

# MICHIGAN TRADESMAN

PUBLISHED WEEKLY

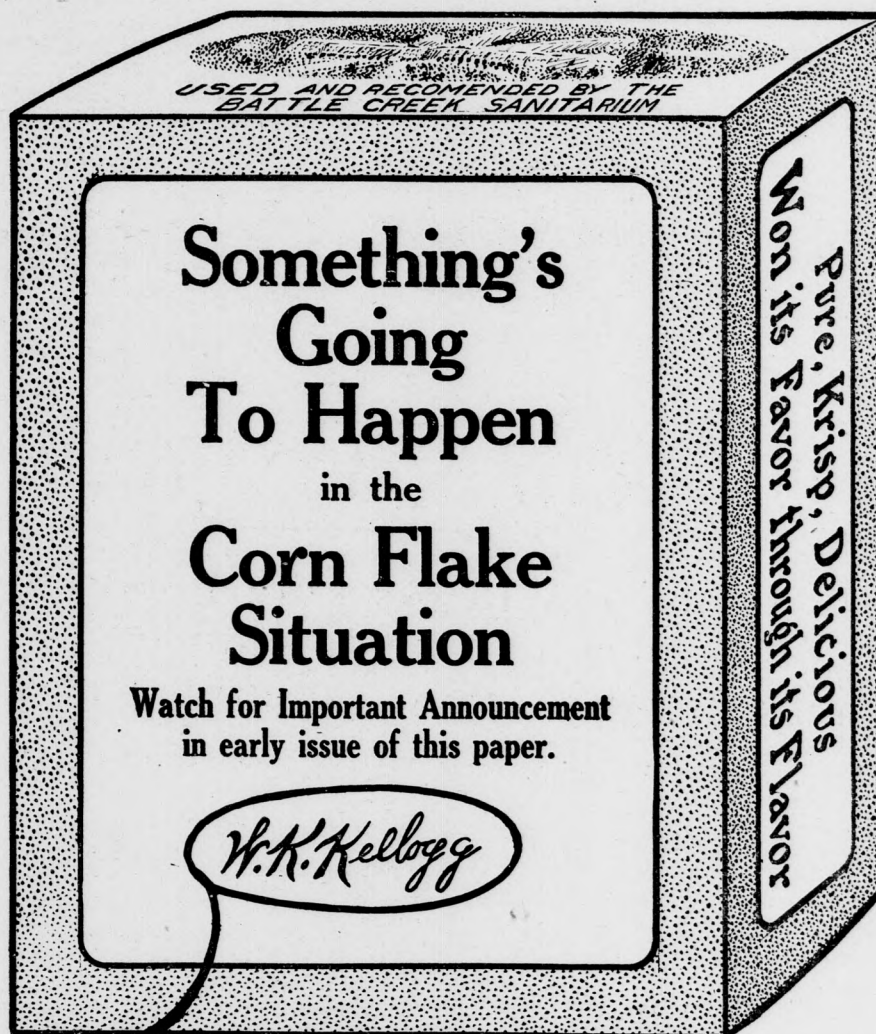
TRADESMAN COMPANY, PUBLISHERS.

\$2 PER YEAR

Twenty-Fourth Year

GRAND RAPIDS, WEDNESDAY, MAY 22, 1907

Number 1235



# W.K. Kellogg

Toasted Corn Flake Co., Battle Creek, Mich.  
**ORIGINATORS of "TOASTED CORN FLAKES"**  
There are many imitations but ONE genuine.

## Every Cake



of FLEISCHMANN'S

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

**The Fleischmann Co.,**

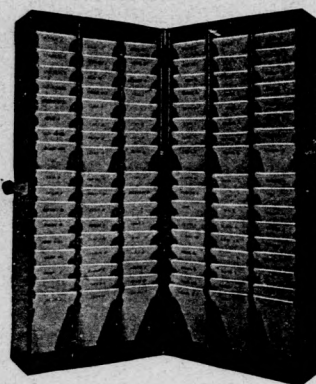
of Michigan

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

## DO IT NOW

Investigate the

### Kirkwood Short Credit System of Accounts



It earns you 55 per cent. on your investment. We will prove it previous to purchase. It prevents forgotten charges. It makes disputed accounts impossible. It assists in making collections. It saves labor in book-keeping. It systematizes credits. It establishes confidence between you and your customer. One writing does it all. For full particulars write or call on

**A. H. Morrill & Co.**

105 Ottawa St., Grand Rapids, Mich.

Bell Phone 87 Citizens Phone 5087

Pat. March 8, 1898, June 14, 1898, March 19, 1901.

# Pure Cider Vinegar

There will be a great demand for

## PURE CIDER VINEGAR

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

Sold Through the Wholesale Grocery Trade

**The Williams Bros. Co., Manufacturers**

Picklers and Preservers

Detroit, Michigan

Makes Clothes Whiter-Work Easier-Kitchen Cleaner.

# SNOW BOY WASHING POWDER.

GOOD GOODS — GOOD PROFITS.



# MICHIGAN TRADESMAN

Twenty-Fourth Year

GRAND RAPIDS, WEDNESDAY, MAY 22, 1907

Number 1235

## The Kent County Savings Bank

OF GRAND RAPIDS, MICH

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

**3½ Per Cent.**

Paid on Certificates of Deposit

Banking By Mail

Resources Exceed 3 Million Dollars

## Commercial Credit Co., Ltd.

Credit Advices and Collections

MICHIGAN OFFICES  
Murray Building, Grand Rapids  
Majestic Building, Detroit

## ELLIOT O. GROSVENOR

Late State Food Commissioner

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

2321 Majestic Building, Detroit, Mich.

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

### THIRD RAIL SYSTEM

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

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

## GRAND RAPIDS FIRE INSURANCE AGENCY

THE McBAIN AGENCY

Grand Rapids, Mich. The Leading Agency

Fire and Burglar Proof

**SAFES**

Tradesman Company  
Grand Rapids

### TEMPEST IN A TEAPOT.

Let any man suggest anything about labor with a capital L and instantly the little coterie of bartenders, grafters, hod carriers, scavengers and pot house politicians who call themselves the trades and labor council get busy with resolutions and things, while professional politicians with a capital P hold their breaths and whisper tremulous nothings and newspapers which are conducted with sole reference to the money till print brave arrays of type warranted not to hurt the subscription list or the advertising patronage.

And so it happened that a proposition recently made by Wesley W. Hyde to promote immigration to Grand Rapids at once generated a perfect tempest in a teapot.

The actual facts of Mr. Hyde's proposition are that it was an idea born of a desire to help the condition of laboring men in this neck of the woods and with no wish to crowd out men at present employed in Grand Rapids or to bring about a reduction of wages.

Mr. Hyde's plan was founded upon the well-known fact that a continuous stream of immigrants is flowing into the United States and that in nearly all large cities organized efforts are made to induce the better class of these newcomers to locate in those cities. The result is that the cities who make no effort succeed in getting only the "leavings," the undesirable remainder. It was and is Mr. Hyde's belief that a large proportion of the foreign mechanics, farmers and skilled laborers in Grand Rapids and vicinity have kinsmen who may be induced to leave their homes in Germany, Great Britain, Belgium, Denmark, Norway and Sweden and come to Grand Rapids.

So long as the immigrants do come to this country daily, and are bound to join us annually for years to come, why not ask our fellow citizens to help us toward securing those foreigners who are wholly desirable, instead of submitting lazily and indifferently to the coming of those very classes which are, because of their objectionable characteristics, certain to hurt labor and all civic conditions.

Mr. Hyde's plan contemplates the preparation of circulars setting forth the advantages of Western Michigan as a farming section; the opportunities immediately adjacent to Grand Rapids for successful market gardeners and the scale of wages paid for farm hands, gardeners and mechanics in and about our city. These circulars, printed in the various languages of Northern Europe, are to be placed in the hands of local foreign-born farmers, fruit growers, contractors and builders and other employers of labor, who, in turn, are

to give copies thereof to their employees, each according to his native tongue, with the request that when they write to brother or sister, uncle, aunt or cousins, they enclose a copy of the circular in the letter sent.

Mr. Hyde's plan will put it directly up to the skilled laborer at present in Grand Rapids—possibly a union man, although few union men are skilled workmen—to induce his kinsman to come to our city, or county, or adjacent county and begin life anew; it shows a way to escape the wretched situation in certain other portions of the country where most undesirable immigrants are brought by the trainloads into sections to bring down wages and still further injure the condition of wage earners in those sections.

Trades and labor councils, boards of trade and newspapers altogether can not check the flow of immigration. It is a natural and necessary factor in the development of our country. This being the case, the organizations named will make a very serious mistake if they longer neglect getting together harmoniously in an effort to secure the very best classes of such newcomers for this section. The State Labor Commissioner says such classes are desired and needed, that there is an abundance of employment awaiting industrious, thrifty and law-abiding workers from foreign lands in all departments of industry. These men, if they are the right sort, will help to maintain the present wage scale and will prove strong and most effective in preventing lower wages.

### POOR MANAGEMENT.

It is unreasonable to expect that the management of the Grand Rapids Railway Co. or any other public service organization can invariably be prepared to meet every emergency immediately and perfectly, but it also is unreasonable for such a company to force open cars upon its public during a fortnight of weather remarkable for its cold and unseasonable characteristics, thereby developing all sorts of physical discomforts and more serious ailments among its patrons. It is true that we had one day of remarkably hot weather, a surprise to everybody except the street car people. They were ready with the open cars and put them into commission. Presumably to avoid a little expense and considerable effort the company has been expecting a return of hot weather every day since the change was made and so has hung onto the open cars. Meanwhile people have shivered and chattered and ached and said things.

Another thing about this same management: A rule of the company requires all conductors, when

their cars stop to discharge or take on passengers, to rush to the rear platform and note the situation there before giving the starting bell. The result is that with a crowded car on his hands the conductor squeezes and pushes and crowds back and forth from one end of the car to the other, stepping on corns, knocking hats off, jabbing men and women in the ribs, disarranging toilettes and making a muss and fuss generally. Such things are impositions upon the patrons of the Street Railway Company and there should be sufficient ability and enterprise in the company to correct the evils.

If it is unsafe to start a crowded car without knowing exactly the back platform situation, remove the obstructions cutting off the conductor's view by providing more cars. The strap-hanging habit is a very poor one and indifference to the corns, bunions and well groomed condition of ladies and gentlemen in the effort to cut down expenses and increase receipts per car per mile is an outrage and should be improved upon.

### TROUBLE AHEAD.

Mayor Ellis has finally announced his position on the matter of Sunday liquor selling. It is to the effect that saloons should be permitted to open their doors on Sunday and remain open until 6 o'clock in the evening.

As the Mayor is actuated solely by political expediency and never takes any stand except as a means to influence votes in his direction, he has evidently reached the conclusion that there are more voters in Grand Rapids who believe in open saloons on Sunday than there are those who believe in the observance of the law, and his campaign for re-election next spring will probably be on the platform of the open saloon, the recognition of trades unionism and the wide open town generally. There is some excuse for the Mayor reaching this conclusion, because only a few months ago the voters in Grand Rapids were given an opportunity to express their preference as to Sunday observance by the theaters and decided to permit amusements to continue in defiance of the State law which prohibits Sunday exhibitions for profit. It is but a step from the Sunday theater to the Sunday saloon, and from the standpoint of one who believes in a "wide open town," it is not to be wondered at that Mayor Ellis should decide to cast his lot with the vicious and abandoned elements of the community and come out as the avowed advocate of Sunday saloons, Sunday theaters, open gambling houses and union domination and despotism.

The greatest sin is not the making of a mistake, but the being satisfied with it.





### Dealer Should Go Slow on Mushroom Shapes.

Among the new dress adornments filet lace is mentioned as right well liked. Hear what a prominent authority has to say on the subject:

"Of. filet lace the most exquisite trimmings are composed, in the form, chiefly, of incrustations, square or oval. Frequently the lace itself is of metallic thread. Then there is the silk filet lace. This exists in all shades, either the plain unembroidered net, which can be bought in the piece and is about twenty inches wide (this serves for bretelles and similar waist trimmings), or else in bands from two to eight inches wide, having designs embroidered in self-color, dinner and reception dresses shown by a well-known Rue de la Paix dressmaker are composed of piece-dyed and very soft faille or messaline satin. The skirt of one handsome frock was trimmed with a single broad band of self-colored mirror velvet, while on the corsage was a surplice and Tokio sleeve arrangement consisting of self-colored filet lace and narrow bands and loops of velvet, also self-colored. The Japanese sleeve of filet lace, falling loosely over one entirely formed of narrow frillings of white or ecru valenciennes, is a great favorite"

Some exquisite samples of filet lace are being shown in the local windows; and everywhere one sees the influence of the Japanese flowing lines, alike in bodice and sleeve, a style extremely pretty and graceful for the feminine of slender figure but to be warily—oh, how warily—attempted by her of the least tendency to embonpoint

Already the end of the millinery "mushroom" is in sight. Like its ture, it sprang up in a night, and is almost as shortlived. Whenever a style is picked up at once by all classes you may be very sure it can not long remain a favorite with the exclusive trade. Almost universally becoming to old and young alike—and generally neat, no matter what the material, if nicely put together—its success was bound to curtail in short order. Unless a woman or girl is well enough off to throw away a hat the moment that everybody is taking to that particular shape, she would do well to select a modified type and so be semi-independent of Dame Fashion.

It is predicted by those who claim to know that the modish large hat of the late-summer season will be the sailor. The brim of this is to be either rounded or flat, with a predilection for the latter. On some one side of the brim will turn up a trifle. The curve will vary as to sharpness. All sorts of trimmings will be used, the outline, in numerous instances, being nearly, if not quite, obliterated.

Just now many of the stores are placing in their windows colored

handkerchiefs for both men and women. They appear to strike the fancy of a majority of a certain class of people. These fancy novelties command a higher price than the plain or embroidered handkerchiefs. Those with wide colored borders and white centers seem to be better liked than the ones that are colored all over. Lace-trimmed handkerchiefs are receiving but a medium of attention.

If the weather ever gets itself settled down to something livable, white will assert itself for warm-weather toilettes, to be relieved occasionally by slight touches of color.

In the big-city windows handsome foulards in the twill order are being exhibited, concerning which I quote the following from one who knows:

"The large stores are exhibiting beautiful foulards of the twill order, of which the ground is almost always white and the main portion covered by a large colored trellis device, while on one selvage runs a foliage design, also colored, eight or ten inches wide. The material itself is about forty inches wide, this giving ample height for the skirt, as the large device is intended to form the hem. Very artistic are these foulards, the trellis and leaves being of a single and same color, while the spaces between the leaves—the latter always of a large description, such as horse chestnut, etc.—are picked out in black, producing a very distinct illusion, which is most attractive."

One of the ideas being developed in several of the local stores, to make people look, is the use of a central figure with various articles radiating from it.

A prominent hardware store has in the background a "Man in the moon." Although his faec is swelled to half a yard in diameter, and he is "full," he is not "painting the town red." His features are in base relief and are as saffrony as that of a Mongolian. His brains are holey, and in the openings surrounding his face (but invisible) are hoes and other garden tools with handles of a similar length. Then all over the floor are placed all kinds of conveniences for stirring up the dirt to prepare a way for the vegetable and flower seeds—and incidentally free angleworm spreads for the robins and chickens. A lady of my acquaintance, a farm woman, related how every chicken in the hen-house knows when plowing begins and they start off to the fields every time the hired man starts off with the horses and plow and they will chase after him in the furrow as if they never expected to get anything more to eat for the remainder of their natural lives and must discover a thousand angleworms!

Now is the time for the hardware dealer to "make hay while the sun shines," as to farm and garden implements, even if it doesn't hurt itself much in warming up things.

Dean & Eyster, grocers, Ionia: Paper excellent and would not do without it.

### Some Things the Future Has in Store.

Port Huron, May 18—The keynote of success in every avenue of life is organization, and at no time has this become more evident than in the present era. Commercially, socially and industrially, the opportunities of the individual are being more contracted from day to day, while the sphere of organized effort is being correspondingly enlarged. The small manufacturer is being largely supplanted by the combination of interests on the one hand, while on the other the forces of labor are being welded closer together.

As organization has proven such an advantage in other fields, how much more is it not necessary for the traveling man, and what inestimable benefits will not result from a unity of purpose of the army of men forming the vanguard of prosperity! The need was realized some years ago by a number of progressive men of the profession and brought about the organization of the Michigan Knights of the Grip, which stands to-day preeminently the best conducted organization of its kind in the country. Its officers are all giving much of their time and best efforts to the interest of the order; all committees, especially those on legislation and hotels, are doing hard and conscientious work, and good results have already been obtained from work done by these committees.

See what was done by the Michigan Knights of the Grip, ably assisted by the U. C. T., in the way of having enacted legislation favorable to the traveling man at the present session of the Legislature. In connection with this, one striking feature presented itself in this battle for two cent fares. It was the apathy evidenced by a great number of the commercial houses of the State towards this battle, when, as a matter of fact, they are the principle gainers as a result of the operation of the new statute. To the best of my knowledge only one of the leading wholesale houses of the State instructed its traveling corps to go to Lansing and use their efforts in behalf of the two cent legislation at the time of the hearing before the Committee. Why others failed to actively interest themselves more in the matter and to have made the battle easier is beyond my understanding. I think that the wholesalers and manufacturers should wake up to the fact that whatever legislation the traveling men are working for is of vital interest to them and of more real benefit to them than even to the "drummer" who is in their employ.

The benefits already derived as a result of the organization of the Knights of the Grip are more than ample to repay all the efforts and toil spent in perfecting the society up to its present standard. These benefits went not only to the members of the Knights of the Grip, but were participated in by all others engaged in this calling.

How much greater might not have been the results had the organization been twice as strong numerically. Every traveling man owes it as

a duty to himself to join hands with his co-workers in the commercial field, so that all may have a portion of the credit for the grand achievements of the past and the still greater ones possible in the future.

The most skeptical person will surely admit that the Michigan Knights of the Grip have done a lot of good in many different ways. I wish every traveling man could read some of the letters which are presented at the Board meetings, which are received from a bereaved widow or orphan children of a departed brother, giving thanks for the little crumb of comfort which they received in the shape of the \$500 death benefit from the Knights of the Grip, which the husband or father had left them. I think the Knights of the Grip would then be given credit for doing some good, and more traveling men would be anxious to join our most worthy organization. In many cases we learn that the only insurance carried by the deceased member was the \$500 in the Knights of the Grip. What a blessing this is to the poor afflicted widow and children, for it is certainly a fact that many of our traveling men do not lay away very much for the proverbial "rainy day."

The next annual meeting of the organization at Saginaw in August should devise some ways and means for bringing into its fold every eligible traveling man in the State. There are actually over 25,000 traveling men making their home in Michigan, and of this number less than 2,000 are affiliated with us. Our number should be increased tenfold, and that within a short time. Then, with an army of upwards of 20,000, our forces would be well nigh irresistible and all our reasonable demands granted. Then, also, could we proceed to extend our protecting hand to our fellow travelers of adjoining states and enlarge our jurisdiction until we not only were known as the "Michigan Knights of the Grip" but the "Knights of the Grip of the United States." J. C. Wittliff.

### Recent Trade Changes in the Hoosier State.

Austin—R. W. Peacock is succeeded in the general merchandise business by Peacock & Hughbank.

Carmel—Barker & Kinzer succeed Painter & Barker in the general merchandise business.

Catact—D. M. Neill is the successor of K. W. Nicholas, general merchant.

North Vernon—R. S. Barnes, dealer in general trade, is succeeded in business by J. H. Ritchie & Co.

Marion—The name of the Manufacturers' Shoe Co. has been changed to the Rex Shoe Co.

Hymera—The clothing business formerly conducted by V. D. Cummins, Jr., will be continued by V. D. Cummins & Co.

Stroh—Geo. Tritch, dealer in dry goods, has removed to Helmer.

Vincennes—Moore & Miller are the successors of R. G. Moore in the drug business.

Crawfordsville—Geo. W. Steele is succeeded in the drug business by G. D. Cook.



Freeman—Livingston & Ranard succeed Rice & Ranard, general merchants.

Portland—The grocery business formerly conducted by H. B. Bosworth will be continued by Bosworth & Hearn.

Bedford—Felix Miller, who conducts a racket store, has removed to Oolitic.

South Bend—W. A. Rennoe has sold his drug stock to F. A. Borst, who will place the store under the management of A. John Ross-pacher.

South Bend—A new men's clothing store has been opened by Clapp Bros., formerly of Chicago.

Brazil—The Henry Wehrle Shoe Co. has opened its new store.

Ladoga—Wm. B. Larrimer, of Anderson, has purchased the department store of E. D. Beeler, at this place. Mr. Beeler is also engaged in trade at Tipton. Wm. B. Larri-mer also conducts a furniture store at Anderson. His son Clifford will have charge of the new store.

Evansville — The Bourland & Moore Hardware Co. has opened its new store, which will be managed by F. T. Wallace, of Central City, Kentucky.

Anderson — Collins & Costello, clothing dealers, have dissolved partnership, M. J. Costello having disposed of his interest to Harvey Andrews. The business will be continued under the style of Collins & Andrews.

#### Jackson Gets Contract Running Into Millions.

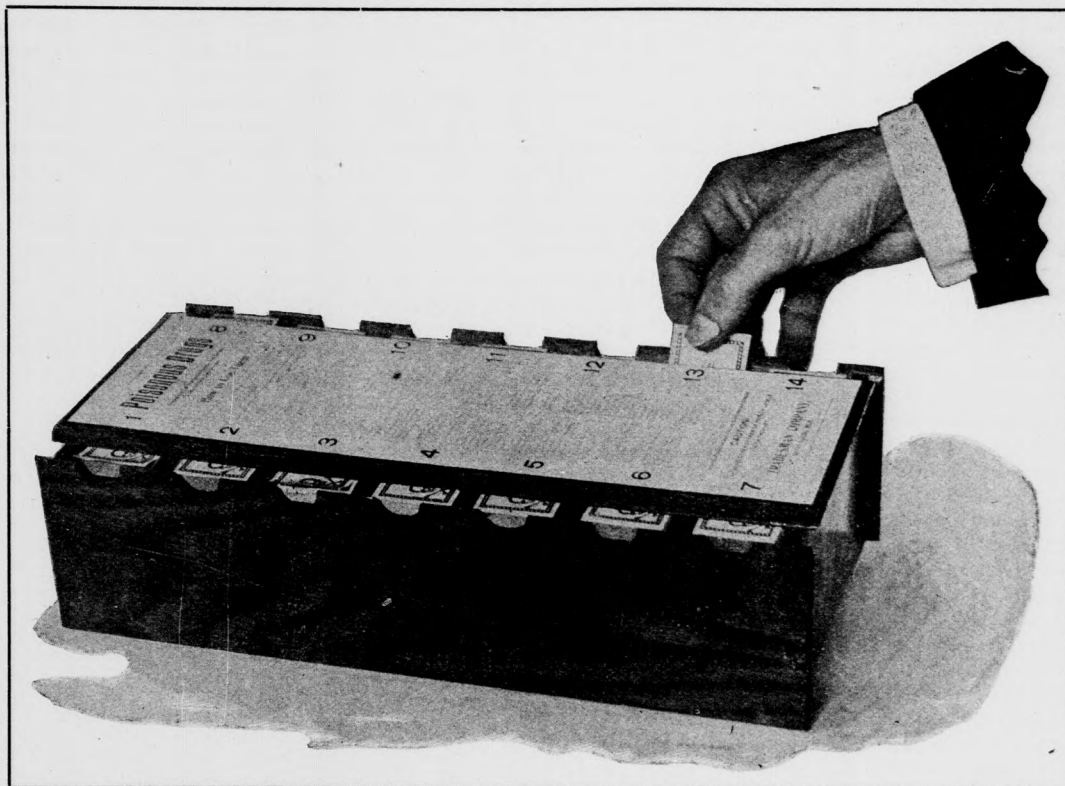
Jackson, May 21—The Reinforced Concrete Pipe Co., of this city, has just secured the contract to furnish all the sewer pipe used in the construction of the Transcontinental Railroad of Canada, the great line from Halifax to Vancouver projected by the Canadian government. The contract will run well up into the millions, and provides for all the waterways and culverts along the line.

The Jackson company manufactures sewer pipe of cement, reinforced with steel latitudinally and longitudinally, and has built up a great business. It is now engaged in laying the pipe for Baltimore's new \$13,000,000 sewer system, has established a subsidiary company off the Pacific coast, where the irrigation work provides a great demand for the cement pipe, and has big contracts in many states of the Union.

Cement sewer pipe, forming a continuous tube of cement reinforced with steel, is coming into very general use, and the company is crowded with business. It secured its contract with the Canadian government only after the most exacting tests by engineers.

The building season in this city is now in full swing, with every available man at work and a demand for more men. More building is under way than for many years. The entire absence of labor disturbances of any sort this spring has been a favorable factor. Both union and non-union shops are running full time. An organization of contractors maintains the open shop in all the large concerns.

# Tradesman Company's Classified List of Poisonous Drugs



## THE LAW

H. S. Sec. 9320. Every apothecary, druggist or other person who shall sell and deliver at retail any arsenic, corrosive sublimate, prussic acid or any other substance or liquid usually denominated poisonous, without having the word "poison" and the true name thereof, and the name of some simple antidote, if any is known, written or printed upon a label attached to the vial, box or parcel containing the same, shall be punished by a fine not exceeding \$100.

To enable druggists and country merchants to meet the requirements of the above statute without going to the expense of putting in a large assortment of labels, we have compiled and classified a list of drugs which are poisonous or become so in overdoses.

They are arranged in *fourteen groups*, with an *antidote* for each group; that is, an antidote for any of these poisons will be found in some one of these fourteen antidotes.

This arrangement will save you money, as it does away with the need of the large variety of antidote labels usually necessary, as with a quantity of each of the fourteen forms you are equipped for the entire list.

There are 113 poisonous drugs which must all be labeled as such, with the proper antidote attached. Any label house will charge you but 14 cents for 250 labels, the smallest amount sold. Cheap enough, at a glance, but did you ever figure it out—113 kinds at 14 cents—\$15.82? With our system you get the same results, with less detail and for less than one-third the money.

By keeping the labels in a handsome oak case they never get mixed up and they do not curl.

Price, complete, \$4.00. Order direct or through any wholesale house.

# Tradesman Company

GRAND RAPIDS,  
MICHIGAN





### Movements of Merchants.

Mt. Morris—H. G. Mann, general merchant, is dead.

Ludington—Lamon Wilson has opened a grocery store.

Harbor Springs—S. M. Wibert has closed out his feed business.

Melvin—R. H. Drake succeeds the Regan Drug Co. in business.

Holland—Matthew Witvliet is closing out his stock of hardware.

Boyne City—A new grocery store has been opened by Joslyn & Tuttle.

Lyons—A grocery and dry goods store will be opened by Arthur Buchanan.

Homer—Samuel Reese is succeeded in the grocery business by James Gordon.

Niles—H. C. Dittmar succeeds Guideman & Dittmar in the meat business.

Bronson—G. L. Meyers is succeeded in the bakery business by J. C. Schrader.

Wyandotte—August Loeffler has purchased the clothing stock of the Plymouth Co.

Saginaw—The Bank of Saginaw has increased its capital stock from \$200,000 to \$400,000.

Harriette—Geo. Rose is succeeded in the general merchandise business by Simpson Bros.

Detroit—Mac C. Koch is succeeded in the grocery business by Bauman & Koehnlein.

Marshall—H. A. Byard is removing his grocery stock to Eckford, where he will re-engage in the same line of business.

Detroit—The Palmer-Bee Co., which handles transmission machinery, has increased its capital stock from \$15,000 to \$20,000.

Orion—Edwin Berry, formerly with Charles Wright & Co., of Detroit, has purchased the drug stock of E. E. Anderson and will continue the business.

Alto—Chas. R. Foote & W. A. Rounds have purchased the hardware stock of Milton W. Osborn and will continue the business under the style of Chas. R. Foote & Co.

Charlotte—Watt L. Clise has sold his bazaar stock to Fred Hubbard and Alonzo Houghtaling, who will continue the business under the style of Hubbard & Houghtaling.

Roscommon—A corporation has been formed to conduct a commercial and savings bank under the style of the Roscommon State Bank, with an authorized capital stock of \$20,000, all of which has been subscribed.

Kalamazoo—The Newmarket Co. has been incorporated to deal in ladies' ready made garments. The company has an authorized capital stock of \$15,000, of which amount \$12,000 has been subscribed, \$8,000 being paid in in cash.

Bendon—M. M. Deake has sold his stock of general merchandise to E. T. Haukinson, formerly of Frankfort, who will continue the business. Mr. Deake retires from trade on account of ill health and will remove to his farm near here.

count of ill health and will remove to his farm near here.

Detroit—The Detroit Merchandise Co., which deals in merchandise stocks, has merged its business into a stock company under the same style with an authorized capital stock of \$10,000, of which amount \$5,000 has been subscribed and paid in in cash.

Detroit—A corporation has been formed under the style of Whelan & Gillam to conduct a haberdashery and men's furnishing business. The company has an authorized capital stock of \$5,000, of which amount \$4,020 has been subscribed, \$4,000 being paid in in cash.

Flint—Wm. Hollenbeck, formerly of Detroit, but who for the past three years has been conducting a hardware store at Marlette, has sold his interests there to Collins & Wood, and has come to this city where he has taken a position as salesman with George W. Hubbard & Son.

Onaway—E. Pinkerton and P. E. Deane, of Vassar, have purchased an interest in the Wm. Denton sawmill and have merged the business into a stock company under the style of the Pinkerton Lumber Co. The mill has been thoroughly overhauled and new machinery added and new tracts of lumber purchased.

Charlotte—E. C. Harmon has purchased the interest of his partner, J. E. Pennington, in the shoe firm of Harmon & Pennington, and will continue the business. As Mr. Pennington has been on the road for a shoe firm for several years and Mr. Harmon had the management, each one's work will go on as heretofore.

Detroit—Because of the retirement of Joseph F. Crusoe the old firm of Crusoe Bros., wholesale grocers, is being reorganized. Matthew Hannan is the new General Manager and Frank E. Williams Secretary-Treasurer. The business will be continued under the old name. Joseph Crusoe, who was one of the partners, retires to become credit man for the Elliott branch of the National Grocer Co.

Big Rapids—The store and contents of the Hobart Co., which carried a line of books and stationery, has been purchased by W. F. Quirk, H. W. Newman and J. W. Wanink, who will continue the business under the style of the Quirk-Newman-Wanink Co. Ralph Hobart, who has been conducting the affairs of the Hobart Co. of late, will soon leave for Grand Rapids to assume his duties as one of the proprietors of the Hobart Co. in that city.

Detroit—By a lease which was signed Monday George M. Schettler, druggist at 55 Fort street west, was given the concession at the Hotel Pontchartrain. When the new hotel opens its doors within a few months a handsome new drug store will be added to the Woodward avenue retail trade. The new store will be entirely in harmony with the luxurious appointments of the lobby of the new hotel. Its preparation will call for the expenditure of a small fortune in fixtures alone.

### Manufacturing Matters.

Rogers City—Herman Hoeft & Son have started their sawmill plant here.

Detroit—The name of the National Alcohol Gas Co. has been changed to the Detroit Gas Machine Co.

Allegan—The capital stock of the Baines Mosier Cabinet Co. has been increased from \$4,000 to \$13,000.

Coopersville—The capital stock of the Co-operative Creamery Co. has been increased from \$12,000 to \$18,000.

Battle Creek—The Battle Creek Toasted Corn Flake Co. has changed its name to the Toasted Corn Flake Co.

Tower—Keys & Warboys are building a sawmill of 30,000 feet capacity. This firm recently bought a large tract of hardwood timber in this locality.

Detroit—The Electric Sad Iron Co. has been incorporated with an authorized capital stock of \$50,000, of which amount \$43,000 has been subscribed and \$5,000 paid in in cash.

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

Perrinton—The Perrinton Cheese Co. has been incorporated to operate a factory with an authorized capital stock of \$2,000, of which amount \$1,000 has been subscribed, \$400 being paid in in cash and \$100 in property.

Battle Creek—The Walter Halter Manufacturing Co. has been incorporated to manufacture leather halters, with an authorized capital stock of \$10,000, all of which has been subscribed, \$1,000 being paid in in cash and \$8,400 in property.

Detroit—The Courville Piano Player Co. has been incorporated to conduct a manufacturing business with an authorized capital stock of \$30,000, of which amount \$15,000 has been subscribed, \$500 being paid in in cash and \$14,500 in property.

Ypsilanti—A corporation has been formed under the style of the Ypsilanti Hay Press Co. to conduct a manufacturing business with an authorized capital stock of \$1,000, of which amount \$500 has been subscribed and \$250 paid in in property.

Jackson—The Jones Furnace Co. has been incorporated and will conduct a manufacturing business, having an authorized capital stock of \$10,000, of which amount \$7,500 has been subscribed, \$2,500 being paid in in cash and \$5,000 in property.

Sault Ste. Marie—A corporation has been formed under the style of the Ryan Folding Storm Canopy Manufacturing Co., with an authorized capital stock of \$200,000, all of which has been subscribed, \$6,000 being paid in in cash and \$150,000 in property.

St. Louis—The St. Louis Chemical Co., which manufactures chemicals, has merged its business into a stock company under the same style with an authorized capital stock of \$300,000, all of which has been subscribed, \$30 being paid in in cash and \$299,070 in property.

Benton Harbor—Wm. Ehrle has merged his cigar manufacturing business into a stock company under the style of the Up-To-Date Cigar Co., with an authorized capital stock of \$2,000, of which amount \$1,000 has been subscribed, \$400 being paid in in cash and \$200 in property.

ness into a stock company under the style of the Up-To-Date Cigar Co., with an authorized capital stock of \$2,000, of which amount \$1,000 has been subscribed, \$400 being paid in in cash and \$200 in property.

Muskegon—The business of the American Electric Fuse Co. has been merged into a stock company under the same style with an authorized capital stock of \$200,000 common and \$50,000 preferred, of which amount \$200,000 has been subscribed and \$200,000 paid in in cash.

Tecumseh—A corporation has been formed under the style of the Tecumseh Manufacturing Co., which will manufacture novelties with an authorized capital stock of \$25,000 common and \$25,000 preferred, of which amount \$37,500 has been subscribed and paid in in cash.

Detroit—A corporation has been formed under the style of the Kerr Machinery & Supply Co., which will manufacture machinery, implements, and store and office equipment. The company has an authorized capital stock of \$840, all of which has been subscribed and paid in in cash.

Hanover—A corporation has been formed to conduct a manufacturing business under the style of Oldman's Golden Cereal Co. The company has an authorized capital stock of \$10,000, of which amount \$5,600 has been subscribed, \$2,800 being paid in in cash and \$2,800 in property.

Ann Arbor—The Ann Arbor Machine Co., which manufactures hay presses and other agricultural implements, has merged its business into a stock company under the style of the Columbia Hay Press Co. with an authorized capital stock of \$10,000, all of which has been subscribed and paid in in property.

Detroit—A corporation has been formed under the style of the Detroit Manufacturing & Stamping Co., which will manufacture tools, dies and stamping machinery, with an authorized capital stock of \$12,000, of which amount \$7,000 has been subscribed, \$200 being paid in in cash and \$5,370 in property.

Detroit—A corporation has been formed under the style of the Hugo W. Schmidt Picture Frame Co. to deal in picture frame materials and also to manufacture picture frames, with an authorized capital stock of \$5,000, of which amount \$2,600 has been subscribed, \$1,600 being paid in in cash and \$1,000 in property.

Bay City—The Kern Manufacturing Co.'s sawmill is cutting about 100,000 feet a day. The lumber is pine and comes to the mill by rail. The mill is cutting pine for the Ward estate, and it is handled in the car trade by the estate, which has a large yard here. It requires a train of logs every day to keep the plant in operation.

The devil has many ways to work a woman, but a compliment is the path that leads to them all.

There are certain phases of truthfulness with which no man will wound a woman.

Lazy folks lose a lot of energy telling how busy they are.





**The Produce Market.**

Asparagus—90c per doz. bunches.  
Beets—\$1.50 per bbl.  
Butter—The market has made a further decline of 2c per pound during the past week, due to the increasing make. The butter now arriving is very fine, as the weather has been most favorable. The present demand is excellent, and the price is now 2c above last year's market. From now on there is likely to be a further increase in the make and probably an additional decline of possibly 2c within the next few days. The receipts are cleaning up as fast as they arrive at full prices, and the general situation is strong. Creamery is held at 23c for No. 1 and 24c for extras. Dairy grades command 19c for No. 1 and 16c for packing stock. Renovated is steady at 20c.  
Cabbage—Charleston commands \$3 per crate and California fetches \$3.50 per crate.  
Celery—85c for California.  
Cocoanuts—\$4 per bag of 90.  
Cucumbers—\$1 per doz. for hot house.  
Eggs—The market is 1c lower than a week ago, owing to favorable weather and large production. Eggs are now running as fine as in April, which is an unusual condition, as April is supposed to be the best egg month in the year. Present conditions are likely to prevail within a week or so as long as present weather conditions continue, and following that the market will depend entirely on the weather. The consumptive and speculative demand are both good and prices are ruling about the same as a week ago. Local dealers pay 14c for case count and find no difficulty in getting 15c for candled.  
Green Peas—\$2 per bu.  
Honey—16@17c per lb. for white clover and 12@14c for dark.  
Lemons — Californias command \$4.50@4.75. Messinas range about 25c per box below Californias. The demand is rather slack on account of the weather and the fruit would go much better were there bright, warm days. Mediterranean lemons continue to be quite a factor in the market, as they will all summer.  
Lettuce—12½c per lb. for hot house.  
New Beets—50c 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 — Local dealers obtain \$2.50@3.50 for extra large stock and \$4@4.50 for the more desirable sizes.  
Parsley—35c per doz. bunches.  
Pieplant—75c per 40 lb. box of hot house.  
Pineapples—Cubans command \$3.75 for 36s, \$4 for 30s and \$4.25 for 24s. The quality is good.  
Plants—65c per box of 200 for either cabbage or tomato.  
Potatoes—70@75c per bu.

Poultry—Receipts are liberal, but not sufficient to meet the consumptive requirements of the market. Local dealers pay 12c for live hens and 15c for dressed; 12½c for live chickens and 15@16c for dressed; 13c for live ducks and 15c for dressed; 16c for live turkeys and 17@20c for dressed.  
Veal—Dealers pay 5@6c for poor and thin; 6½@7½c for fair to good; 8@8½c for good white kidney from 90 lbs. up. Receipts are moderate.  
Radishes—Long and round each fetch 25c per doz. bunch.  
Spinach—\$1 per bu. for Illinois.  
Strawberries—Prices are unchanged. Since the Missouri berries began arriving the quality is much improved and they are now excellent, but the dark, cold weather retards retail sales very materially. The price is still too high to tempt the average consumer, 24 qt. cases bringing \$3@3.75.  
Tomatoes—\$3.75 per 6 basket crate.  
Wax Beans — Floridas command \$2.75 per ⅓ bu. box.  
**The Drug Market.**  
Opium—Is weak on account of more encouraging reports from the growing crop and the lack of demand.  
Morphine—Is unchanged.  
Quinine—Is steady.  
Norwegian Cod Liver Oil—Has declined 5c per gallon.  
Glycerine—Is very firm and tending higher.  
Balsam Copaiba—Is slightly lower on account of better supply.  
Santonine—Has been again advanced 70c per pound.  
Wahoo Bark of Root—Has declined.  
Oil Pennyroyal—On account of scarcity has again advanced.  
Gum Camphor—Is very firm at the high price and there is no indication of a decline.  
Short Buchu Leaves—Are in a very firm position.  
Jamaica Ginger Root—Is in small supply and advancing.  
Canary Seed—On account of unfavorable crop advices is tending higher.  
Linseed Oil—On account of the firm market for flaxseed is tending higher.  
**Butter, Eggs, Poultry, Beans and Potatoes at Buffalo.**  
Buffalo, May 22—Creamery, fresh, 20@23c; dairy, fresh, 18@21c; poor to common, 16@18c.  
Eggs—Choice, 17c.  
Live Poultry — Broilers, 30@35c; fowls, 14@15c; ducks, 14@15c; old cox, 10@11c; geese, 9@10c; turkeys, 12@14c.  
Dressed Poultry—Iced fowls, 14@16c; chickens, 14@16c; old cox, 11c.  
Beans — Pea, hand-picked, \$1.60; marrow, \$2@2.15; medium, \$1.60; red kidney, \$2.25@2.35; white kidney, \$2@2.25.  
Potatoes—White, 75@80c; mixed and red, 70@75c. Rea & Witzig.  
The capital stock of the Hart Mirror Plate Co. has been increased from \$12,800 to \$100,000.  
True religion deals with men as in the sight of God and with God as in the sight of men.

**The Grocery Market.**

Sugar—The refiners, by a series of advances, have now pushed up prices to a point where the gross margin of profit between raw and refined is now about 1 cent. They have contracted to buy raws for July shipment, however, at a price which will reduce the margin at that time to about 85 points unless there is further advance. This will likely come as soon as the demand reaches the usual summer magnitude. Already it shows some increase, but not a great deal, owing to the backward season.  
Tea—The demand is as it has been, from hand to mouth only, and the line is unchanged throughout. Here and there a line is firm by reason of scarcity, but the bulk of the lines are simply steady.  
Coffee—Receipts of Rio and Santos continue to beat all records, and the outlook is not promising to large holders of these grades of coffee. The demand for Brazil is moderate. Java and Mocha are steady at unchanged prices. Milds are steady and unchanged.  
Dried Fruits—Apricots are so extremely scarce as to be hardly quotable. Raisins are getting cleaned up and there is at present a good jobbing distribution. Currants are in good demand for the season at ruling prices. Apples are firm and unchanged. New prices have been named on future raisins and they show an apparently unsettled situation. Certain large packers have named 8c for fancy seeded, f. o. b. the coast, and 7¾c, which is 2¼c above last year. Other packers have named prices ¼c higher. These prices were higher than the trade expected, and have not aroused any business. Spot prunes show no further change, being firm at last week's advance. The spot Eastern market is still about ¼c below the coast. Prices on future prunes have not yet generally been named. The prices which have come out so far have been largely speculative, and named with a desire to feel the trade and prepare it for high values. Some Oregon future prunes have been sold at a range from ⅜@5½c above last year's opening. Peaches are quiet and unchanged.  
Cheese — Old is very firm and stocks are about exhausted. What few are remaining are being sought for at firm prices. New cheese is coming in in small shipments and goes out at about 2c below the old. Each shipment shows an improvement in quality. There will probably be no change in price within the next few days either in old or new cheese.  
Provisions—There has been an increase in the consumptive demand and the market is firmer than a week ago. Pure and compound lard have advanced ¼c during the week, due in the case of pure lard to better demand and higher cost of hogs, and in the case of compound to the scarcity and costliness of cotton oil. Barrel pork, dried beef and canned meats are unchanged and in better demand. Canned meats particularly show a better trade than they have for some time.  
Fish—Cod, hake and haddock are

dull and unchanged. Domestic sardines show no further change, although the outlook seems rather firm. Imported sardines are unchanged and steady. No new prices are forthcoming as yet on salmon, but they are expected shortly. Mackarel show no change whatever, either in price or general conditions, from last week and the demand is very quiet.

**Light and Electricity the Same.**

Nothing new under the sun. W. A. Shenstone, F. R. S., says that there is no essential difference between the flickers of light used as signals by a savage tribesman when he waves a beacon to warn his friends a few miles away at the approach of danger and the invisible signals sent over the ocean from the wireless telegraphy station at Poldhu. The savage with his torch and the highly trained electrician at Poldhu, each in his own way, generates waves in that ether which, as we believe, permeates every speck of matter and fills every nook and cranny of the universe, and the success of the signal, in the one case as in the other, depends upon those waves falling upon a suitable receiver—the human eye or substitute for the eye—at the end of their journey through space. And yet there is this difference between the light waves produced by the savage and the electric waves generated at Poldhu: The latter, to put it broadly, for there is a big gap, may be said to begin where the former cease. For while light waves are so small that many thousands of them can be packed within the compass of a single inch, electric waves are so big that they may be feet, miles or even thousands of miles in length. In all essential qualities, however, except in size, light waves and electric waves, so far as we know at present, are identical. The human eye is responsive to the small waves but not to the big waves. That is why the big waves were not recognized until a special instrument had been constructed for the purpose.

**New Lumber Company.**

A corporation has been formed under the style of the Southland Lumber Co., which has an authorized capital stock of \$20,000, all of which has been subscribed, \$10,000 being paid in in cash. The operations of the company are to be carried on at Matthews, Missouri. The stockholders and the amount of stock held by each are as follows:

A. B. Knowlson .....	\$14,400
Jos. Horner .....	2,600
A. B. Horner .....	1,000
G. J. Rooks .....	2,000

Monroe—The Seitz Automobile and Transmission Co. has been incorporated to manufacture automobiles. The company has an authorized capital stock of \$500,000, of which amount \$265,000 has been subscribed, \$3,000 being paid in in cash and \$235,000 in property.

Big Rapids—A. R. Morehouse has purchased the grocery stock and store building of George Graham and will continue the business at the same location.



## INCUBATOR CLERKS.

## Girl Clerks Who Have Been Trained at Home.

Written for the Tradesman.

The dry goods man sat at his desk in the private room. The chief book-keeper stood not far away, armed with pencil and paper. The merchant had advertised for four girl clerks and the corridor at the back of the big salesroom was packed with girls—blondes, brunettes, pretty, plain, prettily dressed, attired in the garments of poverty. This committee of two was selecting the four from the bevy. The door leading from the corridor to the private office opened and a fluffy young blonde came in, her cheeks flushed, her eyes shining with anticipation. She was one of the prettily dressed ones. She stood before the two men quite self-possessed, showing neither timidity nor self-consciousness.

"Have you ever worked as clerk?" was the first question after the name and address had been taken.

"Never, but—"

"Are you quick at figures?" asked the merchant, not waiting for the girl's explanation.

"Oh, yes, sir."

"Have you a good eye for color?"

"I thing so, sir."

"You sew, of course?"

"Why of course?" asked the girl. "You don't want a sewing woman, do you?"

"Do you understand needlework?" asked the merchant, a little nettled at being asked questions by the applicant.

"Certainly, sir."

"Where did you learn?"

"At school, sir."

"Yes, of course. And you cook?" The girl flushed deeply.

"Why," she said, "I didn't know that you wanted a cook. I thought I came here to apply for a position as clerk."

"Do you cook?" repeated the merchant, sternly.

"I can cook," was the reply, "but I don't."

The applicant shrugged her shoulders and tilted her dimpled chin into the air. Her manner said what words could not have expressed so quickly, that she felt herself above the drudgery of the kitchen.

"Why don't you cook?" asked the merchant.

"Oh, because I don't have to. We have a cook at home, and I don't think she likes to have me mussing about the kitchen."

"Where did you learn to cook?"

"Why, what a funny examination!" cried the applicant. "I never heard anything like it. Do you have to know all about everything to earn four dollars a week clerking in a dry goods store?"

The book-keeper grinned. That surely was one on the boss. Personally the book-keeper had never approved of the civil service examinations all applicants had to undergo before getting positions in the store. He thought the boss cranky on the subject.

"Where did you learn to cook?" repeated the merchant, glancing sharply at the book-keeper, who was

trying hard to keep his keen enjoyment of the situation from showing in his face.

"I learned at school," was the reply. "We had regular cooking classes at school, and we had good teachers, too," the girl added, as if desirous of impressing upon the merchant the thoroughness of her culinary education.

The merchant pondered a moment and the girl, seeing both merriment and sympathy in the eyes of the book-keeper, smiled faintly in his direction.

"And so you learned to sew and to cook at school," said the dealer, presently. "How kind of the Board of Education! Did you also learn to sweep and dust and wash at school? Were you taught anything at home?"

"Why, mother was always busy," was the reply. "I can't see why a girl should know about all these things to get a job clerking."

The merchant opened his mouth to make answer, but closed it without speaking a word. He saw that it would be useless to attempt to explain to the girl that he was asking what she had been taught and where she had learned the things she knew only for the purpose of discovering the amount of training that her mind had received.

"Were you taught anything at home?" repeated the merchant.

"Yes, sir," replied the girl, with flashing eyes, "I was taught not to ask impertinent and personal questions."

She turned to the door and passed out. The book-keeper checked a snicker. The merchant looked annoyed and pained. He turned to the book-keeper and asked:

"Is there any way I can protect myself from incubator clerks without asking personal questions? Do you know of any system by which I can reach an idea of the amount of brain-culture these applicants have received without asking about their home life and the share of the mother in it?"

"I guess you have adopted the only way," admitted the book-keeper, "although the girls do not appear to like it. What do you mean by incubator clerks?"

"You may take a first-grade egg," replied the merchant, sitting back in his chair, regardless of the waiting ones who were scuffling and pushing each other about in the corridor, "and put this first-grade egg in a first-grade incubator and attach a kerosene lamp to the outfit and put the contraption down in the cellar and watch it night and day until the shell cracks and out pops a chicken with weak eyes and a fluffy head. You'll have to get up nights to attend to the lamp, and you'll have to turn the eggs over just so often, and you'll have to do a lot of things in imitation of a hen, but in time each egg will crack open and you'll see a slender-necked chick come out of it."

"Now, you may take that chick and feed it and wrap it in cotton and cuddle it, and do a lot more things in imitation of a hen, but, after all, it is nothing but an incubator chick-

en. Did you ever get the incubator habit? No? Then, of course, you can not know what a frail thing an incubator chicken is. There are a list of diseases manufactured exclusively and entirely for incubator chickens. They have things the matter with them that no one ever heard of before. They die if you look at 'em, which is, perhaps, the best thing they can do, for an incubator chicken is not calculated, intellectually, to wage successful conflict with the world. In other words, a chick reared in an incubator is light in the bellfry, as the boys say. I don't know whether it is the incubator, or the cotton, or the kerosene lamp, but it is a sure thing that incubator chicks do not possess chicken sense. I guess the brain doesn't develop in the machine."

"Now, you may take a child and give it out to a nurse in its infancy, and later pay a pretty girl to trundle it through the park, and send it off to school in care of a paid attendant, and you're just following the course of the incubator and the kerosene lamp. Still later you may keep this child out of the sewing room and the kitchen at home and permit the public school teachers to teach it to sew and cook; you may shift the duties of motherhood onto the paid teachers all through its young life, and bring it up at public expense, and with only the cold care of the public, until it marries if it is a girl or runs away and enlists if it is a boy, and you've got an incubator child. An incubator child is as bad as an incubator chick. I don't want them in my store."

"The incubator child, my son, is in no sense human. It hasn't got the human heart that sees, understands and sympathizes with the world of its kind. It has been assorted and graded and classified until it is a human machine. It is selfish, intolerant of the rights of others, cold, mercenary, ungrateful. I don't mean to say that it is shy in the cupola, like the incubator chick, but it is shy in those qualities of the mind which attract friends and retain them. Therefore, I don't want any incubator clerks in my store, see? I want girls who have been reared under the mother eye, who have imbibed the mother ideas of purity, gentleness and courtesy."

"I wish the Board of Education would stop taking the duties of the mother upon its shoulders. Children

should be taught to sew and cook at home. They should be drawn out intellectually and physically as they are naturally endowed. They should be taught kindness, compassion, charity, and should naturally take a keen interest in their fellows. The incubator clerk is more interested in the clock than anything else."

"Now, I'm not pretending to dictate to mothers how to rear their little ones, or how not to rear them. I simply say that when they are reared after incubator style I don't want them here. It may not be the mothers' fault. I don't know. I know only the result."

"You go ahead, now, and pick out four clerks. I've spent so much time trying to make you understand that it is home training that makes the man or the woman that I can't see the thing through. Remember that I don't want any incubator clerks!"

Now you know how this merchant gets good clerks. Alfred B. Tozer.

## Good Promise Better Than Bad Check.

The salesman is always ready to take your order, and it is easy to buy; but paying sometimes gets to be what Sherman said war was. In paying your bills, if you do so by money in the bank, don't ever calculate that Messrs. Jones & Brown will not put your check through for a day or so, and pay another bill with what you have on deposit, hoping for good business or some fellow to pay a bill to tide you over, because it is a known fact that some of these credit men have wonderful intuitive powers, and just about that time the credit man with Jones & Brown is going to rush your check through. And then—well, you figured wrong or the bank was wrong. Don't do it—if business is quiet, collections poor, or unlooked-for expenses have depleted your cash balance, tell the truth and say that in about ten days or two weeks you will remit. Always remember that a good promise is better than a returned check marked "No Funds."

## Largest Exclusive Furniture Store in the World

When you're in town be sure and call. Illustrations and prices upon application.

## Klingman's Sample Furniture Co.

Grand Rapids, Mich.

Ionis, Fountain and Division Sts. Opposite Morton House

IF THERE IS  
A MAN

In this state, or elsewhere, who wants to buy a paying, well-established general merchandise business in a thriving town of 900 inhabitants, let him write me. Town is located in a prosperous farming community, on two lines of railroad, in Western Michigan, and is near good buying markets.

Satisfactory reasons given for selling. A hustler can double present profits. Stock invoices about \$10,000. Terms, part cash, balance easy terms. Can give long lease on building, or will sell that, too.

Address, S. O. V., care Michigan Tradesman, Grand Rapids, Mich.



PORT HURON POST.

Some Great Plans Announced for the Future.

Port Huron, May 18—Not having seen anything in the commercial travelers' page of the Tradesman from our neck of the woods for some time, I thought perhaps you would like to know what the members of the Knights of the Grip are doing over here.

Speaking of the social side of affairs, I will inform my brothers what has been done here in Port Huron. Having organized Post H only a little over a year ago with twenty-three charter members, we to-day have a membership of seventy-five active traveling men, and are taking in from two to five new members at every meeting, which we now hold on the last Sunday afternoon of each month at the handsome Commercial Club House. By the way, Post H has a degree team that works a side degree on all the newly initiated that has everything else of the kind backed off the boards right. It is certainly a howling success (for that is about all the members do while the candidate is going through his sprouts—howl). It is quite a drawing card to get members to the meetings; and the team is thinking of touring the State, visiting the cities where Posts of the Knights of the Grip are located and exemplifying the work.

During the winter we held dancing parties every other Friday night at the Masonic Temple, which were pronounced the pleasantest parties held in the city. Besides this we hold little family gatherings, which only members and their families attend. These are also very enjoyable affairs. Card playing is indulged in, prizes are given, a light repast is served and then a short musical programme is rendered. In this way our families all get acquainted with one another, which is certainly more sociable than that only we boys should know each other.

There is one thing I wish to mention also. Post H is going to attend the State convention at Saginaw Aug. 23 and 24, and will be there with both feet. At the last meeting a committee, consisting of Wm. J. Devereaux, W. A. Murray and A. D. Seaver, were appointed to make all necessary arrangements for the trip. It is expected that we will go by special train, accompanied by the K. of G. Band of this city. Nearly every member will go, accompanied by his wife, and some members who are still in lovely bachelorhood, among them Ed. J. Courtney, Manford Watt, R. S. Bennett, Leo Wittliff, Jno. F. Cannalley and Jas. Furgeson, have promised to "jump the broomstick" just before that time, so as to take in the convention and honeymoon at the same time. That "grand old man," W. R. Carson, who is Dean of the corps of traveling men of Port Huron, is going to act as drum major for the band. The other day Uncle Tom's Cabin was in town and I saw "old boy" Carson following the band and keeping up with the little "nigger" who was the drum major for the company. When

he met me he said, "Say, I think I can do just as well as that fellow." The "old boy" is right there with the goods when it comes to swinging the baton or doing the highland fling. He is strong on either one.

Frank Atkins, captain of our baseball club, told me that he has made arrangements with half a dozen ball players of the Detroit club and intends to challenge the Saginaw bunch for a return game of baseball and wipe out the awful stain of that defeat at Saginaw's hands last year.

Then we are going to play a game of ball in the near future with the policemen of our fair city for sweet charity, and I want to say right here that we have a few members who are some "chucks" at playing the game, among the most notable ones being "Ham" Irving, who is certainly strong on the "high ball" stuff and is without doubt one of the greatest out-fielders in the business. Then there is my old friend, Mosher, but his preference is for the "straight" ball. One of the best players we ever had was "Billy" Morash. "Billy" has left us and is now proprietor of the O'Mara House at Carsonville, where he is trying to take care of the boys the best he knows how. Bill did not seem to be greatly in love with the game anyway, for he said barbed wires were too hard on a fellow's clothes. In Will Devereaux, Ed. Monsell, C. A. Fitz Gerald and "Tommy" Atkins we have the greatest "stonewall" in-field there ever was, and Ed. Courtney, our "spit-ball" artist, is the real candy boy. For catchers we have Charlie Howitt and Albert Wagner, who can catch anything from a street car that has a block the start of them to a cold in mid-summer.

What we will do to those policemen will be a plenty, and by the time we meet that Saginaw bunch we expect to be in great fettle.

"Plunk" Hamilton and E. R. Beger, so rumor has it (not verified), have leased the Jeffers Theater at Saginaw for the days of the convention and will present there for the first time the playlet written by themselves, entitled "I don't like you anymore, or when we were snow-bound." Among the other principals in the cast are J. P. Smith, Ham. Irving, W. A. Murray, W. R. Carson, Maxwell Gray, J. B. Corlett and Watson Wesley. All are rehearsing their parts diligently and the show promises to be extremely interesting, with some very thrilling climaxes.

Then we are also going to get up a real live baby show, to which only descendants of a "grip lugger" in good standing will be eligible to entrance. Let me say that no one need worry lest there be not enough entries, for most of the local contingent of traveling men are firm believers and exponents of President Roosevelt's idea of the strenuous life and how to replenish this hemisphere. "Bob" Mitchell is one of the foremost promoters of the baby show. "Bob," by the way, is the proud father of a five months old baby girl. The other day he told me confidentially that he would win first prize with his youngster in a

walk, "for," as he expressed it, "she is just too sweet for anything." Brothers Monsell, Minne and Atkins expect to run "Bob" a close race with their youngest heirs.

In closing, let me just say that I think we have a pretty good bunch of traveling men living in our beautiful city. They are a sociable and free-hearted lot of gentlemen. Of course, a few never seem to be able to take time to attend a meeting of the Post; some don't feel like favoring us by attending the dancing parties or feel like donating a dollar if they don't attend, and some also don't even feel like attending our family gatherings, which are complimentary—cost the members nothing; but, on the whole, I think we are getting along fine and have the banner Post of the Michigan Knights of the Grip. Kakuka.

Recent Business Changes in the Buckeye State.

Fayette — The grocery business formerly conducted by Chas. Campbell will be continued by Campbell & Evans.

Blatchford—Cook & Forsythe succeed Cook & Leonard in the general merchandise business.

Canton—L. A. Cooper is succeeded in the grocery business by Bederman & Kinderer.

Lorain—W. W. Freeland will continue the grocery business formerly conducted by Freeland Bros.

Lower Salem—The general merchandise business formerly conducted by Muhlback & Mutz will be continued by P. H. Muhlback.

Giddings—R. W. Earlywine, general merchant, is succeeded in trade by F. Swanson.

Hamilton—A petition in bankruptcy has been filed by the creditors of K. Shoker, clothier.

Marshfield—McClure & Davis are the successors of the hardware firm of Hysell & Duffee.

Newark—O'Bannon & Co., bakers, are succeeded in business by Mrs. Richard Kear.

Newark—Lissor & Son are the successors of W. H. Reinbolt, grocer.

Oberlin—C. J. Holgate will continue the racket store business formerly conducted by Holgate & Wright.

Upper Sandusky—E. Rangelier is succeeded in the meat business by Rangelier & Herman.

Athens—The G. A. Welty Co. is succeeded in the manufacture of shirts by the Hershey & Rice Manufacturing Co.

Cleveland—Nicholas Volk succeeds Frank Hovorka, grocer.

Greensburg—B. F. Hall, general merchant, is succeeded in business by L. O. Skinner.

Groveport—J. H. Miller is succeeded in the grocery business by Hancock & Ingram.

Hoytville—E. O. McHenry succeeds E. E. Householder in the meat business.

Lancaster—C. H. Uhl & Co. are the successors of J. M. Nolan, grocers.

Niles—The Niles Iron & Sheet Co. has changed its name to the Niles Iron & Steel Co.

Powell—O. M. Smith succeeds H. B. Dobys in general trade.

Stout—Storer & Tracy succeed L. A. Miller, general merchant.

Findlay—John Cramer, formerly of North Baltimore, succeeds E. M. Sherk & Co., grocers and crockery dealers, in business.

Akron—Henry A. Stauffer is succeeded in the meat business by Harry Gaugler.

Mansfield—Thomas Day is succeeded in the firm of Bowden & Day by George Snyder. The feed business will be continued under the style of Bowden & Snyder.

Crooksville—T. F. Brown will continue the grocery business formerly conducted by Brown & Hazlett.

New Straitsville — The grocery business formerly conducted by Wilson & Richards will be continued by D. J. Richards.

Spencerville—H. B. Sunderland succeeds Harvey & Miller in the cigar business.

Cleveland — The Cleveland Merchandise Co. has removed to Mansfield.

Columbus Grove—M. C. Sterling, dealer in cigars, is succeeded in business by O. T. Day.

Marietta—The W. H. D. Chapin Co. is succeeded in the manufacture of pants by the Chapin Pants Co.

Mt. Orab—H. & H. Hendrixson succeed Thompson & Hendrixson in the grocery business.

Struthers—Thos. Sheridan is succeeded in the grocery business by T. A. Roberts.

Why New Bottles Should Be Used.

Physicians in Austria are reported to have found it necessary to specify that in case of refilling all prescriptions used in infectious diseases a new bottle shall be used. A number of suspicious cases of infection have emphasized the possible danger of infection from bottles taken from the sick room. In a recent case in this country a drug clerk raised the question whether or not bottles returned from scarlet fever patients might have been the cause of his taking the disease. The possibility is certainly a present one, especially if the bottle were wrapped in the patient's room and in paper that had been handled by the patient. The conveyance of any one of several diseases by this means should be borne in mind by physicians and pharmacists. The latter, to prevent error in the transmission of the number of the desired prescription, could have a germicidal garbage-can, into which the messenger could drop the bottle after having held it up for the reading of the number by the pharmacist. The danger is not a pronounced one, but in epidemics every precaution should be taken.

Lie down with the rabble and you will get up a realist.

A learned woman is a literary nightmare.

Old and Slow Accounts Easily Collected by My System

Mr. Merchant, do your own collecting easily and quickly at little expense.

Address J. M. BOTHWELL, Cadillac, Mich.





DEVOTED TO THE BEST INTERESTS  
OF BUSINESS MEN.

Published Weekly by  
**TRADESMAN COMPANY**  
Grand Rapids, Mich.

**Subscription Price**

Two dollars per year, payable in advance.  
Canadian subscriptions, \$3.04 per year in advance.

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

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

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

Entered at the Grand Rapids Postoffice.

E. A. STOWE, Editor.

Wednesday May 22, 1907

**AMBASSADOR O'BRIEN.**

Six times has the General Government of the United States bestowed distinguished honor upon the State of Michigan by selecting from among her most eminent citizens men appointed to fill diplomatic missions of the highest character. And two of these candidates were citizens of Grand Rapids. The list began with the appointment of the late Gen. Lewis Cass to be American Ambassador at the Imperial Court of France. Then came the Hon. James B. Angell to be Ambassador to China; next the late Hon. George V. N. Lothrop as Minister to Russia. He was followed by the Hon. Thomas W. Palmer as Minister to Spain and next was the late Hon. Edwin F. Uhl, Ambassador to Germany. Now comes the well merited promotion of the Hon. Thos. J. O'Brien to be Ambassador to Japan, a port which, under the new order of diplomatic conditions, is second to no similar office within the gift of our Government.

A resident of Grand Rapids since 1872, except during the past two years admirably filled by him as Minister to Denmark, Mr. O'Brien has been intimately and in a large way identified with the interests of Grand Rapids. By his merit as an officer of the Government and his fine character as a man, Mr. O'Brien has bestowed lasting and far-reaching credit upon our city. Therefore it is most fitting that the citizens of Grand Rapids, en masse, should be provided with an opportunity to make a public demonstration of their appreciation of the great honor he has bestowed upon them.

With this object in view the President of the Grand Rapids Board of Trade has appointed Messrs. W. H. Anderson, Col. Geo. G. Briggs, Amos S. Musselman, Sidney F. Stevens, Gaius W. Perkins and George G. Whitworth, ex-Presidents of the Board of Trade, a special committee to tender to Mr. O'Brien, upon his return to this country shortly, a public home-coming reception. It is the purpose to make of this event a spontaneous, semi-formal and genuinely sincere congratulation and friendly welcome on the part of every one of the eleven hundred members of the Board of Trade, and the makeup of the special committee having

the matter in charge is assurance that the function will be an unqualified success.

**AMELIE RIVES' DICTUM.**

With Abe Hummel, blackmailer, thief and perjurer, doing time at Blackwell's Island; with Abe Ruef, ex-political boss and grafter of San Francisco, abandoned by his lawyers, and exposing Mayor Eugene Schmitz, associate grafter and thief; with the clergyman who performed the marriage service for the Corey-Gillman outfit, returning the marriage fee he received and apologizing for his fault, and with young Mr. Gould and Katherine Clemmons, erstwhile protege of Buffalo Bill and present wife of Mr. Gould, going into court for nasty revelations, it is entertaining to hear Amelie Rives, author of *The Quick and the Dead*, declare that Americans are the slaves of convention.

Amelie, the Princess Troubetskoy, the beautiful Virginia girl, whose first husband was Mr. Chanler, says: "We are too much afraid of the vulgar to be able to overcome it. Our primitive instincts seem to be too obviously ashamed of themselves."

This will be refreshing to the chap who cleans his finger nails on the street cars, picks his teeth at table and shovels his food into his mouth with a knife. It will startle those who wear noisy waistcoats and bedeck their persons with an overplus of jewels, and it will simply paralyze those lesser lights who treat the sacred marriage rites as they would an appointment with a book agent.

But how about the general public, which is openly charged by the daily press of the country with being responsible for the character of sensationalism which dominates that press? Is it because the great American public is too much afraid of the vulgar, because its primitive instincts are too obviously ashamed of themselves, that the newspapers parade the doings of the Smart Set and give double column, double leaded first page places to all crimes and horrible transactions and events?

If the Princess Troubetskoy is seeking a little notoriety through the charge she makes she is welcome to all of such reward as may come to her. If she has advanced a theory which, through discussion, may awaken Americans to a clearer, more genuine sense of the truly spiritual condition of things, she may, in the final estimate and settlement of matters, be entitled to canonization.

The election of Mr. Guy W. Rouse to the position of President of the Michigan Wholesale Grocers' Association is a worthy honor, worthily bestowed. Mr. Rouse is a young man of great energy and is rapidly making a mark for himself in his chosen occupation. His recognition in this manner by his brothers in trade is naturally a source of much gratification to himself and his friends.

It is not far from winking at sin to working for it.

Heaven sees our gifts in the light of our gains.

**NEEDED LEGISLATION.**

The Tradesman publishes elsewhere in this week's issue the full text of the bill introduced by Senator Bates providing for an amendment of the present food law prohibiting the condemning of goods by the State Dairy and Food Commissioner or his associates or assistants until they have first been passed upon by a court of competent jurisdiction.

The Michigan food law is an old creation and the present requirements of Section 6 have been wiped out of the statutes of many states for the same reason they should be eliminated in this State.

Congress, in its wisdom in enacting the National food law, placed in it the very provision that is embodied in the Bates bill. In the opinion of the Tradesman, when a person is accused of a crime—and it will be remembered that our State food law is a criminal statute—he is entitled to a hearing before he is treated as guilty. The proposed amendment simply takes away from the Food Commissioner the right to publish broadcast over the State that a certain brand of goods manufactured by a certain producer is not up to standard or is adulterated. It has more than once happened in Michigan that a brand of goods has been driven from the market by publication of the Food Commissioner against it, then it was afterwards admitted to have been pure and without fault.

Further than that, it has come in this State to be a favored method to condemn goods without bringing any prosecution whatever, which, in the opinion of the Tradesman, is wrong in principle, because it will be appreciated that if any condemnation is published the retail trade in the State will not touch these goods and that if a prosecution were brought the State's case might fail. Even the accusations against an individual in court are not privileged matter and he must first be convicted before a newspaper would be warranted in publishing the charges. Why should a State officer, with all the courts at his command, have greater liberty to ruin a man's business than a daily press of the State in ordinary matters?

This amendment guards well the interests of the consuming classes and yet will permit a manufacturer to have his hearing before the Commissioner and his day in court before the Commissioner has a right to assail him through the columns of the Bulletin.

If the proposed amendment is added to the law the Commissioner will still have the power to notify the trade through his inspectors whenever they find a questionable article if the same is not salable, which is a common method now employed, and he might even use a letter if he so chose. All that is asked is that a man shall not be branded until he has had an opportunity to be heard.

This question was thoroughly threshed out at Washington during the hearings on the food law held there for ten years before the Com-

mittee on the Inter-State and Foreign Commerce, consisting of eighteen members, who finally voted unanimously for the present language of the National law, of which the Bates bill is almost an exact copy.

The Tradesman thinks it has said enough to convince its readers that the present practice is wrong in both principle and application, and that the proposed law is just to all concerned. It protects the consumer, gives the Food Commissioner all the authority he should have and gives the manufacturer his day in court. It has been submitted to dozens of manufacturers, jobbers and retailers, all of whom join the Tradesman in pronouncing it much needed legislation.

**DENATURED ALCOHOL.**

It required a good deal of work and energy to secure the passage of the denatured alcohol bill. Its enactment was vigorously opposed by the Standard Oil Company, on the theory that it would create a cheap product sure to come into competition with gasoline, for which now that company can ask any price it pleases. It is doubtful if the bill could have been passed were it not for the very strong public opinion in its favor. Since it was made a law, no great amount of advance has been made and denatured alcohol has not secured a very important place in the market as a competitor of gasoline or old fashioned alcohol. The most sanguine friends of the legislation have been a little disappointed on this score, but it is well enough to remember that good things usually come slow. What has been accomplished in other countries and by other peoples can be accomplished here by Americans and to the old method improvement and progress will surely be added. It is confidently anticipated, that the results will ultimately justify the legislation.

When it was up for discussion in Congress, denatured alcohol was most frequently referred to as a competitor for gasoline to be used for heating purposes and curiously enough its first practical use is rather in the place of kerosene as an illuminant. It is said that many farmers in South Dakota are using it for that purpose very successfully. Especially valuable will it prove for internal combustion motors and this sort of engines must come into constantly increasing use on the farms. In the year 1905, Germany used 91,148,162 bushels of potatoes in the production of alcohol. There are in Europe varieties of potatoes especially rich in alcohol and our Department of Agriculture has imported samples for seed. Co-operative plants for the manufacture of denatured alcohol are suggested where the farmers can use up their inferior grain, defective potatoes and other starch yielding vegetables. Considerable progress has been made since the new law was passed and the advance in the immediate future promises to be still more rapid.

The religion that lays emphasis on views often is remarkably short on vitality.



# DISTRIBUTION OF WEALTH.

In every age of the world the unequal distribution of wealth or property has been the subject of much private thought and public agitation, and the cause of not a few social revolutions, and of a vast deal of bloody violence and crime.

In early times the theory was put forth that every human creature put into this world was entitled to an equal share of all the benefits found in it, but the time came when more or less of the necessities of life had come into possession of many individuals and were no longer freely at the disposal of any who might choose to take and use.

Up to and, indeed, long after the advent of white men from Europe into the New World of the Western Hemisphere, the wild animals in the forest or on the plains and the wild fruits of the soil were free to all comers, and while that was the case, there were few or no fixed settlements by the red aborigines. They followed the buffaloes, and the buffaloes followed the grass from its early appearance on the plains of Southern latitudes to its later springing in more Northerly regions. The vast herds of bisons ranged from Texas up into British America as the summer weather and the summer verdure developed, and as winter approached they meandered southward, following the grass.

In all the two million square miles of territory west of the Mississippi River for centuries before there was any recorded American history, and for centuries after that history began, there were few or no fixed habitations made and occupied by the Indians, who lived nomadic lives, depending wholly for subsistence upon the bounty of Nature.

Nevertheless, there was private property. The savages took what they needed, and the various tribes did not scruple to rob each other when opportunity offered and they even marked out territory claimed by each tribe respectively, but which each tribe invaded for purposes of plunder when it could be done successfully. Thus the country was divided in an arbitrary way among the several tribes.

But among no savage tribes was there any practice of socialism. There was no common or community stock of supplies. The thrifty members got and laid up what they could; the profligate and extravagant consumed their substance and suffered when it was gone. Idlers and loafers were not permitted to remain with the tribe. If they would not hunt for a living they were driven away, and if found stealing from those who had something they were additionally punished besides being banished. Thus the rights of private property were recognized from the beginning.

It was only in communities highly civilized and densely populated that a movement against private property began. It first manifested itself in the form of riots and revolution in which those who had not sought to take by force from those who had. In every case the property owners were able to put down such violence

until the time of the French Revolution, about the beginning of the nineteenth century. In a struggle which lasted near ten years the old French nobility were killed or driven from the country and their great estates were seized and divided. The peasantry who did the fighting for the new republic got little or nothing, while the wealth went into the hands of the middle classes. The attempt to distribute the wealth failed through the dishonesty and covetousness of the administrators. Where great wealth is to be handled under such circumstances the big rascals always get in control of it.

The idea that there should be a new deal in property was never put in any practical form, but while the poor always wanted and claimed it, the duty of dividing it always got into the hands of the cunning, the unscrupulous and the wholly selfish, and they so managed as to get for themselves the greatest share of this plunder. There is no science or principle in robbery, although there may be a great deal of ingenuity. If there is to be a redistribution of wealth it must be made upon a systematic basis. The loafer, the drunkard, the "dope" fiend, the habitual criminal can hardly be supposed to be entitled to any consideration in such a division.

What has been considered the nearest approach to such a basis is that proposed by Karl Marx, the so-called father of Socialism. Marx holds that manual labor has created all the wealth and is therefore entitled to all the wealth. No consideration can be given to machinery because it is a creation of labor, and if it has multiplied the power of men so as greatly to increase production, its products should be credited to manual labor all the same. As for the man who owns the factory and the plant and furnishes the raw material, he is working with wealth that was created by labor, and in the new deal he counts only for one individual to be paid for his labor, provided he ever labored.

Count Tolstoi, the Russian Socialist, declares that no man should be accounted as a laborer unless he works with his hands, and he demands that the hard and horny palm be the test. This would throw out all who merely tend and direct machines that do all the drudgery, while it would utterly ignore the thinkers, the men whose brains have discovered, invented, originated and elaborated all the science of machinery, of chemistry, of electricity, which have armed so many workmen, each, with the power of ten and have made of everyday use appliances and contrivances that have enormously improved the condition of the masses of the people in sanitation, in transportation and in general convenience and comfort.

If there had been none of this brain work labor conditions would be no better than they were centuries ago when the people were little more than serfs, if not actually slaves. When in the general proposition for the division of wealth, no consideration is given to brain work, there is growing up among the theorists

on that subject that when the division shall actually be begun it can not be entrusted to any haphazard method, but will have to be superintended by the ablest thinkers and conducted upon a system that will require for its formulation the best brain work obtainable.

This idea does not seem to suit the views of those who demand an equal distribution in which no favoritism will be possible upon any pretext, but every individual shall be counted equal, and after the division each individual, free from all control, shall be entitled to enjoy his own property in his own way.

It is not difficult to foresee enormous confusion under such conditions, and the only apparent escape from it will be the forming of a powerful organization under an absolute central authority. In every case, whenever a system of social organization that has long existed has been overthrown or a government uprooted and abolished, the utmost disorder has resulted. Bloody chaos; entire disregard of all law made by a government that has been destroyed, and absolute absence of all power except that of a wild and frenzied mob, have always been the result, and nothing less can be expected when the new deal of wealth shall be commenced.

But such a time seems far distant. Even the small property owners will fear such a possibility and the possessors of wealth, whether great or small, will stand together to resist the storm. If there were any peaceful way to accomplish, upon a reasonable basis, such a distribution of wealth, the time may come, when the people shall have been properly educated to it, that accomplishment might be possible, but the masses of the American people are not peasants and drudges as are the greatest numbers of the Russians. Our people will stand for their homes against internal savagery just as they would from external invasion, and the dreamers of the Marx and Tolstoi schools will never realize their wild schemes on this continent.

No amount of practice at leaping legal fences here will give you spring enough to clear the walls of the City there.

If you keep your tools keen the Master will not keep you long idle.

The importance of correct spelling is not likely to be overestimated. How best to teach spelling in the public schools is a question which has been very much discussed, and about which there is a great variety of opinions. It is taught differently now from what it was in the old days, and the question is whether the rising generation can spell better than its ancestors. If children could only be made to appreciate how essential the ability to spell correctly is, and how much it would be worth to them in future life, they would all strive for excellence in this branch. It is worth while to stimulate interest in it wherever possible, and no better way is found than through the old-fashioned spelling bee and spelling down in school. Return has been made to that ancient practice in the public schools of Cleveland, and the authorities there are quoted as saying that the children in the elementary grades spell six times better than they did before. If it has worked as well as that in Cleveland, it will work well elsewhere and deserves to be added to the curriculum. The value of the spelling bee is simply that it makes a contest and a competition of it, in which children are anxious to excel, and will study more for that than for the mere purpose of learning their lessons.

"Imagination has a great deal to do with some cases of sickness," said a doctor the other day. "There was a woman who used to come here regularly complaining that she had swallowed a pin and that it was stuck in her throat, hurting her dreadfully. Week after week we assured her that we could find no pin, but still she came. At last we determined to satisfy her, so we told her to open her mouth wide and shut her eyes. Then we placed a pin between a pair of long forceps and ran it down her throat. After fooling around a while we drew it out and declared that we had at last succeeded in extracting the troublesome pin. She got up, declared that she felt better and went away. I saw her later and she declared that the pain in her throat had entirely disappeared."

It takes but a little time to get a twist to the eyes of conscience when you look with complacency on things crooked.

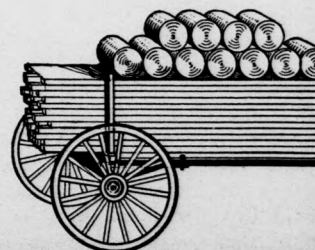
## Rolls of Roofing TAKE THE PLACE OF SHINGLES

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



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

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





## MAN WHO WAS DOWN.

## Tale of the Man Who Throve on Defeat.

Salston, buccaneer of commerce, was down but not out. He had no job, and he was far from home, among those who knew neither him nor his works, but there were left unto him two possessions calculated to make a strong man stronger—his family and an abiding crying motive.

And the greater of these was the motive, for it was revenge, an irksome thing until it be satisfied, overcrowding the sunnier passions of the soul. Let it not be supposed that Salston loved his wife and children less because he hated more than was good for him or for them the man who called the motive into being. No, indeed. In his mind the situation was without complexity. He felt he would have time for family joys after he had satisfied the motive.

Therefore, with the method of an organizer, he began with an inventory of the situation. One by one he jotted down the units: Himself and family in San Francisco, 3,000 miles from Chicago and 4,000 from New York; property, \$1,200 in cash and \$300 in personal effects; occupation gone, and lastly, Dillwell, the general manager, whom he knew for the cause of his discharge, snug at his desk in the Chicago office.

The total was not so bad. He had money for the trip East, and in Chicago many things might be ready to nurse and aid the motive.

The personal property was turned into cash, although for \$200 instead of the \$300 he had expected.

By all the story book rules of reward for the industrious and justice for the injured, Salston, once in Chicago, should have found an easy road to the office of the President, there should have been listened to attentively, and then should have been the central figure in a scene which should have witnessed the instant discharge of the intriguing Dillwell and the triumphant accession of his victim to his chair of power.

The Consolidated, however, played the game without the rules. There was neither recompense nor welcome for Salston. Not that he expected either. In fact, the laws of merit never once entered his head, and he got exactly what he expected to get—a closed oak door and an explicit warning from the head of the firm's efficient detective force to depart rapidly and to come no more.

Yet he did not court the rebuff without reason. Like a lawyer, he wanted to make out a clear case against the accused. He felt that the last link was forged when he turned his back upon the office.

Dillwell, a small man, would have cowered had he seen him striding along, head up and lips tight set, 5 feet 11 inches of real man.

Dillwell had no fear that night when a hand touched him lightly on the shoulder as he turned the corner nearest his boulevard home after a stroll around the square. He

turned and found himself looking up into Salston's face.

"Why, Salston, I'm glad to—" he began weakly, but something in Salston's eye stopped him even before Salston's lips began to move in reply. "I'll—I'll call the police if you hurt me. We're right in the light," he concluded in an entirely different strain.

Salston laughed, and the tone of it gave Dillwell new desire to yell or to run.

"You didn't think I would forget to call on you, did you?" jeered Salston. "Now don't try to break loose. As long as you stand still and listen your precious skin is safe. If you yell I will punch you twice, and then hold you until that policeman comes along and arrests us both for being disorderly. Then in the morning I will tell a story in the Police Court that will make the reporters sit up and take notes. I think you will keep quiet."

It took just two minutes thereafter for Salston to tell Dillwell his whole opinion of him.

"Oh, I know you're too yellow to mind what I think about you. I did not lay for you to give you any information about yourself. I wanted to give you something to think about in the future, instead. I'm not going to trouble you—not just yet. I'm down for a while, and I know enough to let the fellow on top alone. But I want to put a bug in your bonnet. You're stronger on books than I am. Now there's an old line I want you to remember. It's something like this: 'I go, but I come again.' You had best make that line your religion. It will come true, sure as gospel, and when it does it will be your day of judgment, as far as your ambitions, your reputation and your wealth are concerned. No, you needn't cringe. I'm not going to hurt deeper than that. I want you to understand the sensations of being ruined. Now go home, and begin thinking."

Salston let go of him, bowed and turned down the side street. Dillwell rubbed his arm, staggered to his doorstep, and sank down outside. Presently he rose and laughed.

"I believe that crazy fool scared me as well as bluffed me," he said. "What can he do to me?"

He said this, but from that night's experience came the furtive look which began to be remarked in Dillwell before a week was gone. The second night he bought an automatic pistol and took to carrying it, in spite of the fear he had of the weapon. Three months later he hired a private detective.

Salston had he known this, would have laughed. Little else would have had power to make him laugh. For the period had not gone well with him or with his motive. He left Chicago the day after his meeting with Dillwell. His wife had been born and brought up in an Indiana town. He took her back to the home of her parents, placed to her account in the village bank \$1,300 of the \$1,400 of his money, and told her he was going to New York.

"It's make or break with me, Bess," briefly, "and I'm not going to break.

But I don't want you and the kids on the firing line. There's money enough for two years in this town, and it wouldn't last two months for us in New York."

"Not two years, Bob, not two years, please?" his wife begged despairingly.

"Of course, not two years steady," he said good naturedly. "I'll come back when the geese go north."

January found him without money, friends or work in New York. He would not write for money, first, because he did not want his wife to guess that he was in hard straits, and, second, because he did not intend to lessen her living fund.

His \$100 had served him wondrously well, for by it he had made \$500 in the first week of his stay. To be accurate, he had made it on the third day after his arrival at the Jamaica race track, having there played \$50 on a five to one shot in the second race, and his winnings on the even money favorite in the third race. He stuffed the \$600 into his inner vest pocket and left the track.

He took a room at a hotel far downtown in order to be near the scene of his intended operations, spent enough money on clothes to make himself appear prosperous without being flashy, and began to look around for a business suited to his talents.

His letter home at Christmas time was gay and chatty, but it was mailed by a gloomy man, and on New Year's day he figured with scientific certainty that he would spend the last of his last dollar on the tenth day coming.

On the seventh day, while making a round of stores and offices with a want advertisement list in his hands, he passed a store window on which was pasted a notice that trading stamps went with every purchase.

He stopped and studied the placard. Then he slapped his hand to his knee, and quickly lifted it again to begin a search in an inner pocket for a pencil.

"That's something new, all right," he said aloud as he wrote down the address of the Purple Stamp Trading Company.

Returning to his room in his hotel he looked himself over critically, put on one from his precious stock of clean collars, brushed his shoes, reflected that his fall overcoat easily might be taken for the heavier winter garment, and went forth with a heart determined upon conquest by assault.

A directory gave him the name of the President of the company, E. Handley Upjohn. The boy in the outer office pointed out Mr. Upjohn's private office to him. A stripling secretary asked him his business with Mr. Upjohn. He pulled out a card engraved simply with his name. Too much information on a card was a bad thing, he knew. Mr. Upjohn, however, was too busy a man to care to solve the mystery of an unknown name. He sent the stripling back with the curt word that he could not be seen. A moment afterwards he found himself on the outside of the railing, looking at Salston's back disappearing through the

door to the sacred precincts beyond. A good strong grip on a stout coat collar, a lift and a swing had done the business. The secretary was too astonished to yelp.

E. Handley Upjohn looked up in surprise from his red mahogany. Salston was glad to see that he was fat, and that at another time undoubtedly he could have been genial. There was no geniality, however, in the present reception.

"Who are you and how did you get in here?" snapped the President.

"I sent my card and I walked in," responded Salston, urbanely.

"Then walk out again," retorted the President, with an air of finality.

"I expect to," replied Salston, "but not until I go out to place purple trading stamps in stores you haven't been able to touch."

Upjohn did not have time to decide whether he was insulted or interested, for just then the secretary thrust a frightened countenance into the room, evidently expecting to see his employer and the stranger engaged in a hand to hand combat.

Salston laughed and Upjohn, in spite of himself, had to smile at the comic bewilderment of his employe.

Salston took prompt advantage of the opening.

"See here, Mr. Upjohn," he said. "You keep that young fellow on guard to keep folks out. You didn't keep me out, and the men I'll go after if you give me a job won't keep me out. They can't."

The secretary, perceiving that peace prevailed, disappeared. Upjohn's manner showed that he was interested.

"What do you know about the trading stamp business anyhow?" he asked.

"I know that it is new," replied Salston, "and that I am the right man to help in the good work of pushing it along—I want to work for you. I'll do one week's work for \$50, just to show that I can make good. The next week you will pay me \$75, the third week \$100, and after that it's a commission on top of the salary."

Upjohn leaned back and laughed until his coat hunched up along the top of the chair.

"You've more gall than any man I ever met," he ejaculated at last with hysterical effort.

"Sure," said Salston. "That's why I'll be a success."

"I'll give you \$25," said Upjohn, abruptly.

"Good day," said Salston.

He was at the door when Upjohn called back crossly:

"Don't be a fool. Come back here. When do you want to go to work?"

"At \$50?" interrogated Salston.

"Yes, at \$50. You'll be fired in a week, anyhow, and I am willing to pay \$25 to see your nerve in action."

"The show is ready to start," said Salston.

Salston left the office with his pockets sagging down with literature. He read it in a barroom and then threw it away. Then he sat and thought and smoked for two solid hours, after which he had recourse again to



the business directory and to the reports of the rating agencies.

At 1 o'clock that afternoon he went on his second momentous mission of the day. The merchant into whose presence he was ushered received him with the cold courtesy of a business diplomat reserving a method of dealing with his visitor until he learned his exact mission. When he learned it his manner turned absolutely frigid.

Not to be frozen out Salston kept talking until he felt that the time had come for one crucial question:

"If I can show you that I can increase your business one-third will you let me go ahead with the demonstration?"

The dealer struggled between caution and cupidity, but wavered to the latter enough to ask:

"How can you do it?"

Salston knew that he had the fish.

The upshot of the playing of the line was the landing of a bargain whereby the stamps would have a limited test.

Salston returned to Upjohn, told of his first victory, laid down certain well developed ideas, and asked for the services of ten men. These men he coached and they went forth the next day. They went into one district of the city, and they went into many houses. In each house earnest converse was held with "the lady of the family," in each house the first statements were met with skeptical retorts, and the last with flattering agreements. This began on Tuesday and continued through Thursday.

On Friday the Turtle department store did the business of its life. By night its saleswomen were ready to drop, but its proprietor, although weary of body, was gloriously uplifted of mind. Saturday and Monday saw no change, and when the week of trial was ended the merchant, beaming upon Salston as upon a lifetime friend, affixed his signature to a contract which Upjohn later pronounced to be beyond criticism.

Upjohn some hours later signed a check for a sum which, by a curious parallel, roughly approximated the amount which at that time the head of the Turtle Company was estimating as the volume of his increased business.

With the proceeds of that check and the aid of the ten salesmen, and of numerous big furniture vans, Salston began to make at a big warehouse an oddly assorted collection of merchandise, all new, ranging from silks to hot water heaters.

Each article found its way to the warehouse after the visit of one of the ten to a house previously visited, and after the exchange of real money, to a measure decided by an extremely ordinary yellow merchandise check attached to the article in question. The conversations accompanying the transactions ran fairly in a groove.

Satisfaction exuded everywhere.

Upjohn, as befitting, had the last word:

"I estimate that once the stuff is sold in that new store which those two unknown Westerners are opening on Seventh street and Broadway

about 15 per cent. on face value will cover the expenses. That's cheap advertising for starting a big ball rolling. Besides, we will keep the store stocked, and that will be a paying venture by itself. Salston, I'm proud of you and I'm even more proud of myself for spotting you. I always did have a great eye for picking the right man."

Salston, with becoming modesty, replied, "You certainly have the eye."

This conversation took place after other triumphs and by the rewards suited to each.

The path which is blazed by the spectacular feat may be widened by more sedate methods, and Salston had proved it. He was on commission by the fourth week; he was on the road to a competence, even to wealth, when the wet April winds began to encourage the park foliage.

The spring winds blew damply from the Jersey marshes as he paced the ferry boat's deck. He stopped and leaned upon the rail, watching the river lights and thinking of the motive.

"I'll be back when the geese fly north in the spring," he repeated to himself what he had told his wife, and something clutched his throat.

"I will, too," he added, and after another pause he continued: "I'm ready. Indiana first, and Chicago next; the family, and then—Dillwell."

The late train that night carried him westward. Edgar Sisson.

#### Are We a Nation of Big Heads?

Are the highly civilized nations of the world retrograding physically? Are we becoming a nation of big heads with too many brains for our bodies? Prof. Winfield S. Hall answers "yes" to both questions. He should be an authority on the subject, for he is professor of physiology at the Northwestern University Medical School, as well as lecturer on physiology of exercise at the Y. M. C. A. Institute of Chicago.

Recently Dr. Ralph A. Light, of Chanute, Kan., who was preparing a paper to be read before the Kansas Medical Society, wrote and asked certain questions of President Harris, of the Northwestern University. The letter was turned over to Prof. Hall for answer, and I quote from Prof. Hall as follows:

"1. Are we as a nation advancing or retrograding physically?

"There is no doubt that in certain of our physical features we are retrograding, e. g.—the alveolar arch is from century to century contracting and its armament of teeth is getting from decade to decade appreciably weaker. Dentists tell me that this may be attributed largely to the fact that we are eating fine grained and soft foods, while our ancestors ate coarse grained and hard foods. It requires the coarse, resistant foods properly to preserve the strength of the teeth, therefore the degeneration.

"The growth of the hair is from generation to generation becoming less luxuriant. This is particularly marked in the male population, although it is also marked to a lesser extent in the women. If these retro-

gressive changes above noted continue for an indefinite period the race will be a baldheaded, toothless race with four toes and a protuberance on each foot. In the meanwhile the cranial measurements are becoming greater, indicating a gradual development in the size of the brain.

"2. Are we building or developing the mental at the expense of the physical?

"The fact just mentioned—namely: that the cranial measurements of the human foetus are greater in the highly civilized people of the north temperate zone than in the half civilized and savage races, would indicate that the human brain is by civilization and education becoming gradually larger, requiring a larger cranium to hold it. This, in turn, subjects the parturient canal to increasing dangers of ruptures and other damages, which tendency is abundantly evidenced in the practice of obstetricians and gynecologists of these big headed nations.

"3. Do we give time enough to out of door sports and games at the present day?

"We do not.

"4. What form of recreation or physical training do you suggest as being the most useful, speaking in a general way?

"What the people of America need at the present time is not the development of greater bulk of bone and and muscle, but the development of greater agility, accuracy and grace of movement. This ability can be de-

veloped only through the participation in games in which the individual is pitted against individual, or team against team. These games may be played either indoors or on the field. They should be played on the field except during inclement weather, when they should be played on the capacious, well ventilated floors of armory or gymnasium."

W. H. Long.

#### W. J. NELSON

formerly Deputy City Auctioneer of Grand Rapids, is now prepared to conduct sales of merchandise, real estate or stock in all parts of Michigan. Satisfaction guaranteed.

Citizens Phone 8560

215 Butterworth Ave. Grand Rapids, Mich.

## HATS At Wholesale

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

#### Incorporate Your Business

The General Corporation Laws of Arizona are UNEQUALLED in LIBERALITY. No franchise tax. Private property of stockholders exempt from all corporate debts. LOWEST COST. Capitalization unlimited. Any kind of stock may be issued and made full-paid and non-assessable (we furnish proper forms.) Do business, keep books and hold meetings anywhere. No public statements to be made. Organization easily effected when our forms are used. "RED BOOK ON ARIZONA CORPORATIONS" gives full particulars—free to our clients, also by-laws and complete legal advice. No trouble to answer questions. Write or wire today.

#### Incorporating Company of Arizona

Box 277-L, Phoenix, Arizona

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

## WORDEN GROCER COMPANY

Grand Rapids, Mich.

The Prompt Shippers

## White Goods

We would call the attention of the trade to our complete assortment of India Linons, Dimities, Dotted Muslins, Persian Lawns and Fancy White Goods at all prices.

#### P. STEKETEE & SONS

Wholesale Dry Goods

Grand Rapids, Mich.



### A SERMON IN A CRACKER.

#### Necessity for Human Co-operation and Organization.

Not only in running brooks and stones, but also in dough is there a lesson for everybody. The most familiar text—one that is universal in the United States—is the Uneeda Biscuit. It is one of those big little things which astounds, not only by its simplicity, but its magnitude.

It is only a lot of perfectly made, perfectly baked biscuit, enclosed in a package that excludes all air, dust and moisture, yet it is big with Truth. The text is everywhere in evidence; from Maine to California; from Canada to the Gulf. It is found in hovels and palaces; in clubs and cafes; in restaurants and hotels; in hospitals and homes; yet but few grasp the enormity of its significance. Expend a nickel, analyze this Uneeda proposition, and thus solve the problem of all organized capital and co-operative effort.

Imagine, if you please, a score of America's wealthiest multi-millionaires exiled on an ocean isle, their vast fortunes stored away in gold. To this barren isle has come Uneeda Biscuit. The millionaires order their chief steward to duplicate the biscuit, stipulating that they must be manufactured on the island and that everything needful must be brought under control. Only an order for a cracker is involved, yet think how mighty the effort, how vast the resources that must be drawn upon for its fulfillment!

The steward sends orders all over the world. One goes to Dakota to grow wheat; another to Minneapolis to build mills to convert it into flour. Whirring miles of steel cables transmit to the mills the tireless might of the Father of Waters; endless but insufficient steam must be used to reinforce it. Lard must be obtained from Chicago, the only ample source of supply in the world. The builder of furnaces gets his record order, and the skill of the engineers is taxed to plan a perfect bakery. A construction company is needed to erect the buildings, and not one, but a fleet of steamers is ordered to transport materials and supplies. The owners of valuable patents must be arranged with regarding royalties; one mill is needed for the manufacture of paper, another to produce the necessary cardboard, while to supply the paraffine necessary in making the protective paper to exclude air, dust and moisture from the finished package keeps a refinery busy. Then there is necessary negotiation with the maker of the automatic packing machines, marvelous pieces of mechanism that handle their output with lightning rapidity and without the touch of human hand. Less mate-

rial, perhaps, but no less important and expensive are the skill and equipment that not only insure purity of the water used in manufacture, but purify the very air and regulate the temperature that surrounds the making of Uneeda Biscuit.

Besides all these expenditures a veritable army must be enlisted; an industrial and commercial army of bankers, capitalists, foremen, bakers, helpers, porters and laborers. Railways must be built into every section and equipment ordered to bring the necessary things to the coast to be shipped to the little island. An interminable list of the world's workers are called into action, for their combined effort is needed, not to speak of coal and engines, steam and electrical power and control of inventions.

At last the work is completed, and the island bakery is ready to start. Although he began operations with an aggregate of millions at his command, almost beyond the limits of human comprehension, the steward is compelled to announce that the combined fortunes have been exhausted, and there is need of several million dollars more in order to have within control all the material and forces involved in making a five-cent package of Uneeda Biscuit!

Consider, then, the modern co-operative miracle of organized effort that brings Uneeda Biscuit to any of all the human family at the cost of a nickel. Each worker has helped the other, but all their effort would have counted for naught had not the work of the organizer brought the many units into harmony and given to each its full reward.

This biscuit sermon is in every home. Let those who heed consider how organization insures uniformity of excellence, unvarying quality, economy and convenience, regardless of time and distance, and the needs of countless millions of the human family that are thus supplied!

#### When Business Is Slow.

One may argue that it is useless to spend money for advertising when business is slow, as no results will be obtained anyway. Probably a dealer would not realize as much on his advertising investment during slow times as he would in brisk times. But that is no argument as to why he should refrain from advertising when business is slow. The dealer must remember that very often results do not come from advertising until months after, and it has in some cases been traced to years after. Advertising properly written and placed is never lost or wasted. If it does not get the results to-day it will some other day. Many times through peculiar circumstances the advertisement will find its way most-

ly to people who are not at the present time in the market for a piano, but just the same if it has been a good advertisement it has made an impression and probably will bring business later on.

The same can be said of form letter and circular advertising by the retail trade. If this style of publicity does not bring immediate results it will at least pave the way for future business. The idea of following up circulars with two or three form letters is an excellent one and often makes a sale that otherwise would never have been thought of.

No time is better to do these things than during quiet periods, for then a person can give much thought and care to the subject, and the seeds he sows then will undoubtedly bear fruit that is a pleasure to pick.

#### Mistaken for a Traveling Salesman.

Bishop Watterson was once mistaken for a traveling salesman by one who had met him in a railway train. "Do you represent a big house?" asked the traveler of the Bishop. "Biggest on earth," replied the Bishop. "What's the name of the firm?" "Lord & Church." "Hum! Lord & Church! I never heard of it. Got branch houses anywhere?" "Branch houses all over the world." "That's queer, never heard of them. Is it boots and shoes?" "No." "Oh, dry goods, I suppose?" "Yes, they call my sermons that sometimes." It meant coffee for two, but both enjoyed the joke.

#### Don't Be Afraid to Quote Prices.

The man who is afraid to quote prices because of the advantage he would give his rival would better get out of business and the sooner the better. The price cutter lives to regret it and the independent man has no trouble in the long run, and you are in the business for the long run, not for to-day or to-morrow. The priceless ad is the useless ad. That's all.

The border is an important thing in the advertisement. A good black border serves to separate the advertisement from the rest of the publicity in the paper and to attract special attention to the ad. For this reason it would be well to use borders on all advertising in the daily papers or weeklies.

One of the necessities of advertising is truthfulness. When advertising anything, let it be in a truthful manner. Advertising draws people to an establishment with a direct and positive purpose in their minds. They are impressed by the quality, the price or the appearance of an article as shown in the cut in the advertisement, or they have been appealed to by the description.

If, when they have examined the goods, they find them inferior to the advertised description or that the price is not warranted by quality they will be disappointed. They may stand to be fooled once more, but thereafter your advertising will be of no further interest. The truth, the whole truth and nothing but the truth is as important in an advertisement as it is in court.

## LAWN HOSE

### 20 KINDS

## Goodyear Rubber Co.

Milwaukee

W. W. Wallis, Manager

Fifty-four Years in Rubber Business  
Our Company Has No Branch in Detroit  
Send for Catalogue

## Seals--Stamps--Stencils

WE MAKE THEM

**Volk Stamp and Stencil Co.**  
H. J. VOLK. J. P. SOLOWAN.

91 Griswold St  
Detroit

ESTABLISHED  
1883

# WYKES & CO.

SUCCESSORS TO WYKES-SCHROEDER CO.

THOS. E. WYKES  
CLAUDE P. WYKES

MANUFACTURERS AND  
WHOLESALE DEALERS IN

## FLOUR, GRAIN & MILL-PRODUCTS

WEALTHY AVE. AND S. IONIA ST.

GRAND RAPIDS MICH.



## THE GLOVE GIRL.

## She Talks About the Preservation of Her Goods.

Written for the Tradesman.

There's a knack in selling gloves—a right way and a wrong way—as there is in disposing of every kind of merchandise.

I always manage to keep quite a quantity of different sorts of gloves in sight on nickel standards on the counter. I attach them securely, so that they are under my eye continually—not getting rumpled up on the counter or dropping to the floor where they are ruined if of delicate tint. It's no way to sell gloves to keep them all shut up in the boxes.

I attach the price always, also the name of the manufacturer and the sizes I have in stock. That saves a deal of talk between 8 o'clock and 6. If I didn't do that I would be wearing the end of my tongue off all the while in answering three questions: "Price?" "What make?" "Have you my size?" If more departments followed this lead there would be lots of time saved that now goes to waste.

I constantly try to make myself acquainted with my customers' whims and fancies. Then I cater strongly to these. I agree with them in everything that, in reason, I can. If they have a grievance I have orders to send them away satisfied, even if, for the time being, we lose money by it. A dissatisfied woman can do more against a store than half a dozen clerks can do to build it up.

While I am fitting gloves I keep up a little running fire of conversation to fill in the time and endeavor to give some useful information as to the proper care of gloves. Half the people who wear gloves don't know how to treat them. It may be a warm day and a glove comes off hard. Instead of gently, massaging it off what does the average woman do? Haven't you many and many a time seen her jerk and jerk at it with nervous twitches, even applying her teeth to the ends of the fingers, thereby tearing the stitches and leaving the moist tips in a condition to stick together? Or she will turn down the tops and "just peel 'em off," rolling them into two disreputable little bunches to dry as left. Perhaps one is tossed in one spot of the house and the other in some remote section. When wanted it's "Where're my gloves? Anybody seen my gloves? Oh, botheration, they're never around when I want to wear them!" And this with nobody to blame but the one who "peeled 'em off" in such a hurry—and failed to turn them right-side-out, smooth them out, inflate them, button them together, so they could be picked up as one, with no danger of losing half the pair, and lay them away loosely in their rightful place. If this were done there wouldn't be anywhere near the trouble with gloves that there is now.

Each time after wearing, a searching eye should go over them to spy out any little rips or places that need—or soon will require—a stay underneath. So much of a glove's lease of

life depends on a punctilious regard for the needle. Some eminently respectable members of society do not understand, one would think, that a "holey" glove spoils a whole costume. They will wear a shabby glove "out in company"—at a lecture or the theater or even in the making of formal calls or at a splendid reception or to church—and often the worst of it is that the hole is in a part of the glove where it may not be concealed by an artful placing of the fingers or the palm. It will stand right out in all its conspicuousness, a glaring reminder of remissness in dainty dressing.

Of course, if a person has genius such a breach of "what is what" may pass for a fine disregard of conventionality; but woe to us if we can lay no just claim to being especially talented. I know one young lady who is an artist by temperament and occupation. Her fingers are perpetually in a state of convalescence—"able to be out"—and if you meet her on the street and "stop and talk" she will stick out her torn fingers and ask the obviously unnecessary question: "See my gloves—ain't they awful?"

There's small excuse for gloves that show need of mending. To my customers I often read a little preachment on the right way to repair them. A kid glove's rips should never see silk. They should be sewed with thread as near as possible to the shade used by the manufacturer. If they show the least sign of giving way at the seam a small piece of an old glove should be laid underneath and tacked blindly from the inside of the glove. Don't wait for the hole to actually appear before attending to it.

Keep a sachet of delicate powder in your glovebox. Of course, this must be the same as you have previously selected for your "very own." Don't be forever chasing up a multitude of perfumes and wearing them all from day to day. Find one that suits you—something not too strong—and use it all the while. Don't make the unforgivable error of, you might say, "dousing" yourself with it, but exactly enough to give a delightful whiff of your presence.

I recall an automobile ride one evening last summer, in company with a new-rich man and his family. The car went into the thousands and its occupants were dressed in costly and fashionable raiment, but the night air, even with the breeze made by the swift machine, was heavy with the odor of the most expensive violet perfume. There was no flower with the same fragrance visible on their corsage, but the women fairly reveled in its distillation. Perhaps since then their money has purchased refinement, but up to that evening when I was invited to enjoy a ride with them it had not been able to do so along the line of wise use of perfume.

Mary Handy.

No one save a man's immediate family knows how high a regard he entertains for himself.

Superstition often is only a synonym for intellectual sloth.

## Good Advertising.

Advertising is based largely on a built-up presentation of the goods, an effort to make them attractive, to bring out their good qualities, to give emphasis and prominence. The only man who can advertise safely is the fellow who contents himself with a business card. Even he is likely to insert the lie directly into his formal advertisement. It was Richelieu, you know, who said that if a man would make even so simple a statement as "Two and two are four" he would use it as an admission by which to convict him, and did actually do this by showing that such a statement constituted a denial of the Trinity, and was heresy. You have to guard especially against damaging internal evidence in your advertisements when women read them, for woman is a natural logician for all her reputation to the contrary, and can see a loophole in an advertisement which may be quite invisible to the man who wrote it. It pays to analyze and cross-examine, so that your proposition may be founded on truth. Then you can cut loose in writing.—Printers' Ink.

## A Profitable Parable.

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

"I don't want to be personal," he

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

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

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

## Help All Gone.

Mr. Rollystone Nomoss, in one of his journeys, stopped at the door of a suburban home, and when the "lady of the house" responded to his knock, politely asked:

"Can you oblige me with a little help, lady?"

"No," was the response, "I'm afraid not. All my help left this morning. It's very hard to get help in the suburbs."



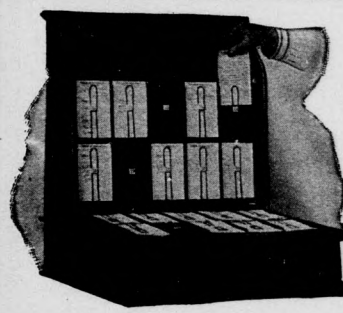
**YOUNG MEN WANTED.**—To learn the Veterinary Profession. Catalogue sent free. Address VETERINARY COLLEGE, Grand Rapids, Mich. L. L. Conkey, Prin.



## J. W. York &amp; Sons

Manufacturers of  
Band Instruments and  
Music Publishers

Grand Rapids, Michigan  
Send for Catalogue



# The McCaskey Account Register

STOPS THE LEAKS IN YOUR BUSINESS.  
FORGOTTEN CHARGES ARE A THING OF THE PAST.  
YOUR CLERKS ARE COMPELLED TO BE CAREFUL AND ACCURATE.

Every transaction must be COMPLETED at the time it is made.  
It shows you a complete record of all transactions—

Cash Sales,  
Credit Sales,  
Cash on Account,  
C. O. D. and Miscellaneous Sales,  
Money Paid Out and to Whom,  
Money Received and From Whom.

The condition of every customer's account complete and ready for settlement AT ANY MINUTE without making another figure.  
The TOTAL of all customers' accounts in a few minutes.  
The amount of stock on hand and your net assets and liabilities.  
THE ONLY COMPLETE ONE WRITING SYSTEM.  
Drop us a postal for information.

**The McCaskey Register Co.**  
Alliance, Ohio

Mfrs. of the Famous Multiplex Duplicate and Triplicate Order Pads;  
Also the various styles of Single Carbon Pads.  
J. A. Plank, Tradesman Bldg., Grand Rapids, State Agent for Michigan  
Agencies in all Principal Cities





### Weekly Market Review of the Principal Staples.

**Domestics**—There are no accumulations to speak of to come forward, nor is there much possibility that there will be any considerable volume available. While all lines are well conditioned, some are realizing a larger proportion of profit than others, goods of print cloth yarn construction being remarkably strong with an increasing strength.

**Prints**—The market is quiet at the present time—rather quiet, that is, so far as staple prints are concerned. Some of the men returning from the road report satisfactory business under conditions peculiar to the localities visited. Shirtings are going comparatively well at the new prices which recently went into effect. Spots are eagerly sought, but are so few in quantity that their position is hardly worth mentioning. Recent sales of percales brought the highest prices, but are few in volume. Difficulties at the producing end of certain houses are seriously interfering with deliveries, which would be more noticeable where conditions were more favorable. Deliveries are poor, and in some cases thoroughly bad. These latter, however, labor under unfortunate conditions, the outcome of which cannot be foretold.

**Gray Goods**—Have been strengthened by the change of sentiment among second hands. It is obvious from recent experiences that many of these goods were bought purely in a speculative way, although it may be that the larger portion was purchased to cover needs. However that may be, many buyers who had held goods for some time openly expressed their belief that when certain goods reached a given figure the best thing to do was to take profits, and openly avowed their intention of doing so. This they did, many of the second hands, as has been stated, believing that the prices were going down. It is now apparent that some of these buyers are in the market trying to cover on these goods at the same prices at which they sold out. That they cannot do so and are compelled to pay advanced prices may be easily imagined. The covering of those who have previously sold short never fails to strengthen prices and the present occasion is no exception to the rule. This is undoubtedly the cause of much of the present strength of the market.

**Bleached Goods**—Continued strength and advancing prices characterize the bleached goods department of the market. For the most part it moves along in much the same manner as heretofore. Deliveries, while not as bad as they have been, can easily be improved upon. It is because of natural conditions, however, rather than otherwise. Deliveries of gray goods to the bleacheries are also behind, which serves as a natural handicap. As far as gray goods are concerned, however, there

is a disposition to believe that some deliveries are being put off and the goods turned over at market prices. While this may be true in some instances of other goods, it is hardly thought possible that it is being done to any very great extent anywhere. Handicapped by restricted conditions, it may easily be seen how, with the best of intentions, a house may get behind to an extraordinary degree. The fact that some are hopelessly behind in certain instances gives rise, however, to the above-stated suspicions.

**Hosiery**—From general surface appearances the hosiery market is hardly more active than at any time during the recent past. However, the undercurrent is headed strongly in the direction of spring buying, and although the majority have no notion of opening up their lines before the middle of the month, many have been taking orders for from two weeks to a month. In isolated instances goods have been shown for in the neighborhood of six weeks. In some cases fine goods are completely covered for the spring season and staple goods have also been touched upon. One large jobber claims to have covered the entire need for the spring season, although there is a disposition on the part of some sellers to question the general extent of buying in this direction. In a large number of instances the maximum advance has been required and buyers have paid it not without more or less protest and a propounding of the belief that such advance has passed the prohibited standpoint.

**Underwear**—Active buying of spring lines has characterized the events of the underwear market for the past week. A number of mills are well-nigh sold up for their initial business and not all of them, it is said, at greatly advanced prices. No confirmation of these statements is obtainable, as may quite naturally be expected, and factors themselves claim that there is no truth in them; quite to the contrary, they quote considerably advanced prices. Goods sold last year at \$3.37½ are this year quoted at \$3.50. Whether or not all are getting the latter figure is quite another matter. Under the most favorable conditions some very rigid economies will have to be practiced and if there is no substantial difference in prices the reason is self-evident. The best known lines of men's ribs have not yet at the present writing demonstrated their disposition toward the season now at hand. That they will demand much higher prices has already been signified and is to be expected.

**Standard Lines**—The situation is naturally different. There are not enough goods to go around and every one is aware of it. Much of the interest now being shown in sub-standard goods will without a doubt abate somewhat, to resume after buyers have covered on standards. With the knowledge of the limitations of the latter, it is a trifle difficult to understand why sellers of less well-known grades should find it convenient to forfeit their profits when they labor under exactly the same conditions. One well-known line is

DEPENDON  
TRADE MARK

DEPENDON  
TRADE MARK

## When Mrs. Jones Buys a Dress

She considers these four points:

Style

Is the material in fashion?

Quality

Will it give good service?

Adaptability

How will it make up?

Price

How much does it cost?

### DEPENDON BLACK MOHAIR

is one of the most staple dress fabrics—always in fashion.

The DEPENDON TICKET is your safeguard against poor quality.

Invariably the quality of DEPENDON DRESS FABRICS is the highest at the price. In other words, DEPENDON DRESS FABRICS cost less.

JOHN V. FARWELL COMPANY  
CHICAGO, THE GREAT CENTRAL MARKET

DEPENDON  
TRADE MARK

DEPENDON  
TRADE MARK

DEPENDON  
TRADE MARK

DEPENDON  
TRADE MARK



well on its way toward being sold up, if it is not completely so. Western buyers are covering as fast as possible, mostly at the advanced prices. Some sellers express the belief that the placing of orders this year will be governed largely by the success, or vice versa, that they had with deliveries last year. It is a fact that some houses that made prompt deliveries during the past year have already doubled their orders from satisfied customers and look forward toward a continuance of this favor as judged by the expressions of their clientele.

#### Why Do Not More Grocers Advertise?

Written for the Tradesman.

This question has often occurred to me and as yet I have arrived at no satisfactory conclusion.

Ask the average grocer why he does not advertise and he will answer, "It does not pay." Probably in the majority of cases, if he has advertised at all, it has been done in a haphazard sort of way; that is, he has run an advertisement in his local paper for several weeks without changing it and then took it out because it brought no results. Another will tell you that he does not need to advertise as every one knows him. Yet these will complain of its being dull and say that if they carried a different line, say dry goods, they would advertise, as then they would have something to put out as bargains. At the same time they undoubtedly have goods on their shelves that have been there for—we will not say how long but long enough to have been sold. A few dollars spent in printers' ink would have sold them—at a loss, we will admit, but were they making profit on the shelves? These same goods by attractive advertising would have been sold—not only these but others that paid a profit—provided the sales-force were salesmen, not mere order-takers, men who, when a customer asks for goods advertised, gives them to them, but also calls their attention to something else, not only to one thing but to many of them. A customer will not resent this but will rather thank you for it, and will come again, you may be sure of that. You will not sell everybody, but people will become interested in you and your goods.

Do not expect advertisements to sell the goods. Wrap them up and deliver them. They are there to attract people to your store, the rest is "up to you."

If the proprietor waits on customers let him call their attention to the goods advertised, and see that clerks do the same. He should let customers know that he believes they are good and cheap and wants them to know it, too.

Have the article or articles advertised attractively displayed, with the price conspicuous.

It is true that your appearance, the appearance of your clerks and the appearance of your store have much to do with your business—don't let people think your place of business is a livery stable. Have the reputation of having the cleanest, the most

up-to-date store, with the best delivery system, in the town, and tell people of this in your advertisements.

Advertise, advertise, advertise. Then advertise some more. Do it persistently, keeping everlastingly at it, and you will have the satisfaction of seeing your customers grow, your business grow and your bank account grow. Give your advertising the same thought and care you give to every other important item of your business and you will get results. And that is what you are after. They will not come in a week, probably not in a month, but if you are not a quitter they will come, rest assured of that, just as sure as night follows day. We do not mean to always advertise something old, but there is always something that you can afford to sacrifice your profit on for the sake of getting people into your store. As said before, then it's "up to you."

Let people know you are alive. Be the biggest frog in the pond, and holler loud enough for everybody to know you are there. And last, but not least, advertise.

Homer Howard.

#### Things Stenographers Must Know.

To be a successful stenographer it is not necessary to be a slave to the office or employer. On the contrary, I have found in ten years' experience that a certain degree of independence as to one's duties only increases the respect of the employer for his stenographer.

Four requisites, in summing up the ability, the proficiency and the success of a stenographer or secretary, are intelligence, accuracy, promptness, and, last but not least, tact. With these it is not difficult to fall into the ways, habits and wishes of an employer and do his work intelligently and satisfactorily.

Then, too, I have found that it is absolutely necessary that a stenographer be pleasing in manner, dress and speech. It is well to try this. It is easy, with a reasonable amount of intelligence, to do a man's letter writing, attend to business and be generally a good stenographer so far as the mechanical end of it is concerned, but to be tactful, to say and do the right thing at the right time, is only accomplished after a careful study of the employer's own temperament.

I have come to believe, too, that a stenographer is better off, in other ways than financially, when she requires a high salary. When she is sure of her proficiency it is a mistake for a stenographer to offer her services at a low salary. It is easier to obtain a position, at least a desirable one with a desirable and good concern, at a high salary than a low one.

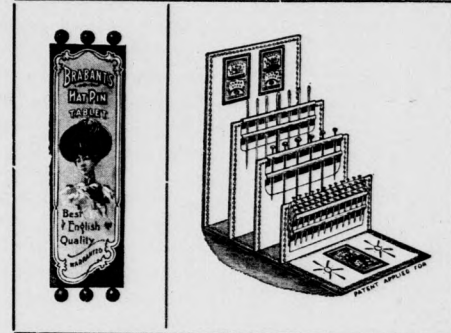
May Watson Wood.

If you are waiting for a golden harp before your heavenly life begins, the heavenly song you are likely to sing is not at all.

Some folks never have any satisfaction in fighting sin until they catch their neighbors doing wrong.

Large sorrows come from little sins.

## The Needle Book or Hat Pin Tablet



and any other of the thousand and one items of a staple and fancy notion line are always to be found in our stock.

### Successful Merchants

as a rule pay close attention to small wares because the margin of profit is an attractive one.

#### Mr. Merchant

perhaps you have neglected this department or same needs replenishing. If so give us a trial. Our prices are right.

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.





### Special Features of the Grocery and Produce Trade.

#### Special Correspondence.

New York, May 18—In a speculative way interest in the coffee market has this week been playing a second fiddle to wheat. While the situation at this writing is steady, the amount of business has not been very large and neither buyer nor seller is absorbed in the manipulation. In the spot market are found reports of decidedly light trading and quotations for Rio No. 7 are nominal at 6½c in an invoice way. The supply continues ample, as there are 4,670,484 bags in stock and afloat, against 3,695,968 bags at the same time last year. Mild coffees are moving in an average sort of way, with little or no change in quotations.

No special interest has been shown in tea this week, but the undertone of the market is certainly stronger than a month ago and holders seem to be fairly well satisfied with the outlook. Statistically, there is no very great encouragement for tea men, as the amount used seems to be less and less per capita.

Refined sugar has been in moderate request and quotations are practically without change. Buyers are content with small purchases, and until we have some better weather there will be little activity to chronicle in this staple.

For rice there is an upward tendency. The market is in a satisfactory condition and sellers are not at all disposed to make concessions. Choice head is quotable at 4¾@5¼c; fancy, 5¾@6c; Patna, 5¾@6¼c.

Spices are dull. The market is about as flat as it has ever been within the memory of the oldest inhabitant. Quotations are about unchanged, but a buyer can easily pick up goods at some concession.

The molasses market is well sustained, but the volume of business, as might be expected at this season, shows some shrinkage, and this is to be expected. Good to prime centrifugal, 22@35c; open kettle, 37@48c.

In canned goods the most interest at the moment seems to center in spot tomatoes. The general price for standard No. 3s is 90c, but at this price, while the offerings may squeeze through as standard, they lack quality. Ten thousand cases recently sold at 90c f. o. b. Philadelphia for Texas. Visiting packers too often tell disheartening stories of crop conditions in their sections, and they are here from Delaware, Maine and Indiana. It is generally agreed that much warmer weather is needed if anything like full packs are made this year. Sellers of spot corn want from 52½@55c for Maine style, Maryland pack, and 55@60c for New York State standard.

Top grades of butter are showing more strength and at the close extra Western creamery is worth 24@24½c; seconds to firsts, 21@23½c;

imitation creamery, 21@22c; factory, 19@21c; renovated, 19@22c, latter for fancy stock.

Cheese shows no change in price for old stock, 15c still being the ruling figure for the very best. Stocks are more and more depleted and held in very few hands. New stock is worth about 12½c, with an upward tendency.

Eggs remain firm for the better sorts, notwithstanding continued liberal supplies here and on the way. Prime to fancy Western storage pack, 17@17½c; lower grades, 15@16½c.

#### Evidently Composite Eggs.

"My dear sir," began the man as he entered the grocery and looked around suspiciously, "I presume you have heard of such a thing as the pure food law?"

"I have a dim recollection of hearing of such a thing," was the reply.

"It is a Government measure and not to be fooled with."

"Just so."

"The pains and penalties are very severe."

"I believe they are."

"And now, sir, having satisfied you that I know my way about, let me ask what you have to offer me?"

"Well," replied the grocer as he cast his eyes around, "I have California claret that has only been adulterated twice."

"I have three French wines made in America."

"I have hop beer made of rice."

"I have string canned beans with strips of pumpkin rinds mixed in."

"My pure canned corn has three acids in it, and they work in the cob to fill up with."

"My French peas never saw France, but are raised and colored right here."

"My bottled horseradish is pretty near all right, except that they have grated turnips in with it."

"My sugar is mixed with white meal, but I don't think you can detect the adulteration."

"As for salt and pepper and coffee and tea and spices and cinnamon—"

"Enough, sir!" exclaimed the customer, "I will take a dozen eggs. They can't adulterate eggs."

"No? Well, I deem it my duty to say that the shells are made by machinery in Chicago, the yolks filled in at Buffalo and the man at Albany who handles the trade warrants the eggs to have been laid in Germany!"

Joe Kerr.

The kicker on the weather reminds us of the "Carpenter who could not work to-day because his saw was dull." That would go at one time but not now. Hustle is the slogan for all who would be successful. Get up at 5 o'clock and put your saw in such order that it will go through a two-inch plank like a small boy would through a pumpkin pie. Get some ginger in your salesman. Put some in your window display. Put out some catchy advertisements. Look up, not down, and do not let weather conditions, be what they may, interfere with your business; if you do it is your fault—not the weather's.

#### Urgent Need of Haste.

Mrs. Terwilliger was busily engaged in washing the supper dishes, but was not so deeply absorbed in this occupation that she could not hear her husband's comments on the news and miscellany in the farmers' journal, whose contents he was laboriously spelling out.

"Good land!" he exclaimed, "I didn't know it was as bad as all that!"

"As bad as what?" asked his wife. "Here's a man that says that if people keep on cutting down trees at the rate they're doing now, there won't be a stick o' timber left in the country inside the next seventy-five or one hundred years, and it may be much less than that."

"Just what I've been telling you," sniffed Mrs. Terwilliger. "Here I've been dinging and dinging at you ever since Christmas before last, trying to have you get some new furniture for the parlor, and you keep putting it off and putting it off, waiting for lumber to get cheap, and the first thing you know there won't be any lumber in the market. I wish I was running this house!"

A crook is made by bending the mind on self-satisfaction.

People who hunt trouble always shoo away their joys.

### 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

Persons responsible for the  
care of funds large or small  
may with confidence entrust  
them to this institution.

## THE OLD NATIONAL BANK

No. 1 Canal Street

Founded 1853

Assets, \$7,250,000.00



# Commercial Possibilities of Wireless Telephony.

About ten years ago the announcement was made of the discovery of a method of transmitting human intelligence through the air without visible means of transmission. This announcement was received with the usual indifferent interest that is accorded to a thing that is considered impossible of accomplishment. Scientific investigators, however, were not so incredulous as the general public and saw in the announcement and the accompanying explanation the opening up of a wide field of possibility. The result has been the development and practical adoption of wireless telegraphy, which is now the accepted means of communication over thousands of miles of space without any carrying means for spanning the space. This accomplishment has done much to upset the early accepted theories of the invisible, intangible medium which surrounds the earth. This luminiferous ether was thought to be limited in its usefulness to mankind to supporting and propagating the waves of light and heat from the heavenly bodies. The new discovery, however, has called upon the same medium to supply other useful needs and by rapidly charging and discharging with electric current a conducting pole which extends up in the air, successive trains of electrical vibrations are generated which travel off into space very much like the ever widening circles produced by dropping a stone into a pool of water. The atmospheric ether forms the medium for transmitting these electrical wave trains, which, when thus sent out, travel through space until they eventually cross or intersect a similar pole extending into the air at a distant point and generate or produce in such receiving pole very weak electric currents which, when thus generated, are too weak and infinitesimal to be of practical use themselves, but they are sufficient, when conducted through delicate apparatus, to set free stronger electric currents which can produce practical and useful results, and thus wireless telegraphy became a practical commercial enterprise. Unlike a great many important discoveries which require years and years of experimental development, the difficulties encountered have been rapidly overcome and while there is still a great deal to be accomplished, yet wireless telegraphy is to-day one of the modern necessities. Among those who have devoted themselves to this work of development of wireless telegraphy and who, as much as any other individual, has become identified with the wireless telegraphic art is Dr. Lee de Forest. Having developed the art of wireless telegraphy to a point where it can be successfully carried on practically by others Dr. de Forest has turned his attention to other problems and has again invaded the etheric realm, with the result that he has achieved an even greater marvel in the discovery of how to use the mystic ether to transmit the human voice or other sound, and we have to-day the successful wireless telephone. Of course much labor and

patient toil and experiment must yet be accomplished before the new discovery is reduced to its simplest form of practical embodiment, but enough has been accomplished to demonstrate the practicability of the idea and every day sound, the human voice and music are being successfully transmitted through the air by the medium of the all pervading ether, not even the massive steel and stone buildings of a great city being sufficient to arrest the transmission or to interfere. The apparatus employed is very simple and very similar to the ordinary telephone apparatus. In the operation of wireless telephony the user simply talks or sings or plays his musical instrument into a transmitter just as one talks or sings or plays into a telephone transmitter. The sound vibrations are converted into electric vibrations, but instead of these electric vibrations being carried along a copper wire or conductor, as in the case of the telephone, they are radiated into space and the marvelous ether becomes the transporting agency which carries them to their destination, where they are again converted into sound, each inflection of the voice, each peculiarity of the original sound, each note of a piano, the timbre of each instrument of an orchestra being faithfully reproduced. This is accomplished whether the transmission has been over land or sea, through buildings or over towers, without being hindered or altered and in silent flight.

The commercial possibilities of this new invention are beyond accurate estimation. In the first place, any individual may use the apparatus whether to transmit or to receive. This is an important advantage over the wireless telegraph, which requires an expert to send or receive a message. Again, no law of state or nation has yet been enacted for con-

trolling the use of the impenetrable intangible ether, and hence it does not require franchise right to operate the wireless telephone. How great a convenience and how economical to install a system of speaking communication between Pittsburgh and New York without the necessity of stringing wires across the hundreds of intervening miles of country, or of securing from state, government or individual the right of way for such use. How valuable it will be to travel abroad and be able to hold speaking communication with your office or family at home! How important to be able while speeding on the limited trains to talk to your business associates! Distances fade into nothingness with this new achievement of science and the question arises, What is to be the limit of human achievement? Samuel E. Darby.

## Mark Twain Obeyed the Scripture.

In the Iowa town where Mark Twain used to reside the following story of him is occasionally handed about:

One morning when he was busily at work an acquaintance dropped in upon him, with the request that he take a walk, the acquaintance having an errand on a pleasant country road. "How far is it?" temporized Mark Twain.

"Oh, about a mile," replied the friend.

Instantly the humorist gathered his papers together, laid them aside and prepared to leave his desk.

"Of course, I will go," he announced; "the Bible says I must."

"Why, what in the world has the Bible got to do with it?" asked the puzzled friend.

"It distinctly commands," answered Mr. Clemens, "If a man ask thee to go with him a mile, go with him, Twain!"

"Fun for all—All the Year."

## Wabash Wagons and Handcars

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

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

**Wabash Farm Wagon**—a real farm wagon on a small scale, with end boards, reach and fifth wheel and necessary braces—strongly built, oak gear. Wabash wheels; front, 11 in. in diameter—back wheels 15 inches. Box 34x16x5 1/4 inches.

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

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

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

## Our Specialty Feed, Grain and Mill Stuffs

Straight or Mixed Cars

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

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

**PROGRESSIVE DEALERS** foresee that certain articles can be depended on as sellers. Fads in many lines may come and go, but **SAPOLIO** goes on steadily. That is why you should stock

# HAND SAPOLIO

**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.



## PRACTICAL DEVICES.

## Inventions Originated by Workers in General Stores.

Probably there is no field which affords such a good chance to hit upon a small marketable invention and to easily profit by it as a department store.

Some of the best brains in the large stores find their outlet in this way. Many of those of whom customers are familiar as department heads, buyers, floor men, with not a few among the sales people, are drawing a snug little income from something they have patented, the idea of which came as part of their work.

It is easy to see how the department store worker is fortunately placed. The fact of his patenting it proves the most important part from the first—that is, that it is marketable. In a store "which handles everything," each man's department has something which is always being asked for, or is woefully needed. He can't supply it, because it doesn't exist. He invents it.

"The idea comes easy generally," says one of these inventors, "for what more natural than that a man who has a want incessantly hammered at him should have his subconscious mind working constantly to fill it—that is if the mind has the least of the inventive quality? One day this crystallizes and he hits upon the idea. The store, glad to be able to fill his want, gives him his first order."

One can run upon a dozen inventions in a single Chicago store, and most of them give some such explanation of their lucky hit. For years women actually begged something from the clerks at the linen counters to protect the tables from the heat of dishes. Then Harry B. Walker, who had heard this request a thousand times, got out the little asbestos mat, made practical by the corrugated portion for air space. The store in which he worked immediately put it into the department. Later Mr. Walker withdrew and devoted himself to its manufacture, and has since patented several little improvements on the original, such as getting it down to the thinnest possible space and adding the little linen slipover cover.

Mrs. E. L. Ewing was buyer in a large suit importing department. She dealt with the dress problem upon all sides and the most insistent question was how to reduce flesh. People—many people at least—simply had to be made to fit the model of a well cut suit if the result was to be really artistic rather than the usual plan by which the suits were made to fit them. Chicago's fat women appealed to Mrs. Ewing until she couldn't rest. "Wasn't there something?" There was something, but it was far from satisfactory. Finally Mrs. Ewing worked from the idea of the medicated rubber strip, which had proved perfectly efficacious as a flesh reducer, but impractical, and invented a practical hip corset, lined with the same rubber. It is now known everywhere under the inventor's name, and she could marshal an imposing list of opera singers and actresses, as well as private individ-

uals, who are using her effective little patent.

One of the most ideal things from the inventor's point of view is the chair for showing suits and gowns: The back folds into a position not quite horizontal, the angle allowing an easy view of the gown thrown over it to the customer sitting down. Other little points are reckoned with, such as a little plush edge at the top to keep the garment from slipping. F. W. Guthridge, the patentee, had been usher in a suit department for several years and had seen the inconvenient tables trundled in and out for showing goods. When the idea of his chair occurred to him he cut the first model by hand in a little workroom in his own flat and worked out the idea of the braces controlling the action by a two foot rule. Now it is used in most of the Chicago suit departments and in most of the New York stores, and, according to orders that have been placed, the tourist shopper soon will see it in Paris. This inventor still keeps his position in the same suit department and draws a comfortable little income from the manufacture of his chairs.

Mrs. L. W. Herring, the manager of a large Chicago tearoom, invented the dish-washer, which is not only used in Chicago but on dining cars, in colleges and in some of the largest hotels in the country. Other patent dishwashers had been tried here and found impracticable, with the usual trouble that there had to be an exact cylinder for putting in every dish, and too much time was required for sorting and fitting, as well as the fact that only a limited number of dishes could be used. In a fashionable tearoom Mrs. Herring had to solve the problem of the many varied dishes which go with a complex service, and also something which would do the work without chemicals, which take off the gold and decorations. Simple wire baskets hang in turn over three retorts filled with the bath from below. A system of steam pipes supplies this, which is kept constantly fresh by being forced in from below and a top outlet.

A bias cutter which measures and marks the entire distance across the goods with one motion is the invention of Mr. Harry A. Stempel. For several years he has been in the dressmakers' supply department. One day a woman came in with a bias measurer in which the distances were marked with holes through which pencil marks had to be made on the material. The whole thing had to be gone over again to be ruled.

"The idea for mine came as quick as a flash when I saw this," said Mr. Stempel. It is merely a simple triangle something on the order of a tailor's square, and unique in the feature of having the measurements for width on a projecting piece. One has to see this little device to appreciate its simplicity. This is such as to appeal to those with the sewing instinct, especially as its "inches" are the arbitrary ones which become standard on the bias strip. This calculation is based on the two sides

of a triangle, and it is the lack of it which makes the bias fold the despair of the little dressmaker in the pertinacity with which it comes out less than an inch when she has marked it in inches on the selvage. Mr. Stempel's article, like so many others invented in the same store, has not only been put in for selling over the counters but is placed in the dressmaking departments among many stores and outfitters.

Helen Johnstone McKeel, the first discoverer of the fluid for transferring newspaper prints as applied to fancy work, was an exception to the rule of the store worker, although as a dressmaker her knowledge of fabrics suggested the use of her article, and she afterward was identified with the store that sold it.

She had a sick little girl and some medicine got spilled over the linen doily on the table. A bit of newspaper lay between and everything on it was printed off on the doily. An analysis of the medicine gave the secret for the invention and she put it up for the market and made her own supply, mixing it in her little flat in a washboiler.

Inventions lying outside their work also interest the department store worker and the manager of one large store in Chicago has not only made improvements in the mechanical devices in the store but has patented clever railroad inventions.

In the notion department is a garter fastener invented by a man in this line, M. Coffey. It is flat and smooth, entirely different from the other garter fasteners, as it does not protrude, and, best of all, avoids wear on the stockings. This has made money for its inventor also.

A dainty hanger for baby clothes was the small but successful invention of Mrs. Grey, the manager of a large fancy department, and many

of the successful little sellers put out by her, which are classed as designs, have enough of mechanical device to be worth calling invention.

Grace Clarke.



## The "Ideal" Girl in Uniform Overalls

All the Improvements  
Write for Samples

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

## Coleman's High Class Flavors

Pure Vanilla, and Lemon, Terpeneless

Sold Under Guaranty Serial No. 2442

At wholesale by Nat'l Grocer Co. Branches: Jackson Grocer Co., Jackson, Mich.; Nat'l Grocer Co., South Bend, Ind.; Nat'l Grocer Co., Lansing, Mich., and of the Sole Manufacturers

Foot & Jenks, Jackson, Mich.

President, Geo. J. Heinzelman

Secretary and Treasurer, Frank VanDeven

Vice-President, Ulysses S. Silbar

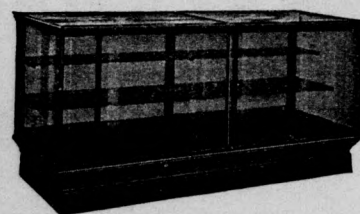
## Grand Rapids Paper Co.

Representatives of Manufacturers and  
Wholesale Dealers in

**PAPER BAGS, CORDAGE AND WOODEN WARE**

20 Pearl St.

Grand Rapids, Mich.



Our "Crackerjack" No. 42

## Prompt Service

We carry at all times nearly 1,000 cases in stock of all styles and sizes to meet your requirements.

Write for our new general store catalog A-12.

**GRAND RAPIDS SHOW CASE CO.**  
GRAND RAPIDS, MICH.

New Office, 714 Broadway, New York City

(under our own management)

Same floors as McKenna Bros. Brass Co.

The Largest Show Case Plant in the world



### Ambition a Strange Force in Human Dynamics.

It is one of the peculiar things about ambition that every man has, besides his avowed ambition, some secret ambition of which he seldom if ever speaks to any one, and which often he never voices to himself. That this is a fact is certain. Every man, if closely questioned, will admit reluctantly that he cherishes some such ambition, although frequently he will refuse to tell what it is.

I have one good friend who is wealthy, an officer in one of the biggest corporations in the country on a huge salary and with a big income from stocks and bonds.

His ambition is an odd one. He wants to own a house without a stick of wood in its entire construction. Just why he desires this is easy to guess. As a baby, almost, he underwent a terrible experience with fire, and since then the terror of fire has been upon him. He says he never has slept in any house or building yet without falling asleep in terrible dread of fire. His fear of fire has continued through life. He cannot go to sleep in any house without going around to smell into the basement, and sometimes during the night he gets up and makes the rounds of the house, just to make sure everything is all right. Unconsciously at first he formed an ambition to own a house with nothing combustible in its makeup—and he confesses that it still is his secret ambition.

Perhaps the oddest ambition of any man of my acquaintance is that of a Philadelphia broker. He is extremely wealthy, and always planning to retire, although he probably never will.

This man was born in a little town in upper New Hampshire, a town of perhaps 1,400 inhabitants, quiet, sleepy and dead almost beyond resurrection. His ambition is to erect a twenty story skyscraper in that town.

"My secret ambition?" he repeated, when asked about it. "I hate to tell. Yet I can't get it off my mind. I never see a tall building without thinking of it."

"My ambitin in life is to build a twenty story skyscraper in my home town. Every time I see the Flatiron building I stand and figure out how it would look in the commons at home. I have planned it all out, just how the entire town could get into it and wander around and what fame it would bring us. I even have planned details as to who should have certain rooms."

"It sounds crazy, but sometimes even in the press of business I stop and draw plans of the building. Of course, I never will build it—but I have almost as much fun out of it as if I intended to do it."

There is a good old story about the ambitions of a soldier who had served twenty years in the regular army and suddenly inherited a fortune. His fellows were asking what he intended to do.

"Well," he said, "I am going to buy the finest park I can find, and in the center of it I'll build a magnificent home. After it is all finished

I'm going to hire the best bugler in the world and give him a gold bugle. Then every morning at 5 o'clock I'm going to have him come under my window and play reveille. Then I'll get up and say 'You blank, blank, blaink, blankety blank, blank, blank, blank, blank, blank, blank!'—and go back to bed."

That is much like the ambition of a certain millionaire in the stockyards. He has worked hard and, like all active stockyards men, has been in the field at daybreak almost every morning. He says that for years he has had an ambition to be sick enough to go to a hospital and remain in bed for two months steady. He does not want to be extremely sick. He simply wants to stay in bed, and he knows he would not remain there even for one day unless he was sick. He has picked out malaria, although sometimes he says he is ambitious to break a leg, because he is certain that would hold him and he is not sure of malaria.

I know two men who, without knowing each other, have exactly the same ambition. Both desire to get somewhere where they will not have to wear clothes, and they day dream of lying naked on the shining coral sands of some Southern sea and gnawing a bone.

This secret ambition to gnaw bones appears widely diffused among men, especially strong healthy men. I have found the same desire in a dozen or more men. Perhaps it is the survival of some instinct handed down by our cave dwelling ancestors. There is a prominent Illinois politician who admits laughingly that the overweening ambition of his life is to buy Ireland. He dreams about it, thinks about it, and plans everything that he would do with the Emerald Island, or what he is going to do with it when he gets it.

Another friend of mine says his dearest ambition in life is to own the southwest corner of State and Madison streets, in Chicago, and to build a cozy little cottage, surrounded by a yard filled with flowers and trees, and live there. Furthermore, he says that his desire is so strong that if he ever gets money enough he will put his ambition into practice.

Joseph Oldfield.

### A Good Time To Help.

Mrs. W. went shopping one afternoon, and little George, taking advantage of her absence, committed many misdeeds. On being told later of his misbehavior, she promised the little truant a whipping.

Evidently pondering over the punishment which was to visit his bad conduct, never once did the guilty boy raise his head during the entire supper, but when the meal was finished he immediately stole up to bed.

His mother walked softly behind. Kneeling at the bedside, his little hands joined and his little face turned up, she heard the boy's prayer: "Oh, God, mamma says you like little children. If you want to help a little boy now is a good time."

Both God and mamma heard the prayer, and George's request was granted.

### One Who Didn't Count.

At the postoffice in an Alabama town they pointed out the colored janitor as a man who had had fifty-six wives. As he did not seem to be over 60 years old I refused to credit the story. Along in the afternoon I found him idling at the door and said to him:

"Sam, I don't want to be impertinent, but I'd like to ask you about a story I heard this morning."

"Yes, sah—yes, sah—go right ahead and ask all about it," he replied.

"I was told that you had been married fifty-six times."

"Yes, sah, fifty-six."

"How old were you when you were first married?"

"Jist twenty, sah."

"And what's your age now?"

"Sixty-two, sah."

"Then, in the space of forty-two years you have been married fifty-six times. Why, Sam, that is almost a wife and a half a year. There must be some mistake about it."

The old man scratched his woolly head and looked around in a perplexed way for a moment, and then sinking his voice to a confidential tone, he said:

"Stranger, I reckon I orter say fifty-five instead of fifty-six, fur dar was one woman who simply lingered around de cabin for three days and den hung herself to a plum tree. Reckon she don't count."

Joe Kerr.

Well begun is better than over done.



**DON'T FAIL**  
To send for catalog showing our line of

**PEANUT ROASTERS,  
CORN POPPERS, &c.**

**LIBERAL TERMS.**

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

## 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:

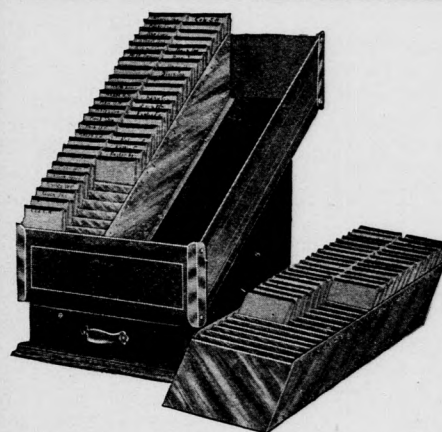
1. It furnishes the farmer a constant and profitable market for his milk or cream.

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.



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

## What Does It Mean?

No Lea K age  
Conv E nience  
Durab I lity  
Pro T ection  
No Dis H onesty  
**CREDIT SYSTEM**

## Simply This:

Will do away with LOST and FORGOTTEN CHARGES, MIXED and DISPUTED ACCOUNTS—NO LEAKAGE.

Your accounts are always posted up-to-the-minute, so that you can settle with a customer at a moment's notice—CONVENIENCE.

No springs or delicate parts to get out of order; it will last a lifetime—DURABILITY.

It is of metal construction throughout and has a metal hood covering, securing the accounts absolutely in case of fire—PROTECTION.

It prevents the manipulating of charges by clerks or customers on account of the Individual Book for each customer with the consecutively numbered slips—NO DISHONESTY.

Write at once for our free illustrated catalog and we will tell you all about it.

**THE SIMPLE ACCOUNT SALESBOOK CO.**

Sole Manufacturers, Also Manufacturers of a Complete Line of Manifolded Pads

1062-1088 Court St.

Fremont, Ohio, U. S. A.





### Success in Society Measured by Unselfishness.

You are about to make your first plunge into the gay world of society, my dear little sister, and you are anxiously wondering whether you are going to be a success or a failure—whether your card will be struggled over at the balls and no affair will be complete without your presence or whether you will be left to wither and pine unnoted in the awful shadow of the chaperon's chair. You have seen other girls just as pretty as you, just as bright and just as well launched, meet both fates, and you ardently wish that some of the successful debutantes who have gone before had left a few sign posts on the way to blazon the path you should tread.

Now, just what it takes to make a girl a success no one knows, but there are at least a few things tending that way, to which I would call your attention: In the first place I would earnestly recommend you to study the art of expression. That is one of the amenities of life that we are apt to underestimate, yet what a world of difference the mere tone of voice or the inflection of a word can make. You will recall that in Chevalier's delightful ditty the hero, in setting forth his complaints, declares that it "wasn't what 'ee said, it was the nasty way 'ee said it" that gave offense—a state of affairs with which we are all familiar enough to make us sympathize. Who has not writhed under some remark couched in unexceptional language, yet uttered in so sneering a tone that it was a deadly insult? Who has not felt the keen edge of sarcasm in many a honeyed speech? Women are clever at this kind of thing and "it wasn't what she said, it was the hateful way she said it" that is the real reason of many a girl's lack of popularity.

But while we are all quick to appreciate the dark side of this question, we overlook the fact that there is another view of it as cheering as the other is dispiriting, and it is this that I would especially impress upon you: If there is a "nasty" way of saying things, there is a nice way that is well worth your profoundest study. Acquire that and you have found the open sesame to popularity, for none of us are insensible to its charm or fail to be led captive by it. Have you ever thought of the difference in the way of saying even such a simple thing as the morning salutation? There is a "good morning" that is as curt as a slap in the face, a mere perfunctory compliance with a custom, and there is a "good morning" that is almost like a caress and that seems to say that the mere meeting with us is an ever recurring pleasure that makes the day brighter. Only the two commonplace words, you see, but between them is the gulf in which lie our personal vanity and self-love, and nobody is such a dull-

ard as not to distinguish between them.

In reality, it never matters so much what we say as how we say it, and this recalls to me a little story of a woman I once knew, who, although she was neither very bright nor clever, maintained a reputation for brilliancy simply by the expressive way in which she exclaimed, "How wonderful!" Let a doting mother come to her and babble of the precocity of her children, their beauty and wit. At appropriate intervals she would exclaim in the most interested possible manner, "How wonderful," and the flattered mother would go off singing the praises of a woman who had sense enough to recognize an infant phenomenon when she heard of it. When a chrysanthemum haired football hero discoursed to her of his achievements on the gridiron, she would punctuate his remarks with "How wonderful." "Clever woman, that," he would say, "doesn't ask fool questions—thoroughly understands the game," although in reality she never knew a right tackle from a quarter-back. Politicians found themselves drawn out by her "How wonderful" into dissertations on ward politics; business men, after recounting their schemes into her sympathetic ear and listening to her exclamation, declared her head was as sound as a bell and that she hit the nail on the head every time. Everybody agreed she was the most entertaining person in town, simply because she had mastered the art of listening intelligently and using two little words as if she meant them.

This may seem to you an extreme case, but you will not have gone far in your little journey in the world without becoming aware that the most offensive rudeness of our day and the thing we resent most in other people, however much we may be guilty of it ourselves, is the lack of attention. Nobody listens. Nobody appears to pay any attention. I know of a certain woman who met another woman in an elevator of a fashionable shop. "And how is your charming sister?" she enquired. "She has been dead two years," replied the other, the quick tears rushing to her eyes. "How extremely charming for you," murmured the first speaker, with unconscious brutality without listening to the other. She was only a little worse than the rest of us. We ask people how they are in a tone of voice that indicates we don't care a rap whether they are well or ill. We offer condolence without one vestige of pity in voice or expression, and congratulations without even a smile of pleasure to back them up as evidence of good faith and of meaning what we say. We listen to a story of somebody's experience with an expression that shows that we are bored to death, and then have the nerve to exclaim, "How interesting," although the most stupid person on earth could not fail to see we are telling a palpable falsehood. Cultivate the art of looking interested. Nothing else in the world is such subtle and intoxicating flattery as to feel that we have entertained anybody. If you can acquire the ability to speak to people as if they were a personality to you

instead of a part of the scenery or a piece of furniture, you will be on the high road to success. Moreover, you will be unique, because nobody else does it.

Cultivate also gratitude and appreciation. Every young girl thinks that the world belongs to her and that other people exist merely to make her have a good time. That is a mistake. Older people also have some rights and you can never trample on them with impunity. Mrs. B., who invites you to her party, may make no complaint because you used her house as a picturesque background for your flirtations, and came and went as if it were a public hall; Mrs. C., who invites you to her box-party at the theater, may say nothing of the curt way in which you nodded your good night; the old gentleman, your father's friend, who sent you flowers, may not speak of your rudeness in not making any acknowledgment of them, but these things are treasured up against you, and the day will surely come when they will quietly drop you. There is nothing sweeter to age than the graciousness of youth, and that, my dear, is another winning card in your long suit.

Learn to sit still without wriggling. It is the most amazing thing on earth that so few girls have any idea of the value of repose. They jingle their bracelets, they twist their chains, they screw up their faces, they wear an observer out with ceaseless motions. Petty, fussy and erratic ways are amusing for once in a way, but no man wants to let himself into a

## HORSE COLLARS

manufactured in our factory are made by experienced workmen and by the most up-to-date methods. They simply could not be made better. That's what makes them so popular with the trade.

Try It and See

**Brown & Sehler Co.**

Grand Rapids, Mich.

WHOLESALE ONLY

Established in 1873

Best Equipped Firm in the State

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

**The Weatherly Co.**

18 Pearl St. Grand Rapids, Mich.

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.



continuous vaudeville performance for life. Men value peace of mind and body above everything else, and you will notice, my child, that it is never the fidgety, flighty little minx who makes the best match. When a man with a reasonable amount of sense starts to pick himself out a wife, he looks around for some calm woman with large, quiet ways of looking at things. Nobody in his senses wants to sign articles for a voyage that is going to be a perpetual tempest.

Don't flirt with every man who comes along. Remember that the one who can love and ride away—and that is always the man—has the advantage in that little comedy. Besides, some day there will come a man who will bring you a true and real love, and he may have a prejudice against shop-worn goods. Above all, never flirt with your friends' husbands. It may flatter your vanity to think that you can charm a married man. It may amuse you to see how jealous you can make his wife, but reflect on the fact that married women rule society, and that they have a very certain Coventry to which they send the girl who flirts with a married man, and from which she never returns alive.

John Randolph once declared he had found the philosopher's stone to be, "Pay as you go." That's a good motto for girls, too. Don't be a dead-beat. Don't take courtesies and give nothing in the way of politeness in exchange. Pay your little tributes as you go along to other people's self-love, their own interest in their own affairs. Don't expect everything to be done for you and to do nothing for others. In a word, be unselfish. Society does not set up as an exponent of the golden rule, but when we look at it the closest and study those who are the most popular, we find that they are those who have remembered to do unto others as they would like others to do unto them. And there's the case in a nutshell, little sister. Dorothy Dix.

#### Scenic Beauty of Venezuela.

The country beautiful is Venezuela. In its perpetual summer he only is half a man who does not for a moment forget the needs of civilization in the intoxication of primitive nature. In the little resort called El Encanto nature seems to have gone mad in her effort to outdo her previous work. But passing westward, where the valley broadens to hold the lake of Volencia, the traveler must cry, "Europe, I can stand no more." Here the chivalry, kindness, hospitality, traditions and costumes of old Spain not yet have worn away. To attend the opera in Valencia is to be transplanted to Italy of the early fifties. The opera is a festival, deliriously old fashioned, with courtliness of manner, grandiloquence of speech. The people are pronouncedly esthetic, decorate their huts and villas with roses or orchids and sometimes completely smother their railway stations with blossoms.

It is better to have your hero born great than to thrust greatness on him in the last chapter.

#### Power of Flying Things.

What is the difference between a butterfly and a balloon? Not so much as we might think. Prof. G. H. Bryan, of the University College of North Wales, says they are about equal in efficiency. They both can make headway in the still air. If it were not for the wind we might have aerial regattas with boats suspended from balloons, using wings instead of oars. A pigeon descending shows the great work of the wings in resisting the downward and forward movement of the body, and this is difficult to imitate in a machine flight. Gulls are about the best aerial gymnasts known. They utilize the little eddies of wind thrown up by the crests and troughs of the waves, and know exactly where to go to get a lift from the wind.

All so-called sailing birds secure all the assistance they can from the air currents. They have to go where the wind takes them to a certain extent, and must rely upon the use of their wings if going in a particular direction. Birds possess much greater horse-power in proportion to their weight than man or animals. One winged man has been more successful than Darius Green. M. Antoine Filippi, a French engineer, has combined a pair of rotative wings with an aeroplane, and is reported to have had good results.

#### Science at Play with Cats.

Puss-in-the-corner is the game at Columbia University. A professor is playing with kittens, dogs, chickens and monkeys to show in part how animals learn tricks. A box was provided with a door that could be opened from the inside by means of a latch or by pulling a cord or turning a button. Kittens were placed inside the box and a toothsome fish outside. The time taken to get out became gradually shorter, but the professor found that the trick always was learned by accident. One lucky hit would prepare the way for another. He could see no trace of rational inference on the animal's part. It was not possible to teach the trick by taking the kitten's paw and pushing the latch, and the seeing another animal do the trick a hundred times was no help to the one who had not learned it for himself.

#### Size of an Atom Explained.

"Raise a drop of water to the size of the earth and raise an atom in the same proportion, and the atom will then be in some place between the size of a marble and that of a cricket ball." Thus said Lord Kelvin in trying to explain to the inerudite world how little are things atomic. Prof. John Brashear, of Lehigh University, makes this comparison: "If you fill a tiny vessel of one centimeter cube with hydrogen corpuscles, or electrons, you can place therein, in round numbers, 525 octillions (525,000,000,000,000,000,000,000,000) of them. If these corpuscles are allowed to run out of the vessel at the rate of 1,000 a second it will require seventeen quintillions of years (17,000,000,000,000,000,000) to empty it."

## 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



## THE VILLAGE MARSHAL.

## He Was Not in Love With His Job.

The midday sun was broiling the dust and raising blisters on the painted houses when Eliph' Hewlitt stepped out of the Kilo hotel after his noon dinner. The little book agent stood a minute in the thin streak of shade at the doorway, combing his side whiskers with his fingers, and then walked briskly into the sunlight. There was but one man in sight, and Eliph' Hewlitt made straight for him.

At the intersection of Main and Cross streets the city pump stood in the middle of the street, and the marshal of Kilo was mending the pump. He was hot and getting hotter every moment. For the first time in the memory of Kilo he had taken off his blue coat with the brass buttons in broad daylight, and his hands and sleeves were covered with moist rust. A streak of it was daubed across his forehead and was trickling down his face, and he grunted as he tried, with a monkey wrench, to loosen a rust cemented nut.

"Working?" asked Eliph' Hewlitt, pleasantly.

The marshal's wrench slipped and his hand scraped across a bolt just below it, taking the skin off a row of his knuckles. He slammed the wrench into the soft mud that surrounded the pump and jammed his knuckles into his mouth. Then he wrapped the other hand around them and shook them violently up and down, while he hopped on one foot.

"Hurt yourself?" asked Eliph' Hewlitt, gently.

The marshal stopped hopping and glared at the book agent.

"No, 'double bless ye!" he shouted. "D'ye think I'd hop this way because I hurt myself? D'ye think I'd yelp and jump 'round just because I knocked a yard and a half of skin off my knuckles? D'ye think I care that much for gittin' myself all mangled up and crippled for life? Oh, no! I'm carryin' on this way because I'm afraid I hurt the pump! I'm yelpin' because I'm frightened I may have knocked the head off that valuable bolt. Darn this here municipal ownership anyway!"

The marshal wrapped a piece of rag that he had brought to pack the pump around his fingers, picked up the wrench and hit the pump a good rap with it.

"Is this part of your official duty?" asked Eliph' Hewlitt.

"Is it?" said the marshal sarcastically. "You ask me, 'Is it?' Well, yes, it is. Do I look like a man that would come out here in the middle of the hottest sun spot on earth, right when the juice in the thermometer is squirtin' up so vigorous that it would squirt clean out if it wasn't plugged in, and tinker at this old municipal waterworks just for fun? If I do look that way, tell me, and I'll get my looks changed, for they ain't telling the truth. No, mister, I ain't doin' this manicure job to this pump for amusement and exercise. I'm doin' it because I'm an old fool, and let the good for nothin' City Council of this here town tag the

care and comfort of this municipal owned pump on to me. I wanted office, and I got it."

"This book," said Eliph' Hewlitt, "is invaluable to the man in public life. The ten thousand and one subjects treated of in Jarby's Encyclopedia of Knowledge and Compendium of Literature, Science and Art—"

"All right!" said the marshal, waving the wrench. "You can stop right there! If it's a book I don't want it; and if it's a book to fit a public officeholder I won't have no use for it long, for I'm goin' to resign out of office as soon as I can catch hold of enough of the City Council to resign to. And I don't want no book to-day, anyhow, for I've got my hands full of this rusted out, redhot pump. This ain't the kind of pump that takes much interest in literature, science and art. What it needs is a new top and bottom and new sides, and I could chuck it plumb full of science and art and it wouldn't do it no good. This ain't a literary kind of pump; it's the kind that needs a monkey wrench. I could recite nice literature out of that book at it all day and it wouldn't pump water a bit better than it does now. And now it don't pump any."

"On page 649," said Eliph' Hewlitt, soothingly, "begins the chapter 'Hints to Officeholders,' giving a full account of the duties of public officials and servants and how to perform them, how to avoid the clutches of the law, et cetera. Recommended by all the leading public men of the day—"

"If it gives directions how to get a rusted nut off a rusted bolt without ripping a public official's fingers out by the roots, show it to me. But if it don't, about all the hint this inspector of municipal owned pumps needs is a hint that he was an idiot when he gave up work in the cheese factory to be marshal at \$200 a year, and this pump gave me that hint, and gave it to me on my knuckles, and I don't need another just to-day."

Eliph' Hewlitt coughed gently behind his hand.

"The directions for removing rusted nuts from rusted bolts are not in the 'Hints to Office Holders,'" he said kindly, as one would explain a self-evident fact to a child. "Those directions, together with full instructions how to drive nails without splitting the board, how to mend a cracked stove with ashes, how to cut glass and 600 other useful directions for everyday life are found in the chapter on 'Helps and Hints for the Home,' page 442. Every need of life, private or public, is met by this volume, the price of which is but \$5, \$1 down and \$1 a month. No inspector of pumps should be without it. Page 879, 'Medical Helps for Young and Old,' tells how to prepare a salve which quickly heals the injured skin, whether burned, bruised, or torn across the knuckles. Page 564, 'The Ready Letter Writer,' tells how to write all kinds of letters—love letters, letters of friendship or letters accepting or resigning public office. Page 138, 'History of Common Things,' gives the history of pumps, wells, hydraulic rams, et cetera, from

the earliest days, with pictures of Assyrian, Egyptian and all other pumps, and working plans of their insides, which information makes the common man an expert on the subject of pumps. Page 453, 'The Guide to Practical Controversy,' tells how to refute imputations, how to give the lie direct and indirect—"

The marshal who had listened to Eliph' Hewlitt with growing interest, held up his wrench and shook his head.

"Whoa!" he said. "Now you're gettin' out of my class. I was gettin' interested in that book, but now you ring in that lie and quarrel business you don't hit me and I ain't got no use for that."

"You never can tell," said Eliph' Hewlitt. "With this book in his hand there is no telling how high a man that has the approbation of his fellow citizens may rise in public office. A marshal may look forward to being a sheriff when aided by the wisdom of this encyclopedia and compendium, and a sheriff has become a president. A president must know how to do everything known to man, and everything known to man is in this book condensed, but complete—only \$5. Wouldn't you like to be president?"

"I can't be," said the marshal. "It takes so much of my time tinkering up this pump that I haven't time to get any trusts down on me, and it ain't no use runnin' for president unless you have a scrap on with the trusts."

"True," said the book agent. "True; but with this book in hand any man,

ONLY the finest imported piano wire; only the best selected and seasoned wood; clear white ivory; first quality of felt; put together with skill that is the product of forty years' experience. That's what Crown Pianos are.

Geo. P. Bent, Manufacturer  
Chicago

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

**Alabastine**  
The Sanitary Wall Coating

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

Alabastine Co.  
Grand Rapids, Mich.  
New York City

ALABASTINE

Alabastine is the only Looking factory and Remodeling Wall Coating. Write for literature. Alabastine Company, Grand Rapids, Mich.

# THE OPEN SECRET

Of the Popularity of Our Boston Roasted Coffees with the Trade:

The extraordinary quality and uniformity of our products together with the persistent effort of our forty-four (44) enthusiastic representatives traveling in every state and territory in the country, and our reputation for fair and honorable dealing have all contributed to that result.

We do not allow price cutting on our trade mark brands, thereby insuring the trade a fair margin of profit.

**DWINELL-WRIGHT CO.**

Principal Coffee Roasters

Boston = = Chicago



woman or child can attack the trusts, from sardine oil down to amalgamated codfish. It tells how to refuse campaign contributions, how to return them when accepted by mistake. How many men of Kilo," he added, "have occupied large public offices?"

"I ain't heard of none," said the marshal.

"No," said Eliph' Hewlitt. "Not one! Because this is the first time I've come to Kilo to sell this helpful and entertaining volume. Why should the nation ask a man who hasn't this book to step into public office when there's plenty to ask that has this book and reads it every day? The nation looks first to see if a man has bought a copy of Jarby's 'Encyclopedia of Knowledge and Compendium of Literature, Science and Art,' and, if he has, it can use him. If he hasn't it feels he can't do the office justice, and it lets him alone. A big public office has lots of ends to it."

"I should say it has!" admitted the marshal. "I found that out when they told me the pump went with the marshal job. I'm thankful we ain't got a municipal owned street car line. If I had to drive a street car and curry down the mules and monkey with this pup, too, I'd have my hands about full."

"And that would be nothing at all to what a president has to do," said Eliph' Hewlitt. "I don't see how the presidents ever managed to run this Government before Jarby & Goss published this book. They had to read forty volume encyclopedias, the whole contents of which, and more, is condensed into this one book, which might well be called 'The President's Guide and Helper.' But in them days the presidents wasn't as hard worked as what they are now. They didn't have to control the destinies of Europe, Asia, Africa and North and South America, protect the natives of the West by ridding their mountains of wild and ferocious beasts, sass a trust with one hand while pulling a railroad president up by the roots with the other, or write articles for the magazines before breakfast so as to be in time to reform the customs and habits of the people while the boy is bringing in the morning paper. Washington is the marvel of the world because he done as well as he did before this book was published."

"When was the book published?" asked the marshal, laying down his wrench and walking slowly toward the shady side of the street.

"It is revised every week," said Eliph' Hewlitt, "to keep it up to date and fresh. If you buy one now you get the latest edition, which practically is a new work, revised from cover to cover. Lincoln was never lucky enough to get a copy of this book, which was not published then, and that is why he wasn't so great as he might have been. He missed lots of things he might have had a hand in, as set forth in this volume. A president with this book on his table can do his job justice. It tells him how to survey canals, how to handle a gun, how to confute, refute and dispute; how to mend pumps, how to plow corn, measure

corn in the crib and settle strikes; how to spank a trust and how to avoid race suicide in fourteen distinct and different ways. This book, containing information on every subject on earth, from the cradle to the grave, gives the owner a chance to enter joyfully into public office and run it on up to date lines. He can have a hand in everything that is going on. If you ever look to be president you ought to buy a copy of this book right now."

"No," said the marshal, reluctantly; "no, I guess I don't want to buy one. First thing I know people would get onto the fact that I had a copy, and they would be comin' around urging me to run for president, and I don't want the job. The job of town marshal and veterinary surgeon to the pump is all I'm capable to handle. I looked into the president business a while back, and I guess I don't want it. It's kind of you to suggest it to me, but I guess I'll pass it up. It used to be a good job in the old days but there's too much work to it now. In them days, when all a president had to be was to be president, it was a nice situation; but look what it is now. A president has to be the whole shooting match and do all the work, while everybody else loaf around and draws pay. Nowadays a president has to be everything from a revised dictionary to an unexpurgated edition of the 'Ten Commandments in Words of One Syllable.' When he ain't busy electing a senator, to save some state the trouble of doing it for itself, he has to be acting as a committee of one to do the work of Congress, the Supreme Court, eighteen South American governments, and a school board. The president has to do all the work, and all the thanks he gets is to be made fun of. I don't want the job. It's too big for me, and it's getting too big for any one man. What we need is a syndicate to do our presidenting for us. This here big country oughtn't to expect one man to be the whole three ring circus and the menagerie and the side show at one time, and then call on him to do a prize fight and reform the spelling book and learn us morals simultaneously at once. It ain't fair. No man can't live a simple life and do all them things at once. He wears on a man and takes all the smile out of him."

"Not if he has a copy of Jarby's Encyclopedia on hand," said the book agent. "With a copy of this book in his house a president can do something to all the ten thousand and one things, including every subject known to man, that is mentioned in this book and do them so folks won't get sleepily while he's doing them, and can still keep his sweet smile. 'Now here,' he said, opening the sample copy, 'is the steel engraved portrait of the president. He still smiles.'"

"Yes," admitted the marshal, "he's got a smile or two left yet, but I'd like to see him if he had a lot of government owned pumps or railroads on his hands. I'd like to see him come down to Kilo and tackle this municipal owned pump."

"Why don't you write him about it?" asked Eliph' Hewlitt.

"What would he say?" asked the marshal.

"The way to find out is to try it," said the little book agent, "but I warn you not to. It is a lot safer to buy a copy of this book, \$5 a volume, and find out how to do your duty to that pump yourself. And, speaking of what he would say," he said, turning to page 645, "here is a complete article on dynamite, maximitite, forceite, et cetera, with pictures of the holes in the ground that was all that was left when the experiments with them was concluded."

Ellis Parker Butler.

#### A Good Judge.

In a civil action on money matters the plaintiff had stated that his financial position was always satisfactory. In cross-examination he was asked if he had ever been bankrupt.

"No," was the answer.

Next question was:

"Now, be careful; did you ever stop payment?"

"Yes," was the reply.

"Ah!" exclaimed the counsel, "I thought we should get at it at last. When did that happen?"

"After I paid all I owed," was the answer.

**Grand Rapids Notions & Crockery Co.**  
1-3 So. Ionia St., Cor. Fulton St.

We carry a complete line of Notions and are factory agents for Crockery, Glassware and Lamps. OUR PRICES ARE RIGHT.

Grand Rapids Notions & Crockery Co.

We Carry a Complete Line of

### Books for Commencement Exercises

**Grand Rapids Stationery Co.**

29 N. Ionia St.

Grand Rapids, Mich.

**The Sun Never Sets**  
where the  
**Brilliant Lamp Burns**

And No Other Light  
HALF SO GOOD OR CHEAP

It's economy to use them—saving of 50 to 75 per cent. over any other artificial light, which is demonstrated by the many thousands in use over the last nine years all over the world. Write for M. T. catalog, it tells all about them and our systems.



**BRILLIANT GAS LAMP CO.**

24 State Street

Chicago, Ill.



## Emergencies Make Fools Of Some Men

but when that emergency forces the dealer to act quick and get a good nickel cigar into his case to revive a dying trade, that man will be wise who calls the "Ben-Hur" to the rescue.

Such a cigar as the "Ben-Hur" will do more than any other to revive and build up a cigar trade that has been practically ruined by the carelessness of a dealer who failed to recognize the popular demand for this favorite and well made brand.

**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



## SHREWD CAPITALISTS.

## How Tim Buster Played Profitable Trick on Them.

Tim found himself sitting in the rotunda of a hotel in a fairly large inland city one day without being able to say exactly why he was there.

Sitting beside him was a man who had been attracting his attention for several hours.

"Some people don't seem to have much trouble selling stock," he said.

"I suppose not," Tim agreed with him. "But why do you say it?"

The man nodded his head towards the room of the commission firm.

"I was just reading the orders they are sending over the wire," he explained. "They do a big business for a town this size."

Tim's eyebrows went up a bit.

"Telegraph operator?" he asked.

"Have been," the man replied.

"Trying to sell stock in an oil company just now. It's a chance to get rich or go bust, and I'm going bust—and on a proposition that will make a number of men wealthy some day. It's just confounded hard luck in not being able to convince any one who has money that I know a good place to put it."

Tim's eyelids closed lazily over his eyes, and some one back of the nervous man's chair said:

"I'll put \$25,000 in your deal."

The man turned around like a flash and found no one. He laughed again, abruptly.

"I'm going bughouse slowly," he said. "I'm beginning to hear things."

"Well, why don't you listen to them?" said the voice behind him, speaking again. He squirmed around in his chair and took a long look. Then he turned to Tim, enquiringly, as if to ask if he had heard it. Tim raised his eyes and laughed.

"Oh, you did it," exclaimed the man. "Pretty good; but I don't admire your taste in kicking a man that is down."

"It just occurred to me," said Tim, passing over the incipient resentment of the other man, "that a telegraph operator and a ventriloquist might hitch up with profit to both. I don't know as I ever heard of the combination before, but it strikes me that something might be done by it. What did you say your name was?"

"I didn't say," the man answered, mollified, "but it's Leadbeater—William B. Leadbeater—it's going to be Deadbeater pretty soon."

"Well, William," said Tim—"excuse my using your first name, but I'm just anticipating a pleasure—I have become the victim of an influx of ideas that look good to me. Suppose you come up to my room and take a gaze at them."

Leadbeater arose willingly. Tim got his key and the two departed upstairs.

They were closeted for three hours, and from time to time bellboys carried up trays bearing liquids mildly refreshing, which might have indicated that heavy thoughts were on the boards. At the conclusion of this conference Leadbeater departed for the telegraph office and Tim entered

into negotiations with the hotel management.

As the upshot of the latter, two rooms off the lobby were secured adjacent to that occupied by the commission and brokerage firm and the management was given to understand that the new brokerage firm of Leadbeater & Buster, New York and Chicago, would experiment in the local field with a view to ascertaining if it could maintain two commission houses.

Mr. Leadbeater's errand was a simpler one and involved no weightier financial transaction than the exchange of \$20 between him and a day chief at the telegraph office. The consideration for this exchange was that the day chief should admit, if questioned by any one, that a leased wire had been put in the rooms occupied by the new firm of Leadbeater & Buster.

Tim did not imagine that the reality of this wire would be questioned during the period in which the firm proposed to operate, but security on this score was worth \$20 and the day chief did not see that any public wrong would be done if he should understand that a wire had been put in.

Mr. Leadbeater also secured at second hand the necessary battery, key, sounder, etc., which, mounted under and on a kitchen table, also secured at second hand, and placed in one of the rooms, was prima facie evidence that the leased wire existed.

A sign painter did the rest, making for the new firm a handsome "shin-

gle" to be placed over the door. These preparations were made in twenty-four hours and the firm was ready for business.

There was a "holler" from the firm already established, but Tim took the senior member aside and communicated to him some mysterious tidings which led him to believe that no injury to his firm was contemplated. He was given to understand that the new firm would deal almost exclusively in certain stocks with which the old firm did little or nothing, and that it would be possible for considerable business to be thrown by the one neighbor to the other.

Leadbeater and Buster opened for business and Tim felt that he actually was living again and that the breath of life which he pulled into his lungs was no longer saturated by the fumes of the drug business. He had a blackboard hung on the walls outside the room, visible from the lobby, and quotations were given there. This attracted attention and the firm received several orders which might have been embarrassing if Tim had not made it a point to transfer them and the commission to the neighboring office.

The quotations which Tim wrote on his bulletin board Leadbeater stole off the other wire. He also kept up an intermittent telegraphic racket on his phony apparatus which could have been read by an operator without suspicion if he were not in the room and which readily would have deceived the credulous into the belief that a Chicago connection was maintained.

## This Is the Jar People Are Buying

The Hazel-Atlas is the one perfect jar on the market and last season's enormous sales prove that the people know it. We had thousands of inquiries and worked hard to meet orders. This year's business is bound to be greater—can't help but be—because our advertising in women's papers is "pulling" steadily. Where do you come in on this? Don't stock up with goods the people don't want—carry the

## ATLAS SPECIAL JAR

—get in on the "ground floor" and have the benefit of our advertising. The **ATLAS SPECIAL** is a WIDE MOUTH jar convenient for filling, convenient for emptying. Extra strong at top and a perfect sealer. The

## E. Z. SEAL JAR

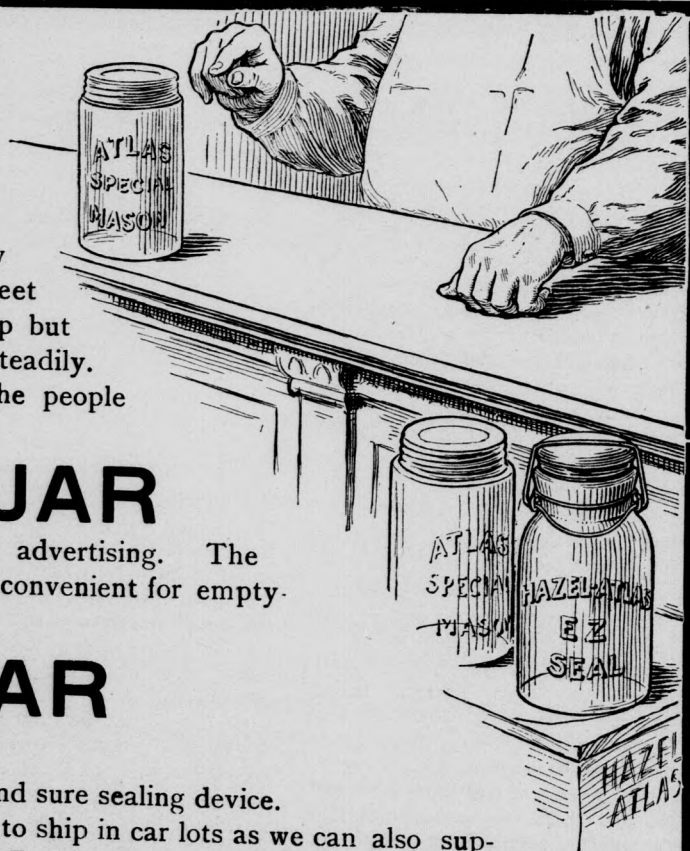
(Lightning Trimmings)

is also a wide mouth jar and very popular because of its quick and sure sealing device.

You can get 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.

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.





In this wise the existence of the new firm was continued over a period of a week. One stock was carried on Tim's board which could not have been found on any other in the country. That was "Onarga oil," which was listed every day. On the third day a sale of 100 shares was recorded, Tim being the purchaser and the price being \$50 per share.

The sale boosted the price, but there were no other buyers. At the end of the first week Tim started to put in operation the other phase of his scheme. He had discovered the identity of the weighty financial man of the town and a few of his characteristics.

This individual was the President of the National Bank, a man of 50 years and white side whiskers. His reputation was for wealth, conservatism and closeness. The town admired and disliked him. He never was known to "let in" a fellow citizen on any deal which might prove financially advantageous. When he speculated it was not speculation. It was a sure thing, and he had no more chance to lose than he would have if he bought Government bonds.

If the other financiers of the place knew that Andrew Nichols was buying in any enterprise they would have sold their underclothes to get in.

Tim proceeded to make the acquaintance of Mr. Nichols. He did not get far, but he was able, by careful lying in wait for the heavy financial person, to be seen on the street with him on several occasions, and once to be seen going into the bank with him.

The bank President had a gruff voice, and every time Tim heard it he thrilled all over with delight. It was a voice in a hundred to mimic. He scarcely could restrain himself from shaking hands with the heavy-weight and congratulating him—even thanking him—for having such a voice.

In the meanwhile the other preparations for the great coup in Onarga oil were being pushed ahead. The telegraph racket in the rooms of Leadbeater & Buster continued, and quotations were hung up and taken down as if the firm were struggling to get its foothold in the local market, but at the same time some quiet missionary work was being done for Onarga oil.

Leadbeater and Tim argued and talked with a score of the most promising investors and finally reached an agreement with them that they should come to the offices of the firm on a certain evening and hear Mr. Leadbeater explain with much detail the conditions and the prospects.

The men were not enthusiastic—they were the reverse—but they did not feel like refusing so inexpensive a proposition as to give an hour of their time, and accordingly they came.

Mr. Leadbeater welcomed them. Tim was absent, but Leadbeater explained that he had been summoned suddenly to confer with Andrew Nichols and that he might be expected to come in at any moment. Several of the local financiers looked significantly at each other and Leadbeater proceeded to hang a large color-

ed chart on the walls and enter upon his explanation.

He had been at it about a half hour, with the expenditure of much earnestness and considerable eloquence—Leadbeater could not make even a "phony" talk about Onarga oil without becoming earnest and eloquent—when he stopped and took a long drink of ice water to moisten a parched throat.

There was dead silence in the room as he did so. Between this room and the next there were double doors, now closed and locked but considerably more penetrable by sound than a solid wall. Through this door, in the silence of the men in Leadbeater's office, came the sound of Andrew Nichols' voice, gruff pompous and overbearing:

"Does any one else know the real value of this property, young man?"

It was Tim's voice that replied.

"We have been trying to convince a number of your fellow citizens," he said, "but we have had no success. My partner, Mr. Leadbeater, is talking to a number in the next room now."

"If I went into it," said the voice of Nichols, "I should want to go in alone. I should want a majority of the stock. I should not want you to sell any here. I do not want any of my fellow townspeople associated with me in my enterprises."

Leadbeater put down his glass as if he had heard nothing and prepared to continue.

"Now, gentlemen," he began, but got no further. A dozen restraining hands were raised in the air and a dozen hushed remonstrances stopped him. Leadbeater looked surprised. His auditors had both ears trimmed in the direction of the other room and were stretching their necks at least two inches out of their collars.

Several arose noiselessly and plastered one ear against the cracks. The others got up and crowded as close to the doors as they were able. Nothing could be heard in their room except the suppressed sound of hard breathing. Leadbeater's surprise increased. He cleared his throat and would have spoken again, but they waved at him frantically and looked as if they would mob him if he opened his mouth.

He sat down in disgust, with all the appearance of a man who found himself in a lunatic asylum. Nothing rewarded the eavesdroppers but a series of sounds which had become unintelligible. Evidently Tim and Nichols were in close ear to mouth discussion. The men on Leadbeater's side of the door looked extremely pained and worried.

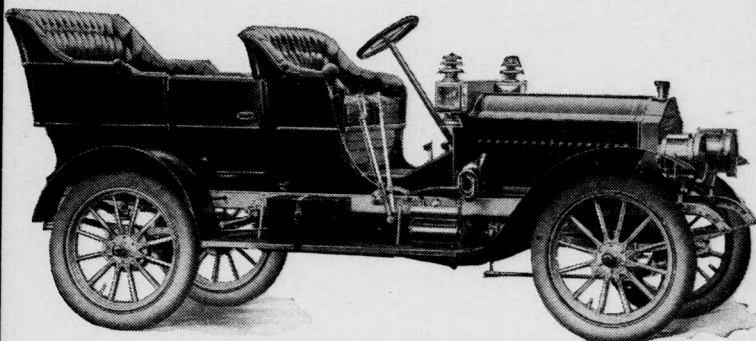
Then the sound from the other side waxed stronger.

"How much stock do you propose to sell?" they heard the voice of Nichols asking.

"The company has issued 1,000 shares at \$50 a share," said Tim. "Mr. Leadbeater has taken 80 shares, the Treasurer of the company 20, and I have taken 100 shares. This has bought three hundred acres of land at \$25 an acre, and the remainder has been used in sinking one well which now is producing. We have options on 1,000 additional acres. If

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.



the territory shows that this does not include all of the oil lands in the vicinity we shall double the capitalization and purchase more. The people in the neighborhood consider us crazy and there is no danger of competition at present."

"I understood you to say that your partner is making a proposition to a number of men to-night," said the voice of Nichols. "They are in the other room now, I believe. I heard voices in there."

"I think they have gone," said Tim. "Keep them out and I will take the other 800 shares," said the voice of Nichols. "Maybe it's too late already."

"I'll bet a hundred dollars it isn't," said Tim. "It was just a preliminary explanation Leadbeater was to make."

"You couldn't trust those fellows to see through a fence with a board off," said the voice of Nichols in great disdain.

The men in Leadbeater's room were hanging to each other's clothes in their efforts to hear and to keep quiet. A look of great shrewdness came over their faces.

"Freeze them out," said the voice of Nichols, "and come around to me in the morning. I'll take your stock."

"I'll walk home with you," said Tim. "There's another thing I want to explain."

The men took long breaths and looked at each other.

"The old fox!" one exclaimed and a few laughed quietly because they still were under the strain of holding themselves in.

"Now, gentlemen," Leadbeater said, "I'll continue my explanation. Mr. Buster seems to have led Mr. Nichols into the adjoining room. It's my opinion that an unfair advantage was taken of the situation, but we'll let that pass. As I was saying—"

"I think I have heard enough," said one of his auditors. "I for one do not propose to let Andy Nichols hog this thing. I propose to take mine right now."

He hauled out a checkbook. The others followed him and crowded up around Leadbeater.

"You issue that stock now," they said, "and Andy can grin out of the other side of his face to-morrow."

"Don't be precipitous, gentlemen," said Leadbeater. "Appoint a com-

mittee to run down and inspect the property. We don't want you to join us in any hasty fashion. We know we are right and can afford to have you come in with your eyes open."

"Andy is good enough eye opener for me," cried one of the men laughing. "We'll just convert this into a meeting of stockholders. No one but Andy will be frozen out. As we heard from the other side, there are 800 shares to be disposed of. There are about twenty of us here. If it's agreeable to everybody, we will make an even division. If any one wants less than forty shares some one can have more. Just step up here and we'll figure it out."

They took matters out of Leadbeater's hands and figured out that each man wanted his full allotment of forty shares. Before Leadbeater had met Tim the Onarga oil Co. had been incorporated with Leadbeater as President, a stenographer as Secretary and Leadbeater's home banker as Treasurer.

The stock certificates were at hand and properly signed. The reluctant Leadbeater, protesting against the improper hurry and lack of business discretion, was forced to fil them out and accept the checks proffered by the men anxious to beat "Andy" out on this game of investment. He insisted that the issuance was not necessary. He would take their subscriptions. The colder he blew the hotter they blew.

Finally they had their way and Leadbeater had checks for \$40,000 in his hands when the last chuckling man departed. When the coast was clear Tim emerged from the adjoining room, into which he had returned quietly after escorting the voice of Mr. Andrew Nichols out of the hearing of Leadbeater's guests.

It was two days before one of the investors, unable to keep a straight face in Nichols' presence, taunted him with losing out in Onarga. It required a good deal of taunting to beat it into the banker's head, but when he did get the drift of the story he laughed for ten minutes in a most satisfying way.

He never had talked to Tim. He had been nowhere near the hotel that evening. He knew nothing of Onarga oil. He had no thought of investing in Onarga oil. It was his opinion that in some way they had been played for a lot of suckers by some confidence men.

Tim and his partner allowed the storm to rage until it was about subsiding in pure exhaustion. Then they spoke up. Did any one invite them to listen to what they thought was a private business conference? Did Leadbeater urge them to take stock? Hadn't he urged them not to do it? Didn't he plead with them to send an investigating committee to inspect the property? Finally had they been swindled? Did they know anything about it? Did they have any legal cause for action at all? Hadn't they better investigate now before they hollered too much?

The company was given a probation of six months and it made good. If the investors ever could pass Andy Nichols without feeling conscious that he was grinning at them they would be extremely well satisfied with the investment into which Tim Buster's ventriloquist and promotional genius led them.

Willis Steuben.

#### Did He Get Them?

The records in the War Department in Washington are, as a rule, very dry, but occasionally an entry is found that is humorous:

An officer of engineers, in charge of the construction of a road that was to be built through a swamp, being energetic himself and used to surmounting mere obstacles, was surprised when one of his young lieutenants whom he had ordered to take twenty men and enter the swamp said that he "could not do it—the mud was too deep." The Colonel ordered him to try. He did so and returned with his men covered with mud and said:

"Colonel, the mud is over my men's heads. I can't do it."

The Colonel insisted and told him to make a requisition for anything that was necessary for the safe passage. The Lieutenant made his requisition in writing and on the spot. It was as follows:

"I want twenty men eighteen feet long to cross a swamp fifteen feet deep."

#### Different Proposition.

The Youth—Yes, I'm in business myself, but I don't seem to be able to meet with any success.

The Sage—Nobody ever meets with success, young man. He must overtake it.

Our registered guarantee under National Pure Food Laws is Serial No. 90

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



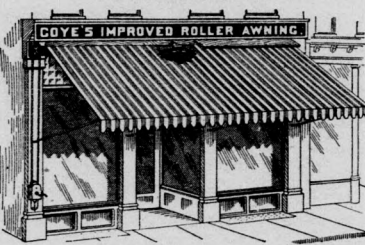
Our Cocoa and Chocolate preparations are ABSOLUTELY PURE—free from coloring matter, chemical solvents, or adulterants of any kind, and are therefore in full conformity to the requirements of all National and State Pure Food Laws.

48 HIGHEST AWARDS  
in Europe and America

Walter Baker & Co. Ltd.  
Established 1780, Dorchester, Mass.

## Chas. A. Coye

Manufacturer of



## Awnings, Tents Flags and Covers

Send for samples and prices

11 and 9 Pearl St.  
Grand Rapids, Michigan

## Wanted SECOND-HAND SAFES

Grand Rapids Safe Co.  
Grand Rapids, Mich.

# Are You a Storekeeper?

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

TRADESMAN COMPANY, Grand Rapids, Mich.



### Last Week's Wages To Help a Friend.

It was 9 o'clock Saturday night when Perkins woke up. He was leaning against the bar at McGoorty's, and he turned his pockets inside out without finding a cent. The fact sobered him.

"I've spent all my wages," he said, turning to Conners with a frightened face. "I've spent all my wages." His voice sank to a whisper. "Every cent. What'll I tell the old woman? What'll I tell her?"

"Tell her you've been robbed, man—and you have, for McGoorty's a robber if there ever was one. Tell her you've been robbed."

"She'll never believe that story," said Perkins, shaking his head. "Not when she knows I've been drinking." "Tell her you were slugged under the viaduct and that we carried you in here to revive you. Oh, I could make her believe it."

"Then, for the love of Heaven, come and go home with me and tell her about it. She'll maybe believe it if I've got a witness."

"Sure," said the obliging Conners, "I'll go home with you. You leave it to me. You just back up what I say and we'll fix it up."

Mrs. Perkins was mad. They could tell that as soon as they entered the house. Conners plunged into his story before she had a chance to say a word. He was an artistic liar, was Conners. He told how he had been coming from the factory just behind Perkins, and how when poor Perkins passed under the railroad tracks at Fullerton avenue three men sprang out from behind a dark corner and struck him down with a sand-bag and took his money and ran away.

"He was lying like a dead man when I reached him, ma'am," concluded Conners. "I got one of the boys to help me carry him into McGoorty's, and we poured a little stimulant into him and revived him. I waited until he was able to travel, and then I brought him home. It's a lucky thing that your husband is living this minute, Mrs. Perkins."

"How much did you lose?" asked Mrs. Perkins, looking at her husband with the cold eyes of suspicion. "I lost the whole \$16," said Perkins, with his hand to his head. He moaned a little and rocked himself dizzily on the chair. "The whole \$16. I hadn't taken it out of my envelope even."

"And you didn't even see the three men that robbed you?"

"How could he?" interrupted Conners. "The men were behind him. I saw 'em, but I wouldn't know one of them again."

"You seem to know a lot about it," said Mrs. Perkins, turning toward Conners. "You was behind him, you say. Like as not it was you that got the money."

"Me?" gasped Conners. "Me a robber? Why, ma'am—"

"It's my opinion that you was one of three if you wasn't the only one," said Mrs. Perkins, showing symptoms of hysteria. "I believe you have got the money."

"I'll show you my envelope, ma'am," said Conners, indignantly.

"I've spent about 60 cents reviving your poor husband and bringing him home, and the rest of my \$16 is in the envelope. If you'll find another cent about me you can have it."

He took his pay envelope from his pocket and shook it at Mrs. Perkins indignantly, while poor Perkins, scenting trouble, moaned dreadfully and held his head in both hands.

It has happened, strangely enough, that Perkins and Conners, getting their pay in the same department and at the same window, had changed envelopes, which wasn't a serious matter, because each received the same wages. Perkins, however, had spent his money, which was in Conners' envelope, and Conners had spent only 60 cents of his own pay, which was in Perkins' envelope.

The indignant woman snatched the envelope from Conners and read the name of "Peter Perkins" on the back. She opened it and took out \$15.40.

"Robber, robber!" she cried as she put the money in her pocket.

Conners called upon Perkins to explain, but poor Perkins now was speechless. He had collapsed in his chair. Loud snores came from him.

Mrs. Perkins seized the poker, a formidable weapon in the hands of an enraged woman, and chased Conners to the door and out to the sidewalk. He shook his fist at her and tried to get back into the house. She locked the door on him.

"Robber!" she called through the keyhole. "If you stay here a minute longer I'll call the policeman and have you arrested."

And Conners went sadly up the street, with cries of "Robber" following him through the door. Mrs. Perkins kept the money. Perkins declared the next day that he didn't know what had happened. Conners is biding his time. Ben Burbanks.

### How May Wine Is Prepared.

Take enough good woodruff (Waldmeister) of fine aroma and flavor. Remove all parts that will not add to the excellence of the product, such as wilted, dead or imperfect leaves, stems, etc., and wash the residue thoroughly in cold water, and with as little pressure as possible. Now choose a flask with a neck sufficiently wide to receive the stems without pressure or bruising them, and let the pieces fall into it. Pour in sufficient strong alcohol (96 per cent.) to cover the herbs completely. In from thirty to forty minutes the entire aroma is taken up by the alcohol, which takes on a beautiful green color, which, unfortunately, does not last, disappearing in a few days, but without affecting the aroma in the least. The alcohol should now be poured off, for if left to macerate longer, while it would gain aroma, it will also take up a certain bitter principle that detracts from the delicacy of flavor and aroma. The extract is now poured on a fresh quantity of the herb, and continue proceeding in this manner until a sufficiently concentrated extract is obtained to give aroma to 100 times its weight of wine or cider.

Another process is thus described: Fresh woodruff, in bloom or flower, and from 2 to 4 centimeters high, is

freed from the lower part of its stem and leaves, and also of all foreign or inert matter. The herb is then lightly stuck into a wide-mouth bottle, and covered with strong alcohol. After thirty minutes pour off the liquor on fresh woodruff. In another half hour the essence is ready, although it should not be used immediately. It should be kept at cellar heat (about 60 deg. Fahrenheit) for a few days, or until the green color vanishes. Any addition to the essence of aromatics, such as orange peel, lemons, spices, etc., is to be avoided. To prepare the maitrank, add the essence to any good white wine, tasting and testing until the flavor suits. P. W. Lendower.

### His Honor's Joke.

A well-known young attorney trying a case before Judge Wolcott not long ago was unable to find his overcoat after the noon adjournment. He accused the counsel on the other side of hiding it as a joke on him. When, after a thorough search, he was still unable to find it, he made a great row.

"Here, here, it seems to me that you are making a great amount of unnecessary noise," commented Judge Wolcott in mock indignation.

"I've lost my overcoat, Your Honor," complained the attorney.

"Oh, is that all?" said the Judge; "you are making more fuss about it than if you had lost your suit."

And is he not a murderer of the first degree who deliberately kills Time?

### Salesman Wanted

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

S. F. BOWSER & CO., INC.  
Fort Wayne, Indiana

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

Vandenberg Cigar Co.

816 E. Fulton St. Grand Rapids, Mich.

### TYPEWRITING, ADDRESSING, ETC.

Grand Rapids Typewriting and Addressing Co.  
Write, call on or phone  
A. E. HOWELL, Manager  
23 So. Division St. Citizens 5897-2R.

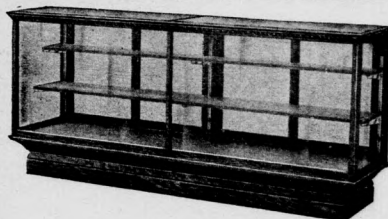
### Seed Oats

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

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

Grand Rapids Grain & Milling Co.

L. Fred Peabody, Mgr.  
Grand Rapids, Michigan



### Wolverine Show Case & Fixture Co.

47 First Ave.

Grand Rapids, Mich.

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



5 Cent Cigar

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



## CLEAN UP.

## Now Is the Time for Merchants To Renovate.

Written for the Tradesman.

And now comes the "Dinah cl'ar-in' up time" of the year—when front yards and back yards, upstairs and downstairs and eke the attic and the cellar are to receive the scrupulous attention of the all-seeing eye of the energetic hausfrau, be she German or English, French or American, Norwegian or Scandinavian—any woman, in fact, who abhors dirt and is willing, you might say, to go through fire and water to gain her desired freedom therefrom.

And are you in your place of business, Mr. Merchant, like the careful housewife in that you are disposed to go to some expense and considerable inconvenience in order to reach that degree of cleanliness perfection that is so difficult of attainment and so enjoyable in possession?

You may need a new sidewalk in front or more storage conveniences in the rear. Perhaps the store building should have a more intimate acquaintance with the painter and his brush. Outside stairs to the second story may be rickety and should be "repaired with new ones," as Erin's own would say. Does the basement require thorough overhauling and fumigation? Few noxious spots are worse than a cellar as a menace to health.

I remember stopping last year to admire a window trim in a store in the eastern part of the State. Just underneath the show one there was a small one that opened into the basement, and, instead of standing and enjoying for a few moments the view in the fine display window, I was obliged to move on as the noisome odors—and such mixed ones, too—welling up from the dank dark regions below were unbearable, nauseating. I was told afterward that, when that foul hole was cleaned out, two big wagonloads of rotting rubbish were removed and burned. There had been no air admitted to the cellarage for years, I heard, except on rare occasions—and I should judge that it was one of those "rare occasions" when I paused at the show window!

So much is being done around factories and other work-places, now, all over the country, in the way of landscape gardening. Isn't there a plot of unused ground around your store that you can beautify with laying of greensward and judicious planting of trees and shrubs? If you have no personal love for this sort of work go into it anyway. Make yourself into a Committee of One to demonstrate what can be done with a waste place in the joy it will bring to your neighbors, your customers and every passer-by who has the love of Nature in the heart. Grass is always better than sand. Set your shrubs so that they will form a barrier to trespassing—to the "cutting across" so destructive to the grass. "Constant dripping will wear away a stone," says the old saw, and continued running across a corner in a straight line is ruinous to the growth of grass. Or you can fence in the

spot with gaspipe three feet from the ground. If you use shrubbery for the marking of your line plant it close. After it has got a good start you can thin it out and give the castaway bushes to some one too poor to buy. You will thus help yourself and also some one else worse off.

Don't, for goodness' sake, put up a sign:

## Keep Off the Grass

Jacob Riis says that if this earth were covered with a deep, deep layer of Vesuvian lava and ashes, and peopled with another race of beings, and they should ever dig down to us, they would come to the conclusion, from the thousands of signs reading

## Keep Off the Grass

that the present inhabitants made a fetish of grass—were grass worshippers!

Plant vines to run over the sides of the store. Of course, this, like the sodding and bush-planting, presupposes a detached building.

If, as usual, there is an alley in the rear (or at the side of the store) put that in a fit condition, as well. Make a regular little Spotless Town of your store and its surroundings; then people will point to your premises as a model for others along the lines of sanitation and loveliness in greenery and flowers.

It takes a man of initiative to do this in a town that has been a "dead one" to the picturesque possibilities that lie within easy accomplishment.

Will you be The Man?

Jno. Burton.

## Nothing Mean About Him.

Harry Laughlin told at an exhibition game in Toledo a billiard story:

"Once when I had my own parlor in Columbus," he said, "I was a good deal disturbed by the loss of chalk. Chalk disappeared at a tremendous rate and I said to my helper:

"Keep a better eye on the chalk, Jim. I'm no millionaire."

"I know the gents wot pocket the chalk, Mr. Laughlin," Jim said, "but they're reg'lar customers. I guess you wouldn't want me to offend 'em, would you?"

"Well, no," said I, "I wouldn't. You might give them a gentle hint, though. Use your diplomacy."

"Jim, I found out later, used his diplomacy that night. He walked up to one of my best patrons who had just pocketed a piece of chalk and he said:

"You're in the milk business, ain't you, sir?"

"Yes. Why?" the patron asked.

"I thought so," said Jim, "from the amount of chalk you carry away. The boss likes enterprise, and he told me to tell you that if you wanted a bucket of water now and then you could have one and welcome."

## He Would.

Grocer—I pay my boys three dollars per week.

Applicant—Will I have a chance to rise?

Grocer—You bet. You will rise every morning at 4 a. m. or lose your job.

The mighty are always modest.

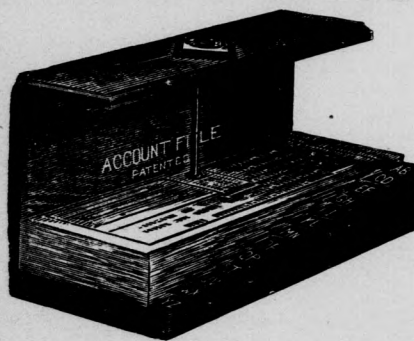
LOOK OUT FOR  
YOUR RIGHTS!

SEE  
THAT  
YOU  
RECEIVE  
YOUR

ARBUCKLES'  
COFFEE VOUCHERS

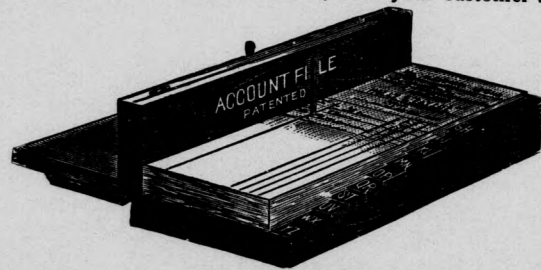
FROM YOUR WHOLESALER

# Simple Account File



A quick and easy method of keeping your accounts. Especially handy for keeping account of goods let out on approval, and for petty accounts with which one does not like to encumber the regular ledger. By using this file or ledger for charging accounts, it will save one-half the time and cost of keeping a set of books.

Charge goods, when purchased, directly on file, then your customer's bill is always ready for him, and can be found quickly, on account of the special index. This saves you looking over several leaves of a day book if not posted, when a customer comes in to pay an account and you are busy waiting on a prospective buyer. Write for quotations.



TRADESMAN COMPANY, Grand Rapids



# FATHER AND SON.

## Duty of the Former To Train the Latter.

Written for the Tradesman.

In a former article the writer endeavored to make it clear that the successful man who devotes himself to business so closely as to neglect other duties should rid himself of the delusion that by so doing he is sacrificing himself for the good of his children. In reality, he is simply doing what he best likes to do and flattering himself that he is a high-class martyr.

The particular duty which the over-ambitious and over-absorbed man is most apt to neglect, and the neglect of which is most dire in its results, is that of giving a due proportion of his best thought and effort to the training of his boys. From the moment when the oldest son is first laid in his proud paternal arms and he knows he has an heir to his name and fortune until the very youngest has attained his majority how many men, even those of independent wealth, can honestly say that they have put one-tenth part of the mental effort upon the training of their sons that they have expended upon the conduct of their business?

The father too often makes the foolish and fatal mistake of supposing that if he provides well for his boy as regards food and clothing and shelter, sends him to school and furnishes him with spending money, he is doing his whole duty. Some one has well said that a college course later on will not make up to the boy for his present need of his father's oversight and sympathy and companionship. Neither will good bank shares or railway bonds, or houses or lands, or any material thing whatsoever that the father in blind and mistaken love may provide for his son make up the irreparable loss of his present neglect.

Consider in what condition a store or factory would be found in a short time if left to run itself as much as many a boy is left to run himself. When you think of it in this light is it any wonder that so many sons of highly intelligent and conscientious parents go wrong?

In many homes the government and training of all the children, both sons and daughters, is turned over to the mother. If no one else realizes that this is a mistake, the boys do. A woman may be a paragon of wisdom and a very saint of goodness and a marvel of practical efficiency in respect to almost everything else under the sun and yet be a dismal failure when it comes to managing a boy. Some few exceptional women have a gift in this way, just as one man in a thousand may be able to soothe a fretful baby, but in the great majority of families the sons will grow up with greater love and reverence for their mother if, after the first few years of early childhood, the father takes the leading part in their management and control.

It is very true that some women who are left widows raise excellent sons. George Washington was fatherless at the age of 11 and was

brought up by his mother. Every one can think of boys of his own acquaintance who lacked a father's oversight and still became exemplary men. A widow, feeling that she must be both father and mother to her children, may "rise to the occasion" and do better by her family than will both parents where each is trying to shift the burden of control onto the other. Such instances do not prove that the masculine head of a family would better step down and out. A close study of some of these widow-son cases would show that the very fact of losing the father and the circumstances resulting from the loss so develop the manliness of the boy that he needs but little bringing up. The situation is entirely different anyway where the mother is left alone and has "full swing," so to speak, than it is where the father is alive and at home but negligent of his duties.

In the obituary notice of any man with a family we are likely to be told that "by his death the children lose a kind and indulgent father." The phrase is hackneyed from its long use, and yet of many men it is literally and actually true. But suppose one were to read of a man that he had been "not only kind and indulgent but thoughtful and efficient in his fatherhood, that he had taken a deep interest in all that related to the welfare of his children and had given much painstaking study to their education and development, that he had found delight in their companionship and they in his, that he had regarded their training as the crowning work of his life." Should we not think that if this was all true the man of whom it was written must have been very much out of the ordinary? How many men does the reader know in regard to whom such an encomium, even in an obituary, would not be absurd and ridiculous? Of how many could it be far more truthfully said, "Could this man have discharged his paternal obligations by writing a check on his bank every week he would gladly have made the check a large and generous one; but as to giving any personal attention to his children, he was so busy with other things that he really couldn't be bothered."

A capable man can accomplish almost anything if he puts his mind to it. I should like to see the result if fathers would bend their brains to the training of their sons.

A Fathers' Meeting! A Fathers' Congress! The words provoke a smile, not because the idea of such an assembly is absurd in itself, but because it would seem so utterly new and strange for men to take their fatherhood seriously.

Not only do the children need the father, the father needs the children. Life holds few, if any, lessons more profound than this. The man who lets his children grow up having no other share in their lives than that of paying the bills for their support is making a mistake as irreparable to him as to them.

Because special emphasis has been placed upon a father's duty to his sons, let it not be construed that the paternal element is considered un-

necessary or undesirable in the training of daughters. Far from it, although the unaided efforts of the average mother are far more adequate with the girls than with the boys.

Perchance these words may fall under the eye of some lawyer so busy with his clients that he does not know what his sons are up to; some doctor entirely absorbed in his patients; some earnest minister so engrossed with the spiritual interests of his charges that he is oblivious to his own duties as a father; some farmer so interested in raising prize crops and improving his herd of thoroughbreds that he is letting his own boys "go to the dogs." May all such, as well as the business man, be reminded that the training of a child is not something that can be postponed "till a more convenient season."

And there must be an added bitterness in the cup of woe which is drained by every father whose sons go down to degradation and ruin if he knows that owing to his own neglect of his plain duty toward them he has no right to expect better things. Quillo.

## Tommy Knew the Number.

Little Tommy was very quiet during the first courses, and every one forgot he was there. As the dessert was being served, however, the host told a funny story.

When he had finished and the laughter had died away his little son exclaimed delightedly:

"Now, papa, tell the other one."

## Merit==That's It

This is the unanimous opinion of all users of our

## Harnesses

PRICES reasonable. You are invited to call and see the line.

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

## Mica Axle Grease

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

## Hand Separator Oil

is free from gum and is anti-rust and anti-corrosive. Put up in 1/2, 1 and 5 gal. cans.

Standard Oil Co.  
Grand Rapids, Mich.

## GRAND RAPIDS PAPER BOX CO.

MANUFACTURER

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

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

Estimates and Samples Cheerfully Furnished.

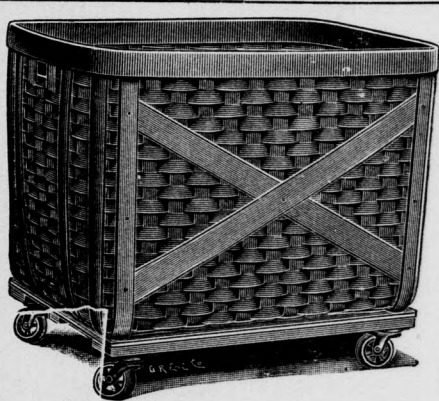
Prompt Service.

Reasonable Prices.

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

GRAND RAPIDS, MICH.

## BALLOU BASKETS ARE BEST



X-strapped Truck Basket

## A Gold Brick

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

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

BALLOU MFG. CO., Belding Mich.





### Opening of Spring Lines of Underwear and Hosiery.

The situation in the underwear market is an interesting one, particularly so to the jobbers. Their fall season's selling is all but over, and they naturally turn their attention to spring lines, which are late in opening this year. The manufacturers do not seem desirous of quoting prices at this date, owing, it is said, to the uncertainty of prices on yarn. With the spinners in full control of this market, their plants almost filled to their capacity and the demand for cotton goods exceeding the supply, the manufacturers are not willing to take the chance of offering quotations until they can safely feel the pulse of the yarn market.

A few lines of the higher priced goods have been shown, but not many. It is the cheaper grades of underwear, as in all other commodities, that are absorbing the jobbers' attention and the action of the Association of underwear manufacturers in agreeing to stand pat and not open lines of cheap goods until June 10, is, accordingly, conducive toward some speculation among the jobbers as to just what the opening prices will be. Even on the more expensive line of merchandise they say it will probably be June 1 before they are generally shown.

One frequently hears rumors in the trade that the \$2.25 balbriggan will be eliminated from the spring, 1908, lines. However, this appears to be more talk than an actual possibility. Jobbers say that while the good values of this spring's bals can not be manufactured at the present price of yarns for less than \$2.15 or thereabouts, yet they feel that a cheaper grade garment will be put on the market to meet with this demand. Consequently the retailer will be able to offer his customers an inferior garment at the old price or the same value at an advance.

Although it is unknown at the present writing just what advances will be asked on next spring's goods, it is generally conceded that prices will rise on all lines of cotton merchandise.

It is a proposition that is up to the spinner.

Qualities are said to be deteriorating in all grades of knit cottons. A buyer, who recently returned from a visit to several of the large manufacturing plants, stated that some of the cloth he had seen did not come up to the standard of previous years. He explained the fact by saying that so much of the finer grades of raw cotton and yarns went into the manufacture of mercerized goods and also a large quantity was used by the worsted mills in turning out cloth for the men's wear trades, that there was but little left for the knit goods industries.

Salesmen from the jobbing houses are practically through with their fall selling, and the results on every hand

are said to be satisfactory and ahead of last year's transactions.

The buying of fall goods started exceptionally early. Wholesalers feel themselves lucky that it did so and that the season was near its end when the cold weather of last month came upon us. As it was, the bulk of the business was done during January, February and March, before it was time for the retail trade to look for the business to begin on summer weight underwear, and therefore bookings were good.

The reorder business, which with propitious weather runs heavy at this season of the year, is abnormally light. Whether or not the jobbers who send out men on fill-in trips during May and the early part of June will do so this season is problematical, for the reason that if it remains cold the retailer will not need additional stocks, and if the season should turn suddenly warm, what reserve stocks the wholesalers have will be quickly consumed by the heavy duplicate orders which will result.

With the retailers during the past fortnight the business has not been as bad as might be expected, particularly with those who cater to the higher class trade. As cold as it has been, reports of sales of knee drawers and sleeveless shirts, together with light-weight merinos and mercerized goods, are frequent. It is the popular-priced dealer, the one who caters to the trade of the man who buys when forced by necessity to do so, who is lamenting the most, and even he believes that returns will brighten this month.

Stocks appear heavier than usual, naturally, because business has been a little off and because with the warm weather of March buyers ordered in goods which were intended for later deliveries.

The hosiery situation from the manufacturing standpoint remains but little changed, both foreign and domestic makers being behind on deliveries.

The split-foot hose is a scarce article in the 25 cent sellers. A factor, speaking of this one particular item, said that he thought at a rough estimation only 30 per cent. of the split-foot line would be in full-fashioned goods next season. The balance would be in the seamed or seamless lines.

This shade of hose is a lively seller for present use and very scarce. This is due to the sudden jump of the tan shoe into public favor. Over a year ago the manufacturers had contemplated a demand for tan hose on the strength of an expected popularity of tan oxfords last summer, which failed to materialize. Naturally they made concessions to clean them out and touched them but lightly for this season. Consequently, when the unexpected call developed, there was not enough to go around.

The pastel effects in navy and butcher blue, gray, helio, lavender, Nile green and champagne are favorites for wear with the russet shoe and the season seems to be settled for a good run of solid colors.—Apparel Gazette.

## Fishing Tackle



**Meek  
Reels**

**Blue Grass  
Reels**

**Talbot  
Reels**

**Hendryx  
Reels**

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




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




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

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

## 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.**

## Use Tradesman Coupons



### No Let Up To Advertising.

In the pressure of business and other matters there is sometimes a temptation to let up on advertising. The merchant begins to think that when once the ball is set rolling it will roll along by itself without any further attention. Nothing is farther from the mark than this. The progressive and prosperous dealer is an advertiser first, last and all the time. Prosperity and advertising go hand in hand. Advertising is letting the public know what the dealer has and what he is doing, and to neglect this is to drop out of the game and to practically disappear from sight, that is, so far as quite a large proportion of the community is concerned.

There is another sort of merchant who goes into advertising in a half-hearted sort of way that promises a failure from the beginning. If he is new to the business he takes no pains to study the principles of publicity, or to engage the services of some one who does. He puts in an advertisement at very rare intervals, and lets that run until it is worn threadbare and everyone is tired of seeing it. Naturally the advertisement doesn't do him very much good, and presently we hear him declaring that advertising is a delusion or a swindle. No matter how small the space devoted to it, advertising to be effective must be up-to-date. It must embody real, live arguments that appeal to the public. It must be salesmanship in print, and must be changed as frequently as possible.

In a weekly paper copy should be changed each issue. In a daily, once every day or two, as the oftener copy is changed the fresher and more effective it will be.

No salesman contents himself with a simple repetition of the same statement over and over, and the same thing should hold good with the advertisement. A fresh point of view should be taken. Fresh arguments should be presented. What appeals to one person will not appeal to another. This calls for variety. The season is changing constantly and new styles are coming to the front. It is impossible, also, to describe the whole of a dealer's lines in a moderate sized advertisement, so that this calls for the dealer to get busy if he wishes to make the best use of his space.

The principles of advertising are simple enough to be easily comprehended, but at the same time require the exercise of good judgment and taste—good judgment in selecting what to talk about and taste in arranging it to make it attractive and easily taken in by the eye. These taken together with frequent change of copy are at least comprehensive enough to secure a fair return in the way of results.

### Value of Accuracy.

The story is told of a young man not yet 30 years of age who, without influence or advanced education to begin with, became a partner in a large and influential business concern twelve years after entering it as an office boy. The reason for this rapid advancement as stated by one

who knew was that from the very first he could be relied upon to do things accurately and well. Duties entrusted to him were not forgotten or delayed until some more convenient time, but were promptly and carefully done. He was never afraid, either, of asking questions and thus getting a clear conception of what he was expected to do. This seems to be placing a high value on mere mechanical accuracy, but the quality is more important as a foundation or stepping stone to success.

Originality, executive ability and the other qualities necessary to business success are impossible unless based upon system and accuracy. In this way it will be seen that the employee who sets his mind upon the attainment or cultivation of these two qualities is on a fair road to success in his business career; that is, if his mind is of a receptive or progressive nature.

It is quite possible, on the other hand, to get into a rut and to do things with a machine-like exactitude, and without the slightest exercise of originality and thought, and this is just what makes some men employes all their lives. Everything that comes to their mill is ground out exactly the same size without any sense or appreciation of the fitness of things, which means that they require constant direction for the same reason that a machine requires the operator's supervision.

### Trade Wars Should Be Avoided.

It is hard to understand why some shoe dealers will cut prices and create a trade war with their competitors. Usually the war is directed against one store, but sometimes several stores get mixed up in the fray. Since shoe prices have advanced some dealers still continue to sell certain work shoes at cost, or less. While the goods which are being sold cheap may have been bought long ago and no loss is made through selling at a lower price than a competitor can afford to sell at, yet it works injury in the trade, as it is just "a little tricky" to invite a competitor to meet and maybe undersell the already low prices. There is the harm—where it will end is hard to tell. Very often such wars have been a bitter financial loss to all participants.

To do the business of the town—all of it is impossible for any one store, and any merchant knows this—then, why worry about it. Price cutting will not bring any dealer the lion's share of trade. The problem is not solved in that manner.

The trading public prefer to deal with men or firms who are, commercially speaking, "strictly one price" at all times and to everybody. Special drives are not general in the shoe trade, especially of late years, and no one seems ready to encourage them, except it be between seasons, when the odds and ends are being cleaned out, and then it is a clearing-out sale, such as any of the competing firms conduct at the same season and for the same purpose, viz., get rid of what may be a lot of shelf-warmers.

In this busy world the men who

do their share toward bringing business up to the highest standard have no time or place for price cutting and they let those who endeavor to do so run amuck of their own troubles.

### Looking After Little Things.

It is a noticeable fact that the big firms and big companies economize closely and the little fellows overlook it completely. The only answer to this interesting fact is that a little store soon grows into a big store when it is run on economic principles and a big store soon sinks back into mediocrity if the strictest of economy is not exercised by its head. It is the little things that count—count the little things if you would be successful. Make it a habit if you would be successful. Make it a habit to look around for possible savings. If you are an employer you can readily see that it is a sure way of increasing the business. If you are an employee remember that whenever you make a saving for your employer you can get a raise for yourself. But don't overlook the big things. You can go wrong on one side just as well as on the other. The man who has his nose too close to his business and his details and his saving schemes may overlook something big, and that never pays. Learn to look at the little things first, and then, when you have mastered them all, turn your attention to the big things and put men in to do the detail work that used to occupy you. get this idea and keep it, make a habit of saving, make it your business to look after the little things.

**THE Keeley Cure**  
**LIQUOR MORPHINE**  
27 Years Success  
WRITE FOR  
ONLY ONE IN MICH. INFORMATION.  
GRAND RAPIDS, 265 So. College Ave.

**PILES CURED**  
...without...  
Chloroform,  
Knife or Pain  
Dr. Willard M. Burleson  
103 Monroe St., Grand Rapids  
Booklet free on application

**A CASE WITH A CONSCIENCE**  
is known through our advertising, but sells on its merit.  
The same can be said of our DEPENDABLE FIXTURES.  
They are all sold under a guarantee that means satisfaction.  
**GRAND RAPIDS FIXTURES CO.**  
So. Ionia and Bartlett Sts. Grand Rapids, Mich.

## U. S. Horse Radish Company

Saginaw, Mich.

Wholesale Manufacturers of

## Pure Horse Radish



Don't waste your time in groping,  
Cut out a path of your own.  
Eat "AS YOU LIKE IT" horse radish—  
It's the spiciest relish known.

## One Vast Exchange

is what the State of Michigan has become through the efforts of the

## Michigan State Telephone Company



On April 30th there were 121,683 subscribers connected to this service in the State. Are you one of them?

For rates, etc., call on local managers everywhere or address

**C. E. WILDE, District Manager**  
Grand Rapids, Mich.





### Copy That Pulls the Business To Your Store.

I accidentally ran across my old friend Billy Adcock at the Filson House the other day. Hadn't seen Billy for fifteen years. Billy has grown so stout and prosperous I scarcely knew him. I looked at Billy, Billy looked at me. Simultaneously each recognized the other, and we locked our horny palms with that high exultation that helps to make life worth living. There was something about Billy that kept me guessing. He was the same old Billy—with certain modifications by way of growth and development that transform the essential Ego in a way which we can wonder at, but can not explain. The germ, the immaterial Billy, the essential Billy, is the same Old Billy that I knew in the years ago; but the outer Billy, the Billy that one sees with one's eyes, is another person.

Billy and I were born and raised in the same quaint little old town down in Kentucky. We hobnobbed together as young fellows. Together we used to shoot squirrels and coon-hunt in the days when our superabounding vitality was strenuously asserting itself. Billy was always a good-hearted, big-souled, companionable sort; but it was generally thought, and repeatedly said, that there wasn't much in Billy. He was a sort of aimless, shiftless youngster who was apt to go off at a tangent on most any will-o-the-wisp enterprise. Nobody seemed to entertain any hopes of Billy's amounting to anything, and so when I moved away from there, some fourteen or fifteen years ago, I lost track of Billy. I had almost forgotten that there ever had been such a person.

Of course each demanded to know of the other where he was hanging out, what he was doing, etc., etc. And I was much surprised and highly delighted as well, to learn that Billy is in the shoe business—and has been for the last dozen years. That he owns a half interest in a big and prosperous retail store. That his store makes a business of handling the medium and better class of men's trade. That he is a resourceful, well-informed, up-to-the-demands-of-the-hour shoe merchant in a big, wide-awake city. It is scarcely necessary to add that Billy was equally delighted to learn about my interest in the shoe trade.

So we talked it over to our hearts' content, harking back now and again to our younger days, as old cronies do who get together after a period of separation—as old cronies have done since the beginning of time—as old cronies will do until the end of the chapter.

"Billy," says I, as we were lighting our second cigars, "what is the particular selling stunt to which you pin the major part of your faith, and upon which you focus most of your attention?"

"Copy for the advertisements," replied Billy, "I concoct the advertising dope."

"What novel features in the advertising line do you employ? What out-of-the-ordinary media do you use?" I enquired.

"Practically none," answered Billy, "I simply make a point of saying things my own way. I've built up a line of boost talk all my own—and the core and center of my ambition is to make it just as fresh and snappy and different as I possibly can."

When we had eventually talked it through, and shaken hands with the understanding that I was to run up and see Billy before long, I went away with the impression more deeply entrenched than ever that the advertisement is the main thing—or just about as near the main thing as any other single feature of the retail shoe business may be said to be.

All manner of things by all manner of people have been written about advertising. We have been told how to do it and how not to do it. Manuals of advertising have been forthcoming. The underlying principles have been set forth over and again. The psychology and the philosophy of it have received attention commensurate with their dignity and importance. Some of this multitudinous discussion has been to the point; much of it, doubtless, from the point. But the very fact that the subject has received all this attention indicates that the bigness of the value of the proposition is appreciated on every hand. This is pre-eminently an advertising age. The genius of progress is at work in the advertising realm. Things are doing. We are in the midst of a commercial renaissance. The good old brother who doesn't believe in departing from traditional methods in the matter of publicity talk is going to find himself high and dry. The currents of trade will follow elsewhere. He had better wake up and get in touch with this new force that is revolutionizing the industrial world.

Most of the old-timers who emerged from the ranks of the little competitors advertised in their day. Many of them who have persisted down to the present continue to advertise. New concerns advertise. For that matter practically everybody advertises. But not everybody who sheds printers' ink gets results. And the brutal fact remains that a large percentage of alleged advertising is not fetching in the trade. There are advertising specialists who claim to be able to tell why these things are so. (They tell you for a consideration.) Then they go on to assure you (with more or less modesty) that they are peculiarly fitted by nature and training to produce the dope that gets the business. It is to be hoped they make good (and the inference is not to be drawn that the writer doubts their ability to do what they claim they can); excessive confidence in one's ability to pull the trade has an influence on the persuasion he puts out. The short and long of the whole matter is, advertising pays if it's well done; it doesn't pay if it isn't well done. It doesn't make a rap's difference who did it, and there is no priv-

ileged class who has a monopoly on the knack of doing it.

The advertising proposition is as simple as the alphabet when you strip it of its applique trimmings—the filagree work of verbal ornamentation and technical terminology. It is just copy plus media. Have something to say about shoes that is really worth saying, and then say it in the media that reach the people, and there you are.

The question of media is best settled in the light of local conditions. Broadly speaking, it may be said that newspaper advertising is indispensable. We are a nation of news-readers. Like the Athenians of old we spend a great deal of our time hearing and telling some new things. The newspaper is the clearing house of information. We get our daily diet at this inexhaustible store-house. Unfortunately it isn't always as clean as it should be, but that's aside from the purpose of this study. The people have grown into the habit of going there for news—and it's a good thing for you to be there with your shoe advertisement. But the newspaper advertisement isn't all. Window cards, inserts, booklets, posters, follow-up letters, and the like, offer possibilities which have much to be said in their favor.

In general it may be said that it is easier to select the right media than it is to make the most of the possibilities which the media may afford. The dealer is wise in his generation who pins his optics to the fact that it is the copy rather than the ink that knocks down the fat, juicy persimmons of trade. D'you know it? You've got to say it in a winning way these days. You've got to be spectacular, sensational, persistent and devilishly enthusiastic to compel attention and persuade people to buy your shoes. Time was when most any old conventional, cold-blooded, washed-out, stereoperfected business card answered the purpose of shoe advertising. In those halcyon days a shoe advertisement read something like this:

O. K. JONES & CO.,  
218-220 West Plum Street,  
DEALERS IN  
Men's, Women's and Children's High  
Grade Shoes.

But the days have long gone glimmering when an advertisement of that type would interest anybody. One may fancy its being run "ten thousand years, bright, shining as the sun," and never awakening a shoe-buying sentiment in all that time. Nowadays the public has come to expect life, movement and moving qualities in all manner of advertising. They look for it in shoe advertising not less than elsewhere. The shoe advertisement that attracts, convinces and whoops 'em up has got to be built out of reason, and make its appeal to reason. It's got to be definite, specific—and confident in every word of it. It must be absolutely free from the turgid, the formal, the commonplace. The more it scintillates the better. It ought to be brim full and slopping over with snap, fire, audacity and ingrained brilliancy.

Enthusiasm must not be confused with mere extravagance of state-

ment. You can not build a convincing advertisement out of a pile of loud-sounding words. There must be a definite plan back of the material—an organizing principle which determines the position of each idea or sentence or phrase. There may be the incidental play of fancy, but there must be the fundamental groundwork or argument.

Every advertisement should make its point. If it doesn't, if it's merely a miscellaneous chow-chow, it is a waste of time and money. Sometimes in glancing over a shoe advertisement I am reminded of a story which I heard in Old Virginia:

Old Brother Johnson was an illiterate preacher, but a man of fine judgment, and all the younger preachers had great respect for his opinion about their sermons. It was the height of their ambition to win from old Brother Johnson some word of approval. One beginner who couldn't half preach, but thought he could, had the old preacher as a hearer one day, and after meeting he tried by various hints to get the latter's opinion of the sermon, but, failing, he asked him outright: "Brother Johnson, what did you think of my sermon this morning?" Old Brother Johnson ruminated quite a while, and then slowly and deliberately made answer: "Well, you know thar is a place down Jeems River that is called 'Pint No P'int.' Pears to me after hearing your sermon, you got down thar."

Advertising has got to be persistent to win. Never let up. The public has interests of its own—many of them. It is naturally indifferent to you and to your wares. Its indifference must be beaten down, overthrown, pulverized. It requires the continued ardor of many assaults to do it. You can't take the citadel in a week or a month. But keeping at it finally attracts attention, lures the enemy out into the open, and eventually forces him to ground the arms of indifference. The cumulative force of persistent advertising piles up, even as a huge snowball gathers volume in its descent, until its momentum ultimately becomes an irresistible force carrying everything before it. The impression made by a single advertisement is slight, perhaps; but keep it up.

And remember you can not say enough in one advertisement to convince everybody. Man is many-sided. The kind of argument, the sort of an appeal, that would effectively silence the guns of one man may, perchance, have no appreciable effect upon the inertia of another. Vary the diet. Sporadify. Some fish like grasshoppers; others rise to the fly, or go like blue blazes after a spinner, a buck-tail, a yellow kid, or a black chub minnow. But every blooming fish that swims has got, now and then, to take something or other into his constitution. Find what he's feeding on and bait with that. The fact that you don't know beforehand just what sort of bait you are going to lure your fish with lends variety and interest to the business of angling. And the same thing holds good in advertisement writing.—Cid McKay in Boot and Shoe Recorder.



# ELKSKIN SHOES

with Chrome Soles and  
Cat's-paw never slip RUB-  
BER HEELS are the

## Acme of Perfection

Good for all occasions  
Sport or Labor

## Rouge Rex Shoes

Men's Black	Elkskin, Chrome Sole, Cat's-paw Rubber Heels	- - -	\$2.00
Men's Olive	Elkskin, Chrome Sole, Cat's-paw Rubber Heels	- - -	2.00
Boys' Black	Elkskin, Chrome Sole, Cat's-paw Rubber Heels	- - -	1.75
Boys' Olive	Elkskin, Chrome Sole, Cat's-paw Rubber Heels	- - -	1.75
Youths' Black	Elkskin, Chrome Sole, Cat's-paw Rubber Heels	- - -	1.50
Youths' Olive	Elkskin, Chrome Sole, Cat's-paw Rubber Heels	- - -	1.50

We make a 2nd quality Chrome Heel at from 10c to 15c less.

Made only by

**Hirth-Krause Co.**

Grand Rapids, Mich.



### Debates of the Lasterville Boot and Shoe Club.

The Lasterville Shoe Retailers' Club has a new meeting place.

Mr. Laster and the rest of us in here got mighty tired of always meeting in this place where we spend six days and two evenings every week, anyway, so we appointed a committee to go into the matter and make a report.

The Committee recommended a lot of things which did not appeal to anybody, even the Committee, as feasible, so it was made a subject of general debate and the result was that Mr. Laster and Mr. Ball furnished the solution. The shoe factory has become quite prosperous and with some of their profits they have built a little building right on Main street, for the book-keeping department, and a sort of shipping room. Then, back of the office is the directors' room with sample cases.

What under Heavens they wanted of that directors' room beats me, but I suppose Mr. Laster and Mr. Ball and the rest of them feel pretty chesty sitting there in those swivel chairs, with their feet under the quartered oak table, and that's some satisfaction. At first they used to have directors' meetings every few minutes, but that has got to be an old story now, and, being right on Main street, the members of the company and the heads of departments have sort of made it into a club room for evenings, and there are frequently quite a number of shoe men around there. The factory has quite a bunch of its own traveling men who are around a good bit, and they use it, and from their being about, traveling men stopping in Lasterville frequently make it a sort of lounging place, and finally the local shoe men were given permission to use the room, so that, naturally, it was the last place any of us thought of for the club. How often that is true. The ideal thing which is right under our noses, so to speak, is overlooked so many times. A man will send a thousand miles for a clerk or assistant when he probably walks down to business every few mornings with the very man he needs, only familiarity has blinded him.

What could be nicer for our club than that directors' room, for instance? Yet it was a long time before even Mr. Ball or Mr. Laster, who are hot stuff in the shoe factory company, thought of it themselves. We've got it now, though, and it is a beautiful place.

"Our subject this evening," said Mr. Laster, as he called the first meeting to order in the new location, "is that of cost marks and selling marks. Good ones, bad ones, and the whole question."

Mr. Rustelle—That isn't debating.

The Chair—No, but it's considering. That's of just as much value. Now you're all among friends and you can trot out all of your price mark schemes for our consideration. There's a pile of good Manila wrapping paper and a marking brush for you to illustrate with.

Mr. Ball—Over in our store we have discussed this question of marking

shoes at all. The more I think of it the better I like price lists either tacked up or located near the goods in some way, giving the cost prices and selling prices of the goods in list form, so that no selling marks appear on the goods themselves until they are on the bargain counter and likely to be scattered.

Mr. Oaks—We have tried that plan. The Chair—How did it work?

Mr. Oaks—Pretty well; we do it yet on rubber goods of all sorts; but we have abandoned it on general lines. I like to find the mark, myself, on each pair.

Mr. Stringer—The marks do deface cartons, particularly where a man uses the shelf carton system.

Mr. Tanner—We use that and put the mark on a tiny paster which we stick over the old one when we change a line.

Mr. Oaks—We have tried the experiment of putting the price of the shoe on the bottom of the shelf carton, out of sight, or on the inside of the box in a special location.

The Chair—That's a good idea.

Mr. Tanner—t surely is, where a salesman can keep his stock in mind; but for me, with a mixed stock, I go almost as much by the cost and selling mark in finding a particular shoe for a customer as I do by any other mark, and I want it on the front of a carton where I can see it quick, and to me, those things do not deface a shelf line. I like to see them.

Mr. Hi Ball—So do I. There is such a thing as being too fussy around a shoe store.

Mr. Stringer—After all, a shoe store is a place of business, not a five o'clock tea shop.

Mr. Stringer—After all what we really should discuss is cost marks. For instance a very popular and easy one which we used for years was "Perthamboy," with any letter not used as a repeater.

Mr. Instep—Our selling mark is "Black Horse," and has been for years, with "x" for a repeater.

Mr. Oaks—"Cash Profit" with a "plus sign" for a repeater, or "Hard Money"—both are good and easy to remember.

Mr. Tanner—In a store where I used to work the mark was "A Discovery," with a funny little pot hook for a repeater.

Mr. Izensole—Ven I vas in Shermans der mark vas "Gdolphitza."

Mr. Stringer—Spell it.

Mr. Ball—What does the word mean, Mr. Izensole?

Mr. Izensole—It means "A Discovery," and if you are familiar with the German language it is very easy to remember.

Mr. Rustelle—I would dream about it nights, if we used that in our store.

Mr. Hyde—I know a number of good words: "Importance" is a good one, with any unused letter or an arbitrary sign for a repeater, and another is "Now Be Sharp," which was the old-fashioned business advice, which is not so necessary in the shoe business as it used to be considered.

Mr. Izensole—Pretty goot advice in any pishness. Pretty goot advice.

Mr. Kip—It is very easy to get good ones, "Gambolines" sounds as though it would be hard to remember



## "The Trouble With the HARD PAN Shoe that You People Make is that It Wears too Long,"

said a merchant to one of our salesmen the other day.

Most dealers do not consider this a vital fault, however, but keep on buying more of them every season.

They know when they sell a pair that, while they are going to last a long, long time, even under severe hard wear, in the end they are pretty certain of having two or more permanent customers where they had one before.

The real and genuine Hard Pan shoe, and that's the one you are reading about, is made only by us.

Our trade-mark guarantees them to your customer.

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

Just Received a New Lot of Men's Oxfords. All Leathers, All Styles, Latest Toes.

One  
of  
Our  
Leaders



Let us  
Submit  
Samples  
Prepaid

Orders Filled Same Day as Received  
Write for New Summer Catalog Just Printed

**Geo. H. Reeder & Co.**  
(Under New Management)  
Grand Rapids, Michigan



but it isn't, and "Republican" is one of the very easiest. It is such an easy word that in addition to a pot mark repeater we used to use another pot mark for a "fooler," that is we would throw it in anywhere—it didn't mean anything.

Mr. Stringer—I once worked for a man named Jake Gorton, and he used that for a cost mark, simply changing next to the last letter to "i." In that store we marked everything in plain figures but marked everything very high.

Mr. Georgie Skiver—Of course I can't contribute the cost mark of our store—where I work, Mr. Ball can do that if he wants to—

Mr. Ball—No, Georgie. Of course we are among friends, but we are so very friendly that perhaps it would be just as well if we kept that for our own use.

Georgie—Yes, sir, but I thought of one which I don't believe has ever been used, and that is "Samuel-ick."

The Chair—How did you ever evolve that, Georgie?

Georgie—I was thinking of Sam Rustelle, and about how Willie Fitem called him a "Smart Elick," and putting two and two together, I had it.

Mr. Rustelle—Well, I like that.

Willie Fitem—I never said anything of the sort, Sam.

Georgie—Didn't you? It must have been I dreamed you did.

Mr. Rustelle—Never mind, boys; but there are only nine letters in Georgie's new found word.

Georgie—I would use any letter for a nought and repeater, like "B" or "T" or "R."

The Chair—Very good. Any others?

Hi Ball—Oh, lots of them. In dull days we used to get them up in the Mayville store just for amusement. I can't remember them all, but some of them were "Dusty Brick," and "Fear Thy God," and "Hold My Cane," and—

Mr. Ball—You never got any of those up on any dull day. I have seen all of those used in stores before you were born.

Hi Ball—Perhaps so, sir. I heard them during the games. They might have been ringers—some that the boys had hard and worked in as original.

The Chair—They certainly were. Old Skinner over at Mapes Corners used that "Fear Thy God" as far back as 1839 to my knowledge. What were some of the others?

Hi Ball—Oh, "Randolphus" and "A Stud Horse"—

Mr. Ball—That last was Silas L. Lawson's mark for years.

The Chair—I remember. It was just the sort of a one the old fellow would be likely to select.

Hi Ball—Others that were offered were "Buckingham," and "Best Old Rum," and "Quick Sales" and "Witch Maker."

The Chair—Mostly old timers, Hi. They worked them on you.

Mr. A. Small Sizer—"Witch Hazel" is mine, and I want to say right here that it isn't original. It was the one they used to use in the Parlor Shoe Store at Hazelport just before I went to work there.

The Chair—That's right, A. Small, prove an alibi right on the start.

Willie Fitem—My offering is not original either. It is "Oscar King," and was used by a shoe dealer of that name; with "P" and "T" for nought and repeaters.

Mr. Schumann—Has anybody given "Cumberland" and "Brick House" and "Romanducti?" They are none of them original, but are some I have run across in my business career in shoe stores.

The Chair—Everybody is hedging on this plagiarism business.

Mr. Cobb—Well, I won't. Mine is "Model Shirt," and I got it up myself.

Mr. Rustelle—I guess you did. But I didn't get up "Vanderbilt," but just the same it is a mighty good shoe mark; so is the word "Parch-nest," which doesn't mean anything.

Mr. Stringer—What is the matter with "Parchment?"

The Chair—It's all right! Any others?

Mr. Soule—No one has mentioned "Corn Basket," or "Father & Son," both good ones. One is original and one not.

The Chair—Which one is not?

Mr. Soule—Whichever one I am accused about.

Mr. Lutherby—Did anybody give "Come and Buy?"

The Chair—I think not. Any others?

Mr. Stringer—I don't think of any at the moment, but I have thought of a good contest idea in that connection. Why couldn't a shoe store, or any other store for that matter, get up a word contest for a prize among the children, the one that furnished the most words or combinations of words which could be used for cost marks to be given a prize?

The Chair—It would make the advertising better, though, if the letters had to be found in the firm name, as, for instance, "Laster and Fitem."

Mr. Rustelle—Not enough letters. The same effect could be produced by adding a few words, for instance, "Laster and Fitem, Rotten Goods and High Prices," or something like that.

The Chair—We are advertised by our loving friends. We will give notice that we do not intend to use the scheme, having a better one in pickle. It has gotten so late that we shall have to defer further consideration of this interesting topic, which had not been half exhausted. If the Committee makes no objections we will continue the subject at our next meeting, considering blind cost marks, and a good idea for a little contest occurs to me. I will offer a prize for the best cost mark submitted which is made up of neither figures nor letters. We will have the paper and the brush ready and the contest will be on two weeks from to-night.

And the Committee making no objection, it was so ordered.—Ike N. Fitem in Boot and Shoe Recorder.

There is only one way to happiness and that is found by looking for chances to help other folk.

### More Alcohol for Power.

We may be drinking less alcohol than of yore, but we are using more. Increasing attention has lately been given the possibilities of obtaining power from alcohol by means of the internal combustion engine. From many points of view the advantages of alcohol over petroleum spirit, which hitherto has been in chief demand, are clear and pronounced. Of course, foremost among these is its comparative freedom from combustible vapors at ordinary temperatures and its great cleanliness. Moreover, it does not to the same extent as petroleum attack and impoverish rubber and metal vessels. Its relatively high price is probably one of the main obstacles to its wider use, but it has often been shown that in point of price it ought to be able to compete on favorable terms with petroleum spirit.

Alcohol can be made cheaply from residual molasses and cane crushing products, and three gallons of refuse molasses will yield a gallon of alcohol. Some time ago there was a dis-

cussion of a projected manufacture of alcohol from sawdust. There are also many vegetable and plant productions, now of little or no value, which yield sugar or starch and that could, no doubt, be utilized for making alcohol.

In looking to agriculture for future sources of power it is to be remembered that the soil would constantly be in a position to provide fresh stores of raw material, oxygen, hydrogen and carbon of the alcohol being mainly derived from the atmosphere, while the ashes and mineral products would return to fertilize the ground.

Would that I had my secret that was a secret until I told it to the friend of my bosom yesterday.

SELL  
**Mayer Shoes**  
And Watch  
**Your Business Grow**

## "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.

### A FACTOR TO BE RECKONED WITH

## The Value of Hard-Pans

has been increased out of all proportion to price. New features have been added to make them better, Klondike Hooks and Eyelets—new styles—same old "Hard-Pan" quality—making them more than ever a factor to be reckoned with by the shoe dealer seeking business success. For you must realize that your principal asset is the recommendation which one satisfied customer gives to another. This kind advertising is a tremendous aid to success. Have you tried it—the Hard-Pan way? No matter how good your stocks are you'll find this line a help to better business and bigger profits.

Our Name on the Strap of Every Pair

**Herold-Bertsch Shoe Co.**

Makers of Shoes  
Grand Rapids, Mich.



Stock No. 887



## POLITENESS PAYS.

## Courtesy Covers Vast Multitude of Shortcomings.

There is a condition in the modern great city's congestions and rushings and hurrying of business which well may call for a study.

Bluntly I may put the question arising out of these conditions, "Does politeness pay?" Whether or not it "pays" is the end to the question which should appeal strongly to popular attention.

The old school which anticipated the highest degree of culture, polish and suavity in man's dealings with his fellow man, and which underrated the man to the extent that he did not have these qualities in all intercourse, still has its graduates who are instructing the young men of tomorrow. But these old school parents are few comparatively.

Herein lies the possibility for ill to the thousands of such young men who have the fortune—or misfortune?—of such a training. There is little doubt that such young men are in hopeless minority to-day. If conditions are to continue or go to a possible worse extreme, should not the teachers along the lines of higher courtesy in business life show to such pupils that side of life in which this courtesy is a handicap in almost countless ways?

"Get there" is axiomatic in the business of the crowded cities. Beyond the showing that he succeeded in getting there the young man in business will not be questioned by the average employer. The serious position of the young man schooled to courtesy will arise when he comes into forceful competition with the men of the "Get there" school.

This young man will not have the pushing, aggressive front of his competitors schooled to push. Somewhere in reserve he may have a quality of fixedness of purpose and quiet means to ends which will distance every one of these in a long run. But the employer holding to the push methods and the "Get there" returns will mistake this man. This young man's methods will be wholly unfamiliar to him. He has no other employe of the type, perhaps. The small courtesies of life to this employer are timidities. He doesn't believe in the man—he doesn't care to risk him.

In those situations where the young man of the old school courtesy comes in crowding contact with his fellows and refuses to crowd, at once he becomes a mark for crowdings by these competitors. His place in a line at a bank window—his waiting first of all of a group of men at the door of a private office—nowhere is he secure in his rights unless through a special policeman at the bank or a careful usher at the office that place be secured to him.

"Why do you crowd out and in to an office building to the left against the crowds who are there in their proper places?" I once asked a pushing business man of my acquaintance who looks for push in his employes.

"Simply because it is the shortest way out and in," he said.

That is, this man had fixed upon a line of conduct in business which not only ignored the courtesies of life but which made capital of the fact that he could trample them out of sight altogether.

That young man who has been trained in all courtesy and consideration for his fellow man naturally is sensitive in these matters himself. The grossest of all offenders against the average of his kind can make himself intolerable to them.

To the extent that these small irritations work upon the man who has expected courtesy where he has found boorishness he becomes unfitted for his work. He will grow querulous under the strain. He has been discovering something which he was not led to believe existed. If his ambitions prompt him to keep on in the line and by the means which he mapped out for himself, at least he will feel his handicap.

Here it is that the young man of the type must suffer. He will be of unusual character if he does not recur to his training as something which has added burdens upon him. It will have left him without the thicker skin of his contemporaries; he will have been trained to the antitheses of their methods which the employer finds good. Summing up his condition he will find it a good deal akin to having been trained for walking, with the requirement that in demonstrating himself and his capabilities for a position he must do some extraordinary swimming.

"Does politeness pay?"

It does not, in the full acceptance of the term. If it did, politeness in every business would be the universal rule, which, if not based in ethical virtue, even more strongly would be entrenched as a business policy. If the world must hurry, as it does, the business man can not afford the time for the full measure of courtesy; or if he had the time to offer it the object would not take the time to receive it.

Again, where the man is of the disposition to give courtesy in the fullest sense he finds that the man of coarse fiber, expecting some other reception, is so surprised and pleased at the novelty that he is inclined to stay and to squander the time of the gentleman.

I know an office man of this old school who has to deal with men of every type in a great city. He tells me that he has learned one thing—hardly and through a course of unlearning—that he can not possibly follow his old ideals in the treatment of callers.

"I'd have to work twenty-four hours a day to get through my routine work if I did so," he said. "I have had to shade all the old ideals. Not that my manner is not as considerate as possible—consistent with monosyllables, but the value of a crisp 'Yes' or 'No,' spoken with a pleasant face turned to an enquirer, scarcely is to be computed for the space of a year! But a crisp 'Thank you,' in its proper place, never mis-carries, and it covers a multitude of my necessary shortcomings."

John A. Howland.

## Endorsing Habit Hostile To Good Business Principles.

There are few, if any, business customs sanctioned by law and usage so utterly hostile to the very foundations of business principles as the endorsing habit. "Value received for value given" is one of the unalterable fundamentals of honest business; one that both custom and law make themselves parties in violating whenever a disinterested third party is called into the deal.

However complicated the business transaction, it resolves itself into two parties, each represented by one or more individuals, a buyer and a seller. Both are supposedly benefited in some way by the trade; "value received for value given." Each party is paid for his original possession, his work, his property, his money, in an equivalent of work, property or money at some time, past, present or future. If goods are sold cash or its equivalent is given for them, the seller receiving as his price for making the trade a certain advance over what they cost him or are worth to him to keep his profits. The buyer receives his price or profit in the use the articles will be to him above their cost, either to barter or to keep.

If money is borrowed the lender sells the work of his money at so much per year, the same as a livery keeper hires a horse out to a customer. The price paid in each case represents the profit. On the other hand, the borrower expects to get enough service, work, out of the money to warrant him in paying for its services. All business transactions conducted on an honest business basis only involved parties, the buyer and the seller. Any attempt to drag in a third is rank robbery, whether it be done by the merchant in the name of friendship or by the law in the shape of bail bonds, etc.

The system is so well established that it looks like blowing in wind to controvert it; still it is a bit of commercial brigandage that ought to be so frowned upon by every honest man that all the others, including the court and lawyers, would have to drop it from their book of legal traditions.

What is the remedy? There are several in the hands of every retailer. First of all, and this is the oldest of all, too, never endorse a note or any form of commercial paper for anyone. Let those of your friends whom you think worthy use you as a reference, in other words, occasionally permit the loan of your own good opinion. Give all men to understand that when it comes to borrowing your money or your credit there is but one business way, that is to pay for the accommodation, the same as they would pay a bank.

Another remedy, harder to accept but quite as important as the first, never permit any business man to tempt you into dragging one of your friends in as an endorser. You have no right to ask him to pay for your goods in his own credit any more than in his cash. If you must go to him, ask him to lend you the money and pay him for the accommodation, not some banker. Be honest with him, anyway, and give the interest

to the man who really assumes the risk.

Last, but not least, never ask a creditor to get an endorser. Deal with him on the even exchange of values basis, or else do not deal. You have no more right to tempt him in to taking something from his friends he has no right to take than you have to ask him to steal for you; no better business right, that is. The legal right is quite another thing.

No man who wishes to escape this unjust tribute levied by commercial custom and the courts upon his credit is better prepared to defy all such demands, no one else is quite so well prepared, in fact, as he who can stand boldly up and say:

"I do not believe in any such dishonest, sponging system. I never have signed with any man. I never asked any man to sign with me, I never permitted any man to ask the signature of another on my account; and, furthermore, I never will."

## Bell Boy Was Cute.

George C. Boldt, the hotel man, said in the course of a recent address before an association of hotel clerks in New York:

"A spirit of willing service, of eager helpfulness, goes far toward bringing success in the hotel business.

"Let me illustrate the spirit I mean by an account of a different spirit:

"A hotel man in New Hampshire was surprised to see one of his women guests come downstairs several nights running, fill her pitcher from the water cooler in the hall and return quietly to her room.

"At first he thought she had some special reason for this queer performance. Then he thought he had better speak to her. Accordingly, on the fourth or fifth night, he approached her politely, took the pitcher from her hand and filled it himself.

"If you would ring, madam,' he said, 'this would be always done for you. There is no reason for you ever to come down yourself for water. A ring—'

"But I have no bell,' said the woman.

"O, madam, of course you have a bell. I'll show it to you.'

"And he carried the pitcher up to her room for her and pointed to the bell beside her bed.

"That is the bell,' he said.

The woman started in surprise.

"That the bell?" she exclaimed. "Why, the bellboy told me that was the fire alarm and I wasn't to touch it on any account, except in case of fire."

## Be Natural.

Be natural in your advertising. You are sincere when explaining the merits of your goods to a prospective customer across the counter—then be sincere in your talks to the public. If your spoken word is convincing, make your written word convincing also, and if you can not do this turn your advertisement writing over to some one who can incorporate both of these qualities in your publicity.



## Rubber Roads Coming.

In the sweet by and by we shall have rubber roads. Probably no substance is adapted to a greater variety of uses than rubber, but its applications are restricted by the limited supply and high cost. A rubber pavement laid at a London railway station in 1881 was in 1902 worn down to five-eighths of an inch at the thinnest place. Notwithstanding the scarcity of the material the cost was less than three times as great as that of wood, and its life has been more than twenty years instead of the three years which the wood or asphalt would have endured.

Why do rubber tires raise dust? With cars at rest tires are compressed vertically by the vehicle's weight. When stress is applied by starting, the tires are strained, the rubber in front of the wheel being compressed and that behind, where it leaves the ground, being stretched in both directions parallel to the rim. As the car moves forward the particles of the tire in front, as they come forward under the wheel, are brought into a state of compression. The roughness of the road and the driving power of the engine prevent these particles from springing back until the forward movement of the car raises them from the ground. Then they suddenly change their state of compression to one of tension—that is, they move rapidly backward along the rim to regain their original position. The tire scrapes or sweeps the road surface and carries up the lighter dust. The difference of the speed of alternate compression and tension is the speed at which the tire sweeps the dust to the rear. Small stones are overturned and all fine particles are projected backward and upward.

## What He Knew.

The lawyer shook his finger warningly at the witness and said: "Now, we want to hear just what you know, not what some one else knows, or what you think, or anything of that kind, but what you know. Do you understand?"

"Well, I know," said the witness, with emphasis, as he leaned forward easily in the box, "I know that Jim Clay said that Bill Thomson told him that he had heard John Thomas' wife tell Sid Smith's daughter that her husband was there when the fight took place, and that he said that they flung each other about in the meadow pretty considerable."

## His Last Resource.

"Mamma, can't I go up to the next block and play with the Jones boys?" asked Henry, a boy of 6, who was being brought up very carefully.

"No, indeed!" answered his mother, "they are very bad boys."

"Then can't I go over to see Mrs. Smith's little girls?"

"No, Henry; I'm afraid to let you go."

The little fellow left the room; later, he stuck his head inside with, "Say, mamma, I'm going over next door an' play iwth the dog."

A hero is a man who has met a psychological moment and embraced it.

## Hardware Price Current

AMMUNITION.			
Caps.			
G. D., full count, per m.	40		
Hicks' Waterproof, per m.	75		
Musket, per m.	50		
Ely's Waterproof, per m.	60		
Cartridges.			
No. 22 short, per m.	2 50		
No. 22 long, per m.	3 00		
No. 32 short, per m.	5 00		
No. 32 long, per m.	5 75		
Primers.			
No. 2 U. M. C., boxes 250, per m.	1 60		
No. 2 Winchester, boxes 250, per m.	1 60		
Gun Wads.			
Black Edge, Nos. 11 & 12 U. M. C.	60		
Black Edge, Nos. 9 & 10, per m.	70		
Black Edge, No. 7, per m.	80		
Loaded Shells.			
New Rival—For Shotguns.			
No.	Drs. of Powder	oz. of Shot	Size Gauge Per
120	4	1 1/2	10 100
129	4	1 1/4	9 10 2 90
128	4	1 1/4	8 10 2 90
126	4	1 1/4	7 10 2 90
135	4 1/2	1 1/4	6 10 2 90
154	4 1/2	1 1/4	5 10 2 90
200	3	1	10 12 2 50
208	3	1	8 12 2 50
236	3 1/2	1 1/4	6 12 2 65
265	3 1/2	1 1/4	5 12 2 70
264	3 1/2	1 1/4	4 12 2 70
Discount, one-third and five per cent.			
Paper Shells—Not Loaded.			
No. 10, pasteboard boxes 100, per 100.	72		
No. 12, pasteboard boxes 100, per 100.	64		
Gunpowder.			
Kegs, 25 lbs., per keg	4 90		
1/2 Kegs, 12 1/2 lbs., per 1/2 keg	2 90		
1/4 Kegs, 6 1/4 lbs., per 1/4 keg	1 60		
Shot			
In sacks containing 25 lbs.			
Drop, all sizes smaller than B.	2 10		
AUGERS AND BITS			
Snell's	60		
Jennings' genuine	25		
Jennings' imitation	50		
AXES			
First Quality, S. B. Bronze	6 00		
First Quality, D. B. Bronze	9 00		
First Quality, S. B. S. Steel	7 00		
First Quality, D. B. Steel	10 50		
BARROWS			
Railroad	16 00		
Garden	33 00		
BOLTS			
Stove	80		
Carriage, new list	70		
Plow	50		
BUCKETS			
Well, plain	4 50		
BUTTS, CAST			
Cast Loose, Pin, figured	70		
Wrought, narrow	75		
CHAIN			
Common	7 1/4 c.	5 1/2 in. 3/4 in. 1/2 in.	
BB.	8 1/4 c.	6 1/4 c. 5 1/4 c. 5 3/4 c.	
BBB.	9 c.	7 c. 7 1/4 c. 7 c.	
CROWBARS			
Cast Steel, per lb.	5		
CHISELS			
Socket Firmer	65		
Socket Framing	65		
Socket Corner	65		
Socket Slicks	65		
ELBOWS			
Com. 4 piece, 6 in., per doz.	net 65		
Corrugated, per doz.	1 00		
Adjustable	dis. 40 & 10		
EXPANSIVE BITS			
Clark's small, \$18; large, \$26	40		
Ives' 1, \$18; 2, \$24; 3, \$30	25		
FILES—NEW LIST			
New American	70 & 10		
Nicholson's	70		
Heller's Horse Raps	70		
GALVANIZED			
Nos. 16 to 20; 22 and 24; 25 and 26; 27, 28			
List 12 13 14 15 16 17			
Discount, 70.			
GAUGES			
Stanley Rule and Level Co.'s	60 & 10		
GLASS			
Single Strength, by box	dis. 90		
Double Strength, by box	dis. 90		
By the light	dis. 90		
HAMMERS			
Maydole & Co.'s new list	dis. 33 1/2		
Yerkes & Plumb's	dis. 40 & 10		
Mason's Solid Cast Steel	30c list 70		
HINGES			
Gate, Clark's 1, 2, 3	dis. 60 & 10		
Pots	50		
Kettles	50		
Spiders	50		
HOLLOW WARE			
HORSE NAILS			
Au Sable	dis. 40 & 10		
HOUSE FURNISHING GOODS			
Stamped Tinware, new list	70		
Japanese Tinware	50 & 10		

## IRON

Bar Iron	2 25 rate
Light Band	3 00 rate
KNOBS—NEW LIST	
Door, mineral, Jap. trimmings	75
Door, Porcelain, Jap. trimmings	85
LEVELS	
Stanley Rule and Level Co.'s	dis. 50
METALS—ZINC	
600 pound casks	9 1/2
Per pound	10
MISCELLANEOUS	
Bird Cages	40
Pumps, Cistern	75
Screws, New List	85
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	30
3 advance	45
2 advance	70
Fine 3 advance	50
Casing 10 advance	15
Casing 8 advance	25
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, Nickle	80
Coe's Genuine	40
Coe's Patent Agricultural, Wrought	70-10

## Crockery and Glassware

STONEWARE

No charge for packing.

Butters

1/2 gal. per doz.	52
1 to 6 gal. per doz.	6 1/2
8 gal. each	60
10 gal. each	75
12 gal. each	90
15 gal. meat tubs, each	1 28
20 gal. meat tubs, each	1 70
30 gal. meat tubs, each	2 38
30 gal. meat tubs, each	2 85

Churns

2 to 6 gal. per gal.	7 1/2
Churn Dashers, per doz.	84

Milkpans

1/2 gal. flat or round bottom, per doz.	52
1 gal. flat or round bottom each.	6 1/2

Fine Glazed Milkpans

1/2 gal. flat or round bottom, per doz.	60
1 gal. flat or round bottom, each..	7

Stewpans

1/2 gal. fireproof, ball, per doz.	85
1 gal. fireproof, ball per doz.	1 16

Jugs

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

SEALING WAX

Per doz.

Pontius, each stick in carton..... 40

LAMP BURNERS

No. 0 Sun	33
No. 1 Sun	40
No. 2 Sun	40
No. 3 Sun	37
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.	2 25

Fruit Jars packed 1 dozen in box.

LAMP CHIMNEYS—Seconds.

Per box of 6 doz.

Anchor Carten Chimneys

Each chimney in corrugated tube

No. 0, Crimp top	1 70
No. 1, Crimp top	1 85
No. 2, Crimp top	2 85

Fine Flint Glass in Cartons

No. 0, Crimp top	3 00
No. 1, Crimp top	3 25
No. 2, Crimp top	4 10

Lead Flint Glass in Cartons

No. 0, Crimp top	3 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 20

Rochester in Cartons

No. 2 Fine Flint, 10 in. (85c doz.)	4 40
No. 2, Fine Flint, 12 in. (\$1.35 doz.)	7 50
No. 2, Lead Flint, 10 in. (95c doz.)	6 50
No. 2, Lead Flint, 12 in. (\$1.65 doz.)	8 75

Electric in Cartons

No. 2, Lime (75c doz.)	4 20
No. 2, Fine Flint, (85c doz.)	4 40
No. 2, Lead Flint, (95c doz.)	5 50

LaBastie

No. 1, Sun Plain Top, (\$1 doz.)	5 70
No. 2, Sun Plain Top, (\$1.25 doz.)	6 90

OIL CANS

1 gal. tin cans with spout, per doz.	1 20
1 gal. galv. iron with spout, per doz.	1 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, pe doz.	4 50
5 gal. galv. iron with faucet, per doz.	5 25
5 gal. Tilting cans	7 00
5 gal. galv. iron Nacefas	9 00

LANTERNS

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

LANTERN GLOBES

No. 0 Tub., cases 1 doz. each	55
No. 0 Tub., cases 2 doz. each	55
No. 0 Tub., bbls. 5 doz. each, per bbl.	2 25
No. 0 Tub., Bull's eye, cases 1 dz. e.	1 25

BEST WHITE COTTON WICKS

Roll contains 32 yards in one piece.

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

COUPON BOOKS

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

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

COUPON PASS BOOKS

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

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

CREDIT CHECKS

500, any one denomination	2 00
1000, any one denomination	3 00
2000, any one denomination	5 00
Steel punch	1 00



**MERITORIOUS MEASURE.****The Food Bill Introduced by Senator Bates.**

One of the most meritorious measures before the present Legislature is the bill recently introduced by Senator Bates amending the present food laws so as to prevent the condemning of the goods of a manufacturer until they have been passed upon by the court. Under existing conditions the Food Commissioner can effectually destroy the sale of any brand in this State without publishing the name of the manufacturer in the Bulletin or giving him any chance whatever to defend his goods or be heard in his own behalf. This abuse of authority has been exercised so many times that it has resulted in the creation of a strong public sentiment in favor of giving the manufacturer an opportunity to be heard before his reputation is assailed or destroyed. The bill prepared by Senator Bates is practically a reproduction of the recent Federal enactment on this point and is in line with the recommendation of Governor Warner in his annual message to the Legislature. The bill has been referred to the Committee of Agriculture, composed of Mr. Bates, Mr. Russell and Mr. Ely, and a public hearing on the measure will occur May 30. The full text of the bill is as follows:

A bill to amend section six of act two hundred eleven of the public acts of eighteen hundred ninety-three entitled, "An act to provide for the appointment of a Dairy and Food Commissioner, and to define his powers and duties and fix his compensation." Approved June second, eighteen hundred ninety-three, said section being Compiler's section forty-nine hundred seventy-eight of the compiled laws of eighteen hundred ninety-seven, as last amended by act number forty-nine of the public acts of nineteen hundred and five.

The people of the State of Michigan enact:

Section 1. Section six of act two hundred eleven of the public acts of eighteen hundred ninety-three entitled, "An act to provide for the appointment of a Dairy and Food Commissioner, and to define his powers and duties and fix his compensation," approved June second, eighteen hundred ninety-three, said section being Compiler's section forty-nine hundred seventy-eight of the compiled laws of eighteen hundred ninety-seven, as last amended by act number forty-nine of the public acts of nineteen hundred and five, be and the same is hereby amended so as to read as follows:

Sec. 6. It shall be the duty of the Dairy and Food Commissioner to carefully enquire into the dairy and food and drink products and the several articles which are foods or drinks, or the necessary constituents of foods or drinks, which are manufactured or sold or exposed or offered for sale in this state, and he may, in a lawful manner, procure samples of the same and direct the State analyst to make due and careful examination of the same, and report to the Commissioner the result

of the analysis of all and any such food and drink products or dairy products as are adulterated, impure or unwholesome in contravention of the laws of this State, and if it shall appear from any such examination that any such sample is adulterated, impure or unwholesome, in contravention of the laws of this State, the Dairy and Food Commissioner shall cause written notice thereof to be given to the party from whom such sample was obtained, and shall also cause written notice thereof to be given to the manufacturer of such sample if known. Any party so notified shall be given an opportunity to be heard, under reasonable rules and regulations to be established by the Dairy and Food Commissioner, and if it appears after such hearing that such sample is adulterated, impure or unwholesome in contravention of the laws of this State, it shall be the duty of the Commissioner to make complaint against the manufacturer or vendor thereof, in the proper county, and furnish the evidence thereof to obtain a conviction of the offense charged, and only after conviction of such manufacturer or vendor for the sale of such sample in the Circuit Court of such county shall publication of such sample and conviction be had according to the provisions of Sec. 9 of this Act. The Dairy and Food Commissioner, or his deputy, or any person appointed by him for that purpose, may make complaint and cause proceedings to be commenced against any person for the enforcement of any of the laws relative to adulterated, impure or unwholesome food or drink, and in such case he shall not be obliged to furnish security for costs and shall have power, in the performance of his duties, to enter into any creamery, factory, store, salesroom, drug store or laboratory, or place where he has reason to believe food or drink is made, stored, sold or offered for sale, and open any cask, tub, jar, bottle or package containing, or supposed to contain, any article of food or drink and examine or cause to be examined the contents thereof, and take therefrom samples for analysis. The person making such inspection shall take such sample of such article or product in the presence of at least one witness, and he shall, in the presence of said witness, mark or seal such sample and shall tender at the time of taking to the manufacturer or vendor of such product, or to the person having the custody of the same, the value thereof and a statement in writing for the taking of such sample. Whenever it is determined by the Dairy and Food Commissioner, his deputy or inspectors, that filthy or unsanitary conditions exist or are permitted to exist in the operation of any bakery, confectionery or ice cream plant, or in any place where any food or drink products are manufactured, stored, deposited or sold for any purpose whatever, the proprietor or proprietors, owner or owners, of such bakery, confectionery or ice cream plant, or any person or persons owning or operating any plant where any food or drink products are manufactured, stored, deposited or sold, shall

**Canned Tomatoes** SPOTS OR FUTURES

Saginaw Noiseless Tip Matches

Write or phone

C. D. CRITTENDEN CO.

41-43 S. Market 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**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.

**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.

**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 basswood 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 &amp; Co. - - Eaton Rapids, Mich.



be first notified and warned by the Commissioner, his deputy or inspectors to place such bakery, confectionery or ice cream plant, or any place where any food or drink products are manufactured, stored, deposited or sold, in a sanitary condition within a reasonable length of time; and any person or persons owning and operating any bakery, confectionery or ice cream plant, or any place where any food or drink products are manufactured, stored, deposited or sold, failing to obey such notice and warning, shall be guilty of a misdemeanor, and upon conviction thereof shall be punished by a fine of not less than twenty-five dollars nor more than three hundred dollars and costs of prosecution, or imprisonment in the county jail not to exceed ninety days, or until such fine and costs are paid, or both fine and imprisonment, at the discretion of the court.

#### Why Careless Men Never Succeed.

"Hang sorrow; care'll kill a cat," quoth Ben Jonson; but many a man since then has found that want of care'll kill a whole menagerie.

There is a man in a Chicago suburb who by strenuous effort, by skillful watching over his incubator in the midnight hours, and by brooding over his brooder on Saturday afternoons, and we won't say what he did on Sundays, at last succeeded in owning a respectable number of nice, lively chicks.

These he locked up every night; but one night, as two or three seemed disinclined to go to roost at the usual hour, he delayed locking them up, and finally forgot them altogether.

This want of care lost him all his chicks; for a neighbor's dog played havoc with the entire lot, and the next morning he found the front yard filled with mangled feathered forms.

That want of care not only killed the chicks, but it killed the man's ambition ever to become a poultry raiser. And the strange part of it is that the neighbor's dog got the blame for following out his instinct and robbing the henroost.

It is difficult to estimate the amount of damage carelessness can make.

Benjamin Franklin in his Poor Richard's Almanac thus sums it up: "A little neglect may breed great mischief. For want of a nail the shoe was lost; for want of a shoe the horse was lost; and for want of a horse the rider was lost, being overtaken and slain by the enemy; all for want of a little care about a horseshoe nail."

Here may be seen a chain of consequences all proceeding from one apparently trifling cause, each consequence in turn becoming a new cause to produce disaster.

Success or failure many a time is hinged upon a trifle. The overacute but careless man pays dearly for a silly question, a smart answer given to his employer in business. The retort may have shown cleverness, but the barb sticks deep in the boss' crop; and the man loses his position because he did not choose his words carefully.

The liar is the most careless man

alive. He plunges boldly into the arena of sin and knows he must tell a score of lies to make his first one good for anything. Seldom it is that he can exercise enough care to maintain his cause; and, caught in the web of his own weaving, he at last is undone.

The get rich quick man is a type of man too careless to look when he leaps. He shuts his eyes and jumps in the dark, never investigating his investment until he has paid his cash and bought his worthless stock certificates. Then comes his second thought, and it is a bitter one.

The negligent business man who allows his men to work amid unhealthy surroundings, in dark, dingy rooms, in buildings with defective plumbing, the business man who puts out sweat shop work without enquiry into conditions, will find that through an awakening public conscience a material consequence of his sin surely will ensue.

Every day accidents occur which rightly are attributed to the greedy capitalist, who inhumanly engages inexperienced youths to do the work of trained hands. The results are disastrous. Elevator accidents now and then occur, directly traced to the employment of some one a novice at the work.

A fearful occurrence took place when a boy of 19 was kept on duty as "keeper" of a blast furnace. He had two assistants, aged 18 and 37 respectively. There were four tons of molten iron in the furnace when it should have run out.

The "keeper" and his comrades, entertained by drink and talk, neglected their duty and let the time go by. When at last they stripped and started to tap the furnace, a fiery stream of molten metal burst loose on them, instantaneously destroying one and fatally burning the other two. The capitalist who permits mere inexperienced youths to run his works deserves to be filched of his earnings.

The merchant who is careless of the worth and value of the product he buys to sell again loses incalculable dollars. The man who is cheated in the umbrella he buys, the woman who finds her fresh vegetables withered, her fresh fruit one rosy layer on a mass of either green or overripe berries, rarely patronizes the man who insidiously cheats with the badness of his commodities.

M. M. Atwater.

The most diminutive vertebrate creature in the world is said to be a small fish caught in a mountain lake in the Luzon region of the Philippines. The largest of the species is less than an inch long, but its smallness may be best gauged by the fact that it takes about six thousand of them to make a pound. Although so tiny, however, the fish, which is named sinarapan, is an important article of diet among the Philippine natives. Obviously it is too small for any net, and is caught in coarse muslin sheets. The fish are prepared by being mixed with pepper and other spices and then dried in the sun. They are a great native delicacy.

It's a great pity that the people who invent troubles do not patent them.

Many a man goes back by being too anxious about putting up a good front.

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.

### What's the Matter with the Grand Rapids Market?

Our average selling prices last week were: Live Chicks and Fowls 13c; Dressed 16c; Veal 7½c; Eggs 15½c; Butter 19½c. "SHIP US."

Prompt Returns

**BRADFORD & CO., 7 N. Ionia St., Grand Rapids, Mich.**  
(The New Commission House)

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 1865. We honor sight drafts after exchange of references.

Established 1894

**BUTTER—All Grades of Dairy Butter Wanted**

**EGGS—Get Our Prices Before Shipping**

Stroup & Carmer

Grand Rapids, Mich.

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.





### Traveling Salesman Saves His House From Loss.

No salesman, however brilliant, can expect to succeed in the long run who saddles his firm with uncollectible or troublesome accounts. He is a bill of expense. He is the first judge of credits in every transaction. The firm may exercise supervision—may accept or reject his giving of credit—but they depend upon his judgment more than any other source of information and look to him as the man on the ground. To be a good judge of credits is a vital requisite, therefore, in a good salesman, and this means a great many things to be avoided as well as accomplished.

The shrewdest and most experienced sometimes make mistakes. But they are few. Poor credits usually betray themselves to the close observer and a general warning may be sounded for the young salesman's guidance.

Do not depend upon rating books. They are a help, but they also are misleading. Commercial ratings sometimes are obtained under difficulties and are then colored by the reporter's personal resentment in being curtly dealt with. Others are too generous—based upon the subject's own glowing sense of his ability to pay for what he buys. You easily can detect the inaccuracy of commercial ratings by comparing the reports of one agency with those of another on the same man. They frequently are widely different. And this is the principal reason why the house depends upon the salesman for credits. Reports are not reliable.

How can a stranger's credit be judged on short notice? That question must be solved quickly by the salesman. He sees his customer for an hour or so and in that time completes the transaction—sells the goods and is off. Common sense, eyes and ears which are ever alert, most of all a faculty of intuition, are the qualities which count in sizing up a new man on the wing, as it were. Anybody can find him out in the long run. The trick is to do so swiftly and—casually. Prying into a customer's affairs and asking blunt questions, even within strictly commercial bounds, is offensive and nearly always resented. It spoils the chance of a sale. This is where intuition counts and enables a sensitive mind to judge on first approach whether or not a man is trustworthy.

To such a mind the glance of the eye, the lines of the mouth, the twist of the nose are all significant in ways he could hardly explain. It is a fact that no man short of a consummate actor can entirely obliterate the craft which lurks in his features. To the experienced reader of faces it stands out clearly. The feel of the hand also is a tell-tale. A hand which does not grasp yours with a grip is fellow to a mind which can not grasp anything else. You can depend upon it. I remember a bright

young man in the country whose application for a responsible job was turned down simply because he offered the employer a limp hand to shake in greeting him in his office. "It felt like a biscuit," said the employer, and mentally disqualified the young man. A full, strenuous grip of the hand means a frank nature and energetic ability.

A working knowledge of palmistry will stand a salesman in good stead. Not that he is likely to have opportunities for careful reading of his customer's palm. But there are many off hand indications of character and ability in the look of a hand—in the shape of the fingers—and the way the hand is habitually held. The thumb is most significant. The top phalanx means will and the lower one logic, so that any short thumb is bad—indicating either a lack of will power or inability to reason well. Beware of that type at the head of a business. He is weak. A relatively long forefinger, well-filled, denotes leadership and other good qualities, and a long, well developed little finger marks the man of executive ability—the man who can manage a business. The finger phalanxes nearest the palm stand for practicality if they are well filled and the reverse if they are too thin. The dreamer has long tip phalanxes. He thinks he can do things—but he rarely does them. Look out for his promises. It is better to take his cash.

The way a customer buys goods is an indication of his responsibility. The wary salesman always is suspicious of the man who buys too freely—to whom he can sell without making an effort. It usually is hard to sell anything to a hard headed, responsible dealer. If he does not worry about due dates, he may buy as freely as you like and then forget to pay. And a reckless buyer can not succeed in the long run. He invites failure at the start. Sooner or later his creditors come in for a loss.

The looks of a man's office, store or shop is a tip you can not afford to overlook. Any appearance of waste, lack of system, lack of economy, is a warning. Beware of the slovenly, the fellow who piles up his lumber without protection against the weather, who allows his stocks to dwindle away in the hands of careless employes. It may be a small matter at any one time, but waste is waste and in the long run it is serious leakage.

I once knew a coal dealer who was a hustler and failed. He knew his business and had plenty of capital. The trouble was waste. He bought more coal than he sold. You could find it rolling out of the dilapidated bins any day and covering the driveways in his yard, where it was daily being crushed under the wheels. He did not keep stock books. So he never divined the leakage.

Be wary of the business man who keeps haphazard accounts. He does not know the cost of things. He can not tell whether he is making a profit or a loss as he goes along. His collections generally are as bad as his payments. No amount of business and no appearance of prosperity will atone for poor book-keeping. Un-

fortunately there are many foolish persons of this sort—merchants who think it idle to separate and tabulate their costs. They may be financially sound and actually make a good profit—but you never can be sure of it. A few well directed but casual questions can get a salesman all the information he needs about his customers' book-keeping.

The talkative man is not a close thinker. He does not restrain himself. He is a waster of time and words. The clever things he says do not redeem the lack of prudence and self-restraint. If he can not keep his own counsel he can not keep anything—including your faith in him. The secretive fellow equally is dangerous. This does not mean the quiet, reserved man, who says what he means and then acts. He may be as frank as he is terse. But the taciturn, who admits as little as possible and avoids conversation, is a different sort. He may be all right—often is. Still it is safer to scrutinize further into his basis for credit.

I remember losing \$1,000 on a dealer who had every appearance of being responsible. He apparently was honest, careful and thrifty. He avoided buying any more than he could pay for month after month. He was a hard man to sell—overcautious. But he was taciturn. You could not get a willing word out of him. He avoided direct questions upon any subject. It mattered not how indifferent they might be—he seemed unwilling to commit himself. One day he was missing. He had collected all of his accounts and skipped off with the money—after robbing everybody who had trusted him, including his poor old father. He was not a thief by nature—did not in the least resemble one—but he had been leading a double life in town, and got himself into a scrape where he needed money at once. So he stole it and skipped. That was the secret of his taciturnity—the shrinking of a bad conscience from betrayal of itself.

The high liver—however prosperous he may appear—is a menace to credit. He may or may not spend more money than he is earning. In either event he is spending it foolishly. It belongs in his business. Some time ago a business failure came to my notice which illustrated vividly how insidious is the danger of trusting a high liver—just because

he has an appearance of prosperity.

This one was a thriving coal dealer in a good town in Wisconsin. He did a large business—kept a downtown office sumptuously furnished—and paid his bills. Suddenly he called in his creditors to arrange for a compromise settlement of their bills. People were astonished. They never suspected his credit. He always had plenty of money in his pocket to spend among friends—dressed in the top of fashion—and was a good fellow. A score of good houses were caught just because they neglected the one appearance of things which would have disqualified his claim for credit in the eyes of a close observer. By adroit borrowing and a chain system of robbing Peter to pay Paul—Paul being the older creditor of the two—his operations had lasted during a number of years undetected.

Women are better risks in general than men. But they can be more tricky. A crooked woman has so many dodges which are protected by her sex. Men ascribe them to inexperience, "innocence abroad," etc. The chivalrous salesman gets bit. I recall a case where a woman held up thirty creditors who had been called in to arrange some settlement of a partnership tangle left by the death of her husband. The other partner was willing to continue the business. But the assets were way below the liabilities, so that the widow had no title to the partnership business. The law gave her a half interest in the net assets. But of such there were none. The surviving partner was arranging to pay 100 cents on the dollar if the creditors would allow him to continue the business. Then the widow came on the scene and demanded 10 per cent. of all claims represented. She had no right to do so—no title in law. That did not deter her in the least. She had the weapon of hysteria to wield over the surviving partner—her brother-in-law—and blocked the game until the 10 per cent. was agreed to. It was cheaper to pay the holdup than suffer the bankruptcy to eat up the assets in court fees. John B. Euson.

Don't be sighing for a bed of rose leaves. No one ever heard of the owner of one oversleeping himself.

Life is a crafty stage manager who keeps luring us on with promises of an encore.

## 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.



SUNSHINE.

The theories that teach the physical brotherhood of mankind claim that all human creatures are of one race and family and that the different physical peculiarities and qualities of color, form and organism are the result of external conditions, such as climate, food and the like, to which they have been exposed.

Under these suppositions the colors of the several varieties of the human species are due to the degree of sunshine to which they are subjected. According to this notion the blacks should be found in the equatorial regions, where eternal summer and sunshine reign. The red and brown races are assigned to the semi-tropical countries and the whites to the temperate and polar regions.

It should also follow under the assumption that the "cooking" of human beings from white through the various colors to black is done by the action of the climate, and particularly the sun; that when people of one color are transported to a wholly different climate and kept there through many generation they should experience and manifest in their own persons the effects which the change of climate is scheduled to produce.

Actual facts, however, show that even when operating through many centuries climates do not produce the effects demanded of them by the theoretical philosophers. For instance, when the hemisphere of America was discovered by whites some four centuries ago, they found the red aboriginal inhabitants occupying the country from the North Polar Sea to the remotest lands washed by the Antarctic waters. North America, Central America and South America were peopled by the same or kindred red race, and that they inhabited the country from some period extremely remote is proved by the fact that they were the sole occupants, with no others of a different race or color to dispute possession with them.

According to theories of climatic effects the aborigines of tropical America should have been cooked black, while the lighter colors should have been found in the various zones of climate and sunshine of lesser intensity as to light and heat. But nothing of the sort occurred, and there is little reason to believe that the natives of America in the different zones held much intercommunication, while there is no record in all human history to show that the nations of the Old World had any knowledge of those of the New.

Europe, Asia and Africa, being all connected by contiguous lands, and being under the influence of the most advanced races, who were engaged in commerce and frequent wars of conquest, show that there were constant movements of population from one region to another, and in not a few cases vast race migrations. But whether in the tropical, temperate or polar countries of the Old World, the races maintained their characteristics, being apparently affected only by the mingling of blood, and not at all by climate and external conditions.

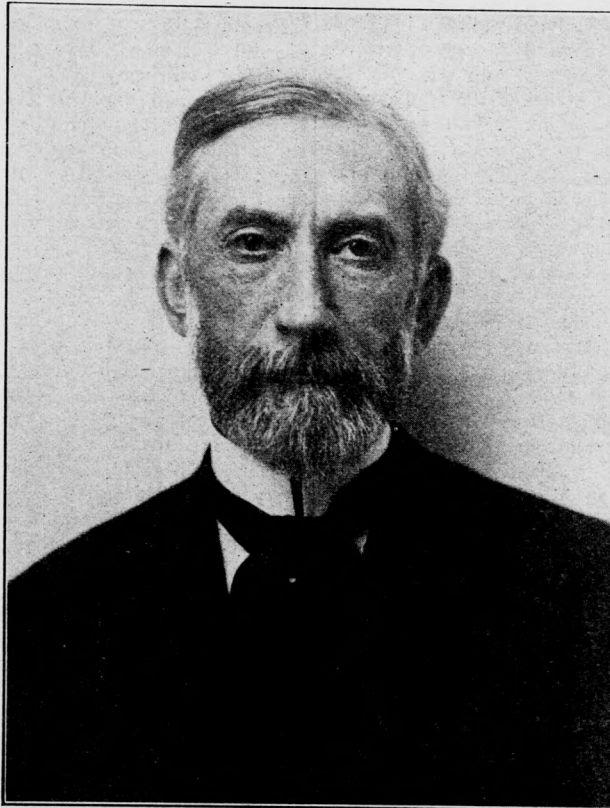
In this connection a very interest-

ing question comes up as to the effect of climate, and particularly of sunlight, on human health. It has been almost universally held by medical men and sanitarians that sunshine is of enormous value in promoting health. It is known that it is highly destructive to all injurious bacterial life, and it is the most important of all germicides. There are no conditions deemed more prejudicial to health than tenement houses, rooms and cells from which the free play of sunshine is excluded, while

Great Britain seems to be in danger of race suicide, a disaster that President Roosevelt regards as one of the most deplorable that can befall a nation. Vital statistics in England and Wales show that the birth rate in 1906 was the lowest ever recorded. In all there were 934,391 births, which is at the rate of 27 for every 1,000 population. This is 1.7 per 1,000 below the average rate for the preceding ten years.

B. D. Palmer, one of the oldest

RECEPTION TO AMBASSADOR O'BRIEN.



Grand Rapids, May 21—In recognition of the able manner in which the Hon. T. J. O'Brien has served his country as Minister to Denmark during the last two years and also in recognition of the honor that has been conferred upon him by his promotion to the post of Ambassador to Japan, which is a public acknowledgment on the part of the Government of his great ability as a diplomat, I deem it a pleasure as well as a duty to appoint a special committee from the members of the Board of Trade to formulate plans for welcoming him on the occasion of his homecoming in June. I name as such Committee the six living ex-Presidents of the Board of Trade, Messrs. William H. Anderson, Col. George G. Briggs,

Amos S. Musselman, Gaius W. Perkins, Sidney F. Stevens and George G. Whitworth, with full power to make and carry into execution such plans as they may deem proper, in which the entire membership of the Board of Trade may participate.

Grand Rapids and the Board of Trade have reason to feel proud of the great honor that has been bestowed upon our distinguished citizen—an honor in which every resident of Grand Rapids can take a commendable degree of pride—and I feel no hesitation in predicting that the Committee named will arrange a programme in thorough keeping with the lofty character of the man we thus delight to honor.

E. A. Stowe,  
Pres. Grand Rapids Board of Trade.

sun baths are accepted methods of curative treatment for many diseases.

H. U. Bigger, Secretary of the Michigan Wholesale Grocers' Association, will come to this city from Saginaw June 1 and take up his residence in Grand Rapids. Mr. Bigger has entered upon his fifth year as Secretary of the organization and has proven to be a very valuable man in the position he has filled so acceptably to all concerned.

paper salesmen in the country, is home from Los Angeles and will cover Central Michigan for his house, the Cheeseman Paper Co., until January. Mr. Palmer was with the predecessors of the present house, and while his fellow traveling men insist that he only sells goods to fill in time, he is so necessary to the house in keeping territory straightened out that he is regarded as a fixture.

It takes a brave man to be willing to be called a coward.

Grand Rapids Traveling Men To Be Entertained.

Grand Rapids, May 21—There is to be a smoker and luncheon at the Board of Trade auditorium on Saturday, May 25, to which all traveling men representing Grand Rapids wholesale houses are invited.

As you are aware, this event is to be the initial movement toward perfecting a carefully thought out plan for greatly enlarging the jobbing trade of Grand Rapids, through co-operation of the traveling salesmen and their employers.

It is the earnest desire of the committee having the matter in charge that there shall be, at the smoker and luncheon in question, a proprietary representative of every wholesale house in the city. We want the traveling men to become impressed beyond question of the fact that their employers are sincerely and directly interested in the matter.

John Sehler,  
Chairman Sub Committee.

Pittsburg banks now furnish their clerks who handle currency with rubber gloves, which it is claimed, will lessen their chances for contracting disease from "tainted money." A large proportion of the bank deposits there include money that has been in the hands and pockets of foreigners who are shy of the bath tub and quite liable to carry with them the germs of contagious diseases. It is a wise precaution.



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.

A Question In Addition and Multiplication

Add one big airy room to courteous service, then multiply by three excellent meals, and the answer is Hotel Livingston, Grand Rapids.





**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.

#### Methods of Shop Mixing of White Lead.

When a keg of white lead has stood for some months the lead becomes denser, owing to the soaking away of the oil into the wood. In this condition, while it has undoubtedly improved in quality, it has at the same time made it more difficult to work it up into a smooth paint. To remedy this to a great extent take a stout, narrow paddle, and put it into the lead until it strikes the bottom, then work it back and forth, from side to side, for a few times, and the mass will soon become quite plastic, and then it may be removed into pots for further breaking up and thinning for use. This will save much time over the usual way of first taking the lead out of the keg, and breaking it up in the pot.

White lead should always be beaten up before adding thinners, and then the japan should be added, and be well beaten up with the lead, after which, if possible, let the mass stand a few hours; then the thinners may be added to the desired amount. This will render the straining of the paint unnecessary, unless skins are present. If colors are to be added, better beat up the colors separately and thin out so that they will unite readily with the paint.

The best paint and varnish removing compound seems yet to be invented, and there is a fortune for its lucky discoverer. It will come. Great advance has been made in this direction since the days of not so many years ago, when the charcoal burner was used, and before which was the lime-and-potash compound, both crude enough. The blow torch, too, has its limitations. For one thing, people object to the danger of fire when it is used around a building. Carbolic acid removers are very objectionable on the score of smell and burning of the flesh when it comes in contact therewith. Fusel oil removers do good work, better, indeed, than the carbolic acid compounds, but the smell is vile and injurious, and it is very costly. But there is one varnish remover, cheap, odorless nearly, and open to none of the objections that the others have, and that is glue. Simply glue. Make up a liquid glue, quite thin, and apply it hot to a varnished surface, and let it be where the temperature shall be not lower than, say, about 70 deg.

Fahrenheit, and let the object that has been coated with it stand for twelve to twenty-four hours, and the varnish may then be brushed off.

A ready-mixed or factory paint is always to be preferred to the shop-mixed article, provided the ready-mixed paint is high grade, and of which the market offers some very fine examples. It is very finely ground, pigment, base, medium and all, and is ready for use when you open a can, requiring no straining and being perfectly free from anything calculated to mar a smooth effect. The finer ground a paint the better will it wear, and the finer will its color be. Fine grinding improves the color of almost every one of the painter's tints. Another of the many good points of the ready mixed is that you may always depend upon getting the same color if you happen to run short on a job. Some painters, the writer included, can match tints or shades perfectly, but many others can not, and in any case it takes time, and a good deal of it, to do so; hence the economy of ready-prepared paint, it is always there. But these statements have no reference to inferior grades of ready-mixed.

The covering capacity of different forms of paint, stains, varnishes, etc., is a variable quantity, something depending on conditions of surface. But we may approximate the same, thus:

Paint for exterior use, on an average painted surface, will take about one gallon to cover 600 square feet.

Priming coat, average surface, about the same.

Red lead paint, on structural steel work, from 500 to 700 square feet to the gallon.

Enamel paint, for interior use, will cover about 400 square feet to the gallon.

Floor paint will require about a gallon to 400 square feet of average floor surface.

One gallon of ordinary roof paint will cover about 500 square feet of surface.

Ochre priming will cover about 400 feet to the gallon.

Oil stain will cover from 700 square feet to the gallon and upwards, depending on the nature of surface.

Liquid wood filler will cover about 550 feet to the gallon.

Hard oil will cover about 600 feet, over liquid filler, and sometimes less over paste filler.

Varnish stain will cover about half the surface that an oil or spirit stain will cover. The cheaper grades of varnish are not lacking in body, nor in brilliancy, and in some instances they will wear very well, inside. Never so, outside. The finer and costlier varnishes are thinner bodied, as a rule, and may be spread out very thinly, and here is where a mistake may be made by the user. If a good effect, and not mere economy is desired, then do not spread a good varnish too much, but get as full a body on as possible. Given a well-filled wood, and a full coat of heavy bodied varnish will give a very good job. But the expert varnisher will take the thinner article and achieve the full effect with that. The finish

is always richer for several coats of good, well-rubbed varnish; they give depth to the effect, and besides which the varnish acts as a buffer for the beautiful wood that it covers. But the varnish should all be alike, from the same lot, in fact, so that there will be no danger of having two or more shades of varnish, and which would cloud the luster.

It will take about six gallons of raw linseed oil to mix 100 pounds of dry white lead. For keg lead, five gallons will be enough to mix it into paint. A half pint to a pint of good liquid driers should dry this much paint.

From three to four gallons of raw oil will mix 100 pounds of dry red lead. Prince's Double Label Mineral Brown dry will absorb fifteen gallons of oil, to bring it to a paint, and the same material in oil will take eight gallons to thin to the usual consistency for application.

#### Dull Grind at Small Pay.

Probably the poorest job is that of shipping clerk. The men work hard and there is little variety to make their day interesting. While the work seems to be varied with the nailing of crates and loading of wagons, receiving goods and keeping an account of the day's shipments, it is a dull grind, the same thing every day, and the poor salaries paid make the job undesirable to those who have push and energy. Most of the positions are filled by men who have lost all ambition for anything higher and who plod along daily like machines, hoping for the end of the week and pay day, when they may have a little enjoyment for a time with the small salaries they earn.

Handling heavy boxes and crates is no easy thing and the shipping clerk must be strong and healthy. It happens frequently that telegrams are received by firms from out of town customers who order goods and want them shipped the same day. It may be after 3 o'clock in the afternoon that such an order is received and the shipping clerk must have the goods ready for delivery in time to get to the freight house before closing time.

Nearly every large concern has a head shipping clerk and some assistants and the bosses get the most money and do the least work. The assistants do the heavy work, but they have little worry. The head of the department must keep his eyes and ears open at all times, trusting no one. If anything is wrong in the department he is held responsible by the firm.

Such a little matter as pasting the wrong label on freight is a mistake which means considerable trouble to him. The wrong customer gets the goods and in nine cases out of ten will open the box or crate and examine the contents merely out of curiosity. The goods are damaged when they finally are returned to the shipping clerk, and the extra freight charges help to put the firm in anything but good humor.

It is said that any one who physically is able to stand the hard work can get a position as shipping clerk with any of the large firms. Expert-

ence is not necessary, and this alone is what cheapens the job and keeps the ranks of the shipping clerks filled with undesirable men. The good man who happens into the position soon learns there is no advancement for him and gets out.

Robert Blair.

#### Handling Spices in the Drug Store.

The drug trade seems to have awakened to the fact that it is now or never if they wish to regain the spice business which has slowly but surely gone into the hands of the retail grocer. They have learned to appreciate that the general public, in order to be guaranteed prime quality, must call on the druggist for their spices.

One of the St. Louis jobbers recently introduced a line of spices expressly for the drug trade and they report an unprecedented demand for this class of goods. Their representatives have been called upon to place the line on the shelves of almost every druggist in the city. Their country salesmen report a constantly increasing demand for these goods and no doubt other jobbers will follow the example. It now behooves the retailer to display spices to advantage and to endeavor by persistent efforts to convince the public that the spice business belongs legitimately to them; that they can secure from their druggist goods of the best quality and nothing but the best quality; that instead of drawing from the bin a ground spice mixed with dust and foreign matter, that they will secure an attractive canister, which will preserve the strength of the spice. In selecting an olive oil, vinegar, preserve or other condiment, we are extremely critical, but in securing spice with which these condiments are flavored we sometimes become careless. Spices, being the foundation of flavors, should be carefully considered and the goods of a reliable miller should be given the preference rather than those shipped by an irresponsible concern.

#### Will Improve Allegan Plant.

Allegan, May 21.—A. Seasongood, of Cincinnati, President and Treasurer of the Dayton Folding Box Co., announces that the company's mill in this village is to receive improvements that will cost about \$10,000.

When a man gets to be expert at raising the dust he is sure to do it so well as to choke himself.

There is not much virtue in the religion whose vitality you have to prove by argument.

## 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—

<b>Acidum</b>		<b>Acacia</b>	
Aceticum	60@ 8	Acacia, 1st pkd.	45@ 55
Benzoic, Ger.	70@ 75	Acacia, 2nd pkd.	45@ 55
Boric	17@ 17	Acacia, 3rd pkd.	45@ 55
Carbolicum	26@ 29	Acacia, sifted sts.	45@ 55
Citricum	65@ 70	Acacia, po.	45@ 55
Hydrochlor	3@ 5	Aloe Barb.	22@ 25
Nitricum	8@ 10	Aloe, Cape	25@ 25
Oxalicum	14@ 15	Aloe, Socotri	25@ 25
Phosphoric, dil.	14@ 15	Ammoniac	55@ 60
Salicylicum	44@ 47	Asafoetida	35@ 40
Sulphuric	14@ 15	Benzoinum	50@ 55
Tannicum	75@ 85	Catechu, 1s	14@ 15
Tartaricum	33@ 40	Catechu, 1/2s	14@ 15
<b>Ammonia</b>		Catechu, 1/4s	14@ 15
Aqua, 18 deg.	4@ 6	Comphorae	145@ 155
Aqua, 20 deg.	6@ 8	Euphorbium	10@ 10
Carbonas	13@ 15	Galbanum	10@ 10
Chloridum	12@ 14	Gamboge	35@ 45
<b>Aniline</b>		Gualacum	35@ 45
Black	200@ 235	Kino	45@ 55
Brown	80@ 100	Mastic	75@ 85
Red	45@ 50	Myrrh	50@ 50
Yellow	45@ 50	Opium	40@ 45
<b>Baccae</b>		Shellac	60@ 70
Cubebae	22@ 25	Shellac, bleached	60@ 65
Juniperus	8@ 10	Tragacanth	70@ 100
Xanthoxylum	30@ 35	<b>Herba</b>	
<b>Balsamum</b>		Absinthium	50@ 60
Copaiba	25@ 30	Eupatorium	20@ 25
Peru	240@ 250	Lobelia	20@ 25
Terabin, Canada	60@ 65	Majorum	28@ 28
Tolutan	40@ 45	Mentha Pip.	23@ 25
<b>Cortex</b>		Mentha Ver.	23@ 25
Abies, Canadian	13@ 15	Rue	25@ 25
Cassiae	20@ 20	Tanacetum	22@ 25
Cinchona Flava	18@ 18	Thymus V.	25@ 25
Buonymus atro.	20@ 20	<b>Magnesia</b>	
Myrica Cerifera	15@ 15	Calcined, Pat.	55@ 60
Prunus Virgin.	12@ 12	Carbonate, Pat.	18@ 20
Quillaia, gr'd	12@ 12	Carbonate, K-M.	18@ 20
Sassafras	20@ 25	Carbonate	18@ 20
Ulmus	35@ 35	<b>Oleum</b>	
<b>Extractum</b>		Absinthium	40@ 50
Glycyrrhiza Gla.	24@ 30	Amygdalae, Dulc.	75@ 85
Glycyrrhiza, po.	23@ 30	Amygdalae, Ama	80@ 85
Haematox	11@ 12	Anisi	175@ 185
Haematox, 1s	13@ 14	Aurant Cortex	275@ 285
Haematox, 1/2s	14@ 15	Bergamit	35@ 35
Haematox, 1/4s	16@ 17	Caffputi	85@ 90
<b>Ferru</b>		Caryophylli	160@ 170
Carbonate Precip.	15@ 15	Cedar	50@ 50
Citrate and Quina	200@ 200	Cinnamoni	75@ 80
Citrate Soluble	55@ 55	Citronella	65@ 70
Ferrocyanidum S	40@ 40	<b>Syrups</b>	
Solut. Chloride	15@ 15	Acacia	50@ 50
Sulphate, com'l.	2@ 2	Aurant Cortex	50@ 50
Sulphate, com'l, by	70@ 70	Zingiber	50@ 50
bbl. per owt.	70@ 70	Ipecac	50@ 50
Sulphate, pure	7@ 7	Ferri Iod	50@ 50
<b>Flora</b>		Rhei Arom	50@ 50
Arnica	15@ 15	Smilax Off's	50@ 50
Anthemis	40@ 40	Senega	50@ 50
Matricaria	30@ 35	<b>Sponges</b>	
<b>Folia</b>		Florida Sheeps' wool	300@ 350
Barosma	40@ 45	carriage	300@ 350
Cassia Acutifol.	15@ 20	Nassau sheeps' wool	350@ 375
Cassia, Acutifol.	25@ 30	carriage	350@ 375
Salvia officinalis	18@ 20	Velvet extra sheeps'	200@ 200
1/2s and 1/4s	18@ 20	wool, carriage	200@ 200
Uva Ursi	8@ 10	Extra yellow sheeps'	125@ 125
<b>Gummi</b>		wool carriage	125@ 125
Acacia, 1st pkd.	45@ 55	Grass sheeps' wool	125@ 125
Acacia, 2nd pkd.	45@ 55	carriage	125@ 125
Acacia, 3rd pkd.	45@ 55	Hard, slate use	100@ 100
Acacia, sifted sts.	45@ 55	Yellow Reef, for	140@ 140
Acacia, po.	45@ 55	slate use	140@ 140
Aloe Barb.	22@ 25	<b>Syrups</b>	
Aloe, Cape	25@ 25	Acacia	50@ 50
Aloe, Socotri	25@ 25	Aurant Cortex	50@ 50
Ammoniac	55@ 60	Zingiber	50@ 50
Asafoetida	35@ 40	Ipecac	50@ 50
Benzoinum	50@ 55	Ferri Iod	50@ 50
Catechu, 1s	14@ 15	Rhei Arom	50@ 50
Catechu, 1/2s	14@ 15	Smilax Off's	50@ 50
Catechu, 1/4s	14@ 15	Senega	50@ 50
Comphorae	145@ 155	<b>Tinctures</b>	
Euphorbium	10@ 10	Aconitum Nap's R	40@ 40
Galbanum	10@ 10	Aconitum Nap's F	40@ 40
Gamboge	35@ 45	Aloes	40@ 40
Gualacum	35@ 45	Arnica	40@ 40
Kino	45@ 55	Aloes & Myrrh	40@ 40
Mastic	75@ 85	Asafoetida	40@ 40
Myrrh	50@ 50	Atrope Belladonna	40@ 40
Opium	40@ 45	Aurant Cortex	40@ 40
Shellac	60@ 70	Benzoin	40@ 40
Shellac, bleached	60@ 65	Benzoin Co	40@ 40
Tragacanth	70@ 100	Barosma	40@ 40
<b>Herba</b>		Cantharides	40@ 40
Absinthium	50@ 60	Cardamon	40@ 40
Eupatorium	20@ 25	Cardamon Cr	40@ 40
Lobelia	20@ 25	Catechu	40@ 40
Majorum	28@ 28	Cinchona	40@ 40
Mentha Pip.	23@ 25	Cinchona Co	40@ 40
Mentha Ver.	23@ 25	Columbia	40@ 40
Rue	25@ 25	Cubebae	40@ 40
Tanacetum	22@ 25	Cassia Acutifol	40@ 40
Thymus V.	25@ 25	Cassia Acutifol Co	40@ 40
<b>Magnesia</b>		Digitalis	40@ 40
Calcined, Pat.	55@ 60	Ergot	40@ 40
Carbonate, Pat.	18@ 20	Ferr Chloridum	40@ 40
Carbonate, K-M.	18@ 20	Gentian	40@ 40
Carbonate	18@ 20	Gentian Co	40@ 40
<b>Oleum</b>		Guaiac	40@ 40
Absinthium	40@ 50	Guaiac ammon	40@ 40
Amygdalae, Dulc.	75@ 85	Hyoscyamus	40@ 40
Amygdalae, Ama	80@ 85	Iodine	40@ 40
Anisi	175@ 185	Iodine, colorless	40@ 40
Aurant Cortex	275@ 285	Kino	40@ 40
Bergamit	35@ 35	Lobelia	40@ 40
Caffputi	85@ 90	Myrrh	40@ 40
Caryophylli	160@ 170	Nux Vomica	40@ 40
Cedar	50@ 50	Opil	40@ 40
Cinnamoni	75@ 80	Opil, camphorated	40@ 40
Citronella	65@ 70	Opil, deodorized	40@ 40
<b>Syrups</b>		Quassia	40@ 40
Acacia	50@ 50	Rhatany	40@ 40
Aurant Cortex	50@ 50	Rhei	40@ 40
Zingiber	50@ 50	Sanguinaria	40@ 40
Ipecac	50@ 50	Serpentaria	40@ 40
Ferri Iod	50@ 50	Stromonium	40@ 40
Rhei Arom	50@ 50	Tolutan	40@ 40
Smilax Off's	50@ 50	Valerian	40@ 40
Senega	50@ 50	Veratrum Veride	40@ 40
<b>Tinctures</b>		Zingiber	40@ 40
Aconitum Nap's R	40@ 40	<b>Miscellaneous</b>	
Aconitum Nap's F	40@ 40	Aether, Spts Nit 3f	30@ 35
Aloes	40@ 40	Aether, Spts Nit 4f	34@ 38
Arnica	40@ 40	Alumen, gr'd po 7	3@ 4
Aloes & Myrrh	40@ 40	Anatto	40@ 50
Asafoetida	40@ 40	Antimoni, po	40@ 50
Atrope Belladonna	40@ 40	Antimoni et po T	40@ 50
Aurant Cortex	40@ 40	Antipyrin	40@ 50
Benzoin	40@ 40	Antifebrin	40@ 50
Benzoin Co	40@ 40	Argent Nitras oz	40@ 50
Barosma	40@ 40	Arsenicum	10@ 12
Cantharides	40@ 40	Balm Glead buds	60@ 65
Cardamon	40@ 40	Bismuth S N	185@ 190
Cardamon Cr	40@ 40	Calcium Chlor 1s	40@ 40
Catechu	40@ 40	Calcium Chlor 1/2s	40@ 40
Cinchona	40@ 40	Calcium Chlor 1/4s	40@ 40
Cinchona Co	40@ 40	Cantharides, Rus	175@ 175
Columbia	40@ 40	Capsici Fruc's af	40@ 40
Cubebae	40@ 40	Capsici Fruc's po	40@ 40
Cassia Acutifol	40@ 40	Cap'l Fruc's B po	40@ 40
Cassia Acutifol Co	40@ 40	Carphylus	25@ 27
Digitalis	40@ 40	Carmin, No. 40.	40@ 45
Ergot	40@ 40	Cera Alba	50@ 55
Ferr Chloridum	40@ 40	Cera Flava	40@ 42
Gentian	40@ 40	Crocus	130@ 140
Gentian Co	40@ 40	Cassia Fructus	40@ 40
Guaiac	40@ 40	Centraria	40@ 40
Guaiac ammon	40@ 40	Cataceum	40@ 40
Hyoscyamus	40@ 40	Chloroform	34@ 54
Iodine	40@ 40	Chloro'm Squibbs	40@ 40
Iodine, colorless	40@ 40	Chloral Hyd Crsl	35@ 60
Kino	40@ 40	Chondrus	20@ 25
Lobelia	40@ 40	Cinchonidine P-W	38@ 48
Myrrh	40@ 40	Cinchonid'e Germ	38@ 48
Nux Vomica	40@ 40	Cocaine	305@ 330
Opil	40@ 40	Corks list D P Ct.	75@ 75
Opil, camphorated	40@ 40	Croosotum	40@ 45
Opil, deodorized	40@ 40	Creta	40@ 45
Quassia	40@ 40	Creta, bbl 75	40@ 45
Rhatany	40@ 40	Creta, prep	40@ 45
Rhei	40@ 40	Creta, precip	40@ 45
Sanguinaria	40@ 40	Creta, Rubra	40@ 45
Serpentaria	40@ 40	Cudbear	80@ 85
Stromonium	40@ 40	Cupri Sulph	84@ 12
Tolutan	40@ 40	Dextrine	7@ 10
Valerian	40@ 40	Emery, all Nos.	40@ 45
Veratrum Veride	40@ 40	Emery, po	40@ 45
Zingiber	40@ 40	Ergota	60@ 65
<b>Miscellaneous</b>		Ether Sulph	70@ 80
Aether, Spts Nit 3f	30@ 35	Flake White	12@ 15
Aether, Spts Nit 4f	34@ 38	Galla	23@ 23
Alumen, gr'd po 7	3@ 4	Gambler	8@ 9
Anatto	40@ 50	Gelatin, Cooper	60@ 60
Antimoni, po	40@ 50	Gelatin, French	35@ 60
Antimoni et po T	40@ 50	Glassware, fit box	75@ 75
Antipyrin	40@ 50	Less than box	70@ 70
Antifebrin	40@ 50	Glue, brown	11@ 13
Argent Nitras oz	40@ 50	Glue white	15@ 25
Arsenicum	10@ 12	Glycerina	134@ 20
Balm Glead buds	60@ 65	Grana Paradisi	25@ 25
Bismuth S N	185@ 190	Humulus	35@ 60
Calcium Chlor 1s	40@ 40	Hydrarg Ch..Mt	90@ 90
Calcium Chlor 1/2s	40@ 40	Hydrarg Ch Cor	85@ 85
Calcium Chlor 1/4s	40@ 40	Hydrarg Ox Ru'm	100@ 100
Cantharides, Rus	175@ 175	Hydrarg Ammo'l	100@ 100
Capsici Fruc's af	40@ 40	Hydrarg Ungue'm	50@ 60
Capsici Fruc's po	40@ 40	Hydrargyrum	75@ 75
Cap'l Fruc's B po	40@ 40	Ichthyobolla, Am.	90@ 100
Carphylus	25@ 27	Indigo	75@ 100
Carmin, No. 40.	40@ 45	Iodine, Resubi	35@ 30
Cera Alba	50@ 55	Iodoform	90@ 40
Cera Flava	40@ 42	Lupulin	40@ 40
Crocus	130@ 140	Lycopodium	70@ 75
Cassia Fructus	40@ 40	<b>Liquor Arsen et</b>	
Centraria	40@ 40	Hydrarg Iod	25@ 25
Cataceum	40@ 40	Liq Potass Arsenit	10@ 12
Chloroform	34@ 54	Magnesia, Sulph.	20@ 25
Chloro'm Squibbs	40@ 40	Magnesia, Sulph bbl	20@ 25
Chloral Hyd Crsl	35@ 60	Mannia, S F	45@ 50
Chondrus	20@ 25	Menthol	290@ 300
Cinchonidine P-W	38@ 48	Morphia, S P & W	265@ 290
Cinchonid'e Germ	38@ 48	Morphia, SNYQ	265@ 290
Cocaine	305@ 330	Morphia, Mal.	265@ 290
Corks list D P Ct.	75@ 75	Moschus Canton.	40@ 40
Croosotum	40@ 45	Myristica, No. 1	25@ 30
Creta	40@ 45	Nux Vomica po 15	40@ 40
Creta, bbl 75	40@ 45	Os Sepia	25@ 28
Creta, prep	40@ 45	Pepsin Saac, H &	40@ 40
Creta, precip	40@ 45	P D Co	40@ 40
Creta, Rubra	40@ 45	Picis Liq N N 1/2	40@ 40
Cudbear	80@ 85	gal doz	200@ 200
Cupri Sulph	84@ 12	Picis Liq qts	200@ 200
Dextrine	7@ 10	Picis Liq pints	200@ 200
Emery, all Nos.	40@ 45	Pil Hydrarg po 80	200@ 200
Emery, po	40@ 45	Piper Nigra po 22	200@ 200
Ergota	60@ 65	Piper Alba po 35	200@ 200
Ether Sulph	70@ 80	Pix Burgum	200@ 200
Flake White	12@ 15	Plumbi Acet	120@ 150
Galla	23@ 23	Pulvis Ip'e et Opil	130@ 150
Gambler	8@ 9	Pyrethrum, bxs H	100@ 100
Gelatin, Cooper	60@ 60	& P D Co. doz	75@ 75
Gelatin, French	35@ 60	Pyrethrum, pv	20@ 25
Glassware, fit box	75@ 75	Quassia	40@ 40
Less than box	70@ 70	S P & W	20@ 30
Glue, brown	11@ 13	Sulphur, Roll	24@ 34
Glue white	15@ 25	Tamarinds	8@ 10
Glycerina	134@ 20	Terebenth Venice	28@ 30
Grana Paradisi	25@ 25	Theobromae	65@ 70
Humulus	35@ 60	<b>Vanilla</b>	
Hydrarg Ch..Mt	90@ 90	Vanilla	900@ 900
Hydrarg Ch Cor	85@ 85	<b>Zinci Sulph</b>	
Hydrarg Ox Ru'm	100@ 100	Zinci Sulph	70@ 80
Hydrarg Ammo'l	100@ 100	<b>Oils</b>	
Hydrarg Ungue'm	50@ 60	Whale, winter	70@ 70
Hydrargyrum	75@ 75	Lard, extra	70@ 80
Ichthyobolla, Am.	90@ 100	Lard, No. 1	40@ 65
Indigo	75@ 100	Linseed, pure raw	44@ 47
Iodine, Resubi	35@ 30	Linseed, boiled	45@ 48
Iodoform	90@ 40	Neat's-foot, w str	65@ 70
Lupulin	40@ 40	Spts. Turpentine	Market
Lycopodium	70@ 75	<b>Paints</b>	
<b>Liquor Arsen et</b>		Red Venetian	13@ 15
Hydrarg Iod	25@ 25	Ochre, yel Mars	13@ 15



## GROCERY PRICE CURRENT

These quotations are carefully corrected weekly, within six hours of mailing, and are intended to be correct at time of going to press. Prices, however, are liable to change at any time, and country merchants will have their orders filled at market prices at date of purchase.

## ADVANCED

## DECLINED

## Index to Markets

## By Columns

Col	1	2
	ARCTIC AMMONIA	Oysters
	12 oz. ovals 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 ..... 85
	1lb. tin boxes, 3 doz. 2 85	Peas ..... 85
	3 1/2 lb. tin boxes, 2 doz. 4 25	Marrowfat ..... 1 25@1 60
	10lb. pails, per doz. 6 00	Early June Sifted 35@1 65
	15lb. pails, per doz. 7 20	Peaches ..... 1 00@1 15
	25lb. pails, per doz. 12 00	Yellow ..... 1 65@2 25
	BAKED BEANS	Pineapple ..... @2 50
	1lb. can, per doz. .... 90	Grated ..... @2 50
	2lb. can, per doz. .... 1 40	Sliced ..... @2 40
	3lb. can, per doz. .... 1 80	Pumpkin ..... 80
	BATH BRICK	Good ..... 90
	American ..... 75	Fancy ..... 1 00
	English ..... 85	Gallon ..... 2 60
	BLUING	Raspberries ..... @
	6 oz. ovals 3 doz. box \$ 40	Russian Caviar ..... 3 75
	Per Gross	1/4 lb. cans ..... 7 00
	Sawyer's Pepper Box	1/2 lb. cans ..... 12 00
	No. 3, 3 doz. wood	Salmon ..... 1 80@1 85
	boxes ..... 4 00	Col'a River, flats 1 90@1 95
	No. 5, 3 doz. wood	Red Alaska ..... 1 20@1 30
	boxes ..... 7 00	Pink Alaska ..... @1 00
	BROOMS	Sardines ..... 3 1/4 @ 3 1/2
	No. 1 Carpet ..... 2 75	Domestic, 1/4 s. .... 5
	No. 2 Carpet ..... 2 35	Domestic, Must'd 6 @ 9
	No. 3 Carpet ..... 2 15	California, 1/4 s. .... 11 @ 14
	No. 4 Carpet ..... 1 75	California, 1/2 s. .... 17 @ 24
	Carlor Gem ..... 2 40	French, 1/4 s. .... 7 @ 14
	Common Whisk ..... 85	French, 1/2 s. .... 18 @ 28
	Fancy Whisk ..... 1 20	Shrimps ..... 1 20@1 40
	Warehouse ..... 3 00	Succotash ..... 85
	BRUSHES	Good ..... 1 00
	Solid Back 8 in. .... 75	Fancy ..... 1 25@1 40
	Solid Back, 11 in. .... 95	Strawberries ..... 1 10
	Pointed Ends ..... 85	Tomatoes ..... @1 10
	Shoe ..... 1 00	Good ..... @1 20
	No. 8 ..... 1 30	Fancy ..... @1 40
	No. 7 ..... 1 10	Gallons ..... @3 75
	No. 4 ..... 1 70	CARBON OILS
	No. 3 ..... 1 90	Perfection ..... @10 1/2
	BUTTER COLOR	Water White ..... @10
	W. R. & Co.'s, 15c size.1 25	D. S. Gasoline ..... @16 1/2
	W. R. & Co.'s, 25c size.2 00	Gas Machine ..... @24
	CANDLES	Deodor'd Nap'a. .... @15 1/2
	Electric Light, 8s. .... 9 1/2	Cylinder ..... @29
	Electric Light, 16s. .... 10	Engine ..... @22
	Paraffine, 6s ..... 9	Black, winter ..... 8 1/4 @ 10
	Paraffine, 12s ..... 9 1/2	CEREALS
	Wicking ..... 20	Breakfast Foods
	CANNED GOODS	Bordeaux Flakes, 36 1lb. 2 50
	Apples	Cream of Wheat, 36 2lb. 4 50
	3lb. Standards ..... 1 00	Egg-O-See, 36 pkgs. .... 2 85
	Gallon ..... 2 65	Evellio Flakes, 36 lb. 4 50
	Blackberries	Excella, large pkgs. .... 4 50
	2lb. .... 90@1 75	Force, 36 2 lb. .... 4 50
	Standards gallons ..... @5 50	Grape Nuts, 2 doz. .... 2 70
	Beans	Malta Ceres, 24 1lb. .... 2 40
	Baked ..... 80@1 30	Malta Vita, 36 1lb. .... 2 85
	Red Kidney ..... 85@ 95	Mapl-Flake, 36 1lb. .... 4 05
	String ..... 70@1 15	Pillsbury's Vitos, 3 dz. 4 25
	Wax ..... 75@1 25	Ralston, 36 2lb. .... 4 50
	Blueberries	Sunlight Flakes, 36 1lb. 2 85
	Standard ..... @1 45	Sunlight Flakes, 20 lbs 4 00
	Gallon ..... @7 50	Vigor, 36 pkgs. .... 2 75
	Brook Trout	Volgt Cream Flakes ..... 4 50
	2lb. cans, spiced... 1 90	Zest, 20 2lb. .... 4 10
	Clams	Zest, 36 small pkgs. .... 2 75
	Little Neck, 1lb. 1 00@1 25	Crescent Flakes
	Little Neck, 2lb. @1 50	One case ..... 2 50
	Clam Bouillon	Five cases ..... 2 40
	Burnham's 1/2 pt. .... 1 90	One-half case free with
	Burnham's pts. .... 3 60	5% cases.
	Burnham's qts. .... 7 20	One-fourth case free with
	Cherries	2% cases.
	Red Standards 1 30@1 50	Freight allowed
	White ..... 1 50	Rolled C-t
	Corn	Rollad Avenna, bbl. .... 5 45
	Fair ..... 60@75	Steel Cut, 100 lb. sks. 3 25
	Good ..... 85@90	Monarch, bbl. .... 5 20
	Fancy ..... 1 10	Monarch, 90 lb. sacks 2 45
	French Peas	Quaker, 18-2 ..... 1 55
	Sur Extra Fine ..... 22	Quaker, 20-5 ..... 4 00
	Extra Fine ..... 19	Bulk Cracked Wheat
	Fine ..... 15	24 2 lb. packages ..... 3 4
	Moyen ..... 11	24 2 lb. packages ..... 2 50
	Gooseberries	CATSUP
	Standard ..... 90	Columbia, 25 pts. .... 4 50
	Hominy	Columbia, 25 1/2 pts. .... 2 60
	Standard ..... 85	Snider's quarts ..... 3 25
	Lobster	Snider's pints ..... 2 25
	1/2 lb. .... 2 25	Snider's 1/2 pints ..... 1 30
	1 lb. .... 4 25	CHEESE
	Picnic Tails ..... 2 75	Acme ..... @14 1/2
	Mackerel	Climax ..... @14 1/2
	Mustard, 1lb. .... 1 80	Cheddar ..... @14
	Mustard, 2lb. .... 2 80	
	Mustard, 1 1/2 lb. .... 1 80	
	Soused, 2lb. .... 2 80	
	Soused, 1lb. .... 1 80	
	Tomato, 1lb. .... 1 80	
	Tomato, 2lb. .... 2 80	
	Mushrooms	
	Hotels ..... 19@ 20	
	Buttons ..... 24@ 25	

## 3

Emblem	@14
Gem	@15
Ideal	@14
Jersey	@15
Peersess	@
Riverside	@14 1/2
Springdale	@14 1/2
Warner's	@15
Brick	@17 1/2
Leiden	@15
Limburger	@15
Pineapple	@40
Sap Sago	@22
Swiss, domestic	@16
Swiss, imported	@20

## CHEWING GUM

American Flag Spruce	50
Beeman's Pepsin	55
Adams Pepsin	55
Best Pepsin	45
Best Pepsin, 5 boxes	2 00
Black Jack	55
Largest Gum Made	55
Sen Sen	55
Sen Sen Breath Perf	1 00
Sugar Loaf	55
Yucatan	55

## CHICORY

Bulk	.....
Red	.....
Eagle	.....
Frank's	.....
Schener's	.....

## CHOCOLATE

German Sweet	24
Premium	32
Caracas	35
Walter M. Lowney Co.	35
Premium 1/4 s	32
Premium, 1/2 s	30

## COCOA

Baker's	.....
Cleveland	.....
Colonial, 1/4 s	.....
Colonial, 1/2 s	.....
Edps	.....
Huyler	.....
Lowney, 1/4 s	.....
Lowney, 1/2 s	.....
Lowney, 1 s	.....
Van Houten, 1/4 s	.....
Van Houten, 1/2 s	.....
Van Houten, 1 s	.....
Webb	.....
Wilbur, 1/4 s	.....
Wilbur, 1/2 s	.....

## COCOA BUTTER

Dunham's 1/4 s & 1/2 s	27
Dunham's 1/4 s	28
Dunham's 1/2 s	29
Bulk	12

## COCOA SHELLS

20lb. bags	2 1/2
Less quantity	.....
Pound packages	4

## COFFEE

Common	.....
Fair	.....
Choice	.....
Fancy	.....

## COFFEE

Common	.....
Fair	.....
Choice	.....
Fancy	.....

## COFFEE

Common	.....
Fair	.....
Choice	.....
Fancy	.....

## COFFEE

Common	.....
Fair	.....
Choice	.....
Fancy	.....

## COFFEE

Common	.....
Fair	.....
Choice	.....
Fancy	.....

## COFFEE

Common	.....
Fair	.....
Choice	.....
Fancy	.....

## COFFEE

Common	.....
Fair	.....
Choice	.....
Fancy	.....

## COFFEE

Common	.....
Fair	.....
Choice	.....
Fancy	.....

## COFFEE

Common	.....
Fair	.....
Choice	.....
Fancy	.....

## COFFEE

Common	.....
Fair	.....
Choice	.....
Fancy	.....

## 4

Coffee Cake, pl. or iced	10
Cocanut Taffy	12
Cocanut Bar	10
Cocanut Drops	12
Cocanut Honey Cake	12
Cocanut Hon. Fingers	12
Cocanut Macaroons	18
Dixie Cookie	9
Frosted Cream	8
Frosted Honey Cake	12
Fluted Cocanut	10
Fruit Tarts	12
Ginger Gems	8
Graham Crackers	8
Ginger Nuts	10
Ginger Snaps, N. B. C.	7
Hippodrome	10
Honey Cake, N. B. C.	12
Honey Fingers, As. Ice	12
Honey Jumbles	12
Household Cookies	8
Household Cookies Iced	8
Iced Honey Crumpets	10
Imperial	8
Iced Honey Flake	12 1/2
Iced Honey Jumbles	12
Island Picnic	11
Jersey Lunch	8
Kream Klips	20
Lady Fingers	12
Lem Yem	11
Lemon Gems	10
Lemon Biscuit, Square	8
Lemon Wafer	16
Lemon Cookie	8
Mary Ann	8
Marshmallow Walnuts	16
Mariner	11
Molasses Cakes	8
Mohican	11
Mixed Picnic	11 1/2
Newton	12
Nu Sugar	8
Nic Nacs	8
Oatmeal Crackers	8
Orange Gems	8
Oval Sugar Cakes	8
Penny Cakes, Assorted	8
Pretzels, Hand Md.	8
Pretzelettes, Hand Md.	8
Pretzelettes, Mac. Md.	7 1/2
Raisin Cookies	8
Revere, Assorted	14
Rube	10
Scotch Style Cookies	10
Snow Creams	16
Sugar Krisp	11
Sultana Fruit Biscuit	16
Spiced Gingers	9
Spiced Gingers Iced	10
Sugar Cakes	8
Sugar Squares, large or	8
small	8
Superba	8
Sponge Lady Fingers	25
Sugar Crimp	8
Vanilla Wafers	16
Waverly	8
Zanzibar	9

## 5

Common	.....
Chester	.....
Empire	.....

## 6

Common	.....
Chester	.....
Empire	.....

## 7

Common	.....
Chester	.....
Empire	.....

## 8

Common	.....
Chester	.....
Empire	.....

## 9

Common	.....
Chester	.....
Empire	.....

## 10

Common	.....
Chester	.....
Empire	.....

## 11

Common	.....
Chester	.....
Empire	.....

## 12

Common	.....
Chester	.....
Empire	.....

## 13

Common	.....
Chester	.....
Empire	.....

## 14

Common	.....
Chester	.....
Empire	.....

## 15

Common	.....
Chester	.....
Empire	.....

## 16

Common	.....
Chester	.....
Empire	.....

## 17

Common	.....
Chester	.....
Empire	.....

## 18

Common	.....
Chester	.....
Empire	.....

## 19

Common	.....
Chester	.....
Empire	.....

## 20

Common	.....
Chester	.....
Empire	.....

## 21

Common	.....
Chester	.....
Empire	.....



6	7	8	9	10	11
<b>Meal</b> Bolted ..... 3 00 Golden Granulated ..... 3 15 St. Car Feed screened ..... 27 00 No. 1 Corn and Oats ..... 27 00 Corn, cracked ..... 25 50 Corn Meal, coarse ..... 25 50 Winter Wheat Bran ..... 24 00 Winter Wheat Mid'ng ..... 25 00 Cow Feed ..... 24 50 <b>Dairy Feeds</b> Wykes & Co. O P Linseed Meal ..... 29 00 Cottonseed Meal ..... 30 00 Gluten Feed ..... 30 00 Malt Sprouts ..... 21 00 Brewers Grains ..... 24 00 Molasses Feed ..... 21 00 Dried Beet Pulp ..... 16 50 Oats Michigan, carlots ..... 49 Less than carlots ..... 50 <b>Corn</b> Carlots ..... 60 Less than carlots ..... 62 <b>Hay</b> No. 1 timothy car lots 19 00 No. 1 timothy ton lots 20 00 <b>HERBS</b> Sage ..... 15 Hops ..... 15 Laurel Leaves ..... 15 Senna Leaves ..... 25 <b>HORSE RADISH</b> Per doz. .... 90 <b>JELLY</b> 5 lb. pails, per doz. .... 2 00 15 lb. pails, per pail. .... 44 30 lb. pails, per pail. .... 78 <b>LICORICE</b> Pure ..... 30 Calabria ..... 23 Sicily ..... 14 Root ..... 11 <b>MATCHES</b> C. D. Crittenden Co. Noiseless Tip ..... 4 50 @ 4 75 <b>MEAT EXTRACTS</b> Armour's, 2 oz. .... 4 45 Armour's, 4 oz. .... 8 20 Liebig's Chicago, 2 oz. 2 75 Liebig's, Chicago, 4 oz. 5 50 Liebig's Imported, 2 oz. 4 50 Liebig's Imported, 4 oz. 8 50 <b>MOLASSES</b> New Orleans Fancy Open Kettle ..... 40 Choice ..... 35 Fair ..... 26 Good ..... 22 Half barrels 2c extra. <b>MINCE MEAT</b> Per case ..... 2 75 <b>MUSTARD</b> Horse Radish, 1 dz. .... 1 75 Horse Radish, 2 dz. .... 3 50 <b>OLIVES</b> Bulk, 1 gal. kegs ..... 1 65 Bulk, 2 gal. kegs ..... 1 60 Bulk, 5 gal. kegs ..... 1 55 Manzanilla, 8 oz. .... 90 Queen, pints ..... 2 50 Queen, 19 oz. .... 4 50 Queen, 28 oz. .... 7 00 Stuffed, 6 oz. .... 99 Stuffed, 8 oz. .... 1 45 Stuffed, 10 oz. .... 2 40 <b>PIPES</b> Clay, No. 216 per box 1 25 Clay, T. D., full count 60 Cob ..... 90 <b>PICKLES</b> Medium Barrels, 1,200 count ..... 6 00 Half bbls., 600 count ..... 3 50 Small Barrels, 2,400 count ..... 7 50 Half bbls., 1,200 count ..... 4 25 <b>PLAYING CARDS</b> No. 90 Steamboat ..... 85 No. 15, Rival, assorted 1 25 No. 20, Rover enameled 1 50 No. 572, Special ..... 1 75 No. 98 Golf, satin finish 2 00 No. 808 Bicycle ..... 2 00 No. 632 Tourist's wheel ..... 2 25 <b>POTASH</b> 48 cans in case ..... 4 00 Penna Salt Co.'s ..... 3 00 <b>PROVISIONS</b> <b>Barreled Pork</b> Clear Back ..... 18 00 Short Cut ..... 17 75 Short Cut Clear ..... 17 50 Bean ..... 16 00 Brisket, Clear ..... 19 25 Pig ..... 20 00 Clear Family ..... 16 00 <b>Dry Salt Meats</b> S P Bellies ..... 13 Bellies ..... 11 Extra Smoked ..... 11 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 ..... 13 Ham, dried beef sets ..... 15 California Hams ..... 9 3/4 Picnic Boiled Hams ..... 15 1/2 Boiled Ham ..... 21 Berlin Ham, pressed ..... 8 1/2 Mince Ham ..... 9 <b>Lard</b> Compound ..... 8 1/2 Pure in tierces ..... 10 1/2 80 lb. tubs, advance ..... 10 1/2 60 lb. tubs, advance ..... 10 1/2 50 lb. tins, advance ..... 10 1/2 20 lb. pails, advance ..... 10 1/2 10 lb. pails, advance ..... 10 1/2 5 lb. pails, advance ..... 10 1/2	<b>Sausages</b> Bologna ..... 5 1/2 Liver ..... 6 1/2 Frankfort ..... 7 Pork ..... 8 Veal ..... 7 Tongue ..... 7 Headcheese ..... 7 <b>Beef</b> Extra Mess ..... 9 75 Boneless ..... 11 25 Rump, new ..... 11 25 <b>Pig's Feet</b> 1/2 bbls. .... 1 10 1/4 bbls., 40 lbs. .... 1 85 1/2 bbls. .... 1 25 1 bbl. .... 2 25 <b>Tripe</b> Kits, 15 lbs. .... 70 1/4 bbls., 40 lbs. .... 1 50 1/2 bbls., 80 lbs. .... 3 00 <b>Casings</b> Hogs, per lb. .... 28 Beef, rounds, set ..... 16 Beef middles, set ..... 45 Sheep, per bundle ..... 70 <b>Uncolored Butterline</b> Solid dairy ..... 10 @ 12 Country Rolls ..... 10 1/2 @ 16 1/2 <b>Canned Meats</b> Corned beef, 2 lb. .... 2 40 Corned beef, 1 lb. .... 1 30 Roast beef, 2 lb. .... 2 40 Roast beef, 1 lb. .... 1 30 Potted ham, 1/2 s ..... 45 Potted ham, 1/4 s ..... 85 Deviled ham, 1/2 s ..... 45 Deviled ham, 1/4 s ..... 85 Potted tongue, 1/2 s ..... 45 Potted tongue, 1/4 s ..... 85 <b>RICE</b> Fancy ..... @ 7 Japan ..... @ 5 1/2 Broken ..... @ 3 1/2 <b>SALAD DRESSING</b> Columbia, 1/2 pint ..... 2 25 Columbia, 1 pint ..... 4 00 Durkee's, large, 1 doz. 4 50 Durkee's, small, 2 doz. 5 25 Snider's, large, 1 doz. 2 35 Snider's, small, 2 doz. 1 85 <b>SALERATUS</b> Packed 50 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 s ..... 3 00 <b>SALT SODA</b> Granulated, bbls. .... 85 Granulated, 100lb. cs. 1 00 Lump, bbls. .... 80 Lump, 145lb. kegs ..... 95 <b>SALT</b> Common Grades 100 3 lb. sacks ..... 2 10 80 5 lb. sacks ..... 2 00 28 10 1/2 lb. sacks ..... 1 90 56 lb. sacks ..... 30 28 lb. sacks ..... 15 <b>Warsaw</b> 56 lb. dairy in drill bags 40 28 lb. dairy in drill bags 20 <b>Solar Rock</b> 56lb. sacks ..... 24 <b>Common</b> Granulated, fine ..... 80 Medium, fine ..... 85 <b>SALT FISH</b> Cod Large whole ..... @ 7 Small whole ..... @ 6 1/2 Strips or bricks ..... 7 1/2 @ 10 1/2 Pellock ..... @ 4 1/2 <b>Halibut</b> Strips ..... 13 Chunks ..... 13 1/2 <b>Holland Herring</b> White Hoop, bbls. .... 11 00 White Hoop, 1/2 bbls. 6 00 White Hoop, keg 65 @ 75 White Hoop mchs. .... 80 Norwegian ..... Round, 100lbs. .... 3 75 Round, 40lbs. .... 1 75 Scaled ..... 12 <b>Trout</b> No. 1, 100lbs. .... 7 50 No. 1, 40lbs. .... 3 25 No. 1, 10lbs. .... 90 No. 1, 8lbs. .... 75 <b>Mackerel</b> 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 36 <b>Whitefish</b> No. 1, No. 2 Fam 100lb. .... 9 75 4 50 50lb. .... 5 25 2 40 10lb. .... 1 12 60 8lb. .... 92 50 <b>SEEDS</b> Anise ..... 10 Canary, Smyrna ..... 4 1/2 Caraway ..... 9 Cardamom, Malabar 1 00 Celery ..... 15 Hemp, Russian ..... 4 1/4 Mixed Bird ..... 4 Mustard, white ..... 8 Poppy ..... 9 Rape ..... 5 1/2 <b>SHOE BLACKING</b> Handy Box, large, 3 dz. 2 50 Handy Box, small ..... 1 25 Bixby's Royal Polish ..... 85 Miller's Crown Polish ..... 85	<b>SNUFF</b> Scotch, in bladders ..... 37 Maccaboy, in jars ..... 35 French Rapple in jars. 43 <b>SOAP</b> J. S. Kirk & Co. American Family ..... 4 00 Dusky Diamond, 50 8 oz 2 80 Dusky D'nd, 100 6 oz. 3 80 Jap Rose, 50 bars ..... 3 75 Savon Imperial ..... 3 50 White Russian ..... 3 50 Dome, oval bars ..... 3 50 Satinet, oval ..... 2 15 Snowberry, 100 cakes. 4 00 Proctor & Gamble Co. Lenox ..... 25 Ivory, 6 oz. .... 4 00 Ivory, 10 oz. .... 6 75 Star ..... 3 25 <b>LAUTZ BROS. &amp; CO.</b> Acme, 70 bars ..... 3 60 Acme, 30 bars ..... 4 00 Acme, 25 bars ..... 4 00 Acme, 100 cakes ..... 3 25 Big Master, 100 bars ..... 4 10 Marseilles, 100 cakes ..... 6 00 Marseilles, 100 cakes 6c 4 00 Marseilles, 100 cakes toilet 4 00 Good Cheer ..... 4 00 Old Country ..... 3 40 <b>Soap Powders</b> Lautz Bros. & Co. Snow Boy ..... 4 00 Gold Dust, 24 large ..... 4 50 Gold Dust, 100-5c. .... 4 00 Kirkoline, 24 4lb. .... 3 80 Pearline ..... 3 75 Soapine ..... 4 10 Babbitt's 1776 ..... 2 75 Roseine ..... 3 50 Armour's ..... 3 70 Wisdom ..... 3 80 <b>Soap Compounds</b> Johnson's Fine ..... 5 10 Johnson's XXX ..... 4 25 Nine O'clock ..... 3 35 Rub-No-More ..... 3 75 <b>Scouring</b> Enoch Morgan's Sons. Sapolio, gross lots ..... 9 00 Sapolio, half 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 <b>SODA</b> Boxes ..... 5 1/2 Kegs, English ..... 4 1/2 <b>SOUPS</b> Columbia ..... 3 00 Red Letter ..... 90 <b>SPICES</b> 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, Amboyina ..... 20 Cloves, Zanzibar ..... 20 Mace ..... 55 Nutmegs, 75-80 ..... 45 Nutmegs, 105-10 ..... 35 Nutmegs, 115-20 ..... 30 Pepper, Singapore, blk. 15 Pepper, Singap. white. 25 Pepper, shot ..... 17 <b>Pure Ground in Bulk</b> Allspice ..... 16 Cassia, Batavia ..... 28 Cassia, Saigon ..... 55 Cloves, Zanzibar ..... 24 Ginger, African ..... 15 Ginger, Cochiti ..... 18 Ginger, Jamaica ..... 25 Mace ..... 65 Mustard ..... 18 Pepper, Singapore, blk. 17 Pepper, Singap. white. 28 Pepper, Cayenne ..... 20 Sage ..... 20 <b>STARCH</b> Common Gloss 1lb. packages ..... 4 @ 5 3lb. packages ..... 4 @ 1/2 6lb. packages ..... 4 @ 1/2 40 and 50lb. boxes 1/2 @ 3 1/2 Barrels ..... @ 3 1/2 <b>Common Corn</b> 20lb. packages ..... 4 @ 7 40lb. packages ..... 4 @ 7 <b>SYRUPS</b> 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 <b>Pure Cane</b> Fair ..... 16 Good ..... 20 Choice ..... 25 <b>TEA</b> Japan Sundried, medium ..... 24 Sundried, choice ..... 24 Sundried, fancy ..... 24 Regular, medium ..... 36 Regular, choice ..... 32 Regular, fancy ..... 36 Basket-fired, medium 31 Basket-fired, choice 38 Nibs ..... 22 @ 24 Siftings ..... 10 @ 11 Fannings ..... 12 @ 14	<b>Gunpowder</b> Moyune, medium ..... 30 Moyune, choice ..... 32 Moyune, fancy ..... 40 Pingsuey, medium ..... 30 Pingsuey, choice ..... 30 Pingsuey, fancy ..... 40 <b>Young Hyson</b> Choice ..... 30 Fancy ..... 36 <b>Oolong</b> Formosa, fancy ..... 42 Amoy, medium ..... 25 Amoy, choice ..... 32 <b>English Breakfast</b> Medium ..... 20 Choice ..... 30 Fancy ..... 40 <b>India</b> Ceylon, choice ..... 32 Fancy ..... 42 <b>TOBACCO</b> Fine Cut Cadillac ..... 54 Sweet Loma ..... 34 Hiawatha, 5lb. pails. 55 Telegram ..... 30 Pay Car ..... 33 Prairie Rose ..... 49 Protection ..... 40 Sweet Burley ..... 44 Tiger ..... 40 <b>Plug</b> Red Cross ..... 31 Palo ..... 35 Hiawatha ..... 41 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 Heidsick ..... 66 Boot Jack ..... 80 Honey Dip Twist ..... 40 Cadillac ..... 40 Forge ..... 34 Nickel Twist ..... 32 Mill ..... 32 Great Navy ..... 36 <b>Smoking</b> Sweet Core ..... 34 Wat Car ..... 32 Warpath ..... 26 Bamboo, 16 oz. .... 25 I X L, 5lb. .... 27 I X L, 16 oz. pails ..... 31 Honey Dew ..... 40 Gold Block ..... 40 Flagman ..... 40 Chips ..... 33 Kiln Dried ..... 21 Duke's Mixture ..... 40 Duke's Cameo ..... 43 Myrtle Navy ..... 44 Yum Yum, 1 1/2 oz. .... 39 Yum Yum, 1lb. pails ..... 40 55 Cream ..... 38 Corn Cake, 2 1/2 oz. .... 25 Corn Cake, 1lb. .... 22 Flow Boy, 1 1/2 oz. .... 39 Flow Boy, 3 1/2 oz. .... 39 Peerless, 3 1/2 oz. .... 35 Peerless, 1 1/2 oz. .... 38 Air Brake ..... 36 Cant Hook ..... 30 Country Club ..... 30 Forex-XXXX ..... 32 @ 34 Good Indian ..... 25 Self Binder, 16oz. 8oz. 20-22 Silver Foam ..... 24 Sweet Marie ..... 32 Royal Smoke ..... 42 <b>TWINE</b> Cotton, 3 ply ..... 22 Cotton, 4 ply ..... 22 Jute, 2 ply ..... 13 Hemp, 6 ply ..... 13 Flax, medium ..... 20 Wool, 1lb balls ..... 6 <b>VINEGAR</b> Malt White, Wine, 40 gr 8 1/2 Malt White, Wine, 40 gr 10 Pure Cider, B & B ..... 14 Pure Cider, Red Star. 12 Pure Cider, Robinson. 12 Pure Cider, Silver ..... 13 1/2 <b>WICKING</b> No. 0 per gross ..... 30 No. 1 per gross ..... 40 No. 2 per gross ..... 50 No. 3 per gross ..... 75 <b>WOODENWARE</b> Baskets Bushels ..... 1 10 Bushels, wide b d ..... 1 60 Market ..... 40 Splint, large ..... 3 50 Splint, medium ..... 3 25 Splint, small ..... 3 00 Willow, Clothes, large 3 25 Willow, Clothes, me'm 7 50 Willow, Clothes, small 6 50 <b>Bradley Butter Boxes</b> 2lb. size, 24 in case. 72 3lb. size, 16 in case. 68 5lb. size, 12 in case. 63 10lb. size, 6 in case. 60 <b>Butter Plates</b> No. 1 Oval, 250 in crate 30 No. 2 Oval, 250 in crate 35 No. 3 Oval, 250 in crate 40 No. 5 Oval, 250 in crate 50 <b>Churns</b> Barrel, 5 gal., each ..... 2 40 Barrel, 10 gal., each ..... 2 55 Barrel, 15 gal., each ..... 2 75	<b>Clothes Pins</b> Round head, 5 gross bx 50 Round head, cartons. 70 <b>Egg Crates and Fillers.</b> Humpty Dumpty, 12 doz. 20 No. 1 complete ..... 32 No. 2 complete ..... 25 Case No. 2 fillers 15 sets 1 30 Case, mediums, 12 sets 1 15 <b>Faucets</b> Cork lined, 8 in ..... 70 Cork lined, 9 in ..... 80 Cork lined, 10 in ..... 90 <b>Mop Sticks</b> Trojan spring ..... 90 Eclipse patent spring. 85 No. 1 common ..... 80 No. 2 pat. brush holder 85 12lb. cotton mop heads 1 40 Ideal No. 7 ..... 90 <b>Pails</b> 2-hoop Standard ..... 1 60 3-hoop Standard ..... 1 75 2-wire, Cable ..... 1 70 3-wire, Cable ..... 1 90 Cedar, air red, brass ..... 1 25 Paper, Eureka ..... 2 25 Fibre ..... 2 70 <b>Toothpicks</b> Hardwood ..... 2 50 Softwood ..... 2 75 Banquet ..... 1 50 Ideal ..... 1 50 <b>Traps</b> Mouse, wood, 2 holes. 22 Mouse, wood, 4 holes. 45 Mouse, wood, 6 holes. 70 Mouse, tin, 5 holes. 65 Rat, wood ..... 80 Rat, spring ..... 75 <b>Tubs</b> 20-in. Standard, No. 1 8 25 18-in. Standard, No. 2 7 25 16-in. Standard, No. 3 6 00 20-in. Cable, No. 1 ..... 9 00 18-in. Cable, No. 2 ..... 8 00 16-in. Cable, No. 3 ..... 6 75 No. 1 Fibre ..... 10 80 No. 2 Fibre ..... 9 45 No. 3 Fibre ..... 8 55 <b>Wash Boards</b> Bronze Globe ..... 2 50 Dewey ..... 1 75 Double Acme ..... 2 75 Single Acme ..... 2 25 Double Peerless ..... 3 30 Single Peerless ..... 3 00 Northern Queen ..... 3 25 Double Duplex ..... 3 00 Good Luck ..... 2 75 Universal ..... 3 40 <b>Window Cleaners</b> 12 in. .... 1 60 14 in. .... 1 85 16 in. .... 2 30 <b>Wood Bowls</b> 11 in. Butter ..... 75 13 in. Butter ..... 1 25 15 in. Butter ..... 2 10 17 in. Butter ..... 3 50 19 in. Butter ..... 4 30 Assorted, 13-15-17 ..... 3 30 Assorted, 15-17-19 ..... 3 25 <b>WRAPPING PAPER</b> Common Straw ..... 1 1/2 Fibre Manila, white. 2 1/2 Fibre Manila, colored. 4 No. 1 Manila ..... 4 Cream Manila ..... 4 Butcher's Manila ..... 3 Wax Butter, short cut. 13 Wax Butter, full count 20 Wax Butter, rolls ..... 15 <b>YEAST CAKE</b> Magic, 3 doz. .... 1 15 Sunlight, 3 doz. .... 1 00 Sunlight, 1 1/2 doz. .... 50 Yeast Foam, 3 doz. .... 1 15 Yeast Cream, 3 doz. .... 1 00 Yeast Foam, 1 1/2 doz. 58 <b>FRESH FISH</b> Per lb. Whitefish, Jumbo ..... 16 Whitefish, No. 1 ..... 11 Whitefish, smoked ..... 11 Trout ..... 9 1/2 Halibut ..... 10 Ciscos or Herring ..... 7 Bluefish ..... 10 Live Lobster ..... 30 Boiled Lobster ..... 30 Cod ..... 9 Haddock ..... 7 Pickerel ..... 9 Pike ..... 9 1/2 Perch, dressed ..... 6 1/2 Smoked, White ..... 12 1/2 Red Snapper ..... Chinook Salmon ..... 11 1/2 Mackerel ..... 4 <b>HIDES AND PELTS</b> Hides Green No. 1 ..... 8 1/2 Green No. 2 ..... 7 1/2 Cured No. 1 ..... 8 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 <b>Pelts</b> Old Wool ..... 30 Lambs ..... 1 25 @ 1 50 Shearlings ..... 25 @ 50 <b>Tallow</b> No. 1 ..... @ 5 No. 2 ..... @ 4 <b>Wool</b> Unwashed, med. .... @ 25 Unwashed, fine ..... @ 19	<b>CONFECTIONS</b> Stick Candy Pails Standard ..... 7 1/2 Standard H H ..... 7 1/2 Standard Twist ..... 8 <b>Cases</b> Jumbo, 32 lb. .... 7 1/2 Extra H H ..... 10 Boston Cream ..... 10 Big stick, 30 lb. case 13 <b>Mixed Candy</b> Grocers ..... 6 Special ..... 6 1/2 Conserve ..... 7 1/2 Royal ..... 8 Ribbon ..... 8 1/2 Broken ..... 10 Curt Loaf ..... 7 1/2 Leader ..... 8 1/2 Kindergarten ..... 8 Bon Ton Cream ..... 10 French Cream ..... 9 1/2 Star ..... 11 Hand Made Cream ..... 15 Premio Cream mixed 13 O F Horehound Drop 10 <b>Fancy—in Pails</b> Gypsy Hearts ..... 14 Coco Bon Bons ..... 12 Fudge Squares ..... 12 Peanut Squares ..... 9 Sugared Peanuts ..... 11 Salted Peanuts ..... 13 Starlight Kisses ..... 11 San Blas Goodies ..... 12 Lozenges, plain ..... 9 Lozenges, printed ..... 10 Champion Chocolate ..... 12 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 Molass es Kisses, 10lb. box 1 20 Orange Jellies ..... 50 Fancy—in 5lb. Boxes Lemon Sours ..... 55 Old Fashioned Hore- hound drops ..... 10 Peppermint Drops ..... 60 Chocolate Drops ..... 65 H. M. Choc. Drops ..... 90 H. M. Choc. Lt. and Dark No. 12 ..... 1 00 Bitter Sweets, ass'd. 1 15 Brilliant Gums, Crys. 60 A. A. Licorice Drops. 90 Lozenges, plain ..... 55 Lozenges, printed ..... 55 Imperial ..... 60 Mottos ..... 60 Cream Bar ..... 65 G. M. Peanut Bar ..... 55 Hand Made Crms. 80 @ 90 Cream Buttons ..... 65 String Rock ..... 60 Wintergreen Berries ..... 60 Old Time Assorted ..... 2 75 Buster Brown Goodies 3 50 Up-to-date Assmt. .... 3 75 Ten Strike No. 1 ..... 6 50 Ten Strike No. 2 ..... 6 00 Ten Strike, Summer as- sortment ..... 6 75 Scientific Ass't. .... 18 00 <b>Pop Corn</b> Dandy Smack, 24s ..... 65 Dandy Smack, 100s. 2 75 Pop Corn Fritters, 100s 50 Pop Corn Toast, 100s 50 Cracker Jack ..... 3 25 Checkers, 5c pkg. case 3 50 Pop Corn Balls, 200s 1 20 Cicero Corn Cakes ..... 5 per box ..... 60 Azulikit 100s ..... 3 80 Oh My 100s ..... 3 50 <b>Cough Drops</b> Putnam Menthol ..... 1 00 Smith Bros. .... 1 25 <b>NUTS—Whole</b> Almonds, Tarragona ..... 17 Almonds, Avica ..... Almonds, California sft. shell ..... Brazil ..... 15 @ 17 Filberts ..... @ 18 Cal. No. 1 ..... Walnuts, soft shelled @ 16 Walnuts, Grenoble. @ 15 Table nuts, fancy. @ 15 Pecans, Med. .... @ 16 Pecans, ex. large. @ 18 Pecans, Jumbos ..... @ 20 Hickory Nuts per bu. Ohio new ..... Cocoanuts ..... @ 5 Chestnuts, New York State, per bu. .... <b>Shelled</b> Spanish Peanuts 9 @ 10 Pecan Halves ..... @ 75 Walnut Halves ..... @ 32 Filbert Meats ..... @ 27 Alcanta Almonds. @ 42 Jordan Almonds ..... @ 47 <b>Peanuts</b> Fancy, H. P. Suns 7 1/2 @ 7 1/2 Fancy, H. P. Suns Roasted ..... 8 1/2 @ 8 1/2 Choice, H. P. Jumbo @ 9 1/2 Choice, H. P. Jumbo Roasted ..... @ 10 1/2



# Special Price Current

## AXLE GREASE



Mica, tin boxes....75 9 00  
Paragon .....55 6 00

## BAKING POWDER

### Royal



10c size 90  
1/4 lb. cans 1 35  
6oz. cans 1 90  
1/2 lb. cans 2 50  
3/4 lb. cans 3 75  
1 lb. cans 4 80  
3 lb. cans 13 00  
5 lb. cans 21 50

## BLUING



### C. P. Bluing

Doz.  
Small size, 1 doz. box..40  
Large size, 1 doz. box..75

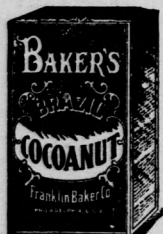
## CIGARS



G J Johnson Cigar Co.'s bd.  
Less than 500 .....33  
500 or more .....32  
1,000 or more .....31  
Worden Grocer Co. brand  
Ben Hur  
Perfection .....35  
Perfection Extras .....35  
Londres .....35  
Londres Grand .....35  
Standard .....35  
Puritinos .....35  
Panatellas, Finas .....35  
Panatellas, Bock .....35  
Jockey Club .....35

## COCOANUT

Baker's Brazil Shredded



70 1/4 lb. pkg. per case 2 60  
85 1/2 lb. pkg. per case 2 60  
98 3/4 lb. pkg. per case 2 60  
16 1/2 lb. pkg. per case 2 60

## FRESH MEATS

### Beef

Carcass .....6 1/2 @ 9  
Hindquarters .....7 1/2 @ 10  
Loins .....8 @ 14  
Rounds .....7 @ 8  
Chucks .....5 @ 6 1/2  
Plates .....5 @ 5  
Livers .....8 @ 8

### Pork

Loins .....@ 11  
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

Carcass .....6 @ 8 1/2

## CLOTHES LINES

### Sisal

60ft. 3 thread, extra..1 00  
72ft. 3 thread, extra..1 40  
90ft. 3 thread, extra..1 70  
60ft. 6 thread, extra..1 29  
72ft. 6 thread, extra..

### Jute

60ft. ....75  
72ft. ....90  
90ft. ....1 05  
120ft. ....1 50

### Cotton Victor

50ft. ....1 10  
60ft. ....1 35  
70ft. ....1 60

### Cotton Windsor

50ft. ....1 30  
60ft. ....1 44  
70ft. ....1 80  
80ft. ....2 00

### Cotton Braided

40ft. ....95  
50ft. ....1 85  
60ft. ....1 45

Galvanized Wire  
No. 20, each 100ft. long 1 90  
No. 19, each 100ft. long 2 10

## COFFEE

### Roasted

Dwinnell-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 3 in. ....9  
1 3/4 to 4 in. ....11  
2 in. ....15  
3 in. ....20

## Cotton Lines

No. 1, 10 feet .....5  
No. 2, 15 feet .....7  
No. 3, 15 feet .....9  
No. 4, 15 feet .....10  
No. 5, 15 feet .....11  
No. 6, 15 feet .....12  
No. 7, 15 feet .....15  
No. 8, 15 feet .....18  
No. 9, 15 feet .....20

## Linen Lines

Small .....20  
Medium .....26  
Large .....34

## Poles

Bamboo, 14 ft., per doz. 55  
Bamboo, 16 ft., per doz. 60  
Bamboo, 18 ft., per doz. 80

## GELATINE

Cox's 1 qt. size .....1 10  
Cox's 2 qt. size .....1 61  
Knox's Sparkling, doz. 1 20  
Knox's Sparkling, gro. 14 00  
Knox's Acidu'd. doz. 1 20  
Knox's Acidu'd. gro. 14 00  
Nelson's .....1 50  
Oxford .....75  
Pineapple Rock .....

## SAFES



Full line of fire and burg-  
lar proof safes kept in  
stock by the Tradesman  
Company. Twenty differ-  
ent sizes on hand at all  
times—twice as many safes  
as are carried by any other  
house in the State. If you  
are unable to visit Grand  
Rapids and inspect the  
line personally, write for  
quotations.

## SOAP

Beaver Soap Co.'s Brands



100 cakes, large size..6 50  
50 cakes, large size..3 25  
100 cakes, small size..3 85  
50 cakes, small size..1 95

Tradesman's Co.'s Brand



Black Hawk, one box 2 50  
Black Hawk, five bxs 2 40  
Black Hawk, ten bxs 2 25

## TABLE SAUCES

Halford, large .....3 75  
Halford, small .....2 25

Use

Tradesman

Coupon

Books

Made by

Tradesman Company

Grand Rapids, Mich.

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.

**Administrator's Sale**—The entire stock of general merchandise of Horace G. Mann, deceased, Mt. Morris, Mich., with the fixtures, is offered for sale for cash. Building will be sold or rented to purchaser of stock. This is a great opportunity to engage in well-established business with a big trade and in a good live town. Stock and fixtures will inventory about \$10,000. Store is one of the finest in the state, built of cement and large, with steam heat and gas. Enquire at store or of C. H. Mann, Special Administrator, Fenton Block, Flint, Mich. 891

**For Sale**—A successful dry goods, cloak, ladies' and men's furnishings business, located in one of the best farming towns of 3,500 population, with several good local industries. No trolleys to draw trade away. This is the leading store of the county, established 16 years ago, and did business of \$28,000 to \$35,000 annually. This is an exceptional opportunity to get into a well-established paying business. For further particulars address M. T. M., care Tradesman. 889

**For Sale**—Good hotel and livery in one of the best thriving towns of its size in Michigan. Only hotel and livery in the place. Good point for driving commercial men. Reason for selling, ill health. Terms, one-third cash, balance on easy payments. Address W. D. Strong, Alma, Mich. 888

The best paying business, requiring no capital, is real estate. If you make less than \$3,000 a year, wish to become independent and financially successful take our correspondence course in real estate and earn large income. Write for our booklet "T" describing the great possibilities of this profitable business. American School of Real Estate, Des Moines, Ia. 887

**For Sale**—My stock of general merchandise located in Ithaca, Mich., county seat of Gratiot county. The best town of its size in the state. Consisting of clean up-to-date goods, amount of stock \$8,000. Location the best. Rent reasonable. A rare chance for some one. Reason, selling on account of health. Address F. W. Balch, Ithaca, Mich. 886

**For Sale**—One-half interest in my real estate, abstract and insurance business. My business is the oldest and largest in this line, in a city of 7,000, and it has increased to such proportions during the last eight years that I can not take care of it to best advantage without a partner. If interested, write for full particulars. State previous experience, as I will not sell to party without good business experience. Address No. 885, care Michigan Tradesman. 885

**Wanted**—Good business man with \$4,000 or \$5,000 to purchase one-half interest in general store, Saginaw, Mich. Business well established for ten years. Doing strictly cash business of about \$30,000 yearly, increasing each year. Partner wishing to sell out has been silent partner, being increased in other business. Partner wishing to remain wants help. Has a good reputation and is a hard worker. J. E. S., Mail Carrier No. 11, Genesee Ave., Saginaw, E. S., Mich. 883

If you wish to sell your business, list it with business brokers. We sell all kinds. If you wish to buy, write for our list. Do it to-day. D. Benham & Wilson, Hastings, Mich. 881

I have a catarrh clear that will cure any case of catarrh in ten days or it doesn't cost you one cent. I am so absolutely certain that I can cure any case I will send on one week's trial free absolutely. Have cured 300 cases right here in Los Angeles and could do same thing in your city if I were there. The treatment is very simple. Can be used by anyone, but the best thing about it is that it cures. Write me and I will explain. No atomizer, oil or snuff. C. S. McKenney, 1532 W. 16th St., Los Angeles, Cal. 880

**Wanted**—Young active partner with \$10,000 to \$12,000. Cloak, suit and fur store. Extra fine business and an excellent chance for a hustler. Write for full particulars. Address No. 879, care Michigan Tradesman. 879

**For Sale**—The best New York racket store in the best town in the best state in the Union, which must be sold this month. Stock new and up-to-date, consisting dry goods, notions, millinery and hardware. Stock invoices about \$6,000. Liberal discount given for cash. Don't write unless you mean business. Best proposition on earth, best reason given for selling. Address A. F. Andrews, Flint, Mich. 874

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. 875

**To Rent**—Store in center of thriving city of Holland. Address No. 258 River St., Holland, Mich. 872

**For Sale**—Ice cream parlor, fruit, candy, cigar and news stand in Lowell. Doing profitable business. Small opposition. Worth \$1,200. Will sell cheap for cash. Have other business. Weldon Smith, Lowell, Mich. 871

**Do You Want It?** My stock of dry goods, groceries, hats and caps, gloves and mittens, notions and stoneware at 50c on the dollar? Will invoice about \$3,200. J. E. Craven, Elsie, Mich. 870

**Wanted**—A buyer for one of the best grocery stocks in Western Michigan. Invoices \$2,000. Good business and fine location. Good reason for selling. Address No. 869, care Michigan Tradesman. 869

**For Rent**—Nice light store building and basement, corner Bridge and Summer Sts. Low rent. M. Braudy & Sons, 6-30 Alabama St., Grand Rapids, Mich. 867

**For Sale**—A \$6,000 stock of shoes and groceries in one of the best towns in Colorado, 40 miles from Denver. Annual cash sales \$32,000. Nice business, but must get out doors. Address Joe Williamson, Longmont, Colo. 866

**Good opportunity** to engage in the banking business. Address No. 827, care Michigan Tradesman. 827

**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

## 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 and Rent**—Stock of clothing, shoes, hats, ladies' furnishings and millinery, inventorying about \$20,000. Also stock of groceries and queensware, inventorying about \$5,000. Dry goods room 44x100, grocery room 22x100, connected full basement, steam heat, brick building. Will rent building for term of years. Annual sales \$100,000 to \$125,000. Reason for selling, ill health. Address M. E. & E. T. Hay, Wilbur, Wash. 864

**For Sale**—Strictly modern up-to-date clothing store in a live town of 6,000 population. Stock less than two years' old. Has been clothing stand for 30 years. Sell with or without lease. Address No. 863, care Michigan Tradesman. 863

**Drug stock for sale**. Owing to death of proprietor, J. J. Dexter, drug business firmly established 14 years, at Bellevue, Mich. for sale; low rent, first-class location. Address at once, William Dexter, Administrator, Bellevue, Mich. 862

**Wanted**—Two thousand cords basswood and poplar excelsior bolts, green or dry. Highest market price paid, cash. Excelsior Wrapper Co., Grand Rapids, Mich. 859

**For Sale**—Improved farms in N. E. Iowa, 75 to 320 acres; we get farms through large number loans made past ten years; can leave two-thirds on land, 5 per cent interest. S. R. Ure & Co., Riceville, Iowa. 860

**To Rent**—Brick store in Noyville, Mich. Good opening for grocery stock. Address Box 81, Williamston, Mich. 858

**Good well-improved 1,000 acre ranch** here at \$20 an acre. Lots of hay, water, shelter and good farm land. Also raw land at \$10 an acre, good for corn, hay and vegetables. Also standard bred stallion, 2 Jacks and reg. Galloway bulls to sell. No trade. J. H. McAllister, O'Neill, Nebraska. 857

**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

**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

**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

**For Sale**—Stock of hardware, invoicing \$1,300. Clean and up-to-date. Doing a thriving business in a county seat of southern Wisconsin, within a rich farming and dairy country. Have contracts to the amount of \$1,200 to turn over to the right party. This is worthy of your attention. Business not overdone. Only one other hardware. Address No. 798, care Michigan Tradesman. 798

**For Sale**—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

**Furniture and undertaking**, complete, with buildings; cheap for cash; reason, poor health. For particulars address Box 68, Weidman, Mich. 819

**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

**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**—Small country store, doing strictly cash business. A moneymaker. Address No. 770, care Michigan Tradesman. 770

**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

**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

Position wanted by drug clerk with two years' experience. Best references. Not afraid to work. Address No. 882, care Michigan Tradesman. 882

**Wanted**—Position as shoe salesman by young married man. Nine years' experience. Best of references furnished. Address Box 293, Bellevue, Mich. 890

**Wanted**—Position by married man. Capable of taking charge of general store. References furnished. Address Box 456, Belding, Mich. 852

## HELP WANTED.

**Wanted**—Drug clerk, assistant preferred. Good position for young single man of good habits. Nothing but drugs and stationery. A. W. Gleason, Newaygo, Mich. 884

**Wanted**—Registered pharmacist, permanent and good position. State references and wages. Address No. 876, care Michigan Tradesman. 876

**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**—A registered druggist or registered pharmacist, at once. Address No. 820, care Michigan Tradesman. 820

**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

**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. 887

Want Ads. continued on next page.

The Tradesman Company  
Engravers and Printers  
ILLUSTRATIONS OF ALL KINDS  
STATIONERY & CATALOGUE PRINTING  
GRAND RAPIDS, MICHIGAN.

## 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.



## MUTUAL RELATIONS

## Sustained by the Credit Man and the Salesman.\*

In discussing this question I am taking into consideration the ideal credit men and salesmen only, not the would-be credit men and salesmen, but those who have arrived at a sufficient degree of efficiency to deserve the title and draw the salary.

It may be said that this kind of credit man bears the same relation to a business that a specialist in medicine or surgery does to the general practitioner. He has had sufficient general training in the business to understand all parts of the system involving a thorough comprehension of the influence and reflex influence of the remainder of the business in the credit department and vice versa.

I believe that I can best make plain to you my idea of the ideal relationship between the credit man and salesman by the kindergarten method of making comparisons with things of every day life, about which most of us have become familiar through personal experience. The relation of credit man to salesman may be compared to that of the hands and nose. Neither the credit man nor salesman is the whole thing, but they are important adjuncts to the business body, just as the nose and hands are to the human body. The hands, representing the salesman, reach out for the things necessary to feed the body and keep it in vigorous health; while the nose, equally anxious to maintain the health of the body, stands guard over the entrance to the establishment and allows nothing to enter which it deems may be offensive or not conducive to the welfare of the body.

In all cases of normal condition of the nose it does not permit the hands to force into the mouth anything on which it has passed adverse judgment, and I believe that the relation of credit man and salesman should not deviate from this program in the business institution.

In any argument between the nose and the hands it is always the nose which exercises the final authority and this should be the inflexible rule in all cases of dispute between credit man and salesman.

True, there are instances on record where the hands have apparently usurped authority and while one of them grasps the nose firmly between its fingers the other forces the nauseous dose down the throat. To this I reply that it happens only in diseased conditions of the body, when neither the nose nor the hands knows what is best and the disturbance wakes up the old man in his private office, known physically as the judgment or will and corresponding to the general manager in business life, who hears the argument, passes judgment and issues the orders.

In all normal conditions, however, with the real credit man and the real salesman whom we are discussing, there is never occasion to wake up the old man and the credit man should use his own judgment and

exercise his own authority, while never refusing to allow the hands to bring for his inspection anything they may deem worthy.

The relation between the credit man and salesman should be cordial and reciprocative, and when the nose needs wiping the hands should do it. They should ever bear in mind that it is the nose which breathes in the breath of life, thereby purifying and invigorating the blood, without the free circulation and revivifying influence of which the hands would become useless appendages—incapable of action and absolutely powerless.

Neither should the nose get "sore." It is a foolish thing to do and makes no one so uncomfortable as itself and it is often put to the humiliating necessity of asking the hands to come to its relief and apply a curative salve.

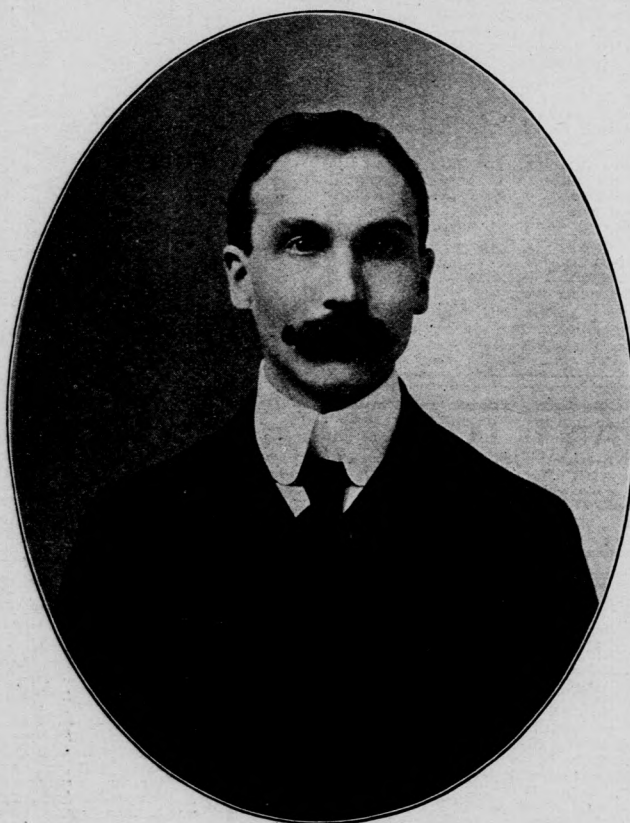
When the hands bring to the nose flowers of exquisite fragrance, under the benign influence of which that

The illustration we have given shows their dependence on each other and the pleasure and profit they can derive from working in perfect harmony at all times.

Each should be enthusiastic for the growth of the business. Each should believe in it and each should counsel with the other for the best means of making its growth steady and its establishment and prosperity permanent.

They should never be at outs or jealous of each other. The salesman should be willing at all times to give information asked for, to carry out the credit man's instructions and to converse with him on the subject of his customers, their environment, their habits, their likes and dislikes and all those little things the knowledge of which counts for so much in passing upon credits and building up a business.

The credit man should co-operate



Albert B. Merritt

beautiful feature expands and contracts with a graceful motion not suggestive of the bewitching undulations of the heaving female bosom, the nose should render due acknowledgment to them for the pleasure afforded it and compliment them on their sagacity in making so good a choice. How anxious the hands are to obtain the good will and expression of approval from the nose is shown by the alacrity with which they grasp the scotch snuff, place it to the nose and await with eager expectation the signs of pleasure and the bow of acknowledgment which are almost sure to follow. Even the eyes join in this little demonstration of family affection and pat the nose approvingly with their tears.

Thus should the generous credit man praise the salesman when he brings in good orders or does other good work and thereby encourage him to greater effort and larger results.

with the salesman. He should make careful note of all his requests in regard to the handling of certain customers, should help him with diplomatic letters, should not injure his trade by discourteous treatment, neglect or indifference, and should seek by every means in his power and by every method which can be utilized to deepen in the mind of the customer that favorable impression of his firm which the salesman has worked so hard to implant.

Mistakes will happen. Even great men make them. Bronson Alcott once tried to construct a chicken coop and had boarded himself up inside the structure before he discovered that he had not provided for a door or for windows. Sir Isaac Newton cut two holes in his study door—a large one for his cat to enter by and a small one for the kitten.

If mistakes never happened, few firms would be able to take care of

all the business which would come to it and some of its customers would be annoyed in consequence. To have the reputation of making no mistakes would be an awful burden for a man to bear. He would have to sit up nights to maintain it, and if the time ever came when he did make an error the noise that it would create would drown out all the noises of all the mistakes made by his fellows.

This is exemplified when a bank cashier who has been an upright citizen, member of the church, teacher of the Sunday school class, etc., is discovered to be short in his accounts. He may have been correct in all other matters of conduct and of business, but this one error is fatal and the noise thereof is terrific.

I do not consider it necessary, however, to advise credit men to make mistakes. You will very likely make them anyway, but when you do there is no occasion to be discouraged or cast down. Properly utilized, they are the stepping stones to greater success, to more thorough methods, to a broader knowledge. They should make you more charitable for the mistakes of the salesman, more eager to help him overcome those weaknesses that hurt his efficiency, more ready to point out to him ways in which he can become a better salesman and thus, in building up the man who represents you on the road, you help lay a firmer foundation for the business in which you are interested, and with its expansion and growth you, too, are growing and constantly taking on a larger share in the world's work and a securer place in the esteem of your fellow men.

In my contemplation of this subject I have omitted the details of ordinary business relations of credit man and salesman and have discussed it from the broader standpoint of what might be termed the ethics of business. After all, the relation of credit man to salesman is that of man to man, and that of man to man should be that of brother to brother. As we progress thoughtfully through life we are led more and more to believe that the real successes are those of the men who have had less of the purely selfish element and more of the spirit of helpfulness for others and I thoroughly believe that where the credit man and salesman meet each other on this plane, greatest benefit obtains for themselves and for their house, friction ceases, harmony prevails, expansion and development ensue; and the ideal relationship of credit man and salesman is, after all, merely that of the ideal relationship of all men summed up in that comprehensive expression, the Universal Brotherhood of Man.

## BUSINESS CHANCES.

For Sale—Stock of groceries, shoes, dry goods and fixtures. Fine location. Address F. O. Gaffney, Trustee, Cadillac, Mich. 894

For Sale—220 shares Verdon Cigar Co. stock. Factory located at Kalamazoo. Will bear closest investigation. Address No. 892, care Michigan Tradesman. 892

Factory wanted in Lyons. Liberal inducement. Low taxes and no strikes. Write E. S. Fuller, Village Clerk, Lyons, Mich. 893

\*Address by A. B. Merritt at monthly meeting of Grand Rapids Credit Men's Association.



# Are You Opinionated?

You Ought to be About Flour  
Especially

## Ceresota, Fanchon and Barlow's Best

Ask Our Salesmen to  
Keep You Constantly in Stock

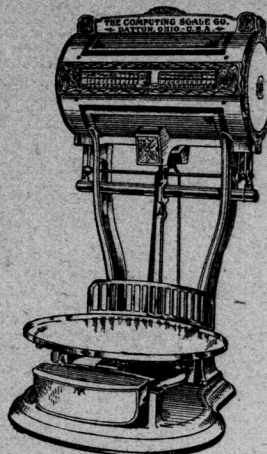
**JUDSON GROCER CO.**  
GRAND RAPIDS, MICH.



The purity of the Lowney products will never be questioned by Pure Food Officials. There are no preservatives, substitutes, adulterants or dyes in the Lowney goods. Dealers find safety, satisfaction and a fair profit in selling them.

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

## Overweight Problem Solved



Dayton Moneyweight Scale  
No. 140

Note the Low Platform

With this 1907 visible, self-weighing, self-computing, **Spring Counter-Balancing Scale**, a child can easily, quickly and correctly divide the wholesale purchase into retail packages **without a grain of overweight**.

This is the **simplest**, easiest to operate form of

### Automatic Weighing Machine

**Accurate, reliable, durable**

Gives the **exact** weight for the exacting dealer.

Gives the **exact** weight to all customers.

**True** as steel and built for a **lifetime** of exact weighing.

Weighs to an ounce—computes to a cent.

Capacity 30 lbs. Prices per lb. range

from 3½ to 30 cents.

**Low platform**—only 6½ inches from the counter.

We make both **Spring** and **Springless** scales. We recommend the **Spring** scales as the **more reliable** from the user's standpoint.

Our spring scales are equipped with a thermostat, like a watch, which makes them weigh with **absolute accuracy** in any temperature.

No swinging pendulum, no moving indicators, no poises to shift, no beams to bother with, no ball to forget, no friction to pay for.

This scale saves time and money.

**THE SCALE THAT SAVES IS NO EXPENSE**

Drop us a line and see the scale on your own counter.



**Moneyweight Scale Co.**  
58 State St., CHICAGO

## 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.

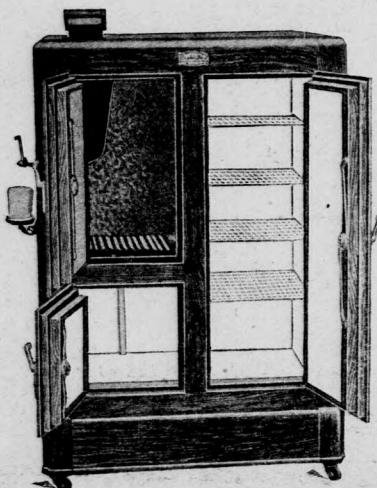
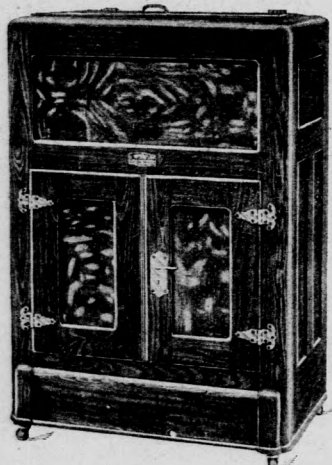
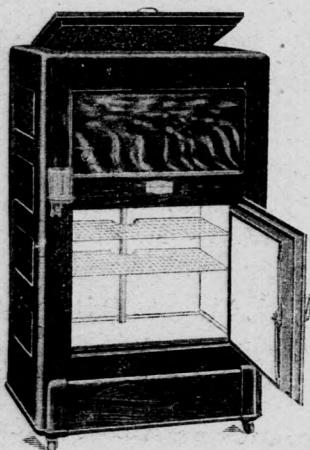


# Leonard Cleanable Refrigerators

## Buy One of Leonard's Cleanable Grocer's Refrigerators

They save their cost many times  
by preventing waste

Ask us for  
Catalog and Discount



We Are the Michigan Agents  
for the World Renowned

## Leonard Cleanable Refrigerators

The preservation of food is worthy your most careful attention as it is of the inventors' and mechanics' finest efforts. For more than twenty-five years we have given our constant attention to this subject, and the quality of our goods and our steadily increasing trade is evidence that we have succeeded in producing an article which meets with universal approbation.

### Our Special Features Cannot Be Found Elsewhere and They Are Fully Protected by Patents

Our refrigerators are manufactured of ash, oak, zinc and genuine porcelain enamel on steel. Observe the handsome round-cornered oak cases on the left. They are our latest styles of genuine porcelain lined and are in keeping with fine furniture. We are the only manufacturers with a complete plant for the production of enamel steel linings.

People are getting tired of buying galvanized iron refrigerators because they are so hard to clean—grease sticks to iron but falls off from pure white enamel on steel.

**Remember—"The best is the cheapest."** A poor refrigerator is a nuisance, but the Leonard Cleanable gives satisfaction in every particular. Send for catalog.

**Eight Walls** to keep out the heat.

**Leonard Air Tight Locks** to fasten the doors tight.

**Adjustable Shelves** for convenient storing.

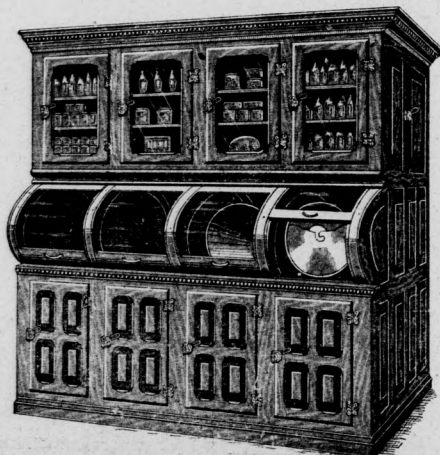
**Cleanable Flues** to keep sweet and clean.

### Leonard Scientific System of Refrigeration To Save Ice Bills

## Leonard Crockery Co.

Wholesale Commission Agents

Grand Rapids, Mich.



Secure agency for your town  
and vicinity of the

## Leonard Cleanable or the Porcelain Lined Refrigerators

Ask us about them  
Catalog sent free

