowls 11 in. Butter 75 13 in. Butter 1 25 15 in. Butter 1 25 17 in. Butter 2 10 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 4 Cream Manila 3 Butcher's Manila 2 1/2 Wax Butter, short c't. 13 Wax Butter, full count 20 Wax Butter, rolls 15 YEAST CAKE Magic, 3 doz. 1 15 Sunlight, 3 doz. 1 00 Sunlight, 1 1/2 doz. 50 Yeast Foam, 3 doz. 1 15 Yeast Cream, 3 doz. 1 00 Yeast Foam, 1 1/2 doz. 58 FRESH FISH Per lb. Jumbo Whitefish 16 No. 1 Whitefish 14 Trout 12 Halibut 12 Ciscos or Herring 10 Bluefish 14 Live Lobster 30 Boiled Lobster 30 Cod 12 Haddock 12 Pike 12 1/2 Perch, dressed 12 1/2 Smoked, White 12 1/2 Red Snapper 16 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 50 Shearings 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 Big stick, 30 lb. case 13 Mixed Candy Grocers 6 Competition 6 1/2 Special 7 1/2 Conserve 8 Royal 8 1/2 Ribbon 10 Broken 7 1/2 Cut Loaf 8 1/2 Leader 8 Kindergarten 10 Bon Ton Cream 9 French Cream 9 1/2 Star 11 Hand Made Cream 15 Premio Cream mixed 13 O F Horehound Drop 10 Fancy-in Pails Gypsy Hearts 14 Coco Bon Bons 12 Fudge Squares 13 Peanut Squares 9 Sugared Peanuts 11 Salted Peanuts 12 Starlight Kisses 12 San Blas Goodies 12 Lozenges, plain 12 Lozenges, printed 10 Champion Chocolate 14 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 65 Old Fashioned Horehound drops 65 Peppermint Drops 60 Chocolate Drops 65 H. M. Choc. Drops 90 H. M. Choc. Lt. and Dark No. 12 1 00 Bitter Sweets, ass'd. 1 15 Brilliant Gums, Crys. 60 A. A. Licorice Drops. 90 Lozenges, plain 55 Lozenges, printed 55 Imperial 60 Mottos 60 Cream Bar 55 G. M. Peanut Bar 55 Hand Made Crms. 80 @ 90 Cream Buttons 60 String Rock 60 Wintergreen Berries 60 Old Time Assorted 2 75 Buster Brown Goodies 3 50 Up-to-date Assmt. 3 75 Ten Strike No. 1 6 50 Ten Strike No. 2 6 00 Ten Strike, Summer assortment. 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 17 Brazilis 15 @ 17 Filberts 13 Cal. No. 1 12 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% Pecan Halves @ 75 Walnut Halves @ 32 Filbert Meats @ 27 Alcantre Almonds. @ 42 Jordan Almonds. @ 47 Peanuts Fancy, H. P. Suns 7 1/2 @ 7% Fancy, H. P. Suns Roasted 8 1/2 @ 8% Choice, H. P. Jumbo @ 9% 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
1/2 lb. cans 2 50
3/4 lb. cans 3 75
1 lb. cans 4 80
3 lb. cans 13 00
5 lb. cans 21 50

BLUING



C. P. Bluing

Doz.
Small size, 1 doz. box..40
Large size, 1 doz. box..75

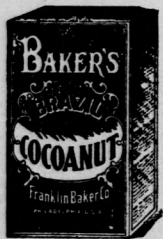
CIGARS



G J Johnson Cigar Co.'s bd.
Less than 50033
500 or more32
1,000 or more31
Worden Grocer Co. brand
Ben Hur
Perfection35
Perfection Extras35
Londres35
Londres Grand35
Standard35
Puritans35
Panatellas, Finas35
Panatellas, Bock35
Jockey Club35

COCOANUT

Baker's Brazil Shredded



70 1/4 lb. pkg. per case 2 60
25 1/4 lb. pkg. per case 2 60
38 1/4 lb. pkg. per case 2 60
16 1/4 lb. pkg. per case 2 60

FRESH MEATS

Beef

Carcass5 1/2 @ 8 1/2
Hindquarters6 1/2 @ 10
Loins8 @ 14
Rounds6 1/2 @ 7 1/2
Chucks5 @ 6 1/2
Plates4 @ 4 1/2
Livers3 @ 3

Pork

Loins@ 11 1/2
Dressed@ 8 1/2
Boston Butts@ 10 1/2
Shoulders@ 9 1/2
Leaf Lard@ 9 1/2
Trimnings@ 8

Mutton

Carcass@ 9 1/2
Lambs@ 14 1/2
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..

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

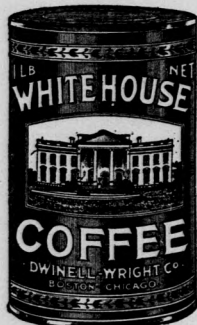
Galvanized Wire

No. 20, each 100ft. long 1 90
No. 19, each 100ft. long 2 10

COFFEE

Roasted

Dwinell-Wright Co.'s. B'ds.



White House, 1lb.
White House, 2lb.
Excelsior, M & J, 1lb.
Excelsior, M & J, 2lb.
Tip Top, M & J, 1lb.
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 2 in.9
1 3/4 to 2 in.11
2 in.15
3 in.20

Cotton Lines

No. 1, 10 feet5
No. 2, 15 feet7
No. 3, 15 feet9
No. 4, 15 feet10
No. 5, 15 feet11
No. 6, 15 feet12
No. 7, 15 feet15
No. 8, 15 feet18
No. 9, 15 feet20

Linen Lines

Small20
Medium25
Large34

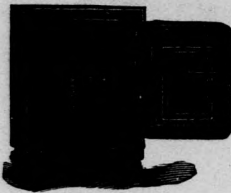
Poles

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 Beef1 24

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

If you want to sell
your business.
If you want to buy
a business.
If you want a
partner.
If you want a sit-
uation.
If you want a good
clerk.
If you want a
tenant for your
empty store-
room.
If you would trade
your stock for
real estate.
If you want at any
time to reach
merchants,
clerks, traveling
salesmen, brok-
ers, traders—
business men
generally

Try a
Michigan Tradesman
Business
Want
Ad
On Opposite Page

BUSINESS-WANTS DEPARTMENT

Advertisements inserted under this head for two cents a word the first insertion and one cent a word for each subsequent continuous insertion. No charge less than 25 cents. Cash must accompany all orders.

BUSINESS CHANCES.

Cash for Sellers—Bargains For Buyers. If you want to buy, sell or exchange any kind of business, factory, store, farm land, shop or real estate, anywhere at any price I can save you time and money. Write to-day. Frank P. Cleveland, 1261 Adams Express Bldg., Chicago, Ill. 851

"Specia" Shell Scarf Pins. These lovely iridescent shells are as precious as "coin." They are found by the natives on the seashore, Island of Tasmania, and resemble the finest imported opal, and are exceedingly rare! One of these select "Specia" shells, of suitable size, mounted in gold-filled eagle's claw scarf or stick pin, for one-half dollar, delivered. Lucky Stone Co., Tiffin, Ohio. 850

Books, stationery and office supply business, in city of 20,000; good clean up-to-date stock; only office supply stock in city; business on good paying base; present owner wishes to devote time to other business; stock and fixtures \$6,000 to \$7,000; will reduce it to suit purchaser. Write to R. A. Dunlap, 504 Ohio St., Sedalia, Mo. 849

One of the best bargains ever offered to lucky purchaser—Pocono Spring Sanitarium and Hotel Resort, on Pocono Mountains, Elmhurst, Penn., 60 rooms completely furnished, near New York. Beautiful scenery, 2,000 ft. altitude; fine spring water. Sale of these bottled waters is a fine business also. Ideal in every way. Great bargain where fortune can be made. Particulars write E. E. Snyder, 27 Main St., Binghamton, N. Y. 847

For Sale—Bakery and grocery. Stock and fixtures will inventory some \$2,000. Well located, reasonable rent. Business increasing, good reasons for selling. Correspondence solicited. A. W. Hathaway, Belle Plaine, Ia. 846

For Sale—An Irish or German Catholic can learn of a chance to get a clean, up-to-date moneymaking grocery stock in Ashland, Wis., at a very great bargain by writing to D. C. Cordry, Gladbrook, Ia. 845

For Sale—Clean stock of general merchandise in manufacturing and agricultural community of 3,500 people. Only two other stores. Stock and fixtures at present value about \$7,000. Sales last year \$24,000. Low rent, good schools, healthful town. Other business. Murphy & Nichols, Girard, Pa. 844

For Sale—Clean up-to-date stock of general merchandise, doing cash business. Inventories about \$8,000. Good trade. Reason for selling, poor health of one of the firm. Address Burt & Griswold, Yale, Mich. 843

For Sale—Fine stock groceries and meat market in connection. Situated in manufacturing town in resort region on a railroad in Northern Michigan town. Rent reasonable. Reason for selling, other business. Address No. 842, care Michigan Tradesman. 842

For Sale—An old-established grocery business. Clean stock. Good trade and a No. 1 location. Stock can be reduced to about \$1,000. Reason for selling, other business. Address "S" care Michigan Tradesman. 853

Lumber yard for sale. Lumber and implement business in one of the best towns in Alberta. Annual turn over \$100,000. About \$20,000 capital needed to purchase same. Must be sold quick. William Dean, Olds, Alberta, Canada. 854

For Sale—Stock of hardware, invoicing \$4,300. Clean and up-to-date. Doing a thriving business in a county seat of southern Wisconsin, within a rich farming and dairy country. Have contracts to the amount of \$1,200 to turn over to the right party. This is worthy of your attention. Business not overdone. Only one other hardware. Address No. 798, care Michigan Tradesman. 798

For Sale—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, Edgetts, Lake Co., Mich. 818

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

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 \$5,500. 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—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—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—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—A first-class room blower, in good condition. Will sell cheap. The Peebles Merchandise Co., Columbus, Ohio. 837

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

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—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

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

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

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—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 moneymaker. Address No. 770, care Michigan Tradesman. 770

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 woodwork. Not brittle; will not scratch or deface like shellac or varnish. Send for free booklet. For sale by dealers in paints, hardware and house furnishings. The Butcher Polish Co., 356 Atlantic Ave., Boston, Mass. 505

For Sale—A clean stock of drugs, fixtures, etc., complete. Everything up-to-date. Stock invoices about \$2,700. Annual sales \$5,000. In town of over 2,000. Store centrally located. An old stand. Expenses light. Reason for selling, other business requires attention. Address No. 591, care Tradesman. 591

For Sale—\$10,000 to \$12,000 stock dry goods, notions, carpets, etc., largely staple. Long-established in Southern Michigan city. Part pay, productive clear real estate. Easy terms. Address No. 528, care Michigan Tradesman. 528

Wanted—2,000 cords basswood and poplar excelsior bolts; will pay highest market price—cash. Address Excelsior Wrapper Co., or W. F. Mueller, Hall St. and Godfrey Ave., Grand Rapids, Mich. 543

For Sale—Stock of groceries, boots, shoes, rubber goods, notions and garden seeds. Located in the best fruit belt in Michigan. Invoicing \$3,600. If taken before April 1st, will sell at rare bargain. Must sell on account of other business. Geo. Tucker, Fennville, Mich. 538

For Sale—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—Position by married man. Capable of taking charge of general store. References furnished. Address Box 456, Belding, Mich. 852

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—At once, registered pharmacist. Good wages, permanent position. Married man preferred. Send references in first letter. Address No. 841, care Michigan Tradesman. 841

Fireman and brakeman on railroads in Michigan vicinity, to fill vacancies caused by promotions. Experience unnecessary. Age over 20; over 140 pounds; 5½ feet or over. Fireman, \$100 monthly, become engineers and earn \$200. Brakemen, \$75, become conductors and earn \$150. Name position preferred. Railway Association, care Michigan Tradesman. 848

Wanted—Register or registered assistant druggist. Good wages, permanent position. Must give good references. Address No. 855, care Michigan Tradesman. 855

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

Wanted—A registered druggist or registered pharmacist, at once. Address No. 820, care Michigan Tradesman. 820

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 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

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. 847

Want Ads. continued on next page

TRADESMAN

ITEMIZED LEDGERS

SIZE—8 1/2 x 14.
THREE COLUMNS.

2 Quires, 160 pages... \$2 00
3 Quires, 240 pages..... 2 50
4 Quires, 320 pages..... 3 00
5 Quires, 400 pages..... 3 50
6 Quires, 480 pages..... 4 00

INVOICE RECORD OR BILL BOOK

So double pages, registers 2,880 invoices..... \$2 00

Tradesman Company
Grand Rapids, Mich.

MERCHANTS' WEEK.**Preliminary Plans Prepared for That Event.**

The first official invitation to the retail dealers of Michigan to attend Merchants' Week is published on another page in this issue of the Tradesman.

The wholesale dealers are generous in their invitation and plans for entertainment, as every retail merchant outside the city of Grand Rapids is invited, whether he buys goods in Grand Rapids or not, and every feature of the entertainment, including the banquet at the Lakeside Club Friday evening, is given him absolutely free of charge.

It is the hope of the members of the Wholesale Dealers' Association that every merchant will begin at once to make arrangements for visiting our city on this occasion and that he will send his acceptance to the Board of Trade at the earliest possible moment.

The hardest work the Committee had last year was to find out how many merchants were coming in order that they might be entertained properly, and in spite of all efforts 150 more people came to the banquet than had signified their intention of doing so. It is expected this year that 600 merchants will attend the banquet, and applications for tickets are already coming in.

The banquet will be held at 6 o'clock, after the afternoon's entertainment features are over, on Friday, June 7, and will be over at an early hour in the evening, so that merchants who desire to take night trains home will be able to do so.

The traveling men for the various wholesale houses will be in the city to help entertain their customers and a Merchants' Week Information Bureau will be established at the Union station to aid visitors.

One and one-third fare has been granted by the railroads on the certificate plan and merchants must ask for "Merchants' Week Certificate" when they buy their ticket, and leave the certificate at the Board of Trade rooms in Grand Rapids as soon as they can after arrival for validation.

The half fare trade excursion plan will also be in force, so that merchants who desire to buy goods while here may have their fare materially reduced.

Grand Rapids will keep open house during Merchants' Week, and every one is enthusiastically looking forward to the time when the visiting merchants will be here—when they will be shown our beautiful city, entertained with cordiality and liberality and return to their homes with the feeling that Grand Rapids is their city and Grand Rapids folks their folks.

Safety of Fast Trains.

The number of accidents on the railroads of the country which have caused death and injury to passengers and crew have naturally drawn more than the usual attention to the matter of railroad travel. One of the causes assigned for the frequent accidents is the too rapid traveling of some of the trains, it being claimed that the companies, in their competi-

tion for high speed, risk the lives of their patrons. This claim has led to some investigation as to the danger limit of the speed of trains, and the facts, as far as they have been developed, utterly fail to show that the matter of speed has any direct relation to the number and fatal character of the accidents.

As is well known, some of the big railroad systems of the country run special trains, which cover long distances in the shortest possible time. These trains are usually luxuriously appointed affairs, composed of the heaviest cars built, and equipped without regard to expense, and always provided with the best drilled and most efficient crews. If high speed were a prolific cause of accidents, it might be reasonable to look for an unusual share of such accidents among these fast trains, yet as a matter of fact very few accidents indeed can be attributed to the so-called "flyers," and the record shows that the average risk to life and limb is very much smaller on such trains than on the ordinary passenger trains run on slower schedules. In the case of some of the big roads the special fast trains have an absolutely clean record, in the matter of accidents, extending over a long term of years.

The fact seems to be established that given a well-ballasted and comparatively straight road, the very high speed trains, which are always composed of the heaviest built engines and coaches, run a smaller risk of accident than the slower moving lighter trains, which compose the great bulk of the transportation facilities provided for the general traveling public.

These facts would seem to indicate that the main causes of accidents are indifferently ballasted roadbeds, lighter rails than those used on the best equipped roads, poorly disciplined and inefficient service on the part of the train crews and signalmen, and an effort to handle more business than the equipment of the roads permits, and not, as has been so often claimed, the high speed maintained by certain trains. In other words, high speed does not bear the relation to the number of accidents which is popularly supposed. This is shown particularly in the case of the British railroads, which have very few accidents, but which maintain on the average a very much higher rate of speed in the movement of trains than obtains on our American roads.

Butter, Eggs, Poultry, Beans and Potatoes at Buffalo.

Buffalo, May 1—Creamery, fresh, 22@26½c; dairy, fresh, 20@24c; poor to common, 18@20c; roll, 20@23c.

Eggs—Choice, 17@17½c.

Live Poultry—Springs, 13@14c; fowls, 13@14c; ducks, 14@15c; old cox, 10c; geese, 9@11c; turkeys, 12@15c.

Dressed Poultry—Iced fowls, 13@15c; chickens, 13@15c; 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, 55c; mixed and red, 40@45c. Rea & Witzig.

New Lumber Company.

McBain, May 7—A corporation has been formed under the style of the Forster-Porter Land and Lumber Co., which has an authorized capital stock of \$40,000, all of which has been subscribed and paid in in cash. The stockholders and the amount held by each are as follows:

C. A. David\$12,000
Geo. Forster 13,000
Frank A. Paine 2,000
Glenn M. Porter 13,000

The officers of the company are as follows:

President—C. A. David.
Vice-President—George Forster.
Secretary—H. E. Hesseltine.
Treasurer—Glenn M. Porter.

The company has purchased 600 acres of hardwood timber land nine miles north of Amasa, Iron county, and will put in two mills at Net River. The men will live in tents until they can cut enough lumber to erect shanties. A general store will also be conducted in connection therewith, which will be under the management of H. E. Hesseltine, who was formerly engaged in trade at Casnovia and Grand Rapids.

Recent Business Changes in the Hoosier State.

Indianapolis—Application has been made for the appointment of a receiver for the Puritana Cereal Food Co.

Lafayette—The Bakery business formerly conducted by J. M. Baker will be continued by J. M. Baker & Son.

Fort Wayne—Spuhler & Underwood are the successors of Wm. H. Spuhler in the meat business.

Wabash—The grocery business formerly conducted by T. E. Small will now be carried on by Small Bros.

Jasonville—Grant Bynum will continue the general merchandise business formerly conducted by Harvey & Bynum.

Rochester—Ed. L. Feister, druggist, is succeeded in business by S. M. Newby.

Dunkirk—Johnson & Morris are the successors of Gregg & Colbert in the grocery business.

Climax—W. H. Brown, who conducts a skimming station at the Joppa creamery, has purchased the Climax creamery.

A man that knows he has a good wife is likely to feel sorry for her.

We don't reform men by telling them to be as good as we are.

It signifies nothing to play well if you lose.

BUSINESS CHANCES.

For Sale—Department store. Good established business two years' old. Best location. Good town. Brick building. Stock is staple goods. Will sell at bargain. Must sell as soon as possible on account of serious illness. Address No. 856, care Michigan Tradesman. 856

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

India Linons

7½, 8½, 9½, 11½, 15, 16½ and 20 cents per yard

Persian Lawns

12½, 15, 17½, 18½, 20, 25 and 30 cents per yard

French Lawns

45 inch

17½, 20, 25, 30, 35, 37½, 40 and 50 cents per yard

Swiss Muslins

9½, 12½, 15, 16½, 18½, 20, 25, 30 and 35 cents per yard

Dotted and Figured Swiss

7½, 9½, 10½, 15, 16½, 17½, 35, 37½, 50 and 60 cents per yard

For Confirmation and Commencement Dresses

In Stock and Ready for Spot Delivery

BURNHAM, STOEPEL & CO.

DETROIT



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.

Coupon Books

are used to place your business on a cash basis and do away with the details of bookkeeping. We can refer you to thousands of merchants who use coupon books and would never do business without them again. We manufacture four kinds of coupon books, selling them all at the same price. We will cheerfully send you samples and full information.



Tradesman Company

Grand Rapids, Mich.

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

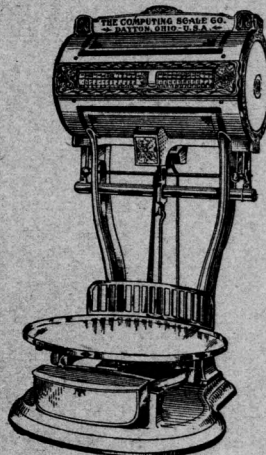
Be sure you have a good stock of the above before the hot weather comes on

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 exacting dealer.

Gives the **exact** weight to all customers.

True as steel and built for a **lifetime** of exact weighing.

Weighs to an ounce—computes to a cent.

Capacity 30 lbs. Prices per lb. range

from 3¼ 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

Seasonable Goods That Are Profitable

Largest Stocks
Lowest Prices

WE SELL THEM

Ask for Quotations
Write for Catalogue



We Are State Agent for

"Insurance" Gasoline Stoves

We have handled these stoves for several years and never had a single complaint.

Absolutely Accident Proof

Ask for catalogue and prices and secure agency for your town and vicinity.

We handle the Shepard's Ice Cream Freezers

They are the very best freezers produced and give the utmost satisfaction. We handle all the best selling sizes in the

"LIGHTNING"

and the

"BLIZZARD"

Prices quoted on application, also on page 35 of catalogue No. 190.



Garden Tools



We carry large complete lines of

**Garden Rakes, Garden Hoes
Lawn Mowers
Lawn Hose
Lawn Sprinklers
Grass Shears
Garden Trowels
Spading Forks**

Ask for price quotations or for catalogue No. 190.

Window Screens

We carry the

"Century"

which is the best low priced window screen on the market. Comes in two sizes. Also the

"New Patent Center Extension"

A hardwood screen with new patent metal center bar, guaranteed to work perfectly. Gives universal satisfaction.

Both kinds quoted on page 46 of catalogue No. 190.

Ask for It

Screen Doors

We carry both the

Common

three panel, 4 inch wide and $\frac{7}{8}$ inch thick stiles, and the

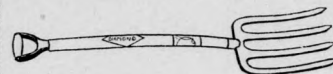
Fancy

made of selected pine and finished with two coats of varnish. They have the 4 inch stiles, 6 inch bottom rail and are $\frac{7}{8}$ inch thick. Twenty-two gracefully turned beechwood spindles give them a very attractive appearance. We sell them

Below Factory Price

Ask for Quotations

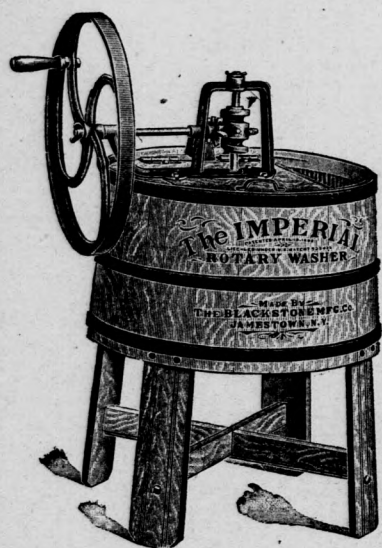
Farmers' Tools



Ask us for lowest prices on any of the following:

**Spading Forks
Hay Forks
Manure Forks
Shovels and Spades
Potato Forks
Hay Rakes
Corn Hooks
Corn Knives
Post Hole Diggers**

Prices on the above lines quoted in catalogue No. 190.



"The Imperial"

Rotary Washer

**Best and Easiest
Running Machine
On the Market**

Runs like a sewing machine with high speed and little effort. Roller bearings. Dasher post is made of galvanized iron, dasher of hardwood. The two working together will not wear off the galvanizing and this prevents rusting. The tub is finely finished and all castings are aluminum bronzed. Legs are bolted on and can be removed if necessary. See page 45 of catalogue No. 190 for lowest prices.

The "Leonard Cleanable" Refrigerator

is the acme of perfection in refrigerator construction for home and store use.

Eight Separate Walls

Air Tight Doors

"Polar Felt" Insulation

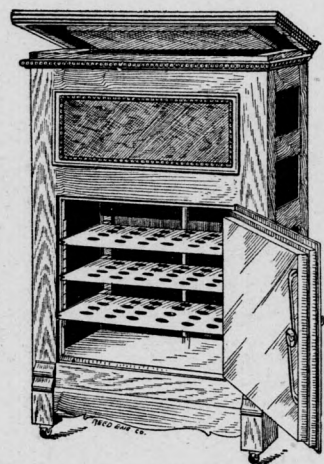
Adjustable Shelves

Galvanized Iron Ice Rack

There is nothing on the market to compare with this famous make.

Descriptive Catalogue and Prices

Mailed on Request



Successors to
H. LEONARD & SONS
Wholesale

Leonard Crockery Co.

Grand Rapids, Mich.

Half your railroad fare refunded under the perpetual excursion plan of the Grand Rapids Board of Trade. Ask for "Purchaser's Certificate" showing amount of your purchase.

Crockery, Glassware
and
House-Furnishings