

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.,

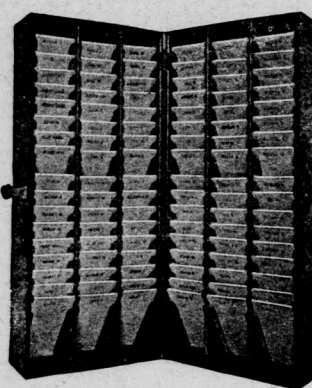
of Michigan

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

A. H. Morrill & Co.

105 Ottawa-St., Grand Rapids, Mich.

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Pat. March 8, 1898, June 1, 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, JUNE 5, 1907

Number 1237

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

SPECIAL FEATURES.

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Grand Rapids Council Again on the Map.

Grand Rapids, June 4—At the last session of Grand Rapids Council Senior Counselor Handorff appointed an official reporter, by name W. S. Burns. Said Burns made four attempts to decline the honor, but it was forced upon him, therefore he proposes to make the column in the Michigan Tradesman devoted to Council proceedings a live one.

Some of you fellows who insisted upon my taking this office must expect to get a few roasts.

Saturday night the commercial travelers initiated the following gentlemen. After riding the goat they declared it was the best goat they had come in contact with for some time, and all thought they got value received:

Burr C. Lawton (Spaulding & Merrick).

Walter C. Schaefer (H. C. Schaefer Co.).

Edward C. Kraai (Worden Grocer Co.).

Lewis C. Iden (Bush Hat Co.).

Grand Rapids Council now, as it has for some time past, claims to be the largest Council in the State, and with the addition of the four new members initiated Saturday night it has a membership of 266 in good standing.

Everybody is making great preparations to go on the special train to Saginaw to attend the Grand Council meeting to be held Friday and Saturday. The train leaves at 8 o'clock sharp at the old D. & M. depot. Be sure and bring your best girl, for we are promised the time of our lives.

Captain Reynolds, of the ball team, is willing to take all bets, great or small, that he will carry off the honors along baseball lines, and certainly the U. C. T. club looks good to us when up to the present writing they have won every contest in which they have entered. There ought to be some rules passed in the baseball line which should bar Sam Simmons

from jumping into the air to catch the ball and doubling up like a porcupine, rolling over four or five times and still hanging onto the ball. This is the first time we ever knew that Sam was an acrobat.

The readers of the Tradesman may look for an extended report of our doings next week at Saginaw.

Bobby Burns.

Another Account of the Meeting.

Grand Rapids, June 3—Thoroughly imbued with the spirit of enthusiasm and good fellowship which is characteristic of Grand Rapids Council, No. 131, United Commercial Travelers, about thirty-eight of the members opened up the regular session and proceeded with the order of business. After the usual interrogatory, "Does any member know of a brother entitled to our aid or sympathy?" had been answered, the Council started at once to swell the membership by initiating W. C. Schaefer, representing the H. C. Schaefer Furniture Co., of this city; Edward E. Kraai, of the Worden Grocer Co.; Burr C. Lawton, representing Spaulding & Merrick, Chicago, and Lewis C. Iden, with the Bush Hat Co., of Chicago, into the mysteries of how to live the best kind of a life as a commercial traveler.

The Transportation Committee appointed to arrange for the trip to the Grand Council at Saginaw June 7 and 8 reported they had arranged with the Grand Trunk to furnish a special train, which will leave Grand Rapids Friday morning, June 7, at 7:30, from the old depot.

After remarks by several members in reference to the good time anticipated at Saginaw the session wound up with refreshments and a smoker, which seemed to be enjoyed by all those present.

O. F. Jackson, Sec'y.

Merged Into a Corporation.

The Yuille-Zemurray Co. is succeeded in the fruit business at 30 Ottawa street by the Yuille-Miller Co., which has an authorized capital stock of \$50,000, of which amount \$26,000 is subscribed, \$1,500 being paid in in cash and \$18,500 in property. The stockholders and the amounts of stock held by each are as follows: W. Freeman Yuille\$17,000 Alexander W. Miller 8,500 Gavin A. Yuille 500

Figures compiled by the Census Bureau at Washington show that a divorce is filed every two minutes during the working hours of court officials, and a divorce is granted every three minutes in the United States. This has been the average for the last 20 years, and census officials say the number is increasing at an alarming rate.

Burrows-Master-Hughart Combination.

The bills providing for the repeal of the Baillie limited liability law, which are supported by every traveling man in Michigan, have been put to sleep in the Judiciary Committees of both houses by the adroit efforts of two former Speakers of the House who have spent most of their time at Lansing during the past five months in the interest of certain railway corporations. The situation is thus described by the Lansing correspondent of the Detroit Evening News:

Letters have been sent from Lansing during the past few weeks to the White House at Washington, asking how it is that ex-Speaker Sheridan F. Master now the federal surveyor of customs at Grand Rapids, with salary and fees amounting to about \$4,500 a year, is permitted to put in most of his time at Lansing lobbying. A man high up in the Grand Rapids board of trade said here last night that Master's particular lobby work in Lansing has been to help defeat the bill for the repeal of the Baillie limited liability law, enacted last session. Ex-Speaker John J. Carton, of Flint, has also been putting in time here lobbying against the repeal of the law. The railroads have been doing their best to defeat the repeal. General Manager J. H. P. Hughart, of the Grand Rapids & Indiana Railroad, and head of the railroad lobby here, is credited with being the gentleman who has made it feasible for Master to come to Lansing and lobby without so far getting a call down from the Treasury Department, to whom he reports. General Manager Hughart is a close friend of Senator Burrows. Master is the personal appointee of Senator Burrows. Hughart speaks to Burrows and, lo, Sherry Master bobs up in Lansing as a lobbyist. So, it is alleged, to help defeat the repeal of the Baillie limited liability act.

Rights of Women.

The Common Council of Mellette, South Dakota, responding to a complaint of husbands that their wives were giving too much time to bridge whist, passed an ordinance making it a misdemeanor for any woman to play the game, and imposing a punishment of \$25 to \$100 fine and several days in jail.

The men declare their women folk were so infatuated with bridge that they were neglecting their household duties. Mothers even slighted their babies to play bridge and husbands were given no attention at all by their wives.

The women are angry over the passage of the ordinance. They say they have as much right to pass the time playing bridge whist as the men have to play poker.

The Town Marshal so feared the wrath of the women that he resigned. So far, the women of that place are defying the law and are holding their husbands in a proper state of submission.

A. Brondyk is succeeded in the grocery business at 90 Grandville avenue by Jacob D. Mulder, formerly of Manton.

What a paradise this world would be if every man was as good as he would have the rest of us be.



A Shoe Exhibit Typical of Spring's Tender Tints.

Particular attention of the guests of the Board of Trade during Merchants' Week, June 5, 6 and 7, is called to the Alaska refrigerator window display of the Heyman Company at 47-61 Canal street, nearly opposite Crescent avenue. Two life-size-imitation-Polar bears guard the goods of the Muskegon company, the icicled background and floor representing, as realistically as possible, their Arctic habitat. It is intended to show a cut of this fine window in next week's issue of the Tradesman.

* * *

The Mapl-Flake people have their little rocking-horse-and-boy wound up in a Monroe street window, which catches the eye of a good many people on their way down to business. The toy is rather large and at first glance, from a distance, one almost expects the horse and rider to be of the animate world. But, no, they are only made of pasteboard. Packages of the Mapl-Flake are built up around the little hobby-horse and the child. One recalls having seen them at Homer Klap's Food Show.

* * *

Dealers in summer wearables are endeavoring hard to interest men and women alike in light-weight toggery, but it looks like a case of "No go." A few venture forth without wraps in walking, but for riding they are indispensable. Some merchants have given up all hopes of any assistance from Old Sol in their business for the coming three months, but he may surprise us all ere long with the benign effulgence of his rays.

* * *

Collars, being an all-the-year-round necessity, may be made the most of, in the way of a window display, at any time during the twelve-month.

Here is the description of a collar window that made people look twice:

"A collar display which proved to be exceedingly attractive and brought many enquiries was a solid window of Blank collars. The circular and rectangular forms on which the collars were supported were of wood covered with white taffeta ribbon and the collars were attached to this with small patent pins. There were six circles and a like number of rectangles and these were arranged so as to come alternate, a circle of collars being at each corner, with two rectangles at the top, two at the bottom and one at each end. A large ellipse filled the center. These geometrical figures were gotten up in the windowman's workroom and fastened to an almost invisible frame, neatly covered with white silk. This made the task easier than fixing the collars in the window. The floor was covered with open boxes of the goods set in checkerboard style."

* * *

An out-of-town shoe store window dresser was telling me recently about

a spring window he originated, and it must have been handsome.

The floor was of pearl-white plush sewed together in strips that just covered the space. This was tacked at intervals of two inches with green leather furniture moulds the size of a 50-cent-piece. The setting was for a corner window next the entrance. The wall and background were hung with a heavy curtain of green plush, whose soft folds just escaped the floor. The border was of pearl-white felt about 18 inches deep, stretched smoothly over a framework. Between this and the curtaining was a band of green watered silk, several shades paler than the latter, also put tightly over the framework, a rosette of the same finishing the ends of the moire silk, with an extra one in the corner. There was an artificial branch of pink apple blossoms placed at center of the silk band on either side, and these were tied with rich pearl-white grosgrain ribbon, the ends of the left hand bow hanging halfway to the floor, while those of the one on the right came all the way down and trailed a foot or so on the floor, between the shoes, which were all of the same kind: green canvas Oxfords with white celluloid holes laced with inch-wide pearl-white grosgrain ribbon. The bows of all these were cunningly tied. They were set in pairs running in diagonal straight lines. The heels of each pair touched each other and all were raised with a small nickel fixture. In the background ribbon like the big bows, lightly twisted into a rope, was festooned from bow to bow.

This was a most happy color scheme for spring, and its daintiness must have made an especial appeal to the heart feminine, ever on the alert for the prettiness of life.

A Pony's Good Sense.

A girl ten years old, named Mary Sears, living in Arkansas, was riding her pony along a highway when he shied at a cow and she was thrown to the ground and suffered a broken arm. It was a mile to the nearest house, and the girl was not able to mount again and in too much pain to walk.

The pony seemed to understand this after a time, and he galloped away and reached the house of a planter and kept up a whinnying until he was taken notice of and a man sent to follow him back to where the girl was found. It was plain that the intelligent animal knew that something out of the usual had happened, and in this case he was just as good a messenger as a boy could have been.

Through to China.

"Oh, mamma!" cried a little seven-year-old, excitedly, "guess what I did a while ago?"

"I don't know; what was it?"

"Why, I dug and dug out there in the ground, way through to China."

"What are you telling me such a story for?" his mother asked, severely.

"Well, I did, honest; see?" and he held a broken piece of an old plate up for inspection.

Often a hot old town is due to a cold old church.

High Ideals Lead Young Men To Be Reformers.

Reformation of the "other fellow" primarily is the philosophy of the young man. As a young man he is the student of didactic morality. To the extent that he is apt as a pupil he is graduated, often without the slightest knowledge of life's perspectives. With only the academic idealism of pedagogic rote he steps into the world to find many things against which he is prepared to battle when only an armed neutrality is possible.

Reforms and reformers gradually have become specialized in the highest degree. One society is, organized to prevent cruelty to dumb animals, while another's specialty is to prevent cruelty to children. One organization would prevent the sale of liquor and another the use of cigarettes.

What a difficult field is the field of the reformer is not hard to see, especially when it is recognized that there are few candidates for reformation banded and asking for the saving influences of reformation projected by the idealism of fellow human beings.

That person who is to be reformed almost inevitably is the product of a condition. That person who would reform him after conventional ideals is the product of didactic reasoning.

"I am what I am," is the position of the man approached by the didactic reformer.

"You are not what I would like to have you be," is the position of the person self-appointed to the task of reshaping this product of environment.

Which of the two is in the more logical position? Only a few months ago I was talking with a wealthy land owner in a Wisconsin city owning farm lands in a dozen states. This man is the personification of temperance in all things appealing to the reforming element. Even in the matter of his food and dress he is a firm, practical adherent to the cause of the simple life. Simplicity and temperance constitute his bible.

This man has discovered that tobacco in all its misdirected uses is an evil scarcely less than that represented by indulgence in alcohol. The economic waste represented in the use of tobacco is something which appalls him. In the course of his conversation he drifted to the simple life of the farmer as opposed to the complex life of the cities. The farmer was a man to be reckoned with in the prosperity of the whole nation. He was its backbone in the aggregate, while individually in these latter years his thrift and increasing knowledge of farming was lifting him to a scale of wealth and independence comparable with the wealthy residents of the cities. My friend rose to a height of enthusiasm as he talked.

"Do you know," he said, "there are farmers here in Wisconsin who are making \$300 an acre from their tobacco crops? It has revolutionized land values in certain portions of this State!"

Yet the speaker was one of the

most intolerant of men regarding the evils of tobacco. He had no sympathy with the liquor traffic in any of its possible phases, while congratulating himself upon the vast acreages of corn, rye and barley whose products are necessary to the manufacture of alcoholic beverages. Can the reader for a moment imagine fairness of discussion on the part of such a reformer? Yet this man has had wide experience of the world. He is familiar with conditions in social life. In spite of which he was an active exponent on one side of a condition which he denounced on the other.

It is not the purpose of this article to condemn the reformer and his reforms. It is to suggest to the young man that in one form or another reformatory methods always have been and always may be necessary. But temperance in the reformer himself must be kept in mind. He is taking a headlong leap in the dark when out of his academic knowledge of world reform he insists upon applying theory to stubborn conditions. Let any young man enter life with such ideals and with the purpose to try to drive them home to his fellow men and he will shoulder an incubus which must prove a handicap.

Philosophy has declared socialism on earth to be a dream of a dreamer. Even the ideal heaven of the Christian religion has been declared an impossible state of existence unless man shall lose all consciousness of earthly perspectives. Where everything is good there can be no good for lack of the bad with which to compare it.

In respect to world conditions, the young man venturing into life must reconcile himself to the general statement that everything is just about right in the scheme of existence. Wisdom in its fullest sense always must be the panacea for wrong. Ignorance righting a wrong is a blind man leading the blind. To wipe out all wrong would be to exterminate the reformer, while to wipe out all reformers would not extinguish the divine spark of right. For right itself is only an artificial virtue blossoming in an artificial life.

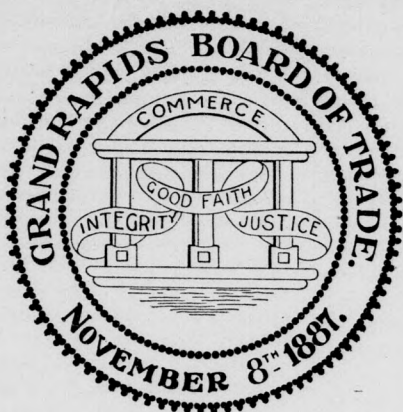
Let the young man form himself according to his high ideals. Keeping true to these ideals he becomes a reformer in the highest sense possible to him. John A. Howland.

Killing a Bear.

A boy named Hiram Frayson, living in the state of Washington, had a most curious adventure a few weeks ago. He was out hunting, with a shotgun on his shoulder. Unknown to him, a bear struck his trail and followed him.

The beast was within twenty feet of him and was getting ready to move up and attack, when the hammer of the gun caught on the limb of a tree and was drawn back, and the weapon was discharged.

The boy heard a roar and a growl behind him and looked around to find a big black bear kicking his last. The charge of shot had nearly blown his head off. He wasn't out bear-hunting that day, but he got one so big that it took four men to load him on a wagon to be drawn home.



Perpetual

Half Fare

Trade Excursions

To Grand Rapids, Mich.

Good Every Day in the Week

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

will pay back in cash to such person one-half actual railroad fare.

Amount of Purchases Required

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

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

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

ART GLASS
Doring Art Glass Studio.

BAKERS
Hill Bakery
National Biscuit Co.

BELTING AND MILL SUPPLIES
Studley & Barclay

BICYCLES AND SPORTING GOODS
W. B. Jarvis Co., Ltd.

BILLIARD AND POOL TABLES AND BAR FIXTURES
Brunswick-Balke-Collender Co.

BLANK BOOKS, LOOSE LEAF SPECIALTIES, OFFICE ACCOUNTING AND FILING SYSTEMS
Edwards-Hine Co.

BOOKS, STATIONERY AND PAPER
Grand Rapids Stationery Co.
Grand Rapids Paper Co.
Mills Paper Co.

BREWERS
Grand Rapids Brewing Co.

CARPET SWEEPERS
Bissel Carpet Sweeper Co.

CARRIAGES
Brown & Sehler Co.
Sherwood Hall Co. Ltd.

CARRIAGE AND WAGON HARDWARE
Sherwood Hall Co. Ltd.

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

CLOTHING AND KNIT GOODS
Clapp Clothing Co.

COMMISSION—FRUITS, BUTTER, EGGS, ETC.
G. D. Crittenden
E. E. Hewitt
Fulle-Zemurray Co.

CEMENT, LIME AND COAL
A. Himes
A. B. Knowlson
S. A. Morman & Co.
Wykes-Schroeder Co.

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

CROCKERY, HOUSE FURNISHINGS
Leonard Crockery Co.

DRUGS AND DRUG SUPPLIES
Hazeltime & Perkins Drug Co.

DRY GOODS
Grand Rapids Dry Goods Co.
P. Stokette & Sons

ELECTRIC SUPPLIES
M. B. Wheeler Co.

FLAVORING EXTRACTS AND PERFUMES
Jennings Manufacturing Co.

GRAIN, FLOUR AND FEED
Valley City Milling Co.
Voigt Milling Co.
Wykes-Schroeder Co.

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

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

HARNESSES AND COLLARS
Brown & Sehler Co.
Sherwood Hall Co. Ltd.

HOT WATER—STEAM AND BATH HEATERS.
Rapid Heater Co.

LIQUORS, WINES AND MINERAL WATERS.
The Dettenthaler Market.

MATTRESSES AND SPRINGS
H. B. Feather Co.

MEATS AND PROVISIONS.
The Dettenthaler Market.

MUSIC AND MUSICAL INSTRUMENTS
Julius A. J. Friedrich

OILS
Standard Oil Co.

PAINTS, OILS AND GLASS
Goble Bros.
V. C. Glass & Paint Co.

WALTER FRENCH GLASS CO.
Harvey & Seymour Co.
Heystek & Canfield Co.

PITTSBURGH PLATE GLASS CO.
PIPE, PUMPS, HEATING AND MILL SUPPLIES

Grand Rapids Supply Co.
SADDLERY HARDWARE

Brown & Sehler Co.
Sherwood Hall Co., Ltd.

PLUMBING AND HEATING SUPPLIES
Ferguson Supply Co. Ltd.

READY ROOFING AND ROOFING MATERIAL
H. M. Reynolds Roofing Co.

SAFES
Tradesman Company

SEEDS AND POULTRY SUPPLIES
A. J. Brown Seed Co.

SHOES, RUBBERS AND FINDINGS
Herold-Bertsch Shoe Co.
Hirth, Krause & Co.
Geo. H. Reader & Co.
Rindge, Kalmbach, Logie & Co. Ltd.

SHOW CASES AND STORE FIXTURES
Grand Rapids Fixture Co.

STOVES AND RANGES
Wormnest Stove & Range Co.

TINNERS' AND ROOFERS' SUPPLIES
Wm. Brummeler & Sons
W. C. Hopson & Co.

WHOLESALE TOBACCO AND CIGARS
The Woodhouse Co.

UNDERTAKERS' SUPPLIES
Durfie Embalming Fluid Co.
Powers & Walker Casket Co.

WAGON MAKERS
Harrison Wagon Co.

WALL FINISH
Alabastine Co.
Anti-Kalsomine Co.

WALL PAPER
Heystek & Canfield Co.

WHOLESALE FRUITS
Vinkemulder & Company

WHOLESALE MILLINERY.
Corl, Knott & Co., Ltd.

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

AROUND THE STATE

Movements of Merchants.

Hudson—J. S. Briggs has purchased the grocery stock of A. J. Colvin.

Traverse City—C. A. and Will Hendricks will soon open a new meat market.

St. Joseph—Samuel Danforth has sold his grocery stock to R. J. Stahllein, of Bridgman.

Manton—A men's furnishings store will be opened by Rutie Hecox and Walter C. Williams.

Lansing—U. H. Forester is succeeded in the bazaar business by Stevens Brothers, of Chicago.

Trufant—Roy Van Every has sold his drug stock to John Madsen, who will continue the business at the same location.

Adrian—Wm. Hayes has joined C. B. Haynes in the meat business, which will be continued under the style of Haynes & Hayes.

LaRoque—H. Horwitz has taken Wm. Buchalter, formerly engaged in the dry goods and grocery business at Cedar, as a partner.

Menominee—Albert Z. Bird, who has been engaged in the grocery business for the past twenty-five years, has sold his stock to H. F. Yeadicka.

Edwardsburg—E. A. Shirey, of Madison, Wis., will engage in the banking business here about July 1 under the name of the Bank of Edwardsburg.

Hancock—W. H. Mason has purchased the fixtures in the bakery formerly conducted by Lakso & Aalto and will continue the business at the same place.

Marine City—David Emig, Sr., who has acted as clerk in the grocery store of Block & Hart for the past twenty-eight years, will open a store and engage in the same line of trade.

Dowagiac—Arthur Friedman, dealer in general merchandise at Benton Harbor, has opened a store at this place and he and his son will divide their time between the two stores.

Thompsonville—R. Herren has rented his meat market to David Cornell of Cadillac, and will put in the summer looking after his property interests in and around Thompsonville.

Flint—M. B. Fitch, a former resident of Flint, who has conducted a jewelry store at Buchanan for the past three years, will return to this place and continue in the same line of business.

Clinton—J. J. Tripp has sold his bazaar stock to J. V. Hittinger, who will continue the business in connection with his news, magazine and music business. Mr. Tripp will remove to Colorado.

Howard—W. F. Nagler has sold his drug stock to his two competitors, Sidney V. Bullock and H. M. Gibbs, who will divide the stock between themselves. Mr. Bullock will remove his stock to the Nagler store.

Bay City—The drug stock formerly owned by H. H. Burdick has been purchased by J. E. Knapp and Otto Lewis. The business will be man-

aged by Mr. Lewis. Mr. Knapp will continue in charge of his drug store.

Kalkaska—L. M. Clapp, formerly in the employ of E. Goodwin at this place, but lately identified with J. M. Slater's branch furniture store at Elk Rapids, has rented the Goodwin store building and will put in a new stock of furniture and undertaking goods.

Copemish—Hodges & Rachow, who formerly conducted a banking business under the name of the Bank of Copemish, are succeeded by Brewster, Larson & Co. Mr. Rachow has gone to Petoskey to act as secretary and treasurer of the Hollow Wall Machine Co.

Manufacturing Matters.

Detroit—The Willebrands Machinery Co. has increased its capital stock from \$15,000 to \$25,000.

St. Louis—The St. Louis Sugar Co. has declared a dividend of 10 per cent. from the profits of last year's business.

Shepherd—The Isabella Canning Co. has been incorporated with an authorized capital stock of \$10,000, of which amount \$9,200 is subscribed, \$3,000 being paid in in cash and \$6,200 in property.

Pontiac—The Auto Top and Trimming Co. has been incorporated to make auto tops. The company has an authorized capital stock of \$25,000, of which amount \$16,700 has been subscribed, \$2,500 being paid in in cash.

Detroit—The American Paper Specialty Co. has been incorporated to manufacture paper files and bags. The authorized capital stock of the company is \$1,000, of which amount \$500 is subscribed, \$250 being paid in in cash.

Deckerville—A corporation has been formed under the style of the Mayflower Creamery Co. to engage in the manufacture of butter, with an authorized capital stock of \$2,000, of which amount \$1,200 is subscribed, \$800 being paid in in cash.

Detroit—A corporation has been formed under the style of the Detroit Alloy Castings Co. to conduct a manufacturing business with an authorized capital stock of \$10,000, of which amount \$6,000 has been subscribed, \$4,500 being paid in in cash.

Detroit—A corporation has been formed under the style of the Playtime Manufacturing Co. to make toys and novelties. The company has an authorized capital stock of \$15,000, all of which has been subscribed, \$2,000 being paid in in cash and \$13,000 in property.

Saginaw—A corporation has been formed under the style of the Saginaw Table & Cabinet Co. to engage in the manufacture of wooden and metal furniture. The authorized capital stock of the company is \$35,000, all of which amount is subscribed, \$3,500 being paid in in cash.

Menominee—The mill property of Charles Zeiser has been sold to the South Side Lumber Co., of Chicago. The mill is located on Zeiser's Bay. Accompanied in the sale, are thirty-eight acres of land. The mill has been operated at various times by eight or nine different owners.

Bay City—The trade in boxes and box shooks has held up remarkably

well. Manufacturers have all the orders they can fill and there is scarcely a firm but could do more if help could be obtained. In this department young men chiefly are employed and employers say they will not work as steadily as they did formerly. There is scarcely a mill industry on the river that has not a sign, "Men Wanted" hung out the greater portion of the time and the newspapers are used liberally for the same purpose.

Detroit—The Houghten-Kaiser Cement Block Co. has been incorporated to engage in concrete work, with an authorized capital stock of \$5,000, all of which is subscribed, \$300 being paid in in cash and \$4,700 in property.

Cadillac—R. Clifford Snider, of the Snider-Olson-Harris Co., has sold his interest in the above named firm to Matthew Troost, who has been employed in the store during the past twelve months and is thoroughly conversant with all branches of the business in which he has interested himself.

Cheboygan—The cedar pole business is brisk this season, but there is no complaint on the score of freight rates in this commodity. Large operators have been getting out poles all winter and will operate camps all summer in the Lower and Upper Peninsulas. There are single firms which will handle more than 1,000,000 poles this season. Poles are moved by rail and water. Most of the poles cut near water transportation are manufactured during the winter and moved by water during the season of navigation, Chicago securing the larger share, while from interior points they are moved all the year by rail. Thousands of carloads of poles are moved down the line of the Detroit & Mackinac and Mackinaw division of the Michigan Central, and long lines of cars loaded with them are an every-day spectacle. Poles have greatly appreciated in value, as cedar, like white pine, is diminishing rapidly, and the question where they will come from when the Northwest shall have become denuded is calculated to set one thinking.

Oscoda—Tie shippers in this district are protesting against the recent advance in freight rates by the railroads which makes the rate 26½ cents from this place to Detroit and only 9½ cents from here to Toledo, the latter being inter-state business. The real reason for the advance is the determination of the railways to keep ties on their own lines. The Detroit & Mackinac officials complain that they want all the ties they have on their lines for their own use, and that the Michigan Central, with lots of tie timber of its own, comes over onto their preserves and makes contracts for ties, while the Pere Marquette does the same thing. Then outside roads come in and buy ties, and the apprehension exists that in a short time the tie timber will be exhausted. The owners of tie timber along these roads naturally desire to realize all they can, and when the prices of ties go up they go out, make contracts and cut the ties. The Detroit & Mackinac, for instance, uses about 100,000 ties annually, and probably from 1,500,000 to 1,750,000 ties are being cut on the line of that road

this year by reason of the high prices are bringing in the market. Hence the contractors who have bargained to furnish ties for outside customers dislike to be held up in the matter of freight rates, and it would appear that there is some justice in the contention. Ties are bringing from 45 to 50 cents, according to grade, and there is great inducement for tie timber owners to cut and market as many of them as possible.

Post S Organized at the Soo.

Sault Ste. Marie, June 3—Through the efforts of W. G. Tapert a temporary organization of the Michigan Knights of the Grip was organized Saturday evening at the Park Hotel.

There are a large number who are living here and others who make this their headquarters, and it seemed wise that they should have some kind of an organization so that they could meet once in a while and enjoy each other's company, or get together with their wives and families for a picnic or party. With this end in view by invitation a number gathered at the Park Hotel Saturday evening and enjoyed a smoker and started the movement. A committee was appointed to draft a constitution and by-laws and the meeting adjourned to meet next Saturday evening, when it is expected the organization will be completed, to be known as Post S, Michigan Knights of the Grip.

It is somewhat different from other organizations as it is not a secret society and maintains no lodge rooms, but the benefits are none the less. The Michigan Knights of the Grip have done and are doing more towards securing proper concessions from the railroads and hotels than any other body of men. They also look after the welfare and interests of members in securing employment and caring for the sick, etc. They also provide a sum for the widow and orphans, which is turned over to them at once as soon as notice of death reaches the head office.

The local organization is not burdened with officers or ceremonial work, the main office being that of Secretary-Treasurer. W. G. Tapert, who is already an enthusiastic member, will no doubt be selected to fill this important office, as he was unanimously selected temporary Secretary-Treasurer. The success of the organization is assured as the boys all seemed pleased over the prospects.

No Chance.

Mrs. Benham—I like to see a man have a mind of his own.

Benham—How can he have a mind of his own when his wife is always giving him a piece of hers?

It never has been explained why the Sunday drizzle looks wetter than a Monday downpour.

You can not establish your citizenship in heaven by dodging your taxes here.

It is no use preaching about happiness with vinegar in your voice.

There is no sheen comparable to prosperity.



The Produce Market.

Asparagus—75c per doz. bunches.
Butter—Owing to the unfavorable weather the current make is from 30 to 40 per cent. shorter than a year ago. The market is very firm. As fast as it arrives the supply is being readily absorbed upon arrival. The quality is getting better every day, but there will be no lower prices until warmer weather and heavier make. Creamery is held at 23c for No. 1 and 24c for extras. Dairy grades command 17c for No. 1 and 14c for packing stock. Renovated is steady at 21c.

Cabbage—Charleston commands \$3 per crate and California fetches \$3.75 per crate.

Celery—85c for California.

Cocoanuts—\$4 per bag of 90.

Cucumbers—85c per doz. for hot house.

Eggs—There is a very good demand for fancy eggs, both for consumption and speculation, and the receipts show some falling off. Naturally as the weather becomes warmer there will be a still further falling off. There is no indication of any special change within the next few days. Local dealers pay 13c for case count and find no difficulty in getting 14c for candled.

Green Onions—17c for Silver Skins and 12½c for Evergreens.

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 command 25c per box less. The market is strong and advancing.

Lettuce—15c per lb. for hot house.

New Beets—65c 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—California Navels command \$3.25@3.75 for extra large stock and \$4@4.50 for the more desirable sizes. Mediterranean Sweets range about 25c per box less.

Parsley—85c per doz. bunches.

Pieplant—\$1 per 40 lb. box of hot house.

Pineapples—Cubans command \$3.25 for 36s, \$3.50 for 30s and \$3.75 for 24s.

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

Potatoes—60@65c per bu. for home grown; \$1.40 for new Triumphs from Texas.

Poultry—Receipts are liberal but not enough to meet market requirements. Local dealers pay 11½c for live hens and 14c for dressed; 12c for live chickens and 15c for dressed; 12c for live ducks and 14c for dressed; 12c for live turkeys and 16@20c for dressed.

Veal—Dealers pay 5@6c for poor and thin; 6½@7½ for fair to good; 8@8½c for good white kidney from 90 lbs. up. Receipts are fair.

Radishes—Long and round each fetch 25c per doz. bunch.

Spinach—75c per bu. for Illinois.

Strawberries—Receipts are fairly good as to quality, but entirely inadequate as to supply. The price ranges around \$2.75@3.25 for 24 quarts.

Tomatoes—\$3 per 4 basket crate.

Wax Beans—Floridas command \$2.75 per ⅓ bu. box.

The Grain Market.

The past week has shown a decline in the price of the July option of wheat in Chicago of about 4c per bushel, and a decline of September quotations of 3½c per bushel and December 3c per bushel, and while cash wheat has followed the decline to some extent, the premium on it has increased a fraction.

The visible supply of grain as compared with one week ago shows the following changes: Wheat decreased 1,068,000 bushels, oats 435,000 bushels and rye 133,000 bushels, while corn showed an increase of 357,000 bushels. The present visible supply of wheat is now 49,729,000 bushels, as compared with 30,811,000 bushels one year ago, and corn is 5,595,000 bushels, as compared with 3,370,000 bushels last year, while oats are 10,605,000 bushels, as compared with 8,976,000 bushels last year. Receipts of grain at Western points are quite free, running about equal to those of last year. The weather is now reported as more favorable in the spring wheat territory. General conditions seem to point more toward the bearish side of the market.

Corn quotations remain about unchanged, receipts being a little larger, with quite a free offering of kiln dried and damaged grain.

Future oats continue strong, quotations being about 2c per bushel up for the week. The movement of oats has been comparatively light, but receipts are sufficient to take care of the needs of the trade. More corn is now being fed than is usual at this time of the year, being much cheaper in proportion than oats.

Millstuffs continue strong, with the demand fully equal to the supply. Rye grain has been advancing steadily and now quotations for shipment to the distillery trade are running around 80@81c per bushel.

L. Fred Peabody.

Harry L. Keyes, who has been connected with Geo. H. Reeder & Co. for the past sixteen years as book-keeper and credit man, has severed his connection with that house. He will spend a month or six weeks in the fishing belt before taking up a new line of business he has long had under contemplation.

Roy Van Every, formerly engaged in the drug business at Trufant, will open a drug store at Kalamazoo about July 1. The Hazeltine & Perkins Drug Co. has the order for the stock.

Martin Zinser, meat dealer at 66 West Bridge street, has added a line of groceries. The Lemon & Wheeler Company furnished the stock.

If you can not stand ridicule you never will earn applause.

The Grocery Market.

Sugar—Refined is steady and unchanged, with a fair demand.

Coffee—Operators in actual coffee are considerably troubled by the fact that a great part of the present offerings of Brazil coffees is very poor in grade, in fact, the very poorest as to roast. This comes about through the fact that the syndicate has largely bought high grades. As a result of this condition, the difference between low and high grades of Rio and Santos coffee is much greater than usual. Mild coffees are steady. Javas are firm, with some sales of interior grades reported at quite an advance over a month ago. Mocha is steady and in fair request.

Tea—The market is now considerably concerned with future teas. Prices have opened on new Congous on a basis 10 to 12 per cent. above last year, on new Japans 2@3c above last year, and on new Formosas at a price which opened on a parity with last year, but advanced 1 cent shortly after. All these teas are finer grades, and they will not for the present at least affect the market for spot goods.

Canned Goods—Pea packing has begun on a small scale in Baltimore. Inquiry for spot peas continues, but little business results, as second hands, who are the only holders are reluctant to release any stock except to their own trade. Corn is firm, with limited offerings of spot goods of desirable quality. The situation in asparagus is unchanged. The spot market is practically bare and the trade is waiting for the announcement of packers' opening prices on the 1907 pack. The opening prices for 1-lb. flat 1907 Chinook salmon made by one interest at the end of last week, were generally commented upon as being too high. The Columbia River Packers' Association and several other packers have yet to be heard from, but the date for the announcement of prices by them is still uncertain. It is not believed, however, that their quotations when made will be as high as those mentioned above. Alaska red salmon is firm but quiet. Other varieties of salmon are scarce and firm. American sardines are unchanged pending the active opening of the packing season. The tides have not been favorable of late, but beginning with to-day are expected to be more so, with a consequent increase in the run of fish. The high price of oil is one of the most prominent features of the situation, and may result in an advance in quotations on sardines.

Dried Fruits—Apricots are about out of the market, both spot and future. Raisins are very strong, though the spot market is unchanged. Stocks are nominal. In futures there has been a heavy demand for early shipment, and because of it some packers have advanced their prices ½c for Nov. shipment. The prune market is greatly excited, both spot and futures. Spot prunes are quoted around 4c which is an advance of nearly 1c. Futures range from 3¾c basis for outside goods to 4½c for Santa Claras. This also is a heavy advance. There has been very little spot demand, but a heavy export business of spot prunes. The crop is very light and the chance

is for even higher prices. The entire crop of Santa Clara prunes is estimated at only 30,000,000 pounds. Peaches are unchanged on spot and in very light supply. Most of the available supply is in the jobbers' hands. The outlook for futures is very strong and high. Some packers have already named new prices, on a basis of 9½c for standard yellows, 50-pound boxes, up to 11½c for other grades. This is from 2@2½c above last year's opening. Currants are in very good demand at unchanged prices. The buying of futures is good.

Cheese—Old stock is about cleaned up. The quality of the new arriving is better than a week ago, and it will grow still better as the weather warms. There is an active demand at present prices, and it consumes the arrivals every day. There is not likely to be any change in price until the weather grows warmer, and there is more grass in the producing sections. Under grades are equally scarce.

Fish—Cod, hake and haddock still show some demand, and will, so long as the weather remains cool. The price is steady and unchanged. Salmon are unchanged, prices on the Columbia River brands being expected within a few days. Undoubtedly they will open on a slightly higher basis than a year ago. Sardines are unchanged and in fair demand. The market is firm, both on foreign and domestic brands.

Rebuked by the Treasury Department.

A Grand Rapids gentleman has received the following letter from the Treasury Department at Washington relative to the misdoings of the local Surveyor of Customs:

I have the honor to acknowledge the receipt of your letter of the 25th instant, complaining of the action of the Surveyor of Customs at Grand Rapids in connection with the fight for the repeal of the Baillie law, and to advise you that similar charges were preferred against Surveyor Master on April 5, 1907. The Surveyor, in reply to said charges, states that, while it is true he has been active against the repeal of the Baillie act, he was not aware that his acts were contrary to any statute, regulation or public policy, and that as the act in question is a purely legal matter involving solely the measure of damages in actions brought under the "survival" act in contradistinction to the "death" act, so called, he, as a lawyer, was requested by his clients to prepare a brief on the subject, make an argument before the Judiciary Committee, and do what he legitimately could toward retaining the present law.

The Surveyor has been advised by the Department that he is expected to engage in no private business that will interfere in any manner with the prompt and full performance of his official duties as Surveyor and that any absence from his office, whether for one day or for a longer period, or for a long distance or a short distance, which prevents the actual and personal discharge of his official duties, must be only with the permission of the Department.

J. B. Reynolds, Acting Secretary.

THE CORNER CLUB.

The Wise Men Become All Tangled Up.

Written for the Tradesman.

The fat grocer, who usually presides at the meetings of the Corner Club, had been given a ticket to a glove contest, "for points only," and so the butcher, who operates a market next door to the corner grocery, was called upon to steer the members through the mazes of parliamentary law. This selection was made because the butcher is almost as fat as the grocer, and because he is almost his equal in the matter of lip.

As soon as the butcher took the chair by the desk the delivery boy moved his bag of beans behind the stove, so as to be out of the path of the brain storm if the butcher should start something.

After the butcher had announced the session open for business, and after Mr. Easy had swiped a box of cigars from the showcase and passed it around, the teacher arose with the following preamble and resolutions:

"Whereas—It is brain force and not brute brawn that wins the battles of the world; therefore be it

"Resolved—That grains and fruits are the logical foods of the human family; and be it further

"Resolved—That meats of all kinds tend to retard the intellectual growth of the human race; and be it further

"Resolved—That the man who sells meat is an enemy to society, and worse than the man who sells whisky; and be it further

"Resolved—That it is the sense of this meeting that the beef trust be squelched by the Federal Government."

The delivery boy began to dodge. "Geel!" he grinned, "that is a corker. Hope he won't throw anything this way."

The butcher glared at the teacher a moment. He had never been on good terms with the teacher since his boy had come home from school with numerous welts across the broad of his back, while the teacher had resented the efforts made by the butcher to pry him out of his job.

"You're a fool!" said the chairman.

"Is the question before the house?" demanded the mechanic, who owed the butcher one for an overcharge.

"Supported!"

It was the hardware man who spoke.

"He will need support—directly!"

The chair glared at the speaker.

"The alleged teacher may speak to the question," he said.

"What does he know about beef?" demanded the bookkeeper. "He looks like he had fed on bran all his life."

The teacher and the bookkeeper had quarreled over a matter of arithmetic.

"I don't want to know about beef if I have to eat it to find out," declared the teacher. "Beef eaters are notoriously brutal and unmannerly in their talk. I need not go far for an illustration."

"I move the previous question," shouted the dry goods man, who was new to the club and didn't know that

the fun was in stirring each other up.

"Out of order!" roared the chair.

"What I claim for grains and fruits," began the teacher, "is that they refine and ennoble as well as strengthen and sustain. Beef and pork have made a slaughter pen of the world. The famous athletes of the day are vegetarians, and—"

"Names!"

The hardware man climbed up on his chair.

"Let him alone," said the chair.

"His poor, weak brain is in no shape to make a point, but he is doing the best he can."

The teacher flung himself forward at the butcher but tripped over the mechanic's foot and would have tumbled over if he hadn't been caught and set on his feet.

"I move that we let 'em go!" said the delivery boy.

"If that noise from the back of the store is repeated," said the chair, "the hose will be headed in that direction. When this man talks about beef, he doesn't know what he is saying. There's birds in his top branches."

"Sure thing!"

This from the book-keeper.

He thinks three and fifteen make twenty-one."

"Do I get a show here?" demanded the teacher.

"Humans are not all alike," said the chair. "One man may thrive on bran, while another may grow sleek and fat on a meat diet. I take it that men and women are just like plants, they—"

"I've got the floor!" yelled the teacher.

"You'll have a section of the sidewalk in front of the store if you don't keep still," replied the chair.

"When the chairman has observations to make they are in order. As I was about to say, men and women are like plants. You take one kind of a plant and it will grow down deep in the bowels of the earth, where there are no light and little air. There are other plants that grow in the swamp. Their roots dive deep into the muck and draw out life."

"Get a rake!" shouted the teacher. "Rake the muck plant out of the chair!"

"Be calm," continued the chair. "As I was about to remark, there is another kind of plant that grows on the rocks. It was there before the sea fell back from the land. It has no difficulty in getting sustenance from the stones it inhabits. And there is a plant that lives in water, and one that can't exist except on the top of a mountain, and one that wants to swell around on a summer porch. There's all kinds of plants, just as there are all kinds of men."

"What's that got to do with the question?"

"I move we adjourn!"

"Aw, give the teacher a show!"

The chair waited until the members of the club had finished making suggestions, and then continued, keeping the pound weight in his hand.

"And there's another kind of plant," he went on. "It is a plant you've all heard about. It thrives best in tropical countries, and doesn't need much to grow on. You stick

one on the side of a house, and it grows a hundred feet in a month. Drop a seed in a sponge, and it will fill a room with green stuff. But this plant isn't of any account. It is brittle and fragile, and you can almost look through it if you hold it up to the sun."

"Is this a talk on plant life?" demanded the teacher.

"You wait, sonny, and you'll see what it is in a minute," said the butcher. "As I was about to say when interrupted by this creature, this plant is of no use except to take up room and get in the way. You see it doesn't have anything to feed on. It waves and waves about, but there isn't a handful in a bushelbasket of it if you shut down hard on it. It is that kind of a plant. Now—"

"I move that the butcher hire a hall for his botanical ravings," said the teacher. "When do I get a chance to talk to my resolutions?"

"Be calm, me son," said the butcher, "and I will tell you about this plant. It is a hot air plant, you know. It lives on hot air. Now, as I said before, men and women are just like plants. There are the men who grow in good soil and fill up on the real thing, which is meat—good red beef. And there are the men who grow up without any foundation, so thin you can almost see through 'em, and weak, and likely to collapse any minute from brain fag. These—"

The teacher started for the door.

"Wait a moment," said the chair. "The inner guard will kindly lock that portal. The teacher is not fit to go out into the night alone. As I was about to say, these transparent people are like the plants that live in tropical lands on air. They are hot air people. These are the vegetarians. They—"

The teacher let fly with a peck of pea seed, and the mechanic caught it on the back of his head. The stealthy noise in the rear was the delivery boy crawling up on a pile of boxes so as to be out of the way. The butcher smiled benevolently and went on, while the mechanic brushed the peas out of his hair and wiggled them down the back of his neck. He was waiting to get the teacher outside.

"Yes," continued the butcher, "men and women are just like plants. There is the hot air man I've been talking about. He wants to live on bran, and he is always trying to get others into his game. You size him up, up one side and down the other, and he's hot air all through. Now, you take a man that lives on beef, and buys of me, and—"

The boxes which the bad delivery boy had made a haven of refuge fell with a crash, and there was a rush for the door. In the confusion the teacher lost sight of the butcher and chased the mechanic up the street, heaving stones at every other step.

The delivery boy straightened things in the store and sat down to wait for the boss.

"Geel!" he thought. "He's been to a prize fight, but I'll bet he didn't see anything as good as this. What did the butcher mean by that hot air story?"

Alfred B. Tozer.

THE COMMON DESTINY.

Fate Compels the World To Be Good.

Isaac Watts enjoined us to "let the bears and lions growl and fight, for 'tis their nature to." Growling and fighting being their nature, these wild brutes are lonely nomads living here an isolated pair and there an isolated pair, the Wandering Jews of animadom. It is only the gentler beasts, peaceful, social, mutually helpful, that have inherited the earth. The horses and cattle which herd together in days of danger; the monkeys that combine in hordes for their stealing and exploring expeditions, the ants that live in amiable civilizations, the bees that work in colonies, the birds that fly in flocks are the populous, prosperous animal races.

The society leaders, pre-eminent in the feathery leisure classes, are the cranes. They are at peace with all birds, with nearly all beings, and beguile away their delightful days with dainty diversions unimaginable and impossible to beasts which are forever grimly on the chase, busied with the grosser struggles for existence.

Like animal, like man. People thrive materially and morally in proportion as they renounce their wars and rivalries and co-operate with and for their brethren. Primeval and primitive man was unsociable and drew swords, or clubs, with every one, his immediate kin on occasion excepted. Later he made truce with his family, then with his clan as the family ramified and clung together in larger groups to battle bigger hosts. Clans united into tribes, tribes finally into nations.

"United we stand; divided we fall." We have appreciated this as nations and eluded civil warfare and promoted the piping prosperities of domestic peace. We are learning it as a world. Passes war, a barbarism. Passes patriotism, a primitive ideal. The newer civilization champions the cause of all the race, of every tribe and nation. This out of economic compulsion. Some teach that our engines of war are becoming too dire. Some teach that war is waxing too costly for our waging. Others, like Prof. William James, point the path to universal disarmament through a mutual decline in murderous instinct. Our martial spirit will express itself, is already expressing through conquests of disease, poverty and material obstacles and through other profitable pursuits.

The need for war with sword, and cannon, and torpedo is obsolete. We have outgrown these gory and extravagantly destructive machines. Force therewith expended is wasted. We weep for higher worlds to conquer. We go forth usefully, bent not on destroying the world of men but on their upbuilding and uplifting.

Probably there always have been among the favored a few who were piteous of the poor. And after many incarnations of fruitless and bootless philanthropies they are adopting fundamental curatives, relinquishing their charitable soothing syrups. The physicians lavish less pains than of yore on pounds of cure. Calamitous

experience sadly has demonstrated the better way of prevention. They and the philanthropists are reinforced by a zealous public which musters like an army to battle worldwide common foes of genus homo.

The new note is co-operation. Today we are for unity. We are unifying in language, customs, industries, economics, governments. Caste and class barriers are burning away. Hitherto our motive forces have been jealousies. Some wiseacre in a university has studied jealousy in detail. It runs no higher among individuals than with states and nations. Commerce, governments are founded on jealous rivalries. Wherever there is competition—and there is competition in warp and woof of the social fabric—there is jealousy also.

But the sovereignty of jealousy is waning as the co-operative spirit strengthens, as nation no longer can be pitted against nation, not class against class, but all must unite for a mutual weal. Already are afoot movements and sentiments which realize that the utilities of the present social order are declining and that for future necessities and circumstances there must be a more intimately co-operative regime.

Visit an anthropologist like Prof. Holmes, of Washington, look at his chart and see the home coming of the nations under one stupendous family roof tree. In the early days of unsocial strife they left the little halls of their ancestral fathers in Asia, ramified in many directions, roamed each his own way, gathered his own experience, and now will return, already are on the homeward path, bringing their sheaves with them, to merge again into a reunited homogeneous household. When that has been consummated the finest human workmanship will begin, human history will begin, the real man will be born.

The argument carries to life's subtler phases where it urges heed. Hate, Prof. Elmer Gates, of Washington, demonstrates, is poison, the deadliest known to science. The chemical substances exuded in one hour of intense hatred would suffice probably to kill four score persons. Other base emotions engender proportionate poisons. Just as we are laying aside our engines of war for the peaceful implements of a prosperity greater than war can bring forth, so we will relinquish the passions of hate, fear, anger, jealousy, and their fatal ptomaines in favor of the elixirs of the nobler emotions, faith, hope and love. We are finding that war does us destruction and can not be waged for peril of the race. Hate is war, separateness on higher planes. And as our unity strengthens, waxes more intimate and intricate, we shall find that hate and all its mental and moral progeny prove perilous and must yield to love in love's myriad phases.

Those who see the colors of our voices and have forms for our mental operations say that thoughts are things and go whithersoever we send them. As men's energies are expended more and more on the higher planes and less and less on the physical, we shall be sensible of a need for an increasing fraternity and good

will of thought. Wars with words must cease like wars with swords. Thought must be courageous, hopeful, helpful, amicable, constructive and co-operative, like social and industrial institutions.

Conditions are obliging us to be good, better, to unite as brothers, not fight like foes nor separate like foreigners. We are attuning our lives to love and unity, to move toward the common destinies of men.

As evolution proceeds standards inevitably rise. Virtues of the past become vices, and sublimer criterions of conduct loom before the eye as our ideals.

Ada May Krecker.

How Travelers Lose Sales on the Road.

Travelers for commercial houses, when they sit down for a story telling session in the smoking room of a sleeping car, or in the lobby of a hotel, relate wonderful yarns of their exploits in selling goods to persons who did not want to buy. But occasionally they turn from their triumphs to the falldowns, and, departing from their usual optimistic line, reveal a few of the seams in the life of the salesman.

One of the hardest luck tales I ever heard was told by a veteran in the corset line who made the big Central Western towns and cities for years. It was superstition that got him into trouble. Once, when he was a mere kid in the business, he happened to call the wrong number on a telephone. He wanted some other number but, forgetting it, called No. 114 and started to talk business. He thought he was talking to the manager of a big house with which he had done business, whereas he was conversing with the head of a rival to whom he never had been able to sell goods. Something in his talk impressed the big man and he bade the young traveler come up. As a result he sold two big bills of goods in one day. Instead of being satisfied he declared that No. 114 was his lucky number, and thereafter for years, no matter what town he struck nor how busy he was, the first thing he did was to call up No. 114.

He dropped in at a big Iowa town one afternoon. His only customer there was the biggest merchant in town and there really was no one else in the place worth selling to. But, in spite of this, he called up No. 114 and got a response in a sweet voice. Convinced that his luck still was good, he commenced to "jolly" the girl, having no idea who she was. She replied good naturedly and finally he grew a bit interested, and when she tired of it and started to say goodbye he enquired if he could sell her anything in the corset line. The girl, equal to the emergency, calmly asked him what he represented. He told her.

Shortly afterward he called on the house to sell corsets. He was met with a brusque reception by the proprietor, who, after looking at the card, remarked:

"Ah, yes. We don't want anything. I believe my daughter told you that over the telephone."

One of my friends had a sad and heartrending piece of hard luck once

with an Ohio merchant. He had been selling the man goods for years and always made it a point to enquire concerning the health of every one connected with the merchant, who, he knew, was devotedly attached to his family.

One trip he greeted the merchant effusively and, after asking about his health, enquired: "And how is the wife?"

"She's dead," replied the merchant.

The salesman was deeply affected. He condoled with the merchant, expressed himself as heart-broken, enquired into all the harrowing details, and sold a big bill of goods. On the next trip he bustled in again.

"How are you, Mr. Blank?" he said. "I'm glad to see you looking so well, and how is the wife?"

"She's still dead," said the merchant—and not a shoestring would he buy.

One of the hardest luck stories I ever heard was that of a hustling Chicago shoe salesman. He was one of the best men in his line, and the house handed him the most important work and the biggest commissions. One of his specialties was landing customers who were attached to other firms and never would buy from his house. He was convincing, earnest and so pleasant and agreeable personally that his success was phenomenal. There was a big merchant in one of the biggest towns of Kansas whose business the firm was extremely anxious to secure. This man was sent out to land the customer. For an entire afternoon he argued, talked and showed goods. Finally the merchant wavered, and half agreed to change his line—and place a trial order. Success appeared at hand when, just before closing up the deal, the merchant happened to see the printing on the order blank, and pulling it over, read it and remarked: "Just cancel that—I don't want a thing."

Argument failed to shake him. He didn't want a thing from the house. The salesman, angered and disappointed, insisted on a reason, and the merchant finally explained, saying: "The head of your firm is named Arthur."

"What's that to do with it?" demanded the salesman.

"Young man," said the merchant, "the fellow who eloped with my wife was named Arthur."

I lost one of my firm's best customers on my first trip into a new Western territory, and, although I regained him afterward, it looked rather serious for a time. The fellow always was good for an order of from \$300 to \$500 on each trip. He owned a big general store in a small town, and our travelers saw him four times a year. He was loyal to the house and paid promptly, always discounting, so he was considered one of our best.

I dropped off the train there on my maiden trip and went to see him. I introduced myself, and, after sizing me up from head to foot, he remarked: "Guess I don't want anything."

I was shocked and disappointed. I hung around, talking on general subjects and, regretting that he didn't need anything, tried several times to

reopen the subject, and each time got cut off. I took a quick glance around and saw that he really did need stuff, but, although I remained over until the next day, he refused to talk.

I had a drive across country to the next town to make, and, when I started to drive back, rain had fallen and the mud was deep, so I put on an old suit of clothes, a pair of heavy boots and a slouch hat. I drove up in front of his store and decided to make one more effort before giving him up, although I was satisfied that some rival had convinced him of the superiority of his goods. The moment he saw me he looked me over, then extended his hand, and asked how my predecessor was. I told him, being careful to explain that he had been promoted and had sent a special message of regards. We talked awhile and then he remarked:

"Guess I'd better place an order—I need some stuff bad."

I took an order for over \$600 worth of stuff. I hesitated to ask him why he had turned me down the previous day, but finally curiosity got the better of me and I enquired. He grinned a minute and then said:

"Young fellow, I kind of liked your looks, but I wasn't going to buy of any feller that wears patent leather shoes."

I never wore patent leathers in that part of the country again.

E. E. Crossland.

Tit for Tat.

One of the first secretaries of agriculture was a man of great shrewdness and ability, which were not incompatible with a certain slow-footed ease. He was known to be late at cabinet meetings, where tardiness is a serious breach of etiquette.

One day when he came into a meeting a minute or two late, one of the other secretaries, thinking to give a helpful rebuke, said:

"Hello! Here comes the tail of the administration."

The secretary slid leisurely into his seat, and then answered:

"Well, the tail may come in handy some day to brush the flies off the rest of the administration."

Eventually.

Stranger (in search of information)—How do the births in this town compare with the deaths?

Intelligent Officer—Well, sor, iv'rybody that's born here dies some time afterward, sor.

Now They Don't Speak.

Mrs. Newcome—My husband has been a collector of curios and old relics for a number of years.

Mrs. Knox—Indeed! I have often wondered why he married you.

When a man is guided wholly by his past he runs around in a circle like a hen trying to find out where to go by following its tail.

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Entered at the Grand Rapids Postoffice.

E. A. STOWE, Editor.

Wednesday, June 5, 1907

GET BUSY, GENTLEMEN.

A holiday week is on for Grand Rapids.

And there are a few things to remember in this connection.

A few things for our jobbers to recall and a few others for our guests to bear in mind.

First, Merchants' Week is a matter of co-operation because without either the visiting retailer or the local wholesaler the thing would be impossible.

Both are genuine essentials, and such benefits as shall accrue will be dispensed, share and share alike.

This being the case it will be the part of wisdom for every individual participating in the various phases of the function to meet all men on the frank, fair and genuine basis of absolute equality.

No man living can serve successfully as host or as guest who does not feel the equal in all respects to his guest or his host, as the case may be. And, besides, affability wins. It is a hundred-to-one shot, with Pretense, Arrogance and Disdain in the field against it.

It is a long-established record that the most successful business men in America are those who, as boys, dallied with poverty, privation and hard work, and that the major portion of this youthful labor was performed upon a farm or in the lumber woods or about the gardens and homes of some small village. These successful men of business look back with proud pleasure upon their knowledge and experiences behind a plow or in a woodlot or familiarity with a harrow. Their very souls respond to memories of threshing time or the weird recollections of those after-dark chore times in the barnyard. They even dream of the before-sunrise snap and vim that filled their beings in the boyhood days on the farm and, not infrequently, they stand ready to barter their entire fortunes for a return of that country life and vigor and joyousness.

On the other hand, careful enquiry will reveal the fact that a majority of our guests, before they became merchants on their own account, served a profitable apprenticeship at merchandising in some wholesale house in a large city, and these graduated merchants "know a hawk

from a handsaw" as well as the next man.

After all, barring cuts of garments and details of environment, there is not much more than tweedle-de and tweedle-dum as to the difference between men—a fact which, if everybody would accept it at its value, would help mightily in giving everybody a good time wherever he might locate either permanently or temporarily.

Let the daily paper cartoonists picture the country merchant with trousers too short at the bottom, with "spinage beards," and all that, if they choose. They are the only ones hurt by the absurdity. Let them picture the jobber with huge abdominal development, set in a frame of wine bottles and dollar marks. It does not hurt anyone, save the journal publishers who foolishly imagine such efforts to be amusing. There is a humorous license which, expertly used, becomes artistic and positively funny; but the current caricatures of caricatures damage only the publisher who uses them.

This mistake of the alleged cartoonist is akin to the mistakes of the jobbers and the country merchants who, for no good reason, entertain false estimates of each other. A cordial greeting between two men needs no sense or thought as to their respective standings in mercantile circles and a really square man meeting an equally square man never harbors such an idea.

Therefore, gentlemen, the case is yours, the city is yours, you are all on the same basis, go in and enjoy yourselves.

THE WEATHER.

"Gee! But I hope it'll rain to-day," said the city man who had busied himself a good portion of last Sunday sprinkling his lawn and his garden.

"Great guns!" responded the farmer, "I don't want rain. What I need is some warm weather and sunshine."

"Holy smoke!" ejaculated the merchant, "I've got to have a sale of spring goods or go into bankruptcy," and the coal man retaliates with, "I've had the best business this spring that I have had since I began selling fuel."

In the midst of all the turmoil the Weather Man says things that would shock a linotype machine.

Incidentally, the Good Guessers seize the opportunity to promulgate their ideas and advertise their almanacs, while the astrologers and their lesser fakirs get busy with theories as to causes and effects. Thus we learn that the Martinique disaster and the later one in Jamaica were the visible, tangible talebearers recording a marked change of direction in the flow of the Gulf Stream, and that this change was due to a little celestial difference of opinion in regard to the right of way so long traveled by our globe. The San Francisco and other earthquakes have all been called upon to explain the weather and the entire solar system has been in one way or another held to account.

Meanwhile the Real Thing, the devoted astronomer, sits up nights and with his sidereal clock and telescope

and things works delightedly and with enthusiasm in the hope of discovering another planet, another satellite, another comet or something or other to quarrel over, wholly indifferent as to what may happen to stocks, bonds and mortgages and never giving a thought to anything of a material character.

The condition the past two months has been "nuts" for that man Hicks and all other unauthorized prognosticators because, no matter what they predicted a year ago, the versatile variety of the weather we have had has enabled all of them to hit it off near enough to impress their followers.

As a mere diversion, perhaps in the hope of changing the present line of public thought, the National Forecasters acknowledge with emphasis that they do not know, can not explain the weather conditions, and then they add that during three or four days in April, 1890, fruit and vegetables in Atlantic Coast States from New Jersey to South Carolina were injured by frost; that in May, 1894, a very low temperature prevailed for several days from the Missouri Valley to the Atlantic Coast; fruits and early vegetables were killed by frosts in Western Pennsylvania and New York in May, 1895; late in May, 1892, a cool wave with heavy frost traversed the country from the Rocky Mountains to Iowa, Minnesota, Wisconsin and Michigan, doing great damage. And so on does the record go, showing that the study and understanding of climatic conditions, usually satisfying and valuable, are very often beyond comprehension. After all, is not the ice man's lot a happy one? He says: "I'm ready for any old kind of weather. If it becomes hot I've got the antidote. If it stays cold I don't need an antidote."

DELAY NOT NECESSARY.

Generations ago the legal interpretation of the term "navigable stream of water" was based upon the action of ocean tides, so that, for example, the Hudson River was navigable legally only as far as Kingston, while the Mississippi River was not legally navigable very far above Baton Rouge.

Mechanical ingenuity and human ambition and energy made necessary a broadening of the phrase, so that for many years our Government has maintained control of all streams capable of use for the regular transportation of commercial products, and without regard to tides has classified such streams as legally navigable.

Until about four years ago Grand River was not a navigable stream in a legal sense above Wealthy avenue; but in 1893, by act of Congress, the navigability of Grand River was extended to Fulton street, and since that act became a law the War Department has been in absolute control of the maintenance and improvement of Grand River as a navigable stream as far up as the Fulton street bridge and no farther. Above Fulton street to the northern limits of the city Grand River is solely under municipal and State control.

And so when Congress created a Commission of United States Engineers to consider the matter of rec-

ommendation as to protection against floods at this point the scope of that Commission extended only to Fulton street; and its recommendations, while they may and undoubtedly do bear vital relations to conditions above the navigable portion of the river, are direct and conclusive as to what is necessary to be done below Fulton street. For this reason there is no call to throw convulsions over the bureaucratic red-tapism of the War Department.

It is a well-known fact that the cross-section of Grand River at Wealthy avenue is 40 per cent. less than it was ten years ago. That is to say, the discharging capacity of the stream at that point is 40 per cent. less than it was four years ago. This difficulty will be handled, doubtless, by the engineer corps, and it is possible that their report may suggest—merely suggest, mind you—what it would be wise to do in providing protection against floods above Fulton street.

Accordingly, as our municipal government is in supreme control of matters above Fulton street, it may go ahead and plan and perfect such protection as may seem best, with the full realization and assurance that, with the navigable river below Fulton street restored to its original cross section, as near as may be, more than half of the danger from floods will be removed. It is not known outside of the War Department what the specific recommendations of the Commission are in regard to the navigable portion of the river at Grand Rapids. On the other hand, it is known that the putting in of the Wealthy avenue bridge piers; the filling in at each end of the bridge, and filling in by the railway companies and the McKee interests have contributed largely to the reduction of the river's discharging ability. It is known that the entire harbor basin between Fulton street and the Pere Marquette bridge should be deepened over its total area about four feet. With this done and with the river's channel below the Pere Marquette bridge deepened and widened much of the present danger would be removed. And this, with dikes above Fulton street to the dikes already built, and a trunk sewer parallel to the river and along the entire East Side river front, would create a condition of absolute immunity from flooded basements and streets. This much has been asserted unofficially by army officers and has been confirmed by eminent civilian engineers.

The Postoffice Department order in regard to special delivery letters is misunderstood in many places. The order does not take effect until July 1. After that date letters intended for immediate delivery should have 10 cents in stamps affixed, in addition to the stamps required for regular postage, and the words "special delivery" written in ink upon the envelope. These words are important, as otherwise the letter may be considered as intended for registration and placed in the registered mail, thereby delaying, instead of expediting, its transit.

THE CREDIT MAN

Engaged in the Highest Pursuit of Mankind.*

When one considers the vast amount of credit business transacted daily in this city, the wide territory covered in the transaction of that business and the fact that personal contact with or investigation of the person to whom credit is extended is the rare exception, and not the general rule, and then learns the very small percentage of loss from the granting of those credits, one can view the result with little short of amazement and with the conviction that both the credit department and the commercial agency, on which the credit department largely relies, are performing their functions in a manner closely approximating perfection. He knows that the credit man is clearly entitled to no longer refer to his work as his "job" or his "position," but as his "profession"—and to the study of his profession as the study of a science, a science which deals more intimately and interestedly with the consciences of men than the minister's, more closely and extensively with the property of men than the lawyer's and with a more genuine and real interest in the physical condition of his subject of enquiry than the physician's in his patient, because he knows that poor health in these strenuous times too often leads to failure.

The object of this organization is the attainment of a still higher degree of perfection, and it is, perhaps, fitting that one whose work brings him closely in touch with the rare instances of failure of the system should give his views in the hope that some of them may be found of merit and capable of practical application in the accomplishing of that object.

The commercial agency has two functions: The compilation and distribution of information relating to the financial standing and reputation of individuals, firms and corporations and the collection of accounts not settled at maturity. The problem of the credit man is to transact the maximum volume of business with the minimum percentage of loss, and the question for our consideration is, What of the present losses can be eliminated by a change in our relations with or the system employed by the mercantile agency and what should those changes be? This question has been well answered from the viewpoint of the credit man in the report last year of Mr. Locke, as chairman of the Mercantile Agency Committee of this Association.

A more general view of this subject leads me to believe that the most important consideration is a more accurate conception on the part of many credit men of the proper function of a commercial report.

I feel that many credit men turn to the report with the belief that it should contain the final solution of their problems, with somewhat the same confidence that we, as children, turned to the back of our arithmetic

for an answer, and with the same expectation of finding a correct solution. That is wrong. You are all familiar with the elements commonly given as the basis of credit. Capital, character and ability.

I think the time has come when our most successful credit men in determining credits give to the element of character, while perhaps not the most important place in determining all credits, the position which rightfully belongs to it—the criterion for finally determining doubtful credits. In many cases the commercial report, your own information or the salesman's report, conclusively determines the question. In the doubtful cases, those that call for the exercise of your highest tact and judgment, the final test is character.

It is in these doubtful cases that the mistakes are made. It is in these that the credit man of superior ability distinguishes himself by correct solutions and it is in these cases that the credit man too often looks at the commercial report with deep disappointment and in a spirit of criticism. He asks for greater certainty, more details, more definite statements; that instead of the statement that John Jones is supposed to own real estate valued at \$10,000, the statement should be that he does own real estate of certain value; that instead of saying that "he is believed to be making progress" or "is said to be heavily involved," some definite statement of the fact be made.

A little consideration shows the impossibility of this. Nothing in property ownership is so public and certain as ownership of real estate, and yet a slight experience in the examination of abstracts will convince anyone of the multitude of problems that confront one in the determination of titles—the mortgages, attachments, notices lis pendens, levies, tax titles, order determining heirs, probate sales, titles through wills, joint deeds, life interests, adverse possessions, dower rights, etc., and at the end no conscientious conveyancer will tell you that you have a good title. Many imperfections of title do not appear at all on abstracts. An abstract may be clear and the title imperfect—a clear abstract but a title absolutely void—and yet it is not expected by anyone that the commercial agency shall even consider an abstract in making its report. If this be true of real estate, how much greater uncertainty must exist as to other matters usually covered by the report of the mercantile agency.

Suppose that commercial reports could be so framed as to state accurately and with mathematical precision the facts regarding a man's financial condition and precedents, immediately your problem becomes one of the science of mathematics, instead of the science of credits, and can probably be solved as correctly by the stenographer as by yourself. When the commercial agency solves your problems with mathematical precision it has taken away from you the opportunity for success individually and as credit men.

The true function of the commercial agency is the determination of

the reputation of the individual, firm or corporation. The problem of the credit man in the doubtful cases is the determination of character—what that person, firm or corporation really is. The agency answers the question, What is said of a man or firm? The credit man must answer the question, What is that man or firm as a matter of fact?

Upon the correct solution of this question rests your success as credit men. The assistance of the agency is indispensable, but the credit man who appreciates its true functions knows that he must, in cases of doubt, also gather light from other sources—enquiry among those engaged in similar lines of trade, signed statements, salesmen's reports, personal interviews where practical, correspondence with the subject of credit, etc. From all these—and from no one of them—can the truth be learned.

The problem varies with the nature of the business, the manufacturer who sells throughout the country, the jobber who sells only within a radius of a few hundred miles and the banker who usually has the advantage of personal contact with the applicant for credit. Each faces the question from a different standpoint.

You are called upon in these doubtful cases to sit in judgment on your fellowman. You have in mind that credit is based on capital, character and ability. With the facts as to his capital and as to his ability known, you still, in the doubtful case, feel that the wisdom of extending credit is an open question. Then comes the opportunity for the exercise of that highest of the functions of the credit man—the determination of the question of whether the applicant for credit is or is not a man of character; a man who does right simply because it is right and not with an ulterior motive. The success with which this problem is solved determines your value as a credit man. It is the line that divides the \$2,000 from the \$10,000 credit man. It is this problem that makes your work a profession and its study a science. It is a problem of the soul and not of the mind.

The study of reputation is a mental process, the result of observation and reason. The study of character involves more than a mental process—it involves the application of the law of recognition; that law by

which we can see in others only those qualities of which we ourselves are possessed. It is the inexorable law which says that in the successful pursuit of your labors you must yourselves be men of character else you must fail in discernment at the crucial point. It is the thing that makes it impossible for the narrow, the low, or those wanting in honor or integrity to successfully perform the duties devolving upon them.

Pope, in his Essay on Man, says: "The proper study of mankind is man." You, then, in the solution of doubtful credits are engaged in the highest pursuit of mankind to-day—the study of man himself. It is the development of this talent that has given to your calling the enviable position universally accorded to it in the business world to-day, and it is along this line, and no other, that the still higher degrees of perfection may be attained.

A very sweeping decision is that given by United States Judge Sanborn in Milwaukee, which decides against picketing, as it is called, by union men on a strike. The particular case in point is that of the Allis-Chalmers Co., whose molders struck a year ago. They secured non-union workmen and the strikers by persistent picketing constantly tried to induce the men to quit work. The picketing was perseveringly carried on, just as it usually is in such cases. Judge Sanborn's decision places a permanent injunction on the unions and prevents them from indulging in these practices. If picketing can be stopped altogether fewer concerns will have to close their doors on account of strikes. As a rule it is not very difficult to get men to take the place of strikers where they can be assured that they will not be molested nor interfered with by the union representatives who are very much on the alert to reduce the working force of their former employers. The pickets watch the trains, watch the entrance to the shops and are on the watch everywhere to induce the strike breakers to quit and they are often successful. If this new rule becomes effective all over the country it puts quite a different phase on the situation.

A woman's strongest weapon is her femininity.

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



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

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

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



*Address by Fred M. Raymond at recent banquet of the Grand Rapids Credit Men's Association.



Special Features of the Grocery and Produce Trade.

Special Correspondence.

New York, June 1.—Jobbers have reported a good demand for almost all grades of coffee every day for a week, although the speculative market has been one of the dullest. Orders, it is true, have been individually rather small, but the aggregate has been fairly satisfactory and sellers are well content. At the close Rio No. 7 is worth in an invoice way 6½c. In store and afloat there are 3,894,113 bags, against 3,638,839 bags at the same time last year. We can now also gain some idea of the immensity of the crop, as the receipts at Rio and Santos from July 1, 1906, to May 30, 1907, reach the huge total of 18,567,000 bags, against a total twelve months' receipts a year ago of only 9,968,000 bags. In mild grades Mexicans have had a good call and the market generally is in fairly satisfactory shape. East Indias are persistently reported as of short crop and the market is strong.

There is a little improvement reported in the demand for refined sugar, most all of which, however, consists of withdrawals under previous contract, new business being almost nil. The weather continues too cold for extensive operations in sugar. New basis is 4.90c, less 1 per cent. for granulated.

Not an item of interest can be picked up in the tea trade. New crop Chinas are being awaited by importers, and the grocery trade as a rule seems pretty well stocked at the present time.

Supplies of rice are limited and the market is quiet as a consequence. What sales are made are at full value and holders are not at all disposed to make any concession. Choice to fancy head, 5@6¼c.

For weeks the spice market has been in the "same old rut" and no change can be recorded. The demand is very moderate and prices show little, if any, variation in any regard.

The molasses market as a rule is firm, but sales are of small lots and no change will be likely to occur for some time. Quotations show no variation. Some business in an export way has been done in syrups, but domestic trade is light. Prices are without change.

A volume might be written regarding the canned goods situation, but wherefore? Reports come with monotonous regularity of probable short pack of almost everything, and so persistent are these that there must be a foundation in truth. Your correspondent was talking this morning with a gentleman from Chicago who is well posted as to the pea pack and he says it will almost surely be "mighty light." Corn, it is thought, will be of much smaller pack than last year because packers have learned that they are on the losing side with it at 47½c. Still, if peas do

"peter out," it is comforting to think that there is still time for corn. At any rate, a higher range of values all around is looked for. Packers of future tomatoes are insistent on 85c for standard 3s, but buyers are as yet unwilling to give over 82½c. Spot goods are worth 92½@95c for 1906 pack and 90c is said to have been refused for some goods two years old. Spot New York corn is worth 60c and Maryland Maine style, 50@52½c.

Butter continues in good demand and prices for the top grades are well sustained. The supply shows some enlargement, but dealers look for no marked decline in quotations. Extra creamery, 24½@25c; firsts, 23@24c; seconds, 19@22c; imitation creamery, 21@21½c; factory, 19½@21c; renovated, 20@22c.

Cheese is quiet. If the article meets requirements small sizes of colored cheese will fetch 12½c, but this is perhaps top. The quality is running pretty fair and the supply is not at all excessive.

Eggs have been in free supply all the week and prime to fancy Western are worth 17@17½c; firsts, 16½c.

Misunderstood Modesty.

Dr. Parkhurst told the other day a good story about a bishop.

"The bishop," he said, "likes a good cigar, and was traveling to Albany in the smoking car.

"A laboring man took the seat beside him, eyed his clerical garb, got a light from him and said, as he settled back for a comfortable smoke:

"Parson, sir?"

"The bishop hesitated. Then he answered blandly:

"I was once."

"Ah," said the laboring man, "drink, I suppose."

As Good as She Sent.

At a recent club dinner one of the guests, in the course of his speech, spoke of the value of repartee.

He told of a handsome, well dressed woman who got in a crowded street car. She had the attention of every one and soon had a seat. Turning to the donor, she said, "You're a jewel." "No," he replied, "I am a jeweler—I set the jewel."

To Satisfy a Grudge.

Sir Thomas Lipton, apropos of bachelorhood and marriage, said in an after dinner speech in Chicago:

"Bachelors, I admit, are villains, but it is a shame to play such tricks on them as it is customary everywhere to do.

"A nasty trick was played on a bachelor friend of mine at a dance. A woman was reproaching him for never having married, when her husband, a little bored perhaps, said gruffly:

"He says he could have cut me out and married you if he had wanted to."

"The woman started.

"Indeed!" she cried, "why didn't he do it, then?"

"He says he owed me a grudge," the husband explained, with a chuckle."

Heaven heeds not the prayer for strength that has no objective in service.

Selling Less Canned Meat Abroad.

Continued decrease in the exportation of canned beef is shown in a statement issued by the Bureau of Statistics last week. For the ten months ended with April the exportations showed but 13,032,703 pounds, against 56,730,873 during a similar period last year. The total value of canned beef exported in the full fiscal year of 1907 will scarcely reach 15,000,000, while last year's total aggregated 64,500,000 pounds. The value of the canned beef exports will not exceed in the fiscal year about to end \$1,500,000 in value, compared with \$6,500,000 during each of the last two years.

There's more affection in blunt truth than in the caresses of affection.

Notice: Make our place your headquarters Merchants' Week, June 5, 6 and 7. We will take care of your packages and grips.

Grand Rapids Notions & Crockery Co.
At 1 and 3 So. Ionia St., Cor. Fulton St.

Saves Oil, Time, Labor, Money

By using a

Bowser Self Measuring Oil Outfit

Full particulars free.
Ask for Catalogue "M"

S. F. Bowser & Co. Ft. Wayne, Ind.

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

Vandenberg Cigar Co.

816 E. Fulton St.

Grand Rapids, Mich.

We extend to all the merchants a hearty welcome to our city on June 5, 6 and 7, and will be pleased to have you call and see us. All our travelers will be here.

P. Steketee & Sons

Wholesale Dry Goods

Grand Rapids, Mich.

President, Geo. J. Heinzelman

Secretary and Treasurer, Frank VanDeven

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Grand Rapids Paper Co.

Representatives of Manufacturers and Wholesale Dealers in

PAPER BAGS, CORDAGE AND WOODEN WARE

20 Pearl St. Grand Rapids, Mich.
AGENTS FOR MUNISING FIBRE PAPERS

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.

WORDEN GROCER COMPANY

Grand Rapids, Mich.

The Prompt Shippers

Stationery Stock a Somewhat Ticklish Proposition.

Written for the Tradesman.

The girl who sells the goods of the stationery department in any general store has a delinquency at her door if she doesn't make herself such an agreeable encyclopedia of useful knowledge, as to correspondence paper, that at least three out of twice as many buy more "writing paper" than they intended to on entering the place.

Styles change in stationery and few not connected with the business find it convenient always to have these down so pat that they wouldn't make a mistake in selection were they not guided by the seller thereof.

I saw a girl step up to the stationery counter in an important local store, and one could see, from certain earmarks in her talk, that she had much to learn as to correct stationery, but it was also evident, from what she said, that she did not want to err in what she was about to buy. She tried to pry out of the girl what she ought to get, but the clerk was as meanly taciturn as to any advice in this direction as if she had been paid extra to be uncommunicative about her stock. The customer, on receiving a rebuff to every question, quietly retired into her shell, took some dizzy stationery away with her and—it will be a cold day, in all probability, before a particular department of a particular store is allowed to see the color of a particular girl's money again.

Very unlike this was the treatment accorded another patron by a different clerk at this same section. I could not but be struck with the dissimilarity:

A rather green-looking woman entered on the heels of the other customer's departure. She looked in the eyes of the one who had just been—alleged—busy and, seeing in their buttermilk depths only a cold and calculating nature, avoided her, preferring to be waited on by the other employe at the counter. The latter showed alacrity at her work, displayed a keen insight of her merchandise and dispatched the buyer with a most favorable feeling toward that especial part of the establishment.

What a contrast can be drawn between these two sales-methods: the one grouchy and distant, the other chatty, cheerful and helpful to the customer.

Needless to say which is worth the more to the employer of both.

It takes finesse to dispose of the stationery stock. Sales may be greatly augmented by a kindly consideration exhibited toward those ignorant of correct qualities, shapes and tints. Lucie.

Another Real Boy.

Donald had come home from a day's visit with a relative.

"Mamma," he wailed, "I'm hungry!"

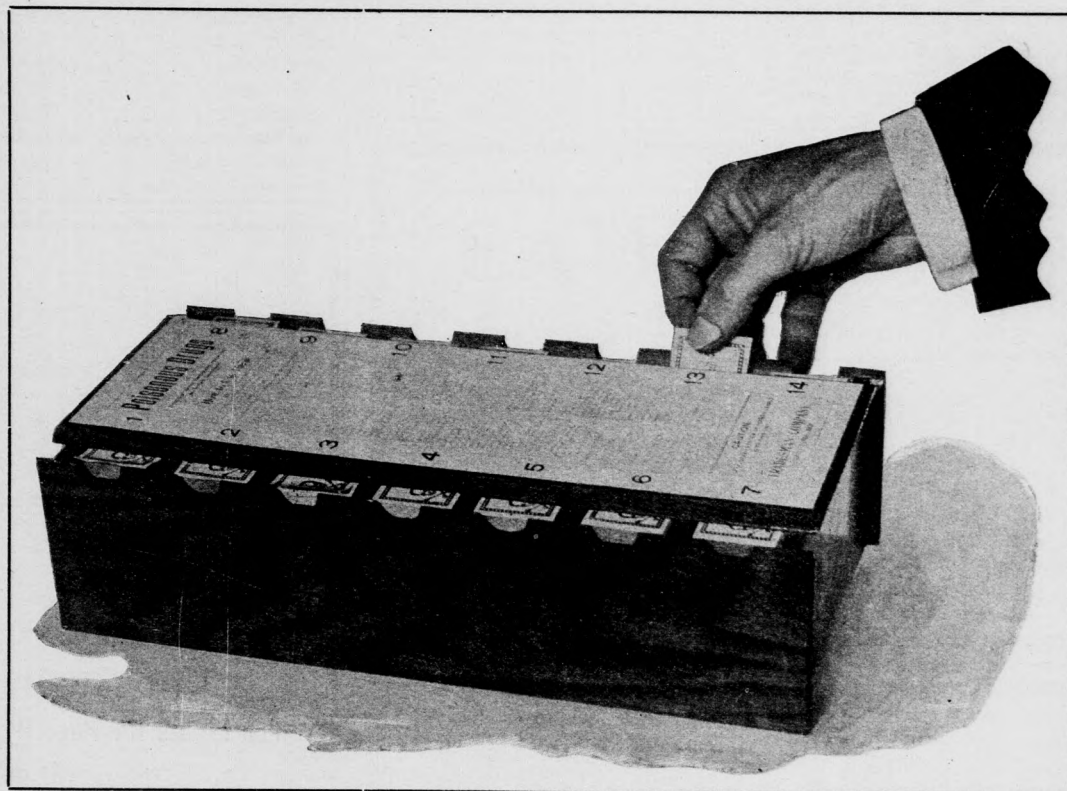
"Hungry, dear? Didn't Aunt Belinda give you anything to eat?"

"Yes, she gave me some lemon fish, but I didn't like 'em."

"Lemon fish! For pity's sake, what are lemon fish?"

"Sourdines"

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

RELIGION IN BUSINESS.

Wealth That Earth Can Give and Heaven Approve.

The industrial triumvirate is composed of the employers, the employees and the public, with the Government as a fourth party, whose duty it is to see that all rights are respected and all responsibilities faithfully discharged. The interests of these three parties are co-ordinate. There is no defense of one party against other parties. The recognition of the equal rights of the three parties does not take from the employers the rights of ownership as commonly interpreted. But it does emphasize the element of stewardship in the interpretation of the rights and responsibilities of ownership. The owners, whoever they may be, are under natural obligation to treat ownership as a sacred trust to be administered impartially in the interest of all parties alike, not in a partisan way to favor any one party as against the interests of any other party. It must not be assumed that each party will look out for its own rights and interests, and that any party has a right to get all that it can until forcible and effective protest is made against its methods. Something more than negative virtue is needed in our industrial systems.

No good argument can be produced for those features of industrial systems which tend to waste and destroy good material and the resources of wealth and to discourage the best energies of the people. It is reasonable to protect the resources of the country in the interest of wealth, and to stimulate the energies of the people in the interest of thrift and prosperity. A "square deal" in the distribution of wealth belongs to high ideals in the production of wealth to distribute. A dignified consideration of the rights and responsibilities of owners encourages equal consideration for the needs and rights of laborers, and a willingness to pay a fair price for value received is encouragement to give fair value for the price paid.

In solving the industrial problems we must begin with the last things and solve them first. We must begin with the distribution of wealth rather than the production of it. The first problem is fair margins, fair wages, fair prices. And yet civilization is promoted more by the use of money than in the getting of it. Really the first problem of civilization is how to make profitable consumers rather than how to make good producers. The great problem of industry is the market for the products of industry. The consumer is the market.

It is impossible to maintain good

workmen on bad wages. And it is impossible to maintain good wages for bad workmen. As business has to do with margins, it is impossible to maintain a large business on small margins. But margins out of their right proportion are mathematically inconsistent with business prosperity. The greed for margins out of proportion may become like the frost which destroys the fruit before it is ripe. And still further as we follow along the lines of natural laws if the consumer tries to get something for nothing, to get more value than he pays for, he will find that sooner or later the value will shrink to the price paid for it. An industry is a triumvirate, and the best results can be secured when the three parties work in friendly co-operation, each regarding not his own interests only but the interests of each of the other parties as well.

The industrial triumvirate is constructive. It is a thing of life. A better system can be introduced without antagonizing present systems, as, when there is room for it, one may introduce new machinery without casting aside the old; there is room enough to introduce a new spirit without interfering with the old methods. A better system can begin with conditions as they are, and with human nature as it is; and once begun, it will grow toward the realization of the highest ideals as a seed grows toward the ideal of its own nature.

A better system will make better men, and better men will make a better system. It is the privilege of those persons who want to be right and do right to withdraw from systems which are inconsistent with the high industrial ideals of the gospel, and ally themselves to a system founded on those principles which assure business success and by which also the people are left free to cultivate the most friendly relations with all men, so that the buyer and the seller may be friends, and the employer and employee may meet each other as brethren.

If the laborers take the initiative in putting the triumvirate on the gospel foundation they can succeed, whether they begin with the approval of the other parties or not. Let them begin by doing a fair day's work for a fair day's wage, or for such wage as may be given. Good work is worth good pay, and an open market for good work is a better weapon for the laborers in the winning of industrial victories than the closed shop. The people pay wages for the support of the laborers. Civilization makes men. When the people demand that laborers shall be men—or women—the laborers have a right to expect such wages as will enable them to live like men and to support their

families like men. Civilization will not submit to a process which makes paupers of the raw material which ought to be wrought into men. If labor unions will guarantee full value in the quality of the labor, and in the men as men, civilization will pay the cost, for civilization depends on quality, and the law of self-preservation for civilization is on the side of high grade labor and high grade laborers where civilization is concerned.

If there are those who do not want to accept the gospel plan of conduct for the industrial triumvirate because they do not want to "love" the other parties of the triumvirate, let them say so, and then not complain of industrial strife. There is no alternative; it must be industrial righteousness or industrial strife. The call of the gospel is to those who love righteousness and hate strife. And for the saving of industry as for the saving of a man the call of the gospel is

"whosoever will." The success of righteousness does not depend on the number of those who indorse it, but on the loyalty of those who appeal to it. The code of Jesus applied to industries will not help men to get rich and at the same time to treat other men as enemies. But men whose first ambition is to make friends of all other men, as they have opportunity and as they are able, will find with the wealth of such friendship there will be added all the wealth that earth can give and heaven approve. Because the gospel offers industrial peace, men can secure it. It is worth the effort.

Amos Judson Bailey.

No one ever accused the man in the honeymoon of being a myth.



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



The Smile of Satisfaction

Which Lights the Face When the BEN-HUR'S Lighted Continues Till the Stub Is Tossed Away

This isn't all—your customer gets the "want more" taste that transforms an occasional patron into a steady; that entices a man to pass the doors of your nearby competitors to get a chance to puff the cigar that has always made good.

We wish to strongly bring to your attention that this nickel cigar is one of unusual merit—it positively is—not a question about it. There ought not be the slightest hesitancy about your stocking them, and once you do you'll wonder why you let your case remain so long without them before the first layer of the first box is sold.

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

ESTABLISHED
1883

WYKES & CO.

SUCCESSORS TO WYKES-SHROEDOR CO.

MANUFACTURERS AND
WHOLESALE DEALERS IN

FLOUR, GRAIN & MILL-PRODUCTS

WEALTHY AVE. AND S. IONIA ST.

GRAND RAPIDS MICH.

THOS. E. WYKES
CLAUDE P. WYKES

When To Work and When To Play.

How much work? How much pleasure? What proportion of work and pleasure constitutes the most satisfactory life?

This is a question which must be examined from two points—the selfish and the unselfish.

The most satisfactory life to yourself may be the least satisfactory to other people. Other people must come into the question because duty is principally something that we owe to other people, and implies service rendered for love or for money.

In social duties the words duty and pleasure are interchangeable terms. The hostess performing the social duties of hospitality requests "the pleasure" of our company. This happy combination of duty and pleasure does not, however, always conduce to the satisfactory life. A great deal of entertaining is done by people who lead lives that are not considered "satisfactory."

From a particular point of view the proportion of duty and pleasure consists of eight hours' work, eight hours' play and eight hours' rest. But all our lives can not be arranged thus.

What the question really means is how should we arrange our time in order to derive the greatest amount of true happiness from the privilege of being permitted to have a temporary foothold on the earth's surface. Civilization has complicated the issue and given vast opportunities to those who love to argue concerning the problems of existence, real and imaginary.

Civilization is a sight draft which is presented to the modern man. The sum stated upon it varies according to his worldly condition. Everybody is expected to pay the amount. Some of those who refuse, especially if they are poor, are punished either with fine or imprisonment, and some are put in lunatic asylums.

Every one is expected to work in a civilized country, either with hands, or brains, or money. In all classes, therefore, there is a division of life into working time, play time, and rest time.

Work with a good many people is only another form of pleasure, as with others pleasure is another form of work. Rest is perhaps the most selfish indulgence of the ordinary man and woman. The idea that a large amount of rest is necessary is fostered by the natural laziness of the animal that is in us. Sleep is largely a lazy habit, which grows upon people through overindulgence in babyhood and is chiefly shaken off in old age when we have leisure for wisdom and begin to understand what a waste of time sleep really is.

It is conventional to say that we are too fond of pleasure. That we sleep too much is proved by the battle cry of the patriots, "Wake up!" That we work too much is a reproach that envious foreign nations have had the impertinence to hurl at us.

The average middle class Englishman arranges his proportion of duty with a due regard for the dignity of

life. He has no desire to hustle like the American or to plod like the German.

By the absence of hustle the Englishman makes his work subservient to his personal comfort, and comfort, from the selfish point of view, is the keynote of the satisfactory life. In his pleasure the same delicate appreciation of first principles is displayed. He is a good sportsman, he plays games from his youth upward, he sometimes gives to golf what was meant for mankind, but in all games requiring great exertion the majority of Englishmen find their pleasure in watching the exertions of those who are paid to exert themselves and to whom play is work, and as such is duly paid for. A delightful silence reigns in a first class club the whole day long. It is not customary to speak above a whisper. In some clubrooms the word "Silence" is written up in letters of gold. After the luncheon hour the armchair with a softly sleeping occupant is typical of a form of life which is peculiar to the British character.

A hustling life with pleasure and rest completely sacrificed to duty and money making would not be a satisfactory life to the English people.

The great drawback to its perfect satisfactoriness is that the Englishman's home has ceased to be his castle and has become his wife's. This has led to an alteration in the domestic hours which has interfered with the nice adjustment of his duty and pleasure hours. The English late breakfast is a blunder, the English late dinner is almost a crime. The former interferes with early attention to the duties of the day, whatever these may be, and the latter has seriously interfered with the hours of amusement. The happiest arrangement of the day, in order to get a proper proportion of duty and pleasure into life, would be the French cafe complet or the complet early in the morning, the commencement of the business, or professional, or useful day at 8 a. m., a return to the old fashioned 5 o'clock or 6 o'clock dinner, the German custom of commencing theatrical performances at 6:30 or 7 and finishing at 10, a light supper to follow at 10:30 or 11, and so to bed.

It is impossible for duty and pleasure and rest to be perfectly proportioned for men or women with the present system of 9:30 and 10 o'clock breakfasts, luncheons that last sometimes until 3 in the afternoon, and dinners that begin at 8:30.

There can be no possible return to the simple life or the satisfactory life until the fashionable dinner hour is a little further removed from midnight.

The morning for duty, the afternoon for exercise and "games," the evening for amusement, the night for sleep. That might be considered the ideal proportion of duty and pleasure for the satisfactory life from the self-centered point of view. But there are other views. Some of us look upon the world as principally a place of enjoyment, and think we are getting the best out of life by sacrificing to duty only as much of it as

we deem necessary to our well-being and our comfort. Another view taken by many earnest and high minded people is that the world is principally a place of pilgrimage and preparation, and they regard even many innocent worldly pleasures as lures from the higher aims and deeper purposes of life. The strenuous life, the self-sacrificing life, has thousands of adherents, and there are many who might be described as martyrs to the supreme demands of "duty."

But there is a still larger class which endeavors to combine enjoyment of the world's good things with a loyal reverence for all that constitutes in the noblest meaning of the phrase "the well spent life."

To these this question will con-

stantly recur: How much pleasure—how much duty—what proportion constitutes the satisfactory life?

In the true answer to this question lies the grand secret, the secret which, once discovered and acted upon, goes to the making of the only happiness that withstands and endures.

George R. Sims.

Wisdom is only garnered experience.

THE Keeley Cure **LIQUOR MORPHINE**
 27 Years Success
 ONLY ONE IN MICH. WRITE FOR INFORMATION.
 GRAND RAPIDS, 265 So. College Ave.

LAWN HOSE

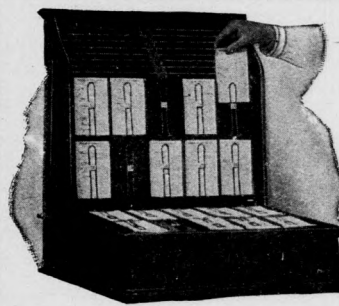
20 KINDS

Goodyear Rubber Co.

Milwaukee

W. W. Wallis, Manager

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



The Wireless System!

THE WIRELESS SYSTEM of telegraphy has DONE AWAY with the use of thousands of poles and countless miles of wire.

THE McCASKEY ACCOUNT REGISTER SYSTEM has eliminated the NERVE RACKING and BRAIN FAGGING work of keeping accounts.

It CUTS OUT all POSTING and COPYING.

It handles CREDIT SALES as fast as CASH SALES.

It takes care of EVERY DETAIL of your business.

The ONLY COMPLETE ONE WRITING SYSTEM on the market.

Are you satisfied with your present method?

Do you wish to know about THE McCASKEY?

Our catalogue is free.

The McCaskey Register Co.
 Alliance, Ohio

Mfrs. of the Famous Multiplex Duplicating Sales Slips
 J. A. Plank, Tradesman Bldg., Grand Rapids, State Agent for Michigan
 Agencies in all Principal Cities



Weekly Market Review of the Principal Staples.

Gray Goods—By far the greatest volume of business is being done in these goods at the moment. Buyers have evidently come to the conclusion that despite their predictions there is not to be any considerable reaction and are now endeavoring to cover their requirements for as far ahead as possible.

Domestics—Are very strong in all classes. Sheetings at the moment occupy perhaps a position of leadership in the matter of advances, although, as far as strength is concerned, it is impossible to make satisfactory deliveries on so many different lines that strength is not only general but uniform.

Bleached Goods—Are selling strongly down toward the latter end of the year at the best prices. Naturally they are badly handicapped by the deliveries of gray goods and advances in the latter are necessarily immediately reflected in the bleached goods. Some constructions are very scarce, it being absolutely impossible, no matter how urgent the need, to secure them, particularly down East. Some constructions are sold much further ahead than is indicated. Because, however, of the gambling nature of such transactions, many are unwilling to go ahead at a rate they are pleased to consider too fast and doubtless more money is to be made by waiting.

Underwear—There are few lines that are not now represented upon the road and there are also but a few who do not express satisfaction over the result of their efforts. "The time to show underwear," says one factor, "is when the buyer wants to look at it, and that time is now." There is no doubt about the desire of the buyer to look at goods, and that he wants to cover his needs is evidenced by the position that some mills are in at the present moment. Granted that the prices in individual instances are not, by comparison, too high, according to the estimate of the buyer, there is every reason to believe that the season will equal any of its predecessors in the rapidity with which it sells up. This, to be sure, will have a great deal to do with determining the outcome of the cheap lines of balbriggans and the probabilities are that no small amount of difficulty will be encountered because of the big increase that will be necessary to make them sell profitably.

Hosiery—While by far the majority of the lines are open and in many instances the major portion of the business has been done, there are still some houses that have not yet received their samples, not to mention the question of having made prices. Knowing that there is no necessity for haste they undoubtedly figure on coming in for the better prices later on. It is now clear that the maximum advance at the present

time is $12\frac{1}{2}$ per cent. and that only in an isolated instance, the great majority being between $7\frac{1}{2}$ and 10 per cent. Doubtless when the season is farther advanced higher prices will be made, but enough business has been placed at the current figures for selling to cover on yarns, and get, if possible, a fairly good idea of what the margin of profit is to be. For the moment business does not go ahead as rapidly as it did a couple of weeks back and some hold the outlook to be a trifle perplexing. Conditions have been more favorable, but this does not seem to avail much. The chief obstacle that confronts sellers is the notion entertained by the jobber as to what prices ought to be for the season. It may be that when lines were shown him that were apparently eager for business, the prices being attractive, he bought and thus created an impression that he was ready to do business on a generous scale. That he will be obliged to pay the prices asked regardless of his opinion in the matter goes without saying; however, he has been none the less emphatic and far from conservative in his estimation of the schedule proposed, and if he does not against his will take hold in a large way at once, it is not surprising.

New Plant for a Battle Creek Institution.

Battle Creek, June 4—Another \$100,000 expenditure is announced by the Postum Cereal Co., Ltd., in the form of an entire new plant for the Battle Creek Paper Co., one of its several adjuncts. Work will commence at once. The new building, of brick and cement, will occupy a site almost directly across from the Nichols & Shepard Thresher Works, and will cover a space 30x130 feet in dimensions. The building will be one and one-half and two stories in height, of attractive design and well built. It will be on the main line of the Michigan Central and on a spur from the Grand Trunk, affording excellent shipping facilities.

The paper company manufactures cartons for Postum Cereal, Grape-Nuts and Elijah's Manna, the three products of Postumville. Over 100 employees are now used by the paper company, but with the new building the force will be nearly doubled.

The present printing building, as well as an addition recently begun on its easterly side, will be devoted to the manufacture of "Elijah's Manna," after the removal of the paper company, it having been found that the demand for the new food exceeds the Postum Company's ability to supply the market.

It is said that the Postumville folk have some other building projects on when this one is completed.

Animal Story.

Letter Carrier—If you want me to bring this mail to you, ma'am, you will have to call off your dog.

Woman on Porch—If you don't want to get into trouble with Rover you will have to hand the mail to him. He heard me say a while ago that I was expecting a letter from his master. Thanks.

DEPENDON
TRADE MARK

DEPENDON
TRADE MARK

An Ideal Fabric For House Gowns

Most women want to look as nice around the house as when calling or shopping, and they naturally prefer such materials as are light in weight, soft in finish and easily cleaned.

Dependon Wool Batistes

are especially suited for house gowns, as they have that peculiar softness of finish which makes the garment emphasize all the good points of the figure.

Nothing but the purest of dyes are used in coloring **DEPENDON BATISTES**, so that spots can easily be removed.

With these special features **DEPENDON BATISTES** are sold at prices no higher than you have been paying for goods without any reputation to sustain.

JOHN V. FARWELL COMPANY
CHICAGO, THE GREAT CENTRAL MARKET

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TRADE MARK

Improved Condition of the Wool Market.

The wool market is apparently headed toward improvement, which is reflected in the moving of some lines of wool at the seaboard which have for several months been draggy. These lines include several lots of short, heavy clothing wools, and large lines of quarter-blood domestic stock. Some of the wools have been parted with on terms which left no profit to the seller, being taken, in some instances, in fact, at a positive loss; but the situation is becoming cleared, and consumers are showing somewhat more interest in the market and are more willing to take hold than they were. The volume of business which is being done is not large, for the simple reason that there is not the stock in the seaboard markets to do with, but there are very few who doubt that, when the new and desirable worsted clips come forward and are opened up for the inspection of buyers, they will move readily, assuming, of course, that the price at which they are held is not too high. The attitude of the trade, however, is likely to be firm, considering the strong closing of the May auctions in London, the keenness of the demand from English and European consumers and the probability of a maintenance of wool values at the next auctions, which will preclude the possibility of landing foreign wools at a relatively lower cost than the domestic stock can be sold for.

Backed by the knowledge of the firm position of wool in the markets of the world, it is not unnatural that the Eastern wool trade are more inclined to operate in the West, and are generally disposed to take a more sanguine view of the situation. During the past two weeks, especially, there has been much more doing in the territories, notably in Idaho and Oregon, and from the present on, during the next two months, we may expect to see quite a large movement of wool from the interior to the seaboard. Most of it will come forward in purchases for the Eastern wool trade, although more of it is likely to come along on consignment than was the case last year, owing to the disparity in views as to prices between the buyers and sellers, and, what is worthy of note, a considerable quantity will come forward purchased directly for consumers' account, for more manufacturers have been buying in the West this season than for several years.

One element in the situation which has caused the season to be a slow one has been the great variation in the character and condition of the clip. As we pointed out last week, while some of the wools are heavy, dirty and dingy, and of short staple, others are light, bright and well grown. Thus while at Casper, Wyoming, the wools are of decidedly heavier shrinkage than last year and dark and dirty, at Pendleton, Oregon, where the sales began last week, the wools are of better color and 1 to 2 per cent. lighter, and naturally were bought readily at good prices, while the Wyoming wools were tak-

en slowly and several clips were consigned.—American Wool and Cotton Reporter.

Establish Branch Pole Yard at Monroe.

Monroe, June 4—W. C. Sterling & Son, of this city, whose yard at Bay City is the largest cedar pole yard in Michigan, have been compelled, owing to the congestion of cars at that place and the large number of poles they have in stock, valued at \$125,000, to establish another yard here. The new yard will be located in the third ward, along the Michigan Central Railroad. They have en route sixty-nine cars of poles, and if satisfactory arrangements can be made with the city, will establish a permanent yard, employing hundreds of men. With their yards located here it will put them in closer touch with the consumer and with quicker dispatch with the customer.

W. C. Sterling & Son is one of the oldest firms in Michigan, having followed the business for twenty-seven years. At the present time they have some 175,000 poles in their yards at Bay City, and considerably more to follow. The Lake Shore & Michigan Southern last week awarded the company a large order for posts. Com. W. C. Sterling, who is the President, is known as the "Cedar King."

Marshall Institution To Duplicate Its Plant.

Marshall, June 4—The New Process Steel Co., of this city, has commenced the erection of a large new addition to its present factory. It will exactly duplicate the present building, and will cost about \$3,000. The capacity of the factory will be doubled, so that there will be less delay in turning out work. This company was organized last summer and commenced doing business in September. The process used for hardening steel is a secret one, and it is claimed that for automobile castings it is the best on the market. Orders from these concerns have so flooded the company that the new building was necessary to prevent turning down lucrative orders. One hundred men will be employed by next September.

The Fair Sex.

A quiet wedding may be but the calm before the storm.

The average woman gets more enjoyment out of a cry than a laugh.

Unless a woman loves wisely her husband isn't loved any too well.

A woman doesn't care if her shoes are a size too large—after the undertaker gets busy with her.

Of course it is absent-mindedness when you forget, but it's gross negligence when your wife forgets.

Loud Effects.

Stranger (happening along)—Boys, what are you burning these ghastly colored lights for? What do you mean by carrying those ugly banners and smearing paint on the sidewalk?

Leader of the boys—There's a deaf an' dumb couple gittin' married in that house acrost the way. We're givin' 'em a shivaree, mister.



Long Gloves

We have in stock for immediate delivery long fabric gloves "mousquetaire lisle." We don't know how long our supply will last, but do know that long gloves are an unusually scarce article.

Buy Now

while you have a chance to get them. We offer either white or black in 17 inch length at \$9.00 per dozen and 21 inch length at \$13.50 per dozen, both packed in half dozen boxes, sizes 6½, 7 and 7½. Ask our salesmen or write. Mail orders given careful attention.

Grand Rapids Dry Goods Co.

Exclusively Wholesale

Grand Rapids, Michigan

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.

WOMAN'S WIT.

It Proved To Be Superior To a Man's.

"Did it ever strike you," asked John Ford, "what a clumsy, gawkish clown a man is when he is sized up alongside of a woman in any kind of a deal that requires any great degree of finesse? Yes? Good. At the same time you'll pardon my saying that you don't know anything about it. That is, comparatively speaking. You may have had some experience with woman in which she showed her finesse in—in matters entirely personal, to be sure; but that doesn't prove anything. When a woman's playing with a man in an 'affair' she's got him trussed like a roasted turkey. That's her game. He doesn't play in it; he's simply the ball.

"But aside from the heart question, in which she's born an expert, lovely woman is a master, or mistress, of subtlety; she makes the best or worst efforts of the most shrewd man seem crude and amateurish."

I laughed. "What's happened? It isn't your usual custom to praise the fair sex in that way. Are—"

"Praise them? Who said anything about praising them? I'm not praising them; not in this instant. It happens that I wasn't thinking of any affair in which the subtlety of woman might be regarded as praiseworthy in any sense of a much abused word. No; quite the contrary. I was thinking of Fay Dakin.

"Never heard of Fay Dakin? No, probably not. Fay didn't last long as Fay. She began under that name all right. She was sailing under it when I had the pleasure of making her acquaintance; but what she is called now I couldn't attempt to guess. Keeping one name for any length of time hasn't been one of Fay's specialties for some years. She is probably Hortense Milbury, or Igneta Larson, or something else substantially different from Fay Dakin at the present writing. Changing names becomes a habit once a person has adopted it. It grows and grows, and the first thing they know the victims of the habit are changing their names as often—as often as circumstances demand it.

"Yes, Fay's got the habit now; but she was Miss Dakin when I met her. She had just started on her career then, when, as I said, I had the pleasure of meeting her. It was a pleasure to meet her, too. I would not have missed it for much coin of the realm. There are few enough pleasures in the work of a business detective, and one of them certainly is meeting an artist in crookedness.

"Was Fay an artist? Well, listen patiently and you shall hear. Then you can decide for your own critical self. And remember she was only a beginner when this happened; the first try she'd ever made at the sort of thing that now makes it wise for her to change her name about every so often.

"A few days previous to my meeting with the young woman I was called to the office of Malvern & Co., sales agents for a new and immensely popular brand of scouring soap. I

had handled a trivial office case for them a few months before, and they called me into consultation when anything seemed to be wrong in their place.

"This time it wasn't a case of somebody suspecting somebody else, however. It was something different this time; something that called for real work.

"We're in a bad mess, frankly," said the general manager, getting to the point at once. "We're up against something that's too much for us to try to handle. It's something more than a mere clerk going wrong. It's a—of a big thing: Graves & Son have got our sales plans for the next three months, and they've started to make use of their knowledge."

"Make use of it," said the sales manager, "well, I should say they have. They've got men right now in lines where we had planned to have them a month from now. They have us skinned, the thieves!"

"After they'd both turned in and done a good, solid job of cursing and blackguarding Graves & Son, who were their principal competitors, they cooled down and told their troubles.

"Two weeks ago, as usual at this time of the year, we planned our new selling campaign for the season. We always have some new territory to begin with each spring, and this time we had planned to cover more new ground than ever before. We had three new states outlined for our campaign, and we mapped out the salesmen's routes, selecting every town in a state worth making, and all that sort of thing. We took one state and routed that through. That looks simple and peaceful enough. Well, it would be, only Graves & Son somehow or other got hold of that route down to the smallest burg, and, as we've said, began to use it immediately. Two days after the routings were completed they had men in that virgin territory—the territory we had figured on reaping in—ahead of us. We didn't know this until a week later. By that time we'd got the second state routed. Graves & Son got that route, too. Got it as complete as if we'd gone over there and handed them our map. Now, somebody in this office got that information for them. They couldn't possibly get it themselves. There's a snake here, somewhere, and we just want to find it—just want to rhave a talk with him for once."

"Take me in and show me how, where and when you do your routing," I said.

"We do it right here in my private office," said the manager. Then he showed me their system. It was the regular routing system used by so many large business houses. When they selected a town for their salesmen to visit they stuck a pin in it. So the map covered with a scattering of pins represented towns in which the new scouring soap was to be pushed. There must have been 200 towns on each map that were marked in this fashion. It was foolish to think that anybody could have looked at the map and memorized the routings. Whoever gave Graves & Son their information had time

to make a list of the towns picked out, or else had taken the map direct to them.

"How many people besides yourselves know the complete routings?" I asked.

"Nobody," replied the sales manager. "We hadn't given the route out before we heard that Graves & Son had the towns."

"Then somebody must have taken the map and copied it."

"Nobody could have done anything of the kind. Look at that map. How long do you suppose it would take anybody to sit down here and copy off a list of those towns. A half hour at least. Besides, the map was never out of our sight. As soon as it was finished we locked it in the vault. Before that it was kept in my desk. Copying it would have been impossible."

"It never was out of your sight?"

"No. That is, excepting, of course, the few minutes possibly both of us had stepped out of the office to speak to somebody on the outside."

"Then there were times when the map was on your desk here when you were out of sight and reach? It would have been possible for somebody to have had access to it without being seen?"

"Oh, yes," they said, impatiently. "Somebody might have jumped in

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here, looked at the map and jumped out again. But what good would that do? They couldn't copy a single name, and they couldn't remember over ten at the best. No; nobody could have got the stuff that way.

"How could they have got it, then?" I asked.

"Of course they didn't know. Didn't have any idea. The thing was inexplicable. There were only two of them who had the information; only two of them who had any chance to get it; so they couldn't understand it at all. I could see by the way that they watched each other for a slip that neither of them was guilty of treachery. So it was a plain case of watch for the robber.

"Go ahead and make up another routing," I said. "Start to-morrow. Make up a fake one, just as if you were going to make up one for your use. Do just as you did before, run out and in, and don't show that you are aware of anything irregular and something ought to turn up soon."

"Accordingly next morning they got a map of another state and went to work. It was 10 o'clock when they spread it out on the big desk before them. At 10:30 they both stepped out to talk with the catalogue man, whose office was at the other end of the floor. At 10:31 a beautiful young woman slipped into the office they had just left. She had a pencil in her hair and she was chewing gum, and in other ways she showed that she was one of the firm's sixty stenographers. Oh, yes, and rolled around her arms she wore a pair of impromptu sleeves made out of soft yellow tissue paper, such as is used in copying books and in other ways around every office. Inside the office she looked around, saw that the place was empty; then she deftly whisked a sheet of the tissue paper off one of her sleeves, ran to the desk where the map was lying, picked it up, and almost before you could have counted two she had slapped that tissue paper on the back of the map—the tissue paper was damp on the corners and stuck readily—put the map back in its proper place, and was flitting out of the door. She couldn't have been in the office more than seven or eight seconds. And it was as many minutes before the two officials came back to their work.

"How do I know that she did all this when the office was empty? Oh, I was inside the next room, with my eye to a convenient little hole in the partition.

"I sat behind that hole all day without leaving for lunch. I didn't see anything more until about 4:30 in the afternoon. The fake route was finished then and the manager and the sales manager were out for another few minutes. Again the beautiful young woman entered; again she ran to the map on the desk. But she didn't stick anything on it this time. She simply lifted it up and pulled that tissue paper off the back of it in half the time she'd taken to put it on. Then she twisted it around her arm, on top of her sleeves, and walked out as uncon-

cerned as if she'd just dropped in to ask the boss about some dictation.

"I hurried out of my room and hunted her up. I found her sitting at her typewriter, banging away for dear life. 'What did you do with the paper that was on the back of the map?' I asked gently. But, oh, no, there was no breakdown, no confession from her. 'What do you mean, sir?' she said. You would have sworn she was an angel. You could see dear home and parents in the offended light in her eyes. 'Come, come,' I said, 'you needn't try it on me. I was in the next room when you put the paper on this morning. Also when you took it off just now. I'm sorry, but I'll have to cause your arrest if you don't own up.'

"She looked up at me with a new expression. She sized me up for half a minute and grinned as if she'd met with something pretty good. 'I'll own up,' she said. 'You've got me, I guess.' She seemed to weaken a little. 'Will you let me go and get my hat before we go in the office? I suppose they want to arrest me, and I want to be all ready to go without any fuss.'

"Of course I let her go; anybody would have done the same. I felt a little sorry for her as I watched her walk into the stenographers' dressing room. She was game, all right, I figured, but she had given in now.

"Oh, yes; she had given in—not! I waited with my eye on the door to the dressing room for fifteen minutes. Then it suddenly occurred to me that I was a fool. I ran in. The one window in the room, leading out into an alley, was open. There was a fire escape outside of it. And my beautiful young woman was gone, gone, gone.

"I hurried back and picked up the map. I looked at it a long time. Then I saw the scheme. It was a

standard map. You could buy one like it anywhere, and if you had a blank paper pricked with holes, just as the map in the office was pricked, why, you could lay it over any other map and the pinholes would come directly over the same towns that the original holes had been made in. It was terribly simple; so simple I couldn't understand how any one couldn't have thought of it. That was because I had been dealing with men all my life—not with women.

"Of course, it was a woman who thought of it—the beautiful young woman. Did we catch her? I should say not. We never saw her again. That beautiful young fire escape climber wasn't the kind to be caught. Yes; her name—then—was Fay Dakin."

James Kells.

Tricks of the Trade.

Eight or ten rocks averaging about ten pounds each are on exhibition at the Santa Fe depot in Ottawa. Each was found in the center of a bale of hay, skillfully concealed from the casual observer. The hay was taken from a car that was on fire and the stone "ballast" was discovered when the bales were torn open to extinguish the fire. Every bale contained a rock.—Kansas City Journal.

A successful trip on the sea of matrimony depends largely upon the ballast.

It is better to serve a miser than to be served by the muse.



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UNPROFITABLE PROFIT.

It Does Not Pay To Misrepresent Goods.

Written for the Tradesman.

People in Kensington, a small city out in the clover country, wondered why the new manager of the Ground Floor department store changed his clerical force so soon after taking charge of the establishment. They explained to Hilton, the new man, that the store would lose trade by reason of the sweeping changes. The new manager smiled and pulled his brown Vandyke beard. He said that he thought he could get along without the old clerks, but he never told why he had decided to get along without them. At least he never told the friends of Maude, and Estelle, and Hazel why they had been detached from the payroll. There was a quiet little roar for a few days, and then the store took in more cash than before the changes were made. The roar got no further than the immediate chums of the discharged ones. When an \$8 employe gets the notion that a store can not get along without her it usually ends something like that.

It all came about in this way:

When Hilton took charge of the Ground Floor he found that the old manager, who had come near bankrupting the concern, had taught the clerks a lot of fool tricks. The first one to show was in the exchange department. There were too many goods being brought back for exchange. Hilton studied over the matter for a time and then decided to investigate. He did not launch the investigation by summoning the clerks to his private office and talking to them in a condescending manner from the top of a table. That was not his way. Instead, he walked through the aisles and heard the girls sell goods. He believed that when goods are sold that ought to close the deal. One day he went to the millinery department and heard something like this:

"I'm sorry I can't get what I want here. I'm too tired to go on down the street. Look through your stock and see if you can not find the hat I described to you."

It was Mrs. Crown who was talking. Hilton knew her well.

"Why," said the clerk, "I can't see why you want that special shape. It is not nearly as swell as some we have here. Now here's one that is selling well, the best seller we have, in fact. It is all the rage this spring."

"It is a new one to me," was the reply. "I don't think I've seen anything like it anywhere, but then I'm not very observing in such matters. I don't go out much and have to accept the judgment of others in millinery."

"Well, we're selling a lot of them. Before the season closes we'll have to order in a new lot. The very best people are buying them. It looks well on you, too. Why not take it along?"

"Sure it won't look lonesome?" asked the customer. "You know one has to fit out according to what others wear."

"You'll see lots of them when the

spring hats come out. The ones who have bought must be holding them back."

"Are you sure this color is right?" "Certainly. That is one of the new hats, and it must be right. We have not anything in the store that has been made over or re-trimmed. I should like one of these but they cost too much for me, and, then, I wouldn't want to seem to imitate wealthier people, you know."

The manager did not then see the hat the clerk was boosting, but he got the idea that she knew her business. That little touch about the bon-ton ought to make the sale, he decided.

"Well," said the customer, presently, "you may send it up. I'll pay the bill now. I hope it will prove all you say it is. I have to depend on others in such matters, as I said before, not being a society woman."

Hilton walked about the store until the customer had taken her departure, and then went over and looked at the lot from which the hat sold. Mrs. Crown had been taken. To his dismay he found that they were not new at all. They were re-trimmed, left-over hats fresh from the bargain counter, and the clerk had asked and received about three prices for the one she had sold.

Of course there had been a temporary extra profit, but Hilton knew that it was an unprofitable profit. He knew that the hat would come back. He was sure that the friends of the purchaser would kindly inform her that she had been imposed upon, that she would be laughed at if she wore the hat on the street. No woman likes to be made ridiculous by a clerk she trusts, and Hilton expected a breeze when the hat came back.

He did not mention the matter to the clerk at that time. He would get at her in another way. Instead of showing his hand he pried about in the other departments and found that this grab game was going on everywhere. After concluding his investigation he wouldn't have taken the word of one of his own clerks as to the value of a ten-dollar gold piece. They had certainly been started wrong by the old manager, who ought to have been fired for an imbecile a year before he was let out.

In about a week Mrs. Crown marched into his private office with the red flag of battle flaring in her face. She had the hat in her hand. Hilton proffered a chair, but she stood and glared at him. If she hadn't been a lady she would have stormed and scolded. As it was she spoke quietly, slowly, but her words held a frost which nearly cracked the lenses in Hilton's near-sighted glasses.

"I am told," she said, "that I can not get back any money I spend in this house, even if spent under false representations. Is this true?"

"Certainly not. What is the trouble?"

"I bought this thing here a week ago." She pointed at the hat with one scornful finger. "I trusted to the honesty of your clerk. I am not up in matters of this sort, strange to say. I was told that the hat was in style, that it was popular, that it was the

prime seller of the season. With this understanding I paid a big price for it. Now I discover that the hat is a re-trimmed thing from the bargain counter, that I was made a booby of by your clerk. My friends laughed at me when I put it on. The only person to wear one so far is a servant maid whose taste is notably bad. I came here to-day and demanded the return of my money. I was told that I could get a credit slip only. Is this true?"

"Under the circumstances, no."

"I refused to accept the credit slip because I want no more goods from your store. I wouldn't feel safe in wearing a thing taken out of your stock. Your clerk lied to me to get my money. She won't have a chance to do it again. None of your clerks will. I won't be made ridiculous in the eyes of my friends without knowing why. I want my money immediately."

"You shall have it," was the reply, "and I want you to sit in there and hear what the clerk says of the transaction."

Now, Hilton could have talked to the girl at any time. What he wanted was to make a plea for a continuance of the patronage of the Crown family, and make it without seeming to be little himself. He wanted to talk to Mrs. Crown over the shoulders of the girl who had made the trouble. Foxy man is Hilton.

When the girl came in she hadn't much to say except that she had followed the old rules. Her business was to sell goods, to look out for the interests of the house. When she had finished Hilton began talking for the benefit of the customer.

"You have cost us the trade of a very fine family," he said, "by trying to work off an old article as new. I don't blame Mrs. Crown for being angry and leaving the store. You made an alleged profit of \$3 on that hat and lost more profit for us than you could make up in a year if you worked for nothing. You say you followed the old rules. You ought to know that no rules shelter an establishment from the charge of fraud and misrepresentation. You are not discharged for the present. That is all."

That is where Hilton got in his fine work. Mrs. Crown came out with a smile on her face and asked for the credit slip! She said she now understood what Hilton had to contend with, and went off in a pleasant frame of mind.

Now, I presume you think the clerks were discharged for misrepresenting goods? They were not. They were discharged for going too far the other way, a thing too many salesmen and saleswomen do. The case of Mrs. Crown was explained to them, and orders given that they should be honest with customers.

Do you know what the most of them did? They were angry at the new manager, for the old one had been foolishly kind to them. "Oh, well," they said, "if we can't sell anything except the very thing asked for, there is no use of trying to show goods." They did not see the happy medium between selling by false pretenses and selling on honor, which was not good for their reputation

with the manager. They thought a saleslady was a person who could sell a coat to a customer who had asked for a flannel shirt. And they were partly right, only the coat must not be sold to take the place of the shirt. They did not plan in making their sales to bring the customer back. And so they were fired. Much to their surprise the store kept right on doing business. Hilton was sorry to do it, but his first duty was to his patrons.

Alfred B. Tozer.

Prodged His Memory.

Mr. Urban was always late to dinner. He arrived home, on a certain evening, as usual, twenty minutes behindhand. His wife was entertaining Mr. and Mrs. Fortune. Greeting the guests with effusive cordiality, he said:

"If I had known this pleasure was in store for me I should certainly have arranged my business so as to be at home earlier."

"Why, Harry," sighed his wife; "I told you."

"I beg your pardon, love; but you are certainly mistaken this time. You probably forgot to mention it. On the whole, I'm glad of it. It is a delightful surprise."

Mrs. Urban was a spirited woman. This unjust accusation came near overthrowing her courtesy. Her lips parted, then shut decisively; but a slight frown lingered on her forehead.

Little Tommy read her face. He knew all about his father's poor memory, and he felt it his duty both to refresh it and to defend his mother.

"Why, papa," he piped up, "don't you recollect? Mamma told you to be sure to come home early because the Fortunes were going to be here, and you said, 'Oh, the devil!'"

Vital Problems for Girl Workers.

A working girl's problems are indeed many and various, but the most vital one of all, to my idea, is this: "How should I regard my work?" This is a problem that no working girl can afford to ignore, for the issue will determine whether she is to be a queen in her own right or merely a menial.

I have been a working girl for many years and have found the key to the above. Have tested it and tried it, and know whereof I speak. I found it in an ancient literary treasure house (which in these days is too often, alas, "a treasure locked"), and it is this: "Whatsoever thy hand findeth to do, do it with thy might." There are many kinds of pleasure in this world, but for lasting satisfaction none to equal that which comes from the knowledge of work well done. There is nothing like it. With this to cheer and help her a working girl can walk her hard path bravely, looking the world straight in the eyes, and as to the solution of all the rest of her problems, "all these things shall be added unto you."

Isabel McCorquodale.

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Provision for Old Age and Reverses of Fortune.

The one thing upon which all practical philosophers, from Poor Richard down to Mr. Dooley, have been insistent is the necessity of laying up something for a rainy day. The wisdom of such advice is so apparent it would seem that it must appeal to the wayfaring man and woman, even although they were stone blind and fools. One of the tragedies of life is the spectacle of people who live a gay butterfly existence, who feast and dance and make merry while the sun of their prosperity shines, without taking thought for the morrow, and who suddenly find themselves, through some turn of the wheel of fortune or when old age overtakes them, penniless, dependent and forlorn.

It would greatly offend such people if we should tell them that they have been guilty of criminal carelessness, yet it is true nevertheless, and the pity of the thing is that so few seem to be warned by their example. We see about us men on salaries who know that a change of firm, a falling off in trade—any one of a thousand contingencies—may throw them out of work, but who are so self-indulgent they do not lay by a dollar to tide them over the rainy day that is sure to come to them. We see people who, to gratify a silly desire to go into fashionable society that they can not afford, spend every cent of their income, and who, when the breadwinner dies, are thrown helpless upon the world; we see women left a competence, that should have kept them comfortable, recklessly encroaching upon their capital, until they are left beggared when they are old.

If only the poor butterfly suffered as a result of his folly it would be bad enough, but we might comfort ourselves with the thought that he got no more than he deserved, but in the end it is always the grubs of life that have to settle the butterfly's score. Somebody has to carry the clerk who did not lay up anything over his rainy day; the penniless family is dumped on the charity of the community, and some hard-working relative must furnish the bread and butter for the improvident woman who spent her fortune on cakes and ale. In all the heartrending cases of destitution that appeal to us there is not one in a hundred that could not have been prevented by the use of common foresight and prudence and self-denial.

There is absolutely no excuse for not looking forward to the rainy day that is sure to come in every life and making some sort of provision for it, and the person who, in prosperity and health, does not insure against being a burden on his friends when he is sick or old is a dishonest sponge. He is deliberately eating his cake and depending on also devouring part of somebody's else.

But much as money is—and comfort and peace of mind come pretty nearly being expressed by the dollar mark—it is not the only thing. Not the only rainy days in life are those when business fails or we are too old to work any more and compete in the struggle for gain. There are the dark days when sorrows come to us, when we stand grief-stricken, sad and alone, and it is just as much the part of prudence to lay up something for these times of mental and spiritual disaster as it is for the dark days of poverty. It is true that there is no bank in which we can deposit happiness subject to our check; no bonds of joy on whose interest we can count upon retiring and living; no trust company that will guarantee to keep safe for us our youth and health and love, but none the less we may surely lay up a fund of comfort upon which we may call without fail in the hour of need.

To all of us there must come a time when we stand above the confined form of our best beloved, and the whole horizon of earth is bounded by a narrow grave. Then it is that we need to have laid up a fund of sympathy that we can check upon. We want pity to lay its healing hands upon our hearts, we want tenderness to bind up our wounds and love to breathe hope once more into our souls. The grief that can weep itself out upon another's breast is already half consoled. The sorrow that has none to turn to in the whole wide world, that knows that it must grieve alone, has gained an added sting.

Be sure there is no accident in this. If we have been left desolate in our sorrow it is because we have lived a selfish life. We have said that other people's sorrows and griefs and disappointments were nothing to us and that we had nothing to do with their joys. The world is but a mirror that gives us back our own reflection. If we want love and sympathy, we must show it to others, and the man and woman who have fulfilled the divine injunction to weep with those who weep and rejoice with those who rejoice have laid up that comfort for their rainy day of sorrow that will not fail them in their need.

Then there are love and friendship. To me there is nothing so pathetic as the sight of a lonely old age. Last winter I was much with an old woman who had come to the last stage of the journey of life. She was very rich and dwelt in a splendid house, and had all the perfunctory attendance that paid help gives, but there were no tender hands to smooth her pillow, no loving lips to press a kiss upon her brow. She had quarreled with her own family years before; she had been arrogant, selfish, ill-tempered, and when she could no longer entertain and amuse her empty society acquaintances they went their way and forgot her. In all her life she had laid up no friendship for her rainy day of old age and sickness; she had bound no heart to her by tenderness or loving deeds, and in the end she reaped as she had sown.

People who are what we call un-

popular always speak of it as if it were an undeserved misfortune. Parents whose children are not companionable bitterly stigmatize it as ingratitude and consider themselves martyrs. It is as well to face the truth in such matters. We invariably get exactly the measure of love we deserve. No man or woman has a right to expect to be loved unless they do something to win love, and I have yet to see the genial, kindly, considerate person who turned a smiling face to the world on whom the world did not smile in return.

No parent who is harsh, dictatorial, scornfully critical of his children—who sneers at John's love of high collars and pointed-toed shoes and derides his opinion, and who ridicules Mamie's friends and growls over her bills—has any right to complain that his children do not come to him with their joys and sorrows and want as little of his society as possible.

"In time of peace," says the wise political economist, "prepare for war." When we are young lay up friendship and love for old age. When we lose the charm, the gayety of youth, when we grow garrulous, perhaps, and behind the times, and tell the same old stories over and over again, we are beyond the time when we attract new people to us, but we can have, if we will, a boundless store of affection to draw upon that is not critical, that loves the same old stories just because they are ours, and that will make beautiful our last rainy days.

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about enough is laying up some provision for a rainy day when we are temporarily cut off from our usual occupations. Talleyrand advised everybody to learn to play whist in their youth in order to avoid a miserable old age. A modernized version of that might suggest the necessity of cultivating, while we are happy, some fad that will console us while we are miserable. A person with a hobby can never be altogether desolate. I have personally known an absorbing interest in art or ceramics or golf or the Daughters of the Revolution to carry a man or woman safely through the inevitable bad quarter of an hour of their life.

Every child should have a love of reading cultivated in him, simply as a resource against being bored, if for no other reason. No people in the world are so afflicting to themselves and other people as those who do not like to read. With a book, with all the wonder and excitement of fiction, of adventure or sport, opened before one, a man may say, like Monte Cristo, "The world is mine." It is a preventive against ennui, a balm for sorrow, an antidote for worry. A taste for reading should surely be laid up against the rainy days of sickness, of disappointment and of care.

Mr. Depew said once that plenty of rich Americans had enough to retire on, but they had nothing to retire to. The time will surely come when we will realize that it is as practicable to lay up something spiritually for a rainy day as it is financially, and just as much worth while.

Dorothy Dix.

Achieving Success in a Fruit Store.

My success as a clerk in a confectioner's store is, I think, due to being able to always see "things" at the right time. For what is more annoying to a busy proprietor than always to have to point out work to be done.

When I took my place as clerk I was the only girl of the four in the store. And my pay was \$3 per week. Not much of a beginning, some would say, but I was determined on starting to be the best if patience and careful observation would win the day. I never was familiar with any of the clerks and at all times made them know their place and I kept mine.

After being in the store six months I asked my boss if I could mop and clean my part of the store, as the man that did this part of the work was untidy. At first he objected. Then I pointed out all the annoying things to him, and it was decided I would come to the store a half hour earlier to do this work. And, as a result, in one month the whole store was cleaner at all times.

The trade in one year was doubled and my proprietor and his wife invited me to their home to live. I was given a salary of \$10 per week and made head clerk.

My advice is to beginners, "Never be too big for your position if you would succeed."

This is what a bashful country girl can do if she will. Ruth Garver.

Give Employer Square Deal.

I have found in my experience that business life for a girl is what she makes it. She should give her employer "a square deal" and expect "a square deal" of him in return.

Be persistent. There is nothing annoys a business man like tardiness, it only means a few minutes of sleep, but it means a great deal in your employer's estimation of you. On the other hand, have your work arranged to close your desk at the time specified by the house; of course if there is anything urgent to be done, do it cheerfully, but it is not fair to yourself to make a practice of working overtime.

Take an interest in your work, watch details closely, and be on the alert to find errors, but not to find fault. Use tact. No one needs a more bountiful supply of this in her disposition than a stenographer, as she has to work with a man in any and all his moods. Be neat in your work; never send in a letter which you would not send in were your standing to be judged by that letter.

Dress neatly. Shirt waists and tailored suits are the most suitable, and as they wear better and look better than anything else, I would advise every girl employed to adhere strictly to this form of dress.

Miss A. C. MacMartinn.

Don't Be a "Grabber."

Laziness is an irritating, but familiar, normal, gettable sort of thing. "Grabbing" is an intangible annoyance, which is so close to the border line of merit that one blushes for one's puerility in resenting it. Yet every one does resent it, and therein lies the danger to the "grabber." The relations between fellow workers are only a degree less important than those between employer and employee. The ability to maintain pleasant relations with one's business associates always is a valuable asset. It is a necessity in many positions.

"How does he or she 'get along' with the other people in the office or shop?" This is a familiar question in connection with employing new people. The "grabber" doesn't get along, and hence lessens his value from a commercial point of view.

Don't shirk. Be ready to do all you are asked to do, and more. Do your work so well that you need not be afraid to let some one else try it. Learn to do some one's else work if you get a chance—it will be just so much capital; but don't (my final word) "grab."

Lucinda Harnet May.

Where Credit Is Due.

"Pouf!" said the foreigner derisively. "Your finest wines and most luscious prunes come from France, yet you boast of your products!"

"Hold on!" replied the Californian, "don't you know my State yields those very wines and prunes?"

"But ze label!" said the foreigner, "zat is ze work of France. Has America such art? Again, pouf!"

Many a fairy balloon of fame hath been punctured with a blue pencil.

Many a girl with soulful eyes is heartless.

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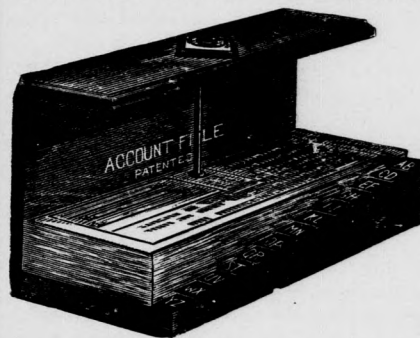
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TRADESMAN COMPANY, Grand Rapids



How One Man Won in the Shoe Trade.

The course of the shoe trade is upward. Shoe men are pushing on to better stores, better shoes and better profits. They are winning prosperity. The progress is in accord with the advance of the country in things which pertain to material prosperity. A glance at national statistics shows that there are more people in the country than ever before, and that they have more money to spend than ever before. Any shoe dealer, or shoe clerk in any progressive community, may look about him and see proof of the increasing wealth and intelligence of the people, particularly among his own customers. This increasing population, wealth and intelligence means a demand for more, and better shoes. Representative firms are preparing for it. The last makers and the pattern makers were never busier than they are to-day. Makers of fine and medium grade shoes are particularly rushed, and a number of firms will start earlier than usual on their fall and winter runs because they have such a large volume of business ahead. A leading manufacturer expressed the opinion the other day that the American people are learning to appreciate style and quality in footwear, and that they are steadily pushing the shoe trade to higher standards, which promise to the shoe man, both the manufacturer and the retailer, a more pleasant business and more satisfactory profits.

The grading up of the shoe trade is bound to come and it is bound to pay. Increased skill always commands a higher profit and a higher wage, whether the man with an increased skill be a physician, minister, or lawyer, or the corner cobbler. Professions pay, and the higher the profession the more it pays. If shoemaking and shoe retailing are pushed up to professional standards they will pay professional wages. Increased intelligence and skill will bring the shoe industry nearer professional standards. In days gone by the physician used to get his training by "riding with the doctors." He rode around in the physician's carriage, held the reins while the physician attended a patient and then listened to the physician's description of the patient's disease, and the success or the failure of the various remedies applied, as they drove along the road together. In the course of time the "rider" gained enough information to go in and look at a patient himself, when the physician was sick, or on a vacation, and to try his own luck at curing the unfortunate.

But to-day the physician gets a thorough training in the colleges and medical schools, and a year or two of practice in the hospitals before he begins to practice on the public, and to endeavor to build up a clientage.

He has a far greater knowledge of disease and medicine than the old practitioner ever dreamed of, and he collects fees so big that the old-timer would be likely to consider him a millionaire.

Half the battle of the doctor is in preparing himself for his profession. Half the battle of the shoe man must be in preparing himself if he seeks success. It is true that there is no college for shoe men, but every shoe man is a student in the school of experience, and it depends upon himself whether he does or does not get good education in it. Some men push ahead little by little, and their progress isn't realized until they mount the pinnacle of success. Others stand still, and wonder at the progress of the winners, and yet make no effort to push along the rugged road to prosperity themselves.

This is a case of a young man who prepared himself.

Some time ago a young man started to make his living, with a determination that he would make a place for himself. First he entered a factory, and he became a skillful shoe operative, but his health failed him, and he had to seek other employment. He became clerk in a retail shoe store. The position pleased him, although there didn't seem to be much chance of his pushing ahead in the store. Nevertheless, he worked earnestly, and he became a capable clerk. In brief, he mastered the retail shoe trade. He learned in the factory about making shoes, and in the store about buying and selling shoes.

But his career in the store was cut short by the decision of a son of the proprietor that he would follow in his father's footsteps. The son had studied in college, and had come to the conclusion that his father's business offered him the opportunity that he wished, so he left school to work in the store. Of course this threw the clerk out of employment, for the business of the store was not great enough to require two clerks.

The clerk was doubtful about his future. There seemed to be no opportunity for him to get work in any other store in town, and he dreaded to go back to the factory, where he could find profitable employment, for fear of his health. One day, while he was finishing up his work in the store one of his customers came in and there ensued a conversation like this:

"You're to get through here this week, are you?" asked the customer.

"Yes," replied the clerk.

"Have you anything in mind?" asked the customer.

"Well, I have one or two ideas, but I haven't made up my mind," answered the clerk, who imagined that his customer was only a curious friend.

"Why don't you go into business for yourself?" asked the customer in rather a blunt way.

"I'd like to, but I can't," answered the clerk.

"Haven't got the money, I suppose?" went on the customer, who seemed to know what he was talking about.



The One Way

to upbuild a paying shoe trade is to sell solid, handsome, comfortable shoes. Quality makes more friends than price. The public wants and is willing to pay for shoes of known reputation such as ours—shoes that not only look good, but are as good as they look—with over forty years of shoe-making experience back of every pair.

And you will find enough variety among them to make it easy to satisfy the special needs of most every customer you have.

Rindge, Kalmbach, Logie & Co., Ltd.

Grand Rapids, Mich.

**Any Time Is a Good Time
To Add a Line of**

"Hard Pans"

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

Where do you stand? Are you making it pay? Fearlessly cut out your handicap—the poor sellers. Get rid of them at any price and put in a line of "Hard Pans," the original, and your business will boom this spring; but the time to do it is now. Send that postal today, we will do the rest.

Our Name on the Strap of Every Pair

Herold-Bertsch Shoe Co.

**Makers of Shoes
Grand Rapids, Mich.**



Stock No. 887

"To tell the truth that is it," answered the clerk.

"Well, you see what you can do about getting a store, and stocking it, and come to me about the money," replied the customer.

And to bring the incident briefly to a close the shoe clerk got figures on the cost of establishing and stocking a store, and estimated his probable business, and his probable profit and then took his plans to his friend. The latter, who is a wealthy manufacturer, carefully inspected the plans, and then passed out a check to the shoe clerk and received his note in exchange for it. The shoe clerk proceeded to establish a shoe store and he succeeded. His wealthy friend used to patronize the store, and to pay full prices for his shoes for himself and his family. He never mentioned to any of his friends that he had a cent of interest in the retail store, although he did remark to a few that he had a great deal of confidence in the ability of the shoe man, and that he expected to see him prosper.

Since starting in business the shoe clerk has saved so much money that he has been able to pay the original loan, and now he has a clear title to the store himself.

This may be an exceptional story. But it illustrates that the man who fits himself for an opportunity is ready to better himself when that opportunity is offered to him.

While these are days of prosperity for the shoe trade, yet some men can not stand prosperity. It is not difficult to find plenty of examples of men who made money in one year and lost it the next. In one town, a while ago, a shoe man walked out of the bankruptcy court, and holding his papers up to his lawyer, he exclaimed: "This is the price of being a good fellow." He had made money freely, and had spent his money freely, and he had gone quickly onto the rocks.

The man with a steady head safeguards his prosperity, and the ingenious method of one of these men makes an excellent example for shoe men in general, retailers or clerks. This man "sees his profits work," as he expresses it. Whenever he cleans up a sum of money, large or small, he re-invests his original capital in his business, and he puts his profits into conservative profitable securities. His method is paying him, for his business continues prosperous, and his investments have so accumulated that he is now drawing a substantial income from them.

This method is a safety valve on his business, he believes. It prevents him from overstocking, for it gives him an output for whatever extra ready money he has. He is not tempted to buy liberally of shoes against his better judgment, because he has cash, for he is ambitious to invest his cash in securities. But he is careful, at the same time, not to let his interest in his securities interfere with his store and its stock. This method of doing business also spurs the retailer to buy closely, and to turn his stock frequently at a profit.

This retailer is not the only man

who knows how to make his profits work. A certain clerk is mighty clever at the same game. This clerk began in life as an errand boy, and while he didn't save the first dollar that he made, yet he saved a few of his early dollars, and put them into the savings bank and let them grow. As he increased his wages he also increased his bank deposits. When he was quite a young man he had enough money to invest in some real estate. He continued to interest himself in real estate, and he, with a few friends, developed a parcel of land and cleaned up quite a profit.

No, this clerk didn't cease to be less valuable to the store, because of his outside interests. He became more valuable, for he became a more capable business man. He is the best buyer and the best salesman in the store to-day, and in the course of time, unless he steps out, he will become manager of the store.

The course of the shoe trade is onward, and the men who are pushing it on are they who are best prepared to promote it. "Physician, heal thyself" is short advice from the wisdom of ages, which, transcribed, reads, "Shoe man, prepare thyself."

The above illustrations are but cases in which men first bettered themselves or increased their skill and ability, and then bettered their position in life.—Fred A. Gannon in Boot and Shoe Recorder.

How Harriman Looks, Talks and Acts.

A little chap, fifty-nine years old, who up to three months ago looked ten years younger, with eyes that are not particularly expressive behind the lenses of his spectacles; a heavy drooping mustache, now tinged with gray; a manner of speaking neither vivacious nor languid. His chin is pugnacious; his head is so well shaped that it has no conspicuous "bumps." His forehead is his best feature. A quiet spoken little man, not at all impressive looking, who walks with a curious sort of bow legged "horsey" jauntiness as of a jockey. His complexion inclines one to fear that the Harriman liver is not as efficient as the Union Pacific. You can tell that real bonhomie is foreign to him these days, but you are not surprised to learn that he is a model husband and a tender father. You can talk to Harriman and think him rather ruthless. You can't listen to him without thinking him a man of great brain power. He talks quite easily and seldom uses figures of speech, but is often at a loss for the precise word wanted, and when you offer it to him he uses it without correcting himself, in a matter of fact way that conveys no sense of help received or gratitude. I should say he is the kind of man who would not dream of saying "Thank you" to a fellow who helps the deal to come Harriman's way, because it would have come anyway, with or without help or opposition from others, and why be grateful?

Edwin Lefevre.

The knowledge of nineteen can lay the wisdom of Solomon in the shade.

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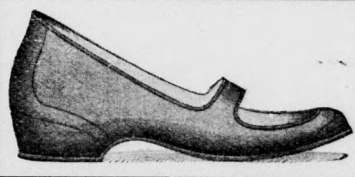


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All Leathers, in White, Black or Brown

Michigan Shoe Company,

Detroit, Mich.

CIDER VINEGAR.

**Abundance of the Genuine Article
Might Be Provided.**

Written for the Tradesman.

In spite of pure food laws, State inspection and monthly reports of foods analyzed, there seems to be no less apprehension in the public mind as to harmful or adulterated goods offered for sale. At least it thus appears to the average grocer. Possibly those who have always endeavored to secure only the purest goods for consumption have had their suspicions confirmed by the aforesaid legislation and reports of adulteration, while others have been awakened to a sense of a danger hitherto little thought of.

Legislation against an evil does not end it. While law-respecting, manufacturers and dealers are put on their guard against manufacturing or selling anything which has been pronounced injurious, certain unscrupulous ones will only intensify their endeavors to continue to defraud the public. So, perhaps, it is well that there should be no relaxation of vigilance on the part of consumers in this matter.

In justice to grocers, both wholesale and retail, it should be said that all reputable dealers are doing their best to keep their stocks free from every deleterious article. Long years of conscientious dealing, however, seem to afford no immunity from the humiliation suggested by oft-repeated questions in regard to purity of goods offered for sale.

Vinegar is one of the articles which are often subject to the housewife's scrutiny. There might be, and possibly is, an abundance of the genuine article. It is a popular opinion that cider vinegar is the best vinegar made. Germans, however, prefer white wine vinegar, to which they were accustomed in their native country. Not only is it sold at a lower price than cider vinegar, but some who are familiar with the process of manufacture of each kind claim that white wine vinegar is much the purer, being distilled from wholesome grains, while cider vinegar, well, anyone who may have witnessed the process from the gathering of the apples in the orchard until the newly made cider is put into barrels at the mill might be inclined to admit that the proportion of "pure" cider vinegar on the market must be small indeed.

And yet, the chemical changes which take place between the time cider is seen in its newly made state and the time when it becomes an excellent grade of vinegar no doubt eliminate all impurities. If it does not, by all means give us the white wine vinegar or else let state inspection include also the cider mills and vinegar factories. There is no need of entering into details, suffice it to say that sweet, unfermented cider usually contains much filth and impurities.

Cider apples usually bring from twenty to twenty-five cents per hundred weight, or ten to twelve cents per bushel. A bushel of juicy apples will make three or more gallons of cider. It costs the farmer one cent per gallon for grinding and pressing.

The market value of new cider is from four to six cents per gallon, while vinegar retails from twenty to twenty-five cents. The manufacturing into vinegar does not necessarily decrease the quantity except by leakage or waste in handling.

Some vinegar manufacturers buy apples at various railroad stations and ship to their factories. In some places they hire local cider makers to make the apples into cider and thus have to pay freight only on the barreled product.

A large proportion of the cider which is sold goes to the saloons, and becomes, according to Francis Murphy, "the devil's kindling wood." How far cider drinking is responsible for the appetite for alcoholic beverages we are not competent to judge. The paths which lead to drunkenness are almost innumerable. The agents of the liquor traffic use every device, scheme and means which can possibly be thought of to deceive and entrap men, women and children into drinking, and no factor is too insignificant to be used to further their ends.

Some people there are, indeed, who would never sell an apple if they knew or believed it was to be used to manufacture cider for drinking purposes.

It is reasonable to suppose that the saloonist realizes a greater profit from the sale of cider than the vinegar manufacturer does from his product, and he is able therefore to pay a higher price if necessary to secure all he desires. This has a tendency to keep up the price of vinegar and an incentive is thus given to unscrupulous manufacturers to substitute an adulterated article if it can be compounded more cheaply than the genuine. And this, by the way, is an illustration of the far-reaching effects of the saloon. No one anywhere in the whole length and breadth of the land can say, "It does not touch me." It touches everyone in some particular, and wherever it touches it hurts, blights or destroys. It can not be limited while permitted to exist. It recognizes no bounds or regulations. It does not confine itself to its chief business, the wrecking of humanity, but robs and pilfers where it is least expected.

The art of vinegar-making, like many other arts practiced by farmers in general in earlier times, seems to be declining. Many, with an abundance of fruit and cider in the cellar, buy vinegar at the groceries and take the risk of getting injurious acid preparations. And yet, it is a simple matter to make vinegar. When the new cider is brought from the mill in the autumn, the keg or barrel should be laid upon skids or a bench, bung upward. There must be a vent so that the gas can escape during fermentation. It is better to take out the bung and add a little cider occasionally so that the barrel will keep full and the froth rising to the surface will overflow and carry away the impurities.

When fermentation ceases, bung up the barrel and place in the cellar where it will not freeze. A warm room is best to hasten the process of vinegar making. When freezing

weather in spring is past put the barrel of cider outdoors again. Draw off, strain and put in a clean barrel. To one barrel of cider add two gallons of clean rain water, not drawn from the cistern, but caught from the eaves, and one or two quarts of cooking molasses, and a square foot or two of brown paper—straw paper such as the grocer or butcher uses. Tack over the bung three or four thicknesses of cheesecloth so as to admit air, keep out dust, leaves and insects. The oftener the cider is agitated or drawn from one vessel to another the sooner it will become vinegar.

When autumn comes again put the barrel into the cellar. Now if one has a barrel or even a part of a barrel of strong vinegar on hand, he can draw a few gallons of the newly-made vinegar and put it into the stronger vinegar, when a few days will suffice to make it all of equal strength. This method may be continued, adding a few gallons at a time as the best vinegar is drawn off to use or sell. This home method of making may require a longer time than is necessary in the factories but it requires no expensive plant or machinery.

When apples are plentiful prices are so low that many farmers will not spend the time to market cider apples, and many cider makers will not buy apples to grind. So it usually happens that the year following an abundant apple crop vinegar commands a higher price than the year following a scarcity of fruit. The supply of cider is more nearly all consumed when plentiful and low priced

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are "quality" goods—put up to give the people the squarest kind of a deal—fullest values—the perfection of purity—the all-round comfort of being certain that their modest cost has been wise expenditure. That sort ought to suit *your* trade, eh?

WORDEN GROCER COMPANY
Grand Rapids

than when scarce and high, so the cider maker says. The large quantities of apples left to decay in the orchards would lead one to suppose that there must be plenty of cider vinegar in the country, or else consumers are content to accept substitutes at a lower price.

One effect of pure food legislation is illustrated by the following circumstance: A certain vinegar and pickle company in Michigan manufactured both white wine and cider vinegar. In years when apples were scarce in the immediate vicinity of the works the company colored white wine vinegar with burnt sugar and labelled the product "cider vinegar." It was equally as good as cider vinegar, contained no injurious chemicals and was sold at a lower price than cider vinegar could have been produced under the circumstances. The pure food officials ruled out this brand of vinegar, the company was compelled to quit making it and finally dismantled its plant and discontinued the business entirely. One of the company's officers contended that it was unjustly discriminated against, and that they should have been allowed to sell this artificially colored, yet pure, vinegar, provided it was truly labeled, the same as manufacturers of butter substitutes or compound syrups are allowed to do.

It is but a short step from new cider to an intoxicating beverage. New cider is filthy; hard cider is one of the worst of intoxicants, but vinegar is a necessity, and there is no good reason why there might not be an abundance of the genuine article produced.

E. E. Whitney.

The Heroine of the Ribbon Counter.

Sadie is a fluffy, little peroxide blonde who worries about her gentlemen friends and stands behind the ribbon counter and looks the other way when you humbly approach and query if you may spend coin of the realm for a yard of the gaudy finery over which she holds queenly charge.

You wouldn't pick Sadie for a heroine, not even if you had crossed wires in your eyes that made her height five feet nine, instead of five feet nit, and her nose a clean cut Grecian instead of—instead of what it is. No, not even if your sight was made blind to the frowsy curls of her near-Marcelling would you select Sadie as one to do things worthy of record among the things heroic, for even if your eyes were so dimmed that you could not see it, your eyes surely would be keen enough to detect that which would make her impossible as a heroine. She chews gum.

Scandalous! The "business" would be spoiled. People would laugh. Gum and heroism never were meant to be stuck together.

And yet—yet Sadie of the badly frizzled, blonde curls, and the gentlemen friends, and the everlasting gum is one of the heroines of the earth. Strange as it may seem, she who gets highly offended when a customer dares to ask for attention, has won the honorable mention medal. Of course she won't get it. She may get a nice, large tin can, if the thing

happens again, but nothing else. Sadie, as has been said, works in a department store.

This is how it happened. It rained Monday morning. This slowed up the street cars, and Sadie left her car at the time when she should have been passing under the eagle eye of the timekeeper to her work.

This was bad enough. She had been late once last week, and the second black mark means trouble. So, in hopes of beating the clock, she picked up her skirts in her left hand, and, holding her umbrella over her pompadour in her right, she started a sprint for the store, two blocks away. It wouldn't have been so bad if she could have kept up the sprint. But she couldn't, being a heroine.

Almost at the beginning of the sprint she was stopped. Up against the side of the building, where the rain swept around and struck him the fiercest was what had once been a man. He wasn't a man now—to look at. He was a poor, broken creature, walking with the aid of two canes, and so far bowed over that it gave him something of the appearance of walking on all fours. Evidently he was a victim of some sort of paralysis. His legs shuffled aimlessly to and fro as he drew himself along on his canes, his head wagged horribly in its socket, and the wind and rain beat against him and shook him like a rotten tree. And yet, helpless as he was, he carried under his arm the badge of the worker, a lunch box.

Everybody was in a hurry. Everybody saw the helpless one, but you can't expect people to stop when they're hurrying to work or business, can you? Nobody did stop. Some jostled the fellow as they went past. Others said: "Poor devil!" But they didn't stop.

A particularly hard gust of wind drove him slam against the wall. He stood there, wrecked. He couldn't go any farther, apparently. And the crowd continued to go on.

Sadie was past him when she saw him. Then she stopped.

"Gee whiz, what d'youse think of that! Aw, poor fellow, he can't go no farther. Getting all wet, too. It's a shame. Huh!"

When the great words of great people are all graven in stone that "huh" of Sadie's should be among them. It meant: "Well, I may get canned, but I can't stand to see that fellow get soaked like that. That's all."

Then she went over and took the helpless one by the arm and held her umbrella over him. Her skirt—the one she made such a hit in at the Morgans' last dance—dragged in the water. The rain slanted in under her umbrella and struck the flowers in her hair, and her near-Marcelle wave. This was because she held the umbrella entirely over the man.

"Come on," she said, "I'll help you along. How far youse goin'?"

"Just a block," whimpered the man. "Awright, come on."

"Thanks—but—ain't you late, awready?" The man, too, knew the slavery of the time clock.

Then the great soul of Sadie showed itself in its greatest effulgence.

"Who, me? Late? Well, sh'd say not. I got all kinds of time. Come on."

That was the slowest walk Sadie ever had taken in her life, and she had gone walging with some extremely dead ones at that. The man could just crawl. First he put one cane ahead, then one leg; then the other cane, then the other leg. It was a painful process. Sadie in her imagination counted the minutes as they flew, and with each one that went she knew just how much harsher the manager would be. But she stuck—even unto the door of the building wherein the man worked. Then she ran breathlessly for the store.

"Late again," said the manager, stroking his white vest. "What do you mean by keeping such hours?"

Sadie in desperation thought it might be a good thing to explain.

"I was helping a crippled fellow along—"

"Here! Nothing like that. You were late. Don't try to explain; explanations don't go. They don't make you get in on time. You were late; that's all. Don't let it happen once more if you care for your job. Get back to your station."

The girls in the ribbons giggled when she came among them.

"On the carpet again," said they. Gee, you're coming late reg'lar. Where was you last night, to some dance?"

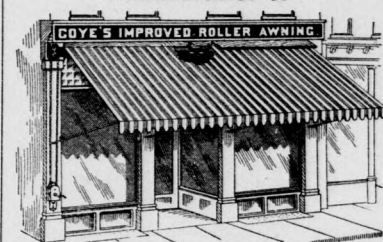
Sadie was putting up her back hair. She had a hairpin in her mouth.

Even a man knows that a woman with a hairpin in her mouth can not reply instantly to even the most important question. It was fully three seconds before Sadie answered.

"Sure, I was," she said. "I had a swell time." Henry Oyen.

Chas. A. Coye

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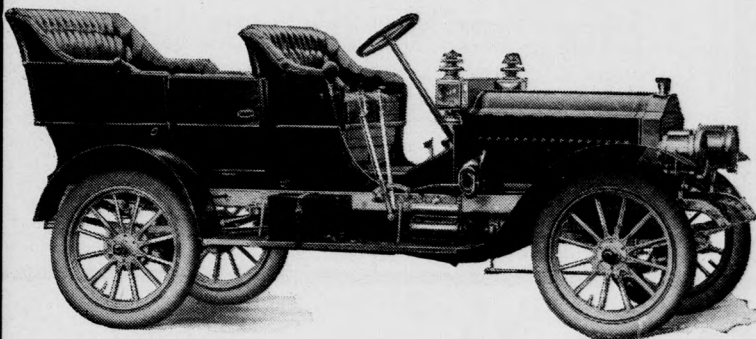
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THE WORLD IS MINE.

How It Feels To Be a Millionaire.

Soda Lake, on the Carson desert in Nevada, is one of the most valuable pieces of property in the world. It is tured into money as easily as gold dust is converted into coin. The supply is inexhaustible and the demand is ceaseless and without limit. Consequently it is worth a great many millions of dollars. The owners would not trade it for the richest gold mine in the world. There was a time when I owned every inch of this wonderful treasure—every drop of its rich waters from the surface to the bed of wealth, 400 feet below.

I sold it for \$1,000,000. For sixty days I was a millionaire. Yes, for two months I sat, walked and slept reveling in dreams of luxury and planning to enjoy illimitable wealth.

Looking back at that period I now am satisfied that those were sixty of the most miserable days of my life. Happy, peaceful hours did not come again until I fully realized that my million was gone from me and my heirs forever.

It all happened in the old bonanza days of Nevada. Virginia City, on a mountain top above the clouds, was crowded with the wildest, gamiest and most desperate set of miners, mine owners, prospectors and gamblers that ever before collected in any one camp on the Pacific coast. Fortunes were made and lost in an hour. Men who drove carts or handled shovels one day were millionaires the next. The flight of time was not noticed. No one knew or cared whether it was day or night. The narrow streets were jammed at midnight. One morning Consolidated Virginia was selling at \$1.50 a share. At midnight these same shares were worth \$5,000. A secret had leaked out. They had struck a bonanza in the little mine. It was a real bonanza of solid silver. The miners said it was as "big as a house."

There was a scramble for these shares. Many of them had been given to miners for labor performed in the mine. Porters, hod-carriers and draymen had shares in the almost unknown mine. A servant girl drew from her bosom enough of them to make her rich beyond her wildest dreams.

Micky Doran crawled from a dug-

out in the side of the mountain and fighting his way to the side of a man he knew asked the cause of the excitement.

"Consolidated Virginia is worth \$5,000 a share," shouted the Irishman's acquaintance.

Later in the day Micky and his wife Biddy were seen on the cars en route for San Francisco. They had sold their mine shares for a fortune. Each clung close to a stout barley sack. The sacks were soiled and heavy and no one suspected their contents. The lucky Irish pair were going to old Ireland in a hurry and they were carrying about \$40,000 in coined gold. What would it not have been worth to have seen them pouring this glittering gold out on the dirt floor of an old cabin on the roadside six miles from Belfast, where lived Micky's old father and mother!

I went through all this, scarcely eating or sleeping—hardly knowing the difference between day and night—and I emerged from it sick, sore and despondent. I had lost money.

One morning I put on my hat and, shaking the gold dust of Virginia City from my feet, I walked down Six Mile canon with two bits in my pocket, singing, "My Name It Is Joe Bowers, All the Way from Pike."

Silver quarters were the smallest coins in circulation. There were no dimes nor nickels in our booming, beloved Washoe. Only a tenderfoot dared to intimate any knowledge of small coins.

Two days afterwards I stood in the door of a little cabin on the shores of Soda Lake and shook my fist at the smoke of the Bonanza mines, where Jones, Sharon, Fair, Mackay, Flood and O'Brien were harvesting their millions. I knew there were millions in Soda Lake, and that gave me nerve. Nerve was what I needed—it took nerve to stay there. It was the most desolate region that any mortal ever looked upon, a cloudless, rainless, limitless waste of burning sand.

It is the bed of an old sea, where gulls still hover above the foaming waters, with bands of howling wolves prowling along the beach. Far away in the west one can see the outlines of the snow capped Sierra Nevadas. Towards the rising sun are two shimmering spots like the deceptive mirage. These are where the great Carson River spreads out and yields to

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TRADESMAN COMPANY, Grand Rapids, Mich.

the parched, thirsty sands of the mighty desert.

I imported a half dozen Chinamen and set them to constructing vats, 30 x 40 feet and one foot deep. These were filled with the water of the lake. Then I sat down and watched the Chinks and nursed a fine lot of home made dreams all lined with gold.

We were waiting for the burning sun of the desert to do the rest. The sun performed its part well. At the end of thirty days the water had ascended to the skies and left a sheet of soda about four inches thick on the bottom of the vats. It stood all the tests. It was pure soda, as white as snow and superfine.

Monte Cristo shouting "The world is mine" was not my equal when it came to measuring enthusiasm and fortune with me on that eventful day. I wine and dined the Chinks and made them dance in the moonlight. Once more millions were in sight. Soda commanded a good price both in Europe and America, and there was no limit to the demand. The railroad was only fifteen miles away and transportation facilities were within easy reach.

Four hundred acres of water 400 feet deep and thick with soda to the consistency of syrup! It evidently was inexhaustible. I undertook to calculate the value of all in sight in dollars and cents. The result appalled me. I could have bought a half a dozen empires and had enough left to drive the Rothschilds off of the earth and set up in opposition to the Bank of England. But I was restless and awfully lonesome and I needed another shirt bad.

About this time a shrewd little man came along who injected a bracer into my system. He was a prospector, a chemist, and a man of science. He came from San Francisco and had been sent out to the wilds of Nevada by a strong company who had one eye on Soda Lake.

"Now, if I make a favorable report," he said, "they will get the other eye on it and then they will want to buy you out—see?"

Yes, I could see, and I gave him every opportunity—in fact, I went so far as to send Ah Bing to the station for supplies—mostly liquids—in the hope of inducing him to make a real fine report. He ate and drank and talked three days and then he departed with his report. He told me that the big company had their factories in Leicestershire, England, and that their buyer and agent had an office in 'Frisco. "Remember," he said, "they are worth millions and they want soda."

I did not forget and when the buyer—Mr. Durham—arrived in the field a few days later I had manufactured cheek enough to ask a high price for my property. He had brought another chemist with him and after spending two days in examining the property and analyzing the water, they came and sat down on either side of me and asked for my figures. I was rather nervous and instead of saying "a million" as I had intended, somehow I gasped "ten millions." Durham fell over and the chemist walked off a little

distance and then turned and surveyed me with suspicious look.

I saw I had made a mistake and said: "Gentlemen, I am not grasping, nor am I hard. I don't mind knocking off a matter of say \$9,000,000.

"That is more like it," said the buyer. "Now we can talk."

We did talk—did a great deal of talking—and in the course of an hour we made a trade. I was to have \$1,000,000 for Soda lake—\$500 cash, balance to be paid in San Francisco sixty days from date of sale.

I thought that I was the happiest man that walked the earth, but that night I could not close my eyes. The next day I walked—walked all day. That night I had to hire a Chink to sit up with me. The next night I had to hire two Chinks to keep me from going wild.

I began to discover that "a cool million" was a great big load. What would I do with so much money? A thousand times I asked myself that question. In what shape would I take the money? I could not carry that much coin and I did not intend to let it get out of my sight. I dared not trust a bank—even the Bank of California. Sometimes I thought to have it all in large bills and go straight home to old Missouri. At other times I concluded to forward it by express. Those were sixty awful days and sixty awful nights. How slowly the time passed.

At last the horror was about to end and I started to San Francisco to get my million and happiness. I reached the city early in the morning and trembling with anxiety I slowly made my way to the office of the great English Soda Company. I caught sight of something black fluttering about the doorknob. "Death," I whispered. A man on the inside slowly opened the door and to him I gently put a few questions.

"Mr. Durham has committed suicide," he said. "Poor fellow, he has been leading a wild life in this blasted country, and he has spent millions of the company's money. I am afraid it will drive us to the wall."

I fell against the wall and drew a long breath. He knew all about the Soda Lake deal.

"That is all off," he said.

And then I left, walking firmer and feeling lighter than for two months before. Suddenly I became hungry and sleepy and happier than I knew. I returned to Soda Lake and after four years of hard work I accumulated a little fortune. It was no trouble to take care of that kind of money, and I knew how to take it to old Missouri.

T. A. Fagan.

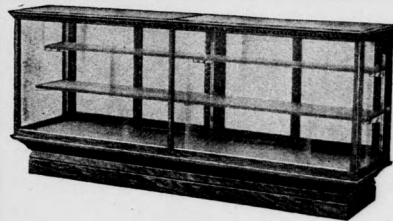
Calumet—M. L. Lake, of Lake Ann, and associates in the Lower Peninsula have bought a tract of timber comprising 1,600 acres on the Ontonagon River, in Ontonagon county, and are preparing to erect a shingle and sawmill at Ontonagon. The Ontonagon Business Men's Association has given the new plant part of the Ontonagon Stave & Veneer Co.'s site.

Virtue is its own reward, and there are mighty few entries.



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NET TO THE HUSKS.

Wandering Samuel Writes To His Former Employer.

Written for the Tradesman.

My Dear Mr. Brown—I received your letter with enclosure Tuesday. Say, but that dollar looked big enough to pay the national debt! When I got out of my "empty" in the freight yards that morning I envied the Arctic explorers the soup they made out of old shoes, and there was a man from Big Rapids in the next car who was hungrier than I was. I met the Big Rapids man Monday night down at the corner of 'Steenth and Umpty avenues. He looked the part of being on the free lunch special, and so I made up to him. I had a notion that he might steer me against a place I hadn't been fired out of on account of not being able to eat in a gentlemanly manner after fasting for a day or so. Dear Mr. Brown, you get a hungerlust two days old raging in your system, and you forget about using your napkin and eating out of the side of your spoon.

This man from Big Rapids carries the name of Venderhauden. Say, I couldn't walk and carry that name across country. If I had it I'd check it and forget the place. He is all right, though, and he had a dime. When he learned that I was from Grand Rapids he led me to a thirst parlor where they had the largest free luncheon I ever saw. A layout like that should not be called a lunch. Luncheon is not a bit too good for it. We began at the first course next the front door and mowed our way straight down until one of the bar-keepers helped Ven out into the alley. I got out without any assistance, being nimble on my feet. This sort of a life teaches one to be quick and resourceful.

Ven got out of his state room in the stock car about the time I did, and we cut out the hot bath and massage treatment in the interest of getting your letter on time. Ven thought we might get a hand-out at some of the draw one shops that front the tracks, but I did not care to start in the day as a kicking post for any foreign-born biscuit shooter, so we started on up toward the postoffice. I was figuring what I'd do with the money. First I thought I'd get a shave and also get my hair manicured. That would be a quarter, but Ven said he knew of a barber school where I could get it all done for nothing. So I went there, and my cupola now looks like one of the terraced lawns you see out on Madison ayenue. As I had to buy a ten-cent meal for Ven because of the steer he gave me, I was only fifteen cents ahead on the game. But I guess I would have fed him up anyway. Honest, he looked so thin that I was afraid he'd fall through a crack in the pavement before I got him padded out.

When I took your dollar out of the letter it looked like I never would need any more money. I didn't intend spending it all at once. It is a good thing to have a reserve fund on hand. I thought I saw a city detective watching me and wondering where I got so much money. Say,

but the city detectives here are the limit. I guess they give 'em an operation destructive of the higher moral faculties before they put 'em on the police force. They're a low-browed lot, sure, and I don't know what they would do to pass away the time if they couldn't strut in front of bars.

Little Samuel held that dollar right in his hand until he got to the Rio restaurant. They call it the Rio restaurant because the coffee they serve there is so unlike anything that ever came from Rio. They serve it in cups that you can play ball with and not break. They are half an inch thick. But if you ever want to fill up and don't care about the French chef style of cookery, you hustle over to the West Side and bump up against the Rio. You can get a sit-down for a dime there. Oat meal and milk first, two eggs and a piece of meat, fried potatoes, three slices of bread, and more if the waiter is not looking and some reckless diner leaves some of his within reach, a dish of beans, a cup of coffee and a glass of milk. That is the menu at the Rio and the price is a dime. You'll know the place by the smell when you come to it, and the table cloths are of open-work, and the girl cashier tells stories to the boys as she makes change. Ven and I threw all there was in sight under our belts, and he went back to his state room in the cow car to sleep off his debauch, while I hustled out after a job. Honest, old man, there are a lot of grocers in this man's town who don't want any help.

The first party I struck for a job runs a dreary little dump out by the tracks. He has his shelves filled with tinned goods and the middle of the store littered with vegetables in baskets and small pails of coal with a three-cent bundle of kindling wood on top the fire producer. People come in here and buy a cent's worth of fuel. Say, but the tinned goods are the candy in this burg. When a woman wants to get dinner she buys a can of beans, a bunch of potato chips, a can of tomatoes, and a loaf of bread. I guess most of 'em eat on paper plates to save the worry of washing dishes. The above, with seven cents' worth of pork steak, constitutes a hearty meal.

As little Samuel stood before the bottle-shaped man who presides over the dump he pined for the neat little provision shop on the corner, over in Grand Rapids. When the red-headed chump who thinks he is doing my work falls off the delivery wagon or dies of paresis, you call up the telegraph office and wire me. Don't wait to send a written message to the office. Something might happen. Wire me to come, and I'll be there as soon as the freight reaches the South Yards. Little old Grand Rapids looks pretty good to me from this distance. It is worth living there just to see Lieutenant William John Hurley ride a horse at the head of a squad of police in a street parade.

This grocer down by the tracks said he didn't really want any help, but if I was a good grocery clerk, and was willing to sit in the store until 10 o'clock in the evening and open up at 5 o'clock in the morning, and wouldn't pound the piano until he had to foot

it to Dunning, he would give me \$2 a week and I might eat in the store and sleep out in the barn where the delivery horse used to room before he died of old age and the effects of strong drink. I don't mean that the horse partook of the madding bowl. He suffered vicariously from alcohol. The delivery boy drank, although how he could buy a soul-filling jag on the money he could catch about this dump is more than I can figure out. I took the job so quick that the bottle-shaped man looked at me with suspicion. I didn't know what he meant by my not being permitted to pound the piano, for there was no musical instrument of any kind in sight, but I soon found out that he meant for me not to go South with the cash register.

I didn't have to go to any swell hotel for my trunk, so I went right to work. The boss went out to dinner at 12 o'clock, and I annexed two cans of beans and a cherry pie. When he got back the boss said the pie was extra and charged me twelve cents for it. I shall have to cut out pie, for the old man counts 'em. The trade here is on the pork for sure, and the old man buys himself a package and comes in full every night. He sleeps in a little folding bed up over the store, which is in a story-and-a-half wooden building close to the switch. If a car should leave the track some night the old man would be in a better world in the morning. About half the people who buy here are kids. They come in with pennies tied up in the corners of handkerchiefs and steal everything in sight

'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—regular flyer. Built low down and well balanced so there is no danger of upsetting. 35 inch frame, with Wabash 11 inch steel wheels. Handsomely painted in red and green. Affords sport and exercise combined. Recommended by physicians.

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Chicago

if you don't watch 'em. You'd be bug house in fifteen minutes. Say, but I'm doing all right making my way in the world—nit! But you needn't give me away just because I feel like having your sympathy in my husk-hunting perigrinations. When you see my people just tell 'em that I've got a job in one of the swell stores and will soon be admitted to the firm. I guess you can lie once for me, considering how I used to praise the maple sugar the boys used to make out of molasses and corncobs. Oh, mamma, but there's a little peach comes in here for her eatings! She works over at the paper box shop, and comes in here at noon to get a cup of water. I'll get a license and a preacher and she can put her clothes in my trunk any old time. You take all the sweet things that go out to Ramona on Sunday afternoon and roll 'em into one, and she'd make the combination look like a savings book with the account balanced.

This girl's name is Arabella, and she's a commercial little cuss. She counts out pennies for tinned goods and never has enough, so she sighs and gives me a bath in her limpid eyes of blue and goes off with the goods. The old man will catch on to this short-change game at no distant day, and then I'll go back and sleep with Venderhanden in the state room in the bullock car down in the yards. I wonder if she'd give me a pleasant look then? Nit! I'd get lost in the ice the first time I looked into her face. I don't think I'm in the right job to catch her loving smile, anyway. I'm in the wrong row, but I've got me coin in the box office and I can't go to another show. We'll let sweet Arabella work the boss with her con. problem after this.

I'm going to have Ven up here to sleep with me in the barn. He's a good sort of chap if he does make you think of the skeleton plates in the old anatomy books. Wow! But he'll make a hole in my munificent salary! I might swipe a can for him, now and then, but I don't think it's worth while. If I could steal a hundred thousand dollars and get over to King Edward's land with it I think I'd do it, but I'm not going to begin a life of crime stealing ten cents' worth of beans. Not for Samuel. There's the boss coming in, full as usual, and I'm going to flop. I shall slumber with the name of Arabella on me lips. Ta-ta!

P. S.—In the morning. The boss was drunk last night. Set the she-hang on fire. Total loss. Out of a job. I saved a box of tinned beans and hid 'em in the Yards. Ven wants to open up a store with them. Arabella wouldn't speak to me this a. m. Say, honest, Mr. Brown, for real fine luck don't I take the cake? I guess that if I got a job in Heaven the climate would change into something torrid. I'm not going to ask you for any more money. I've got 80 cents left yet. Don't forget to move the box of herrings and the barrel of crackers back to the alley window. I might walk into the good old town in the night, you know.

Yours as ever,

Sammy.

Samuel has promised to write again

to his old friend, and it may be possible to secure the missive. If so, it goes to the Tradesman.

Alfred B. Tozer.

The Road from Peddler To Millionaire.

Four multi-millionaires, now dead, began their careers in the humble position of peddlers—John Jacob Astor, Collis P. Huntington, Jay Gould and Russell Sage.

Each of these men began life without a dollar, but having a certain native shrewdness in the way of bargaining achieved fortunes and died wealthy men.

Russell Sage started his business career at 12 years of age, when he left his father's farm at Durhamville, N. Y.; and it did not take him long to grasp the principles of buying and selling groceries, farm produce and notions, which at that time all were sold in the same store. This was the basis or foundation of Russell Sage's fortune.

Jay Gould started his financial career as a peddler of mousetraps in New York City in 1853. The little machine was enclosed in a mahogany box and he tramped all over the city until he sold it and several others of its kind; and the profits from such sale was the nucleus of the colossal Gould fortune of more than \$70,000,000, which during the last few years has been employed in so many different and remarkable ways: in the philanthropic pursuits of Helen Gould, the extravagance of Count Boni de Castellane, in the railroad schemes of George Gould and the social ambitions of three lovely New York women.

Collis P. Huntington started on his road to wealth as a peddler of clocks and watches. He was born in the country, of a poor Connecticut family of nine children; and at 15 years of age he had to shift for himself. This he did by taking a job in a country store. Although he did not make much from this position in the way of wages, he spent a year learning the art of bargaining. At 16 he went to New York City and with the little capital he had invested in a supply of watches and clocks, which he managed to buy cheap and in the course of time sold with profit to himself. Thus began what now is known as the splendid Huntington fortune.

John Jacob Astor was the only one from a foreign shore, being the son of a German butcher. At 17 years of age he left his home at Waldorf, Germany, with his wardrobe slung over his shoulder on a stick, and the magnificent sum of \$2 in his pocket. He worked in London for two years and from the money saved invested in seven German flutes and a steerage ticket for New York City, after which he had little left in the way of capital.

About halfway over the ship encountered a violent storm and Astor surprised his companions by putting on his Sunday clothes. They told him that the ship was likely to be wrecked, to which Astor replied:

"Precisely, and if we are wrecked and rescued, I wish to have on my best clothes, since I can not well

take another suit with me; while if we are wrecked and not rescued, it will make little difference what I wear.

But the ship was not wrecked; and John Jacob started into business in the new world as a peddler of flutes and furs, getting into the fur business through a partnership which he made with a young German whose acquaintance he had formed on the voyage, and who already had achieved a financial success in America by trading toys and trinkets with the Indians for their furs.

John A. Morris.

Child Offenders in France.

Sociologists in France are beginning somewhat late in the day to interest themselves in the question of child delinquency. There is a Child Prisoners' Patronal Society, which owes its origin to the humanity of an Inspector General of Prisons, but its effectiveness is limited by many circumstances, and at last the organized Society for the Promotion of Prison Reform has put forward strongly a demand for radical changes in the treatment of juvenile offenders. They do not quite go the length of calling for special tribunals, but, short of that, special sessions for dealing with such cases and stringent precautions for guarding the young prisoner from contamination, especially by adults, are claimed.—London Globe.

The woman who marries a man to reform him shouldn't let him know it.

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



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.

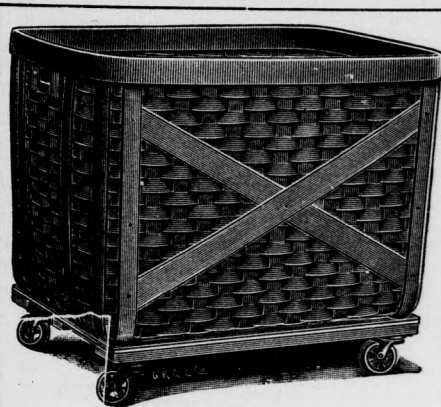
Hand Separator Oil

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.

BALLOU BASKETS ARE BEST



X-strapped Truck Basket

A Gold Brick

is not a very paying investment as a rule, nor is the buying of poor baskets. It pays to get the best.

Made from Pounded Ash, with strong cross braces on either side, this Truck will stand up under the hardest kind of usage. It is very convenient in stores, warehouses and factories. Let us quote you prices on this or any other basket for which you may be in market.

BALLOU MFG. CO., Belding Mich.

GRAND RAPIDS PAPER BOX CO.

MANUFACTURER

Made Up Boxes for Shoes, Candy, Corsets, Brass Goods, Hardware, Knit Goods, Etc. Etc.

Folding Boxes for Cereal Foods, Woodenware Specialties, Spices, Hardware, Druggists, Etc.

Estimates and Samples Cheerfully Furnished.

Prompt Service.

Reasonable Prices.

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

GRAND RAPIDS, MICH.

FACING FAILURE.

Why the Successful Man Never Gives Up.

The word "failure" has a daunting sound, but it means less than might be expected to those who have achieved real success. Such workers know well that failure only is serious or discouraging when marked by lack of the cheery, confident ability to "take heart with the day and begin again" that means new and augmented progress. Perpetual, recurrent failure looks bad for the individual, but one or more distressing, perhaps seemingly absolute, failures easily may be the result of will and talents turned in the wrong direction, unsuitable circumstances or environment, over-competition, any one of a variety of inevitable effects or causes. Few of the world's shining successes but can remember, even if they will not acknowledge, at least one early mistake or blunder serious enough to be called a failure. Many a presently successful worker actually is proud of the untoward preliminary events and adventures that led to his enviable to-day's situation. These facts equally apply to the worlds of commerce, professional endeavor and art.

The youthful grandsons of Marshall Field, now being educated like English princes, never may suspect that thirty-five years ago the "mere incident of failure"—to borrow the fine phrase of a successful Chicago writer and observer—stared in the face the fairy grandfather whose subsequent financial achievements earned them the envy of their fellows, but such nevertheless was the case.

When the Field-Leiter firm had been "cleaned out" by the terrible Chicago fire, when the commercial outlook seemed more than dubious, with the funds necessary for renewed effort neither in hand nor easy to borrow, the man whose name afterward became synonymous with success was all but ready to own himself defeated and write "failure" in his mental diary or ledger.

Creditable report says that only the persistent courage and determination of L. Z. Leiter, Field's junior partner, made possible the fresh beginning, the success of which long since has become world famous. Leiter himself, dying immensely wealthy and with his brilliant daughter occupying an almost queenly position in India and Europe, more than once tasted failure while climbing from the modest status of an ambitious toiler for day wages to that of millionaire with fine social connections and all but universal fame.

N. K. Fairbank, another successful business man of Chicago, twice suffered failure that a lesser nature might have considered irretrievable, but each time more than recovered the lost ground.

Luther Burbank, the "California wizard," who has revolutionized the plant world and accomplished such varied wonders in behalf of his fruit and flower loving fellows, climbed by means of repeated and serious failures to his present pinnacle of success.

Mark Twain, at 65, began the world

anew to save his unjustly endangered honor, and he also proved heavy financial failure but a "mere incident" of a long and successful life.

"Liabilities, \$10,000,000; assets, \$00,000,001." So picturesquely has been stated the financial situation of William H. and James H. Moore, when, in 1896, these doughty fighters in the money battle temporarily were defeated. But the Moore brothers remained but a short time on the list of failures, and the many who predicted for them a financially brilliant future were justified of their faith.

Charles T. Yerkes failed in the fulfillment of his social ambitions, truly, but he enjoyed many a year of financial and commercial domination, and this after he had known many kinds of failure, also had served a term in prison. Again and again utter failure seemed inevitable for him, but in the end he always "won out."

A little more than twenty years ago Russell Sage was proclaimed "broke" and Wall street shivered. His obligations were sold for half value, and to redeem them meant an immediate loss of \$7,000,000. Jay Gould came to his aid with advice and more tangible help and the psychological moment was passed over safely. Who would dream of including Russell Sage among the world's failures now?

Jay Cooke was another of the financial "old timers" who believed and found failure a "mere incident" in the task of upward progress. In 1873 he failed disastrously, but he died a man who long had been rich.

Henry Villard, whose real name was Heinrich Hilgard, and who took the Northern Pacific Railroad after Cooke relinquished it, also lost all his fortune in the transaction. But he, too, more than recovered all he had lost. The Northern Pacific failure was not the only one suffered by the man who from a struggling newspaper reporter became a great man in business realms. Villard at one time, moreover, was as bankrupt in health as pocket, but he worked on steadily and by and by more than "made good."

Cyrus H. McCormick, inventor of the reaper and founder of the business and family whose name now is considered synonymous with great wealth, failed early in his career with the reaper patent that later was to be worth so much money already secured. And he failed for a sum so insignificant it scarcely would be worth mentioning in connection with the present McCormick millions.

Andrew Carnegie has been so close to failure that its face looked anything but pleasant to him, and the fact that he never considered a troublesome situation or tight corner as permanent undoubtedly helped him no little to leave the trying circumstances behind.

Asa Whitney and Oakes Ames, who really and successively were responsible for the creation of the great Union Pacific Railway, each drank deep of the bitter lees of failure, although time and changing events finally proved all their dreams and visions simply translatable into success, honor and gold. There was a

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.



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

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.

Use Tradesman Coupons

time when "that Chicago man, Jennings," who largely developed if he did not originate the modern system of ninety-year leases, was the talk of the town—of half the country, indeed—because of his "ridiculously short sighted policy" of renting rather than building on his large Chicago land holdings. But when the financial depression that presently amounted almost to a panic set other people's incomes shrinking that of Mr. Jennings remained stable. Yet he, too, had lived through the failure period when everything looked dark.

"Good old Tommy Lipton" more than once has experienced the touch-and-go tensity that means temporary failure, not yet crystallized into permanency of any order. He keeps on trying for the international cup after repeated failures because he has learned that success is a jealous and uncertain and capricious goddess, open to unexpected realization at any time.

Edison long and sadly tasted the unpleasant draft of general condemnation as a foolish dreamer, from whom no need of real success might be expected.

The great English firm of Baring Bros., over a hundred years old and master of such feats as reorganizing Egypt and guaranteeing her debts, failed in 1890 for the trifling sum of \$500,000,000, but worked its honest and honorable way out of the dark and distress into renewed financial respect and opulence.

Theodore H. Price, who in 1900 paid by a failure with liabilities of \$13,000,000 for too great faith in the cotton market, put his shoulder to the wheel bravely and soon was again rich.

The Panama Canal, soon to be reckoned one of the world's greatest successes, was labeled a pitiful, colossal failure through many years.

When, in 1877, the Third National Bank of Chicago came to failure, President Pearce was bitterly blamed for the bank's possession of the tract of vacant land way out beyond Jackson Park. The coming of the Columbian Exposition project proved the wisdom of the maligned man's judgment, the bank receiver being offered a price for the land that represented \$230 for every share in the hands of the stockholders. The fact that the golden opportunity was not seized with sufficient rapidity to realize the long delayed success only points the success moral that time must be taken by the forelock if the highest results are to be attained.

J. P. Morgan's associate, Ream, nowadays has his finger in half a dozen exceedingly large and plummy financial pies, but once, after his failure as merchant in a small Iowa town, he bargained with his creditors for an allowance of \$12 weekly while trying again to make the business pay out. Members of the John V. Farwell Company, of Chicago, are now realizing profits from the sale of something like 3,000,000 Texas acres that for long seemed to spell "Failure" with an especially big F.

These are but a few of the many and marked instances in which seeming irremediable failure has been redeemed to success of enviable order.

Every thoughtful student of contemporary affairs could quote other and equally striking examples of the truth that preliminary failure often means nothing more serious than brief discouragement, a little more hard work.

As George Horace Lorimer, a Chicago reared artist who knows how to burn bare truths into impressive phrases, rightly says: "No man is a failure until he's dead or loses his courage—which amounts to the same thing." John Coleman.

The Pig Lady Exhibits Her Tactics When Traveling

Written for the Tradesman.

Did you ever see the Pig Lady?

Yes, of course, you all have met her—sometimes by personal encounter, sometimes by observation of her actions toward another.

Coming down from Big Rapids the other day, I saw her for one more time, and watched her manoeuvres.

I happened to be riding with my back to the locomotive.

The Pig Lady got on the car at a station or two this side of the town of Ferris Institute fame.

She was dressed a great deal nicer than were the people who brought her to the depot, in fact was very stylish appearing, and, I should judge, on the sunny side of 30. She had a pretty blond head, well coiffed and surmounted by a modish little hat which became her immensely.

There was a slight delay at the station or the Pig Lady would have missed her train. As it was, she barely had time to dash in for her ticket and to see to the checking of her big trunk, which was hastily slammed aboard.

Pecking a stingy little kiss on the cheek of each of her driving companions, she boarded the train in less time than it takes to write about it.

She didn't drop into the first, nor the second, nor yet the third seat that she came to, but walked jauntily down the aisle like a practiced traveler, swaying gracefully with the slow motion of the cars, for by this time the train had begun to move.

The Pig Lady took the unoccupied seat directly back of the one opposite where I was sitting, midway of the train, where the least jar of the car is felt.

Planking her suit-case in the end of the seat next to the aisle, the Pig Lady disposed of her elegant umbrella in the rack. Not satisfied with occupying the entire seat with her suit-case and precious(?) self, next she must needs elaborately spread out her coat over the former. Then she carefully removed her hat and hung it on the hook in the panel between her seat and the next and then indeed was she ready for the onslaught of the enemy—i. e., one of her own sex who should presume to claim equal rights with Her Piggyship.

To circumvent this calamity Mrs. Piggy-Wiggy laid further plans, made necessary by the gradual filling up of the seats around her:

Every time the train stopped and people began to trail down the aisle

she would rise, turn her back to them and putter with her umbrella in the rack, pretending to have trouble to make the band stay clasped. As soon as the incoming crowd had found seats with some one else she would subside with her umbrella and sit down, ruffling her skirts out around her with as much fussing as a hen displays in making the most of her feathers to cover her little chicks.

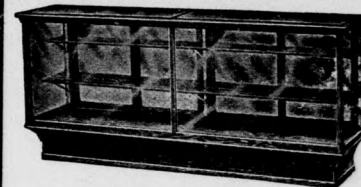
When she had gone through the rigmarole of the umbrella difficulty as many times as the ruse would stand without her fellow-travelers catching on the Pig Lady adopted another scheme: She put a newspaper over the center of the back of her seat, and immediately before people began to mount the car steps at a station she would drop her head on the newspaper in a way not to muss her curls and feign sleep. After all were seated her eyes would pop open.

She did that half the way from Big Rapids to Grand Rapids, managing so slyly that everybody else on the car had to share their seat with new passengers, while she had hers all to herself.

When she alighted from the train at the Union Depot Mrs. Piggy-Wiggys toilet looked as unrumpled as if freshly donned; but she had gained this appearance by a premeditated course of deception.

Louise Lawson.

You never heard a truly heart-broken man groan in your life.



THE CASE WITH A CONSCIENCE

Although better made than most, and the equal of any, is not the highest priced. We claim our prices are right. You can easily judge for yourself by comparison. We are willing to wait for your business until you realize we can do the best by you.

GRAND RAPIDS FIXTURES CO.

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

THE MAKERS
of Crown Pianos don't know how to make more than one grade of Pianos. They never tried making any but the highest grade possible.

Geo. P. Bent, Manufacturer
Chicago

IN THE LONG RUN
THE GROCER
WHO PUSHES
ARBUCKLES'
ARIOSA
COFFEE
WILL MAKE
THE
MOST MONEY



LOVE OF WORK.

Some Reasons Why It Always Brings Success.

Don't ever stick to any business you do not like. Be happy in your work if you would be successful. They used to say that "a rolling stone gathers no moss" and people believed it. But it is not true. Some of our most successful men to-day are men who always were changing around, trying new lines of work until at last they found just what they were fitted for and stayed there, and that is why they are successful.

A man never knows just what he wants until he gets it. When most of us started to work our minds were not yet formed. We had not decided fully what kind of work we liked best; we took the first opportunity that came to hand, and if we liked it we stuck and were successful. Some of us who didn't like it are still sticking because we were not born quitters. We take a certain pride in sticking to a task, no matter how distasteful it is. It is a wrong idea; we should look around and try out businesses which we think we would like. There is something intended for each of us, and if we find it and are reasonably industrious we win and merit the title of success.

A man must be happy in his work; that is essential. If you spend your leisure hours making the house look prettier, devising little home made artistic things for it, why don't you turn decorator. You'll make more money out of it than by manufactur-

ing cheese if you don't like the smell of it.

If you spend your spare time digging in the garden and like it, like the feel of the outdoors, buy or rent a farm, turn farmer, and the chances are 1,000 to one that you'll be twice as successful.

One of the best photographers in the United States to-day started out in the real estate business and stuck to it for twenty years, not that he liked it but because he was in a rut. He got out of the rut suddenly. One day he realized that he spent most of his time taking pictures and fooling around the dark room. His work was good, and he decided that, as he was letting his pastime interfere with his business, he might as well make a business of his pastime. He did, and his success has been phenomenal.

There is a young man in Chicago, not yet 30, whose father owns one of the largest wholesale grocery businesses in the city. For five years his son was in with him, but the business proved distasteful. There was something that the young fellow always was itching to do, and that was—make furniture. He left his father, where his prospects were good, and went into the business of making artistic furniture, with no prospects at all but a great love for his work. Inside of a year he had made good at his new business. He would have been a rich man had he stayed in the grocery business, but his ambition was to be more than rich in money, and he will realize it because

he has found himself and found his work.

A big insurance company recently received a shaking up and as a result their Western manager was out of work. Even after all his years of experience in the insurance business he decided to leave it and do what he wanted to do; that was to go into the manufacturing business. He always had tampered with machines and taken great enjoyment from it. When he had an opportunity he changed his business completely and now is much more successful than he ever was in the insurance business.

The real father of the automobile industry in the United States used to work in his father's carriage factory. He didn't like carriages; he liked machines. After work every night he used to go home and work down cellar with engines and things that he was perfecting. He decided that he would leave his father and start out for himself in the business he liked, and, accordingly, started up a little machine shop in his home city. He was not successful at first, because he was working on a great thing which took time. He achieved it, he made a good automobile, and now he is making more than he can count and is hiring thousands of men. He is rich, successful and happy.

Jack London used to shovel coal because he couldn't sell stories; finally he decided he would rather starve than do work he didn't want to do. He did almost starve for awhile, but when he got the work going at which he used to play he

lost himself in it and made money and success.

He who plays at drawing pictures is an artist; he who plays at building mud houses and things is an artisan; he who plays at keeping store is a born merchant; and he who plays at telling stories is either a liar or writer, and there is but little choice.

If your business makes your head ache, it is bad business and not the one in which you can do your best. If you hate the sound of the word "work" you are not doing the right kind. No man is born with a loathing for work. We all want occupation and we all want the right kind.

You can not afford to waste your life if you do not like your work. There is a certain exhilaration of spirit, the accompaniment of success, which is one of the greatest things in this life. You can not afford to miss it. Be happy in your work, get into work in which you can be happy and make sure of success.

Robert Carlton Brown.

Not What He Meant.

In their efforts to advertise goods shopkeepers sometimes err in the matter of properly expressing their ideas. In a window of a prominent dealer in women's wear the following sign was proudly displayed:

"Women's shirtwaists, 98 cents. They won't last long at this price."

The window was full of the articles in question, but most of the women who paused to look said:

"Well, if that's the case, I don't think I'll buy."

"IT'S ALL IN THE JAR"

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

ATLAS SPECIAL WIDE MOUTH FRUIT JARS

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

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

HAZEL-ATLAS GLASS COMPANY
Wheeling, West Virginia

SOCIALISTIC SOPHISTRY.

Why It Should Not Gain a Foot-hold.

Socialism is self-contradictory and opposed to deep rooted and ineradicable human instincts. Its origin is, of course, purely selfish; but there are two kinds of selfishness—the enlightened and the unenlightened. Unfortunately socialism belongs chiefly to the latter. It is often overlooked that the identical love of gain which seeks to equalize the distribution of wealth will not be satisfied with equality. A desire for gain will still remain and seek to acquire. The most commendable object in socialism is the uplifting of the down-trodden and poor. Yet that great commoner and tribune of the people, William Jennings Bryan, tells us that under individualism we have seen a constant increase in altruism; that the fact that the individual can select the object of his benevolence and devote his means to the causes that appeal to him has given an additional stimulus to his endeavors. And Mr. Bryan pointedly asks the question: "Would this stimulus be as great under socialism?" Let it not be forgotten that by means of present tendencies and existing economic laws the poor are constantly growing richer. They were never so prosperous as today. Labor has made great strides, and the uplift in the lower walks of life in all Christendom during the last twenty years has been beyond precedent. Give us wise and just legislation and complaints about the inequitable distribution of wealth will quickly disappear.

The state of society that the socialists seek to establish may be beneficial to a class which, under any conditions, lacks frugality, thrift and self-reliance, but just where the general mass of humanity is to be bettered or elevated socially, morally or politically is a point not satisfactorily explained. A society in which all human beings do right for the simple reason that it is right can not exist unless human nature is recast and reconstructed. Human nature must be treated as it is found in the general makeup of man, and therefore a society in which all special desires, all ambition and all self-esteem have been eliminated precludes development and progress. It reduces everything to utter shiftlessness and stagnation. In such a society there can be no incentive to great achievements in art, literature, mechanics and invention. If all are to be placed on an equal footing, the ignorant with the educated, the dullard with the genius, and the profligate with the provident, what encouragement is there for special effort?

If you render accessible to each and every member of the human family the achievements and benefits of civilization, holding "property in common," why should a man rack his brain or strain his muscles in producing something which he expects to prove remunerative to himself in some way, but which, under the socialistic state, would go to the equal financial benefit of all?

Just for a moment stop to think of the effect of bringing all men as

near to a dead level as possible, for I recognize that not even socialism would secure the equality which it seeks. If one physician is more skillful than another, who could insist that he receive no better reward than the less skillful when many would be willing to offer it? Or how else could he avoid having all the patients in the community upon his hands except by charging more for his services than an inferior physician? If one lawyer shows greater ability than another, is he not entitled to a larger fee for his talent? And how else is he to protect himself from taking all the business from the lawyer of less ability? Again, if the skill of the cabinetmaker is higher and rarer and worth more than that of the carpenter, how can the latter expect the same compensation as the former? To put both on the same plane would be unjust and would lead to one being compelled to work beyond his strength, while the more skillful would be insufficiently occupied. Socialism, you see, would place a premium upon laziness.

The socialist is usually an unfortunate or misled individual. He has probably suffered from reverses or unfortunate environment. He has perhaps been roughly or cruelly handled. Perhaps he can not get on satisfactorily or his ambitions have been disappointed. He is, then, in a condition of discontent, ready to swallow socialistic—or any other—sophistries which hold out the delusive promise of relief.

Socialism attaches too little importance to the fact that men are made with an infinite variety of tastes, abilities and capacities. No two are precisely alike, and it is utter folly for poor, weak man to undertake to equalize these differences. All progress in history has been made through struggle and sacrifice; and socialism, no matter how beneficent its intentions, can not change the inscrutable laws of Nature or humanity. All natural laws have their reverse side. Gravitation, which keeps us firm on our feet so long as we are on solid ground, knocks us to pieces if we attempt to walk off a house top or over the opening of a pit. It is not the natural law but the attempt to ignore it that gives us trouble. We can not get rid of competition any more than we can the law of gravitation.

The American inventor, mechanic, farmer, merchant and financier, and the worker in every profession are—every one of them—proud, respectively, of their skill, knowledge and ability. Their ambition is to excel—to produce the most and best. Experience, enterprise and courage create numerous conditions most favorable to the state and nation and to themselves. Each vies with his fellow man in producing the best results and always is willing to tackle any obstacle—no matter how formidable—that stands in the way of success. In his whole compendium and entire makeup there is no such word as fail. He aids, by his untiring and individual energy and effort, in making his country the greatest in the whole agricultural, industrial and financial world. He reaps the reward

of industry and accomplishment and his home is blessed with bounty; he knows that his children have equal opportunity with himself to learn and to achieve.

He knows—that the nations of the world concede—that the American people are the most prosperous of all on the face of the globe, and that this high and commanding position has been attained under existing conditions and through the operation of our admirable system of government. Whatever, therefore, may be the pretenses used to make him dissatisfied with his lot, his own experience tells him every day that the constitution under which he lives is a glorious one, and so implanted in the hearts of the American people as to be impregnable against the assaults of socialism. At the same time he is inappreciative of the fact that it is not in the nature of things to expect in this world blessings pure and unmixed, but he is thankful for the superior good that he enjoys under our beneficent democratic form of government.

Henry Clews.

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.

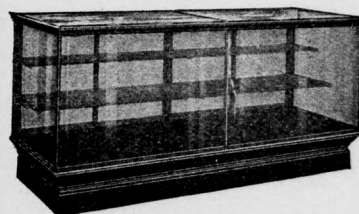
Try It and See

Brown & Sehler Co.

Grand Rapids, Mich.

WHOLESALE ONLY

You Must Show Goods in Order to Sell Them



Our "Crackerjack" No. 42

and goods are shown to best advantage in a handsome case such as our "Crackerjack" No. 42. The best wood-rail case on the market.

We advise you to consult us at all times before placing your order.

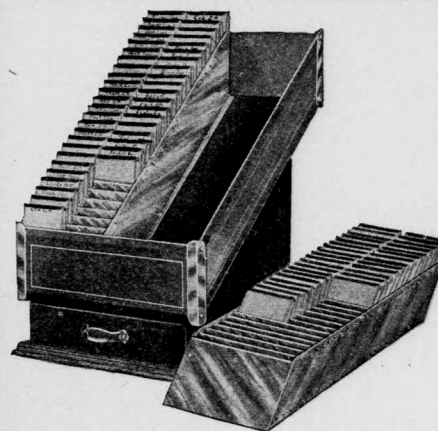
GRAND RAPIDS SHOW CASE CO.

GRAND RAPIDS, MICH.

New Office, 714 Broadway, New York City

(under our own management)

The Largest Show Case Plant in the World



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

The Keith System Will Save Money For You

The difference between what your goods cost and what you sell them for, barring running expenses, should represent what you are making at all times.

If what you actually make does not come up to this quota you may know at once YOU ARE LOSING MONEY—MONEY THAT SHOULD BE SAVED.

A few minutes' reflection will convince you that you are losing much through LOST CHARGES, FORGOTTEN CHARGES, CONCESSIONS TO CUSTOMERS as a result of disputed accounts, etc.

Our Keith System will at once stop all these "LEAKS" and prove an everlasting satisfaction to yourself and customers.

(Extract from letter just received.)

"Gentlemen:

Please make me 500 "E" metal back duplicate order pads, same as before, and ship them to me as soon as possible. Your Keith System is the best thing I ever tried. I do not have any more disputes with my trade now.

Yours respectfully,

NORMAN D. COOPER,
2306 Gratiot Ave., Detroit, Mich."

Write at once for catalog and complete information. It's yours for the asking.

THE SIMPLE ACCOUNT SALESBOOK CO.

Sole Manufacturers, Also Manufacturers of Counter Pads for Store Use

Fremont, Ohio, U. S. A.

SUCCESSFUL SALESMEN.

Michigan Representatives of Parrotte, Beals & Co.

Frank H. Starkey.

Frank H. Starkey was born at Attica, New York, his parents both being of English descent. When he was 5 years old his father died, whereupon the family removed to Buffalo, at which place they remained until he was 10 years of age and then came to Fowlerville, Michigan. Here he went to school for one year, then moved to Evart, where he attended the high school and was graduated in the English course. He next taught school in Osceola and Missaukee counties for seven years, at the end of which time he entered the Chicago branch store of W. S. Peck & Co., clothing manufacturers, of Syracuse, N. Y. He worked in the house for one year and then went on the road for the firm, covering Northern Iowa for three years, during which time he continued to reside in Chicago. His next move was to Cadillac, where he engaged in the clothing business with L. J. Law, forming a



Frank H. Starkey

stock company under the style of the Law-Starkey Co. Three years later he engaged to travel for Parrotte, Beals & Co., his territory being Eastern Michigan from the Ohio line to the Straits of Mackinaw.

Mr. Starkey was married in 1902 to Lena Golder, of Chicago. They have no children and reside in this city, having moved here from Cadillac about one year ago.

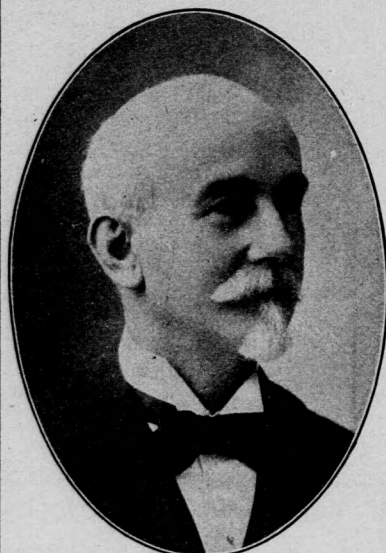
Mr. Starkey is a member of the Knights of Pythias and is an Elk, but has no other fraternal associations.

He attributes his success to hard work and says that experience has been his best school and good training his best teacher. He asserts that his work in the retail store was of great value to him, because it prepared him, in a measure, for the career he is now following as a successful salesman.

Louis P. Hugel.

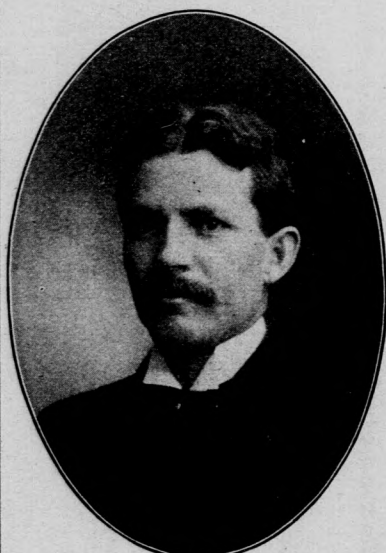
Louis P. Hugel was born in Medina county, Ohio, on a farm, and when 5 years of age removed with his parents to Fort Madison, Iowa. He was employed for two years in

a retail clothing store in Burlington, Iowa, when he responded to the roo men call. He was transferred to the United States Postal Department on the Mississippi River during the winter months and helped to recruit several companies for the various calls for volunteers. At the close of the war he came to Chicago and entered the wholesale boot and shoe estab-



Louis P. Hugel

lishment of T. B. Weber & Co. The next year he went on the road for this firm, covering Iowa, which territory had to be traversed by stage at that time in Concord coaches conducted by the Western Stage Co. In 1875 he engaged to travel for King Bros., wholesale hat and cap dealers, his territory being the Lower Peninsula of Michigan. Mr. Hugel has remained with this house ever since—thirty-two years—the firm name having been later changed to Parrotte, Andrews & Co., then to Taylor & Parrotte and later to Parrotte, Beals & Co. At that time it was necessary



C. H. White

to travel from Pentwater around the Horn to Cheboygan by sleigh in the winter and by boat in the summer, Pentwater, Ludington and Petoskey being the only towns touched by the railroad.

Mr. Hugel takes pride in the fact that he was a member of a "Rube" band in 1857 and had the pleasure of

making music for two different joint debates in Illinois for Abraham Lincoln and Stephen A. Douglas.

C. H. White.

C. H. White was born in Canada. He has traveled in the Upper Peninsula for the past sixteen years. Mr. White is married and resides at 4952 Midway Park, Chicago.

How Pates de Foie Gras Are Made.

The name of pate de foie gras seems to always be associated in the popular fancy with that of Strasbourg, and although large quantities of it are prepared in that city, nevertheless the best foie gras comes from Toulouse. It is very popular in Paris and in especial demand for the famous reveillon or midnight supper on Christmas Eve, when the dainty known as terrines de foie gras is considered almost indispensable, and turkeys are stuffed with truffles and pates. Indeed, the butchers of Paris have been accused of manufacturing foie gras out of the livers of fat little pigs in order to make a handsome profit. If, however, such a proceeding were discovered by the authorities the offender would be subjected to the penalties of the government.

Toulouse, at Christmas time, is practically given over to the sale of foie gras, picturesque peasants with baskets on their arms bring goose livers to the shops and markets, great and small. Very fat livers are shown in the shop windows for a day before they are cooked.

Windows are filled with round earthen pots of the finished foie gras and the long oval plates with their flaky brown pie crust. Thousands of these live geese are shown in the markets. These creatures are so fat that their tail feathers spread out like fans.

The average French goose weighs seven or eight pounds, but the ordinary Toulouse goose weighs all the way from thirteen to twenty pounds, and the geese that are fattened for the sake of their livers average in weight from twenty-six to thirty-two pounds. The Department of La Haute Garonne is given over to geese. They swarm all over the roads and, according to the last census, the goose population of this department amounts to 2,000,000. As the birds being fattened for the market are worth about \$4 each, the average yearly income of La Haute Garonne from the sale of geese alone is about \$8,000,000.

The fattening of the geese whose livers are to be used for pates de foie gras begins in the autumn. The birds are cooped up in sheds and fed on Indian corn which has been softened by being mixed with flour and water. After a month or two of this luxurious life the luckless bird is placed in a dark and silent cell half filled with straw. There is hardly room to move—no room to walk about. Not a chink of light, not a sound. Nothing must detract the attention of the goose from the business of digestion.

The wretched bird is given over a quart of corn a day for five weeks, and there are birds that digest fifty-

five quarts in thirty-five days. Milk and soup are also given by some farmers, as well as corn. The more up-to-date farmers have a stuffing machine which feeds the birds with rolls of soft food bran, wheat, barley and potatoes. A funnel is placed in the bird's beak and the food forced down its throat.

When these fat geese are brought to market they sell for prices varying from \$4 to \$8 apiece. The livers are of enormous size. Three pounds is the average, but in Toulouse markets livers weighing five pounds are not at all uncommon.

A good deal of prejudice exists in this country about foie gras, owing to the idea that it is made of diseased goose livers, but the French farmers affirm that the liver is not diseased. It is enlarged to be sure, and doubtless the goose would die of it if he were not killed at the right moment, but he is killed at the right moment and at that time his liver is fresh and sweet.

The French method of preparing foie gras is to enclose the liver in a linen bag and parboil it. Then it is skinned and all the red part cut away, leaving only the tender white portion. With the red part a filling is made which, after being strained and seasoned, is poured into a terrine or earthenware dish over the pieces of white liver.

Truffles are added and the whole is cooked in a bain-marie for two hours or more, allowed to stand, and the next day the juice is poured off and into the spaces and over the top is poured a mixture of melted butter and goose grease to preserve it. Two days later the terrine de foie gras is pronounced ready to eat. It keeps in condition for an indefinite period and is sent from Toulouse and Strasbourg to all parts of the world.

Pate de foie gras is very popular in France and Germany. In England it is regarded with the tempered respect that is grudgingly given to things continental. It is said that foie gras sandwiches as an accompaniment to champagne are one of King Edward's favorite tidbits, and, owing to their royal patronage, they have become one of the fashionable bonnes bouches of all smart parties. —Grocers' Monthly Review.

Sure Method.

The Doctor—What your wife needs is more physical exercise.

Homer—But, doctor, I can't induce her to go outside the house.

The Doctor—Oh, yes, you can. Mark all the bargain advertisements in the paper and give her \$50.

They Can't.

The Doctor—How can a man be a lawyer and obey the commandment, "Thou shalt not steal?"

The Lawyer—How can a man be a doctor and obey the commandment, "Thou shalt not kill?"

Won't Lock in Action.

The Wife—Mother has run a rusty tack in her finger, and the doctor says he is afraid of lockjaw.

The Husband—He needn't be afraid of that. She'll give it no chance to lock.

NOT HIGH IDEALS.

Jaded Point of View of One Business Man.

What is honesty? What constitutes an honest man?

For that young man starting out in life with an idea of holding to the line of rectitude, nothing is more important than that in the beginning he shall define himself and his code.

It is overlooked by the masses of the people that there is, at the best, one immaculately high standard of honor and honesty which to all who have attained it rings always true and plain. It requires no definition. It admits of no equivocations. Explanations of any kind for any action are superfluous in that realm to which a comparative few attain. But just below this high plane constituting the best that is in man lie other planes of honesty to which those accepting those planes are as loyal as are the high to the highest. How low, comparatively, may be some of these planes may be seen in the history of the highwayman who would scorn to take his tribute of the poor and weak.

It is this variation of honesty that the young man needs must define for himself and understand in others—to realize that the term "honesty" is something capable of almost endless shadings and interpretations. Especially is it necessary for the man of the highest ideals to realize this fact unless he shall go through life too critical of his fellow men and their methods to escape the handicap of his misunderstanding.

Not long ago I was talking with a physician high in his profession who was in the attitude of defense of a fellow practitioner who was under the fire of his medical society.

"His standards are not of the highest," admitted this friend of mine, speaking of the "culprit;" "but I will say for this man that there is not another man in that society who sticks closer than he does to his standards as he has set them."

Yet the offense of this practitioner may shock a good many laymen. A friend of his, not as well versed in the technicalities of medical science, was anxious to pass a medical examination in a nearby state. He made the proposition to the "culprit" to go with him to the State capital, take the examination with him, allow him to copy the answers—for which little outing the ambitious applicant for license as a practitioner would pay \$100. They went and the applicant "passed"—in none of which the abettor of the deception could see any wrong. He was on trial for the action, however—on trial at the hands of his fellows who had not kept as close as he to their higher ideals in most things.

This attitude of my friend of the highest ideals toward this man of lower conception of honor, to which he stuck nobly on all occasions, was a sermon in itself to me. I hope my reader may take it to heart as I have done.

There is nothing I could bring myself to say in defense of any man who deliberately, out of the highest opportunity and environment, might

set for himself a lower standard of honor in order that it might serve his selfish purpose in life. But I would plead every consideration for that man who through lack of higher opportunity sets his lower standard and holds fast by it at any cost. There is no higher honor—no higher honesty—than his. He is true to himself; true to his fellow man. Unless the world shall teach him more, it can exact no more of him.

Intolerant as every man must be toward dishonesty who has set for himself and his guidance the spirit of the Golden Rule, at the same time conditions must be recognized which in the conduct of business for gain necessitate the shadings of common honesty. Not until all men shall be all wise in all things may ideal honor walk arm in arm with ideal business. And years before the time might ripen for such a brotherhood, business and the necessities for gain will have passed.

In the present the world is dealing with the material. Success in the sense of money gain is worshiped as it seldom has been worshiped in civilization. Until practice shall decide against the fallacy of it, theory must be discountenanced as of little worth. What then do modern business methods have that invites men of the highest ideals? Face the question, young man. Are you willing to enter the competitions of the business world carrying the burdens of idealism?

In the United States Court in Chicago the other day in which a group of business men received maximum fines for the breaking of a statute, the presiding judge of the court made a striking arraignment of modern business methods and of the men who evolve them. "Straw" bidding on contracts in order to make a show of competition among the members of an illegal trust was the subject of this excoriating speech:

"To my mind that is the most contemptible feature of this whole transaction. I have seen it in practical operation, and when I reflect that it has been resorted to by these men who have been here in this case—good, clean looking men, all of them—the great mystery to me is why men will engage in business that requires the employment of such methods to get money.

"It is excused by the statements that it had to be done in order to get business. A man always has a right to get out of business, and I should think that most any man with any self-respect would prefer to dig in a ditch at \$1.50 a day, which is unquestionably the more dignified occupation of the two."

In the business world graduated to such business methods no doubt this speech will be scoffed at as the utterance of a man unfamiliar with business methods. But the young man reaching for high ideals and to whom these thoughts are addressed can have no such jaded point of view as this of the business man. To him these words of the judge must strike home. Let him ponder them well before he makes his choice of ideals in life.

John A. Howland.



We Occupy the Most Prominent Corner in Chicago
Corner Market and Adams

THE Kingsbury
Hat

A \$3.00 Hat with a \$5.00 Look



THE KING HAT
The Best \$2.50 Hat on Earth
Golden Crown Caps

Our Own Manufacture—Strictly Tailor Made
See the Oliver Band
Patented January 10, 1907

LOUIE P. HUGEL
C. H. WHITE
FRANK STARKEY } Michigan Representatives

PARROTTE, BEALS & CO., Inc.

Manufacturers and Jobbers

180-186 Market Street, Chicago

MAIL ORDER GAME.

How the Shoe Man Beat It by Hustling.

Written for the Tradesman.

"Here," monologued the clothier, "is the House of Bigtalk. They sell clothing by means of alluring advertisements in the newspapers and magazines. I saw a page advertisement in a weekly the other day which must have cost them \$5,000. This advertisement contained a picture which must have cost \$500 more; in fact, the advertisement was most all picture. Grouped in it were two fascinatingly-dressed gentlemen, holding sweet converse with a summer girl in a picture hat. According to the picture the suits the gentlemen wore hadn't been walked in or sat down in since they left the hot goose. According to the text of the advertisement one may slosh around in the rain or roll in the muck in a suit from the House of Bigtalk without changing the entrancing effect. The summer girl was smiling at the fit of the clothes. I think I should like to see the expression on the face of the summer girl if she looked at the suits after a tour in the rain."

"Come," said the shoe man, who sat by the round table while the clothier ran through the advertising pages of a popular magazine, "it must be time for you to wake up."

"These suits from the House of Bigtalk," continued the clothier, "cost \$13.13 at your house door. They are made of imported material, and cut by a sheerman of international fame. They are made by tailors who spent years learning how to do it. Perhaps they entered a mail order school in their youth and worked gradually up to the excellence demanded of a man who makes a mail order suit to be sold at \$13.13. The clothes appear to fit these men, all right. Most of the things fit well—in the magazines."

"Do you often have 'em?" asked the shoe man.

"In the magazines," resumed the clothier; "ah, yes, in the magazines! When all the dreams we see in the magazines come true there will be no more retail stores. You and I will be out in the tall timber, agitating the surface of the damp, brown earth with a hoe. Everything fits, and wears, and tastes good, and cures, and educates—in the magazines. They are already getting along without retail stores in fertile stretches of this favored land, and the mail order catalogue is sweeping with cyclonic force down the business streets of many a thriving country town. The magazines and the mail order books are the places where dreams come true, according to the advertisement."

The clothier turned the pages of the magazine until he came to a page of shoe advertising. There was a peach of a shoe shown on the page, and there were the usual reasons why you should make haste to the postoffice and buy a money order in favor of the maker of the shoe.

"Here's something that will interest you," continued the clothier. "Perhaps you will feel like taking a second look after you read this adver-

tisement. Here is a shoe that sells for \$2.19. It is a good shoe. The advertiser admits it. It will not rip, ravel, run down at the heel, or get red on the toe. It is worn by millionaires in their moments of elegant leisure, and by shovelers deep down in the heart of the mine. I guess you'll get yours when your patrons read this advertisement, and find out that you've been charging 'em \$3.50 for a shoe that is back in the discard when compared with this one for \$2.19. My friend, you want to go right now and take in your sign. Your stock does not look at all like this nice cheap shoe in the magazine. But, then, everything looks nice in the magazines and the mail order catalogues. You can buy shoes right from the catalogue for \$1.43. You can see where the druggist makes his profit when you read of the cheap cure-all dope exploited in the catalogues. Right next to the drug department they ought to have a memorial monument display. Send a monument on ten weeks' trial, and if the person in whose honor it is erected makes a kick about the style or about anything they refund the money. Now, here in this magazine, is a picture of a bottle of mineral water. Next to it is a rock, and the water evidently came out of the rock, which goes to show that Moses wasn't the only one."

The shoe man sat back with a smile in his eyes. The clothier sedately turned the pages of the magazine.

"There's a page here," he went on, "which tells you how to be beautiful for a dime a day. I think you ought to make the investment, Mr. Shoeman. A dime a day is a small sum when you think of the risk you run in carrying that face about from morning until night in the public gaze. I'd just like to know," he added, seriously, "just how much money goes out of this little old town every week to these mail order houses."

"It is a lot," sighed the shoe man.

"Of course it is. Say, did you ever think what a lot of nerve it takes to do business by mail?"

"Nerve—nothing! Capital is what is needed."

"Me son," said the clothier, "it requires nerve to let go of the long green, to send it out on a lone sea of magazine advertising. I reckon you have to shut your teeth hard every time you buy half a column in the local paper. Capital? It is nerve, pure and simple, and nerve, rightly directed, is what makes the wheels go round. Perhaps you do not think it takes nerve to write these pleading, lying, follow-up letters these magazine advertisers send out."

"Perhaps you don't think it takes unadulterated gall to tell a man that the mining stock advertised will advance 25 per cent. in ten days, and that the holders of this wonderful stock will sell to you on the installment plan just before the boost comes! Perhaps you think it doesn't take face to tell a long-chinned young man who can hardly plow a straight furrow across a corn field, and who has to run his tongue out when he puts his name to a mail or-

der letter, that he can become a first-class mining engineer by being pulled out at the fissure of Rolando, taken in at the back of his ears and built on at the center of his side-hill brow.

"Presently some one will advertise to rear children by mail order system, offering to take the red-headed, freckled-faced, stub-toed product of the farm and turn him out a gentleman in a low-cut vest, a claw-hammer, and a plug hat, with a society smile on his face and a wad in the right-hand pocket of his jeans. Whoever offers to do all this by mail will block the postal trains, all right. Children are getting to be too troublesome for the poor tired parents, who are yearly putting more of the burden of their care and training on the Board of Education."

"I should think," cut in the shoe man, "that you would want some one outside selling admission tickets when you deliver your lectures on the way not to do things. What's the use of kicking, anyway? People will believe whatever you tell 'em, and the more lie there is in your talk the tighter it will stick. Wake up, and we'll go out in the cool, glad country and coax a few fish out of the rippling rills."

"No," replied the clothier, "I'm a reformed man. I'm away up on the water wagon, in a seat with the driver. No fishing trips for me. When I want to go fishing, I'll just take one by mail, like the man had his leg set. Everything will be sold by mail directly, and the men who own these stores will be offering them for desirable residences."

"I'll tell you where these mail order houses have us beat a mile," said the shoe man. "They have the money for advertising, and they have the men to write the advertisements. I'm going out right now and borrow money, and get up an imitation mail order house. You and I are in different lines, and we might tie up in the scheme, and take in the dry goods man, and the druggist, and the hardware man, and the book man, and a lot more."

"What's the scheme?"

"Advertising what we've got to sell just like the mail order houses do. Mention every blasted thing we've got in our stores, and pepper the advertisements with cuts. Give prices, and lie a little, and send out on approval. Here we sit around and kick at what the mail order men are doing, yet we stand aside and give 'em the field. Why don't we merchants of this old town get up a catalogue and send it out all over this part of the State? I guess we could bring the buyers here."

"Not yet. They want something from Chicago or New York. Pretty soon a baby won't be accepted and named unless it is shipped in by some mail order house in the East."

"You've got 'em bad, old man. Now, I'm going to work this idea, whether any one goes in with me or not. I'm going to send out a small catalogue, giving shoe prices and cuts. I'm going to put a lot of things in that book that people don't know I carry. It is seeing pictures of things and reading about 'em that

makes people want to buy them. That is what we put up our display windows for, to let people see what nice things there are in the world and make 'em want to possess 'em. See? I'm going to beat this mail order shoe game right in this man's town."

"You're going to send shoes on approval?"

"I'm going to do everything the mail order houses do. I am within reach of my patrons, and they are not and I can discount their game. You may sit around and put up a yell at the amount of money that goes out of this town every week, but I am going to try to keep some of it here."

"All right. The field is open. When you get broke you can take to the plow."

The shoe man did not go broke. He found that people will buy at home if the proper inducements are offered. He is not one of the men who is trying to have laws passed restraining the mail order houses. He is one of the men to meet them on their own ground and make them back up. Others can do it.

Alfred B. Tozer.

Does Your Chimney Smoke?

A wholesale druggist said of the late William Whiteley, London's "universal provider."

"Mrs. Whiteley bought lots of drugs from me, and we were very good friends. We often dined together at the Savoy during my summer tours.

"The man was an optimist save on one point—marriage. He was continually relating an incident concerning marriage that had happened to a medical friend of his in Dorset.

"Out walking one summer evening, this physician saw a cottager eating his supper all alone on the sidewalk before his little house.

"'Why, Jim,' he said, 'what are you eating out here for?'

"'Er—chimney smokes, sir,' the man stammered.

"The physician was practical, a handy man, a jack of all trades.

"'We'll have a look at that chimney, Jim,' he said.

"And he opened the door, and—bang a broomstick fell on his shoulders, and a woman's voice shrieked in the gloom:

"'Back again, are you, you old rascal? Well, just clear out again! Clear out with you, or I'll—'

"The physician retreated hastily. Jim sat on the curbstone, shaking his head in sorrow and embarrassment. The physician bent over him and laid his hand in kindly fashion on his arm.

"'Jim,' he said, 'our chimney smokes sometimes, too.'"

Before Dinner Speaker.

"Ostend," remarked the visitor, "as your father is quite a prominent man I suppose he makes a great many after-dinner speeches?"

"Oh, no," replied Ostend; "pa makes all his speeches before dinner."

"Before dinner?"

"Yes, that is when he begins to find fault with the cooking."

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 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.

For the Public Good.

An independent and ably edited newspaper which commands a great circulation is probably the most potent influence for good in the United States to-day. The power for the better things in public affairs and policies, for instance, which is wielded by such a newspaper as The Chicago Record-Herald can scarcely be exaggerated, and much of that strength comes in the case of this leading Chicago daily from the fact that it is absolutely independent, fearless and fair. It is not the mouth-piece of any interest except that of the public. The Record-Herald champions the cause of the good, the clean, the beneficial in every matter of city, state or national moment. It is the knowledge on the part of its readers that it cares not whom it hits or what enemies it makes, so long as it is battling for the welfare of the community, which gives to The Record-Herald much of the influence it enjoys. It gives in its news columns the most complete and impartial reports of political events, another evidence of its splendid news service.

Where You Get Things Fresh.

"Hiram," said Mrs. Kornkob, "did you get the canned peas and tomatoes when you was to town the other day?"

"Yes, Mandy."

"An' the dried apples and prunes?"

"Plenty of 'em."

"An' the salt pork?"

"Half a barrel of it."

"Then I reckon it's about time to begin advertisin' for summer boarders, ain't it?"

The man who actually has free salvation always is anxious to pay something for its extension.

Hardware Price Current

AMMUNITION.				
Caps.				
G. D., full count, per m.	40			
Hicks' Waterproof, per m.	50			
Musket, per m.	75			
Ely's Waterproof, per m.	60			
Cartridges.				
No. 22 short, per m.	2 50			
No. 22 long, per m.	3 00			
No. 32 short, per m.	5 00			
No. 32 long, per m.	5 75			
Primers.				
No. 2 U. M. C., boxes 250, per m.	1 60			
No. 2 Winchester, boxes 250, per m.	1 60			
Gun Wads.				
Black Edge, Nos. 11 & 12 U. M. C.	60			
Black Edge, Nos. 9 & 10, per m.	70			
Black Edge, No. 7, per m.	80			
Loaded Shells.				
New Rival—For Shotguns.				
No.	Powder	oz.	Size	Per 100
120	4	1 1/2	10	\$2 90
129	4	1 1/2	9	2 90
128	4	1 1/2	8	2 90
126	4	1 1/2	6	2 90
135	4 1/4	1 1/2	5	2 95
154	4 1/4	1 1/2	4	3 00
200	3	1	10	2 50
208	3	1	8	2 50
236	3 1/2	1 1/2	6	2 55
265	3 1/2	1 1/2	5	2 70
264	3 1/2	1 1/2	4	2 70
Discount, one-third and five per cent.				
Paper Shells—Not Loaded.				
No. 10, pasteboard boxes 100, per 100.	72			
No. 12, pasteboard boxes 100, per 100.	64			
Gunpowder.				
Kegs, 25 lbs., per keg	4 90			
1/2 Kegs, 12 1/2 lbs., per 1/2 keg	2 90			
1/4 Kegs, 6 1/4 lbs., per 1/4 keg	1 60			
Shot				
In sacks containing 25 lbs.				
Drop, all sizes smaller than B.	2 10			
AUGERS AND BITS				
Snell's	60			
Jennings' genuine	25			
Jennings' imitation	50			
AXES				
First Quality, S. B. Bronze	6 00			
First Quality, D. B. Bronze	9 00			
First Quality, S. B. 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 c.	5 3/4 c.	5 3/4 c.
BB.	8 1/2 c.	7 1/2 c.	7 c.	6 1/2 c.
BBB.	9 c.	8 c.	7 1/2 c.	7 c.
CROWBARS				
Cast Steel, per lb.	5			
CHISELS				
Socket Firmer	65			
Socket Framing	65			
Socket Corner	65			
Socket Slicks	65			
ELBOWS				
Com. 4 piece, 6 in., per doz.	net 65			
Corrugated, per doz.	1 00			
Adjustable	dis. 40&10			
EXPANSIVE BITS				
Clark's small, \$18; large, \$26	40			
Ives' 1, \$18; 2, \$24; 3, \$30	25			
FILES—NEW LIST				
New American	70&10			
Nicholson's	70			
Heiler's Horse Rasps	70			
GALVANIZED				
Nos. 16 to 20; 22 and 24; 25 and 26; 27, 28				
List 12 13 14 15 16 17				
Discount, 70.				
GAUGES				
Stanley Rule and Level Co.'s	60&10			
GLASS				
Single Strength, by box	dis. 90			
Double Strength, by box	dis. 90			
By the light	dis. 90			
HAMMERS				
Maydole & Co.'s new list	dis. 33 1/2			
Yerkes & Plumb's	dis. 40&10			
Mason's Solid Cast Steel	30c list 70			
HINGES				
Gate, Clark's 1, 2, 3	dis. 60&10			
Pots	50			
Kettles	50			
Spiders	50			
HOLLOW WARE				
HORSE NAILS				
Au Sable	dis. 40&10			
HOUSE FURNISHING GOODS				
Stamped Tinware, new list	70			
Japanese Tinware	50&10			

IRON

Bar Iron	2 25 rate
Light Band	3 00 rate
KNOBS—NEW LIST	
Door, mineral, Jap. trimmings	75
Door, Porcelain, Jap. trimmings	85
LEVELS	
Stanley Rule and Level Co.'s	dis. 50
METALS—ZINC	
600 pound casks	9 1/2
Per pound	10
MISCELLANEOUS	
Bird Cages	40
Pumps, Cistern	75
Screws, New List	85
Casters, Bed and Plate	50&10&10
Dampers, American	50
MOLASSES GATES	
Stebbins' Pattern	60&10
Enterprise, self-measuring	30
PANS	
Fry, Acme	60&10&10
Common, polished	70&10
PATENT PLANISHED IRON	
"A" Wood's pat. plan'd, No. 24-27	10 80
"B" Wood's pat. plan'd, No. 25-27	9 80
Broken packages	1/2 c per lb. extra.
PLANES	
Ohio Tool Co.'s fancy	40
Sciota Bench	50
Sandusky Tool Co.'s fancy	40
Bench, first quality	45
NAILS	
Advance over base, on both Steel & Wire	
Steel nails, base	3 00
Wire nails, base	2 35
20 to 60 advance	Base
10 to 16 advance	5
8 advance	20
6 advance	30
4 advance	45
3 advance	70
2 advance	50
Fine 3 advance	15
Casing 10 advance	25
Casing 8 advance	35
Casing 6 advance	25
Finish 10 advance	35
Finish 8 advance	45
Finish 6 advance	85
Barrell 1/2 advance	
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	
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
Onelda Community, Newhouse's	40&10
Onelda Com'y, Hawley & Norton's	65
Mouse, choker, per doz. holes	12 1/2
Mouse, delusion, per doz.	1 25
WIRE	
Bright Market	60
Annealed Market	60
Coppered Market	50&10
Tinned Market	50&10
Coppered Spring Steel	40
Barbed Fence, Galvanized	2 85
Barbed Fence, Painted	2 55
WIRE GOODS	
Bright	80-10
Screw Eyes	80-10
Hooks	80-10
Gate Hooks and Eyes	80-10
WRENCHES	
Baxter's Adjustable, Nicked	80
Coe's Genuine	40
Coe's Patent Agricultural, Wrought	70-10

Crockery and Glassware

STONEWARE	
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, bail, per doz.	85
1 gal. fireproof, bail, 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	
Pontius, each stick in carton	Per doz. 40
LAMP BURNERS	
No. 0 Sun	38
No. 1 Sun	40
No. 2 Sun	40
No. 3 Sun	47
Tubular	60
Nutmeg	60
MASON FRUIT JARS	
With Porcelain Lined Caps	
Pints	Per gross 4 45
Quarts	5 80
1/2 gallon	6 70
Caps	3 25
Fruit Jars packed 1 dozen in box.	
LAMP CHIMNEYS—Seconds.	
Per box of 6 doz.	
Anchor Carton Chimneys	
Each chimney in corrugated tube	
No. 0, Crimp top	1 70
No. 1, Crimp top	1 85
No. 2, Crimp top	2 85
Fine Flint Glass in Cartons	
No. 0, Crimp top	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 30
Recheater in Cartons	
No. 2 Fine Flint, 10 in. (85c doz.)	4 60
No. 2 Fine Flint, 12 in. (\$1.35 doz.)	7 50
No. 2 Lead Flint, 10 in. (95c doz.)	6 25
No. 2 Lead Flint, 12 in. (\$1.65 doz.)	8 75
Electric in Cartons	
No. 2 Lime (75c doz.)	4 20
No. 2 Fine Flint, (85c doz.)	4 60
No. 2 Lead Flint, (95c doz.)	5 60
LaBastie	
No. 1, Sun Plain Top, (\$1 doz.)	5 70
No. 2, Sun Plain Top, (\$1.25 doz.)	6 64
OIL CANS	
1 gal. tin cans with spout, per doz.	1 20
1 gal. galv. iron with spout, per doz.	1 60
2 gal. galv. iron with spout, per doz.	2 50
3 gal. galv. iron with spout, per doz.	3 50
5 gal. galv. iron with spout, per doz.	4 50
3 gal. galv. iron with faucet, per doz.	4 50
5 gal. galv. iron with faucet, per doz.	5 25
5 gal. Tilted cans	7 00
5 gal. galv. iron Nacafas	8 00
LANTERNS	
No. 0 Tubular, side lift	4 60
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 80
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



The Growing of Geese a Profitable Occupation.

When the conditions are favorable there is no form of utility poultry keeping that can be more confidently recommended than the rearing of goslings, and yet notwithstanding the manifold advantages possessed by this branch, there is none more neglected at the present time. My observations have extended both to the United States and to the continent of Europe, and while there are certain European countries where the rearing of goslings is extensively carried on, yet, generally speaking, not one-fourth so much is attempted as should be the case. Not only is the breeding of geese very profitable on account of the economic value of the birds, but also because they cost so little to maintain, as after the first six weeks or two months they are able to support themselves, provided they are given access to a good meadow. Geese are really grazing birds, and upon tolerably good pasture they require no extra feeding. It is sometimes stated that other classes of stock will not follow geese; this has never been my experience, unless the land was overcrowded, in which case it would apply equally to any class of poultry. It is a fact, however, that geese quickly taint the soil, and it is therefore of the utmost importance to carefully guard against this. It is of no use whatever endeavoring to raise geese upon a small area of land; only those who have an abundance of space at their disposal should attempt this branch, as otherwise failure is almost certain to ensue. Upon waste or common land they thrive well, and there are thousands of acres in this and other countries, put to no practical use at the present time, that could support huge flocks of geese. Not only do the birds thrive well upon such land, but they very quickly have a beneficial effect upon the pasture. A striking example of this came under my notice a little while ago. Upon a large farm in one of our Midland counties there were about thirty acres of extremely poor land, which neither paid to cultivate nor yet to cut for grass, and the only use to which the land was ever put was as an occasional run for sheep. The farmer, who is a great believer in utility poultry, determined to do his utmost to improve this plot of land, and he stocked it heavily with geese for about six years, at the end of which time he had converted a piece of valueless land into a tolerably good pasture. What he did others can do also, and there are thousands of similar plots which could be so improved.

The trade in geese is divided into two distinct seasons, and at no other time of the year is there any great demand. The seasons are Christmas and Michaelmas. At the latter time the demand is considerably more limited, but at Christmas any quan-

tity of well prepared, well developed birds can be disposed of. The prices procurable for geese are not quite so high as was formerly the case, the average figure for really good specimens being about 17@20 cents per pound; but at this price there is a good margin for profit, considering the fact that no other class of birds can be so cheaply or so easily reared. It is difficult to determine exactly how much of the price obtained is profit, but a large goose raiser told me just before Christmas that under favorable conditions about 45 per cent. should be net gain. This is certainly a considerably higher percentage than that yielded by any other class of fowls, and looking at the matter from this standpoint the rearing and management of geese is one of the most lucrative branches of the poultry industry.

The housing of geese is quite a simple matter, and elaborate or costly houses are unnecessary, although they must be well made and on no account drafty. Geese do not, of course, perch, but sleep upon the ground, and thus a low house—one about 4 feet high—answers the purpose well. It should be made with a sliding shutter in front which during warm weather can remain open all night, as geese require an abundance of fresh air; when cooped up in close sheds they are not so healthy, and are much more liable to produce weak and delicate goslings. Upon many farms there is a shed or outbuilding which, with a little alteration, will make a fine house. The floor should be generously covered with litter; straw, dried leaves, bracken, or some such material making the best covering. The ground itself should form the floor, as wood, cement and bricks are all unsuitable.

With geese more than with any other class of poultry is the cost of feeding important, owing to the fact that they require a large quantity of food to keep them in good condition, and also because the prices for finished specimens have shown a reduction during recent years. As already stated, geese are grazing birds, and when given access to a good meadow are well able to support themselves. During the time of year that the grass is growing they should be allowed full freedom, wandering about at will during the day, and returning at night for shelter. When such a plan as this can be followed they require very little extra food, with the result that the miller's bill—the bane of the poultry keeper's life—is greatly reduced. In fact the birds will thrive better entirely upon green stuff than upon meal or grain. In arable districts, where good pasture is at a premium, another mode of operation must be adopted. In this case many goose farmers are in the habit of growing green crops merely for the geese, one of the best being oats. When the blades are about 10 inches above the ground the geese are turned in, and will thrive excellently upon the succulent green food. In East Anglia, where so many geese are raised, it is customary to feed off roots by geese in the same manner as by sheep. I was recently assured by a large farmer that the

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birds ate the roots as close to the ground as did the sheep, and—what was equally as important—manured the land just as well.

While a pond or stream is by no means necessary to the geese, it is advantageous to allow them access to water in which they can swim. Unlike ducks, however, this is not necessary to ensure fertile eggs, and the germs are equally strong with or without this advantage. It should be remembered that geese do not attain maturity until they are two years old, and the geese and the gander should not both be under this age. A year old bird should be mated with two year old geese, and vice versa. This will have a much better effect upon the goslings, making them harder—more vigorous—and causing them to ultimately attain a greater size. Only unrelated stock birds should be used, and these only that are in perfect health. Young geese commence to lay about the middle of February or the beginning of March, and although it is not altogether advisable to breed from young stock, yet if early goslings are required it is necessary. Goslings from young birds do not grow so quickly as do those from older stock; but if the parents are well bred, and not at all weakly or small in size, they may be used without much fear. The eggs should be removed from the nest as laid, because if this is not done, so soon as the goose has laid about fifteen she will evince a desire to set; but if the eggs are systematically taken away, she will probably lay thirty to forty. The eggs that are removed may be placed under hens, giving three or four to each, according to the size of the bird. For this purpose large sized birds should be chosen, and generally those of the Brahma type selected. The period of hatching is thirty days, and it is a good plan to occasionally sprinkle the eggs with tepid water during this time. The difficulty with goose eggs is that the inner membrane or skin becomes tough and thick, and as a result the gosling has difficulty in making its way out of the shell. It is found that if the eggs are sprinkled with tepid water immediately before the hen returns after she has been fed and watered, it will greatly facilitate the exit of the goslings.

There is a saying in some parts of England: "There is no need to rear goslings; they rear themselves." While this is, of course, an exaggeration, no class of poultry is so easy to rear as goslings. They require very little attention; they are hardy and strong; they grow quickly; and they very soon become independent and able to look after themselves. Unlike chickens, goslings require very little brooding, and at the end of a week or ten days they may be removed to a large roomy coop or small shed, and kept in flocks of about twenty or twenty-five. During the first fortnight it is inadvisable to allow them much freedom, as they are so liable to wander away from home and, becoming fatigued, to be unable to find their way back again. A run should be placed around the coop during this time, as

a little exercise is beneficial. The coop must rest upon the ground, as a wooden floor almost invariably causes cramp and leg weakness—about the only complaints from which goslings suffer. An abundance of shade is necessary for the successful rearing of goslings, and the coop, if possible, should be placed under the lee of a hedge or wood; if no such place is available, some artificial shelter should be erected.

The question of feeding during the first few weeks is of the greatest importance, and the aim should be to lay the foundation of a strong and large frame, upon which the flesh can afterwards be laid. The exact system of feeding followed varies greatly in different parts of the country, but the main point of importance is not so much the actual food supplied, but rather that it shall contain a goodly percentage of albuminoids, as these are necessary in order to build up a strong frame. Unless the birds are fed during the first few months upon nutritious foods, they will not attain so large a size, and consequently they will not prove so profitable. I think it pays, during the first day or two, to feed on hard boiled eggs, chopped up, mixed with biscuit meal or ground oats, and moistened with a little skim milk or warm water. Many breeders never think it worth while to employ hard boiled eggs for goslings, but as they are exceedingly cheap during the spring months the cost is comparatively small. The skim milk requires to be fresh, as if at all sour it has an injurious effect upon the goslings. It is a good plan, if the supply is plentiful, to provide it, rather than water, for drinking. After a couple of days the eggs may be discontinued, and the birds fed solely upon cooked foods, mixed into the consistency termed "crumbly moist." It seems to be a very common idea that geese do best upon sloppy foods, but this has not been my experience. I have always found that the birds thrive better and develop quicker upon fairly dry than upon wet foods, as they are liable, for one thing, to take more into their crops at once. A variety of foods may be supplied to the birds after the first few days, when the eggs have been discontinued, but it is of the utmost importance to remember that cheap foods must, as far as possible, be employed, as geese are huge eaters, and will quickly consume all the profit if expensive foods are used. For this reason ground oats, although an excellent food, must be used sparingly, as its price prohibits its too liberal use. Barley and wheat meals are the chief ones employed, and, considering their feeding value and price, are excellent for the purpose. Wheat, too, is another good food, but it should be scalded, as it is too indigestible raw. It is a good plan to scald the wheat, and dry off with barley meal or middlings, as this forms a good preparation, one which the birds eat readily, and upon which they thrive well.

When the birds are eight or ten weeks old they may be given whole grain, and wheat is especially useful for this purpose. Ground bones may be given in small quantities, as these

assist in building up a strong frame upon which the flesh can afterwards be laid. Onions, also, are useful for rearing goslings, and if mixed in small quantities with the food the goslings will derive great benefit, and will, moreover, eat their food with greater relish.

As soon as the corn is off, it is an excellent plan to allow the birds to run over the stubble, where they can pick up a lot of natural food. In many parts of the country it is common to send out a flock of goslings in charge of a boy, who takes them to a certain place to feed, looks after them all day, and brings them back at night. One lad can attend to a large number, so that the question of labor is only a small one. When they are treated in this manner all they require is a little meal in the morning and some corn after they have returned for the night. On wet days they should not be allowed out at all, but kept in the house and run. Goslings can be bought in the summer for 50 or 60 cents apiece and less; and if put on stubble, as already indicated, it will not be long before they turn the scale at a dozen and more pounds, so it is easy to see that, after the expense of feeding and labor, there is a large margin left for profit. E. T. Brown.

Enough To Make Him Suspicious.

Tom—Why did Fred break his engagement with Miss Peckem?

George—Her father offered to lend him money to get married on.

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Value of Inspirational Letters To the Salesman.

The salesman's work is full of discouragement. Meeting constant rebuffs, he at times almost loses faith in the cause he is fighting for. He is away from home, friends and pleasurable associations. Speaking generally, he needs bracing. The sole exception is seen in those self-reliant natures which are their own tonic—who furnish themselves their own inspiration. Such men are rare, however—very rare.

One theory of inspiration is that of showing that others have been in hard lines—subjected to apparently insuperable conditions—have met the most disheartening opposition—and have through it all been successful.

This all admits that circumstances are against the salesman—a tacit admission of troubles—confirmation that he has a hard time. It admits the charge, but attempts to inspire the salesman to overcome the admitted conditions by getting him to work hard and faithfully, despite them.

Some inspirational matter attempts to minify troubles and difficulties by magnifying the superiority of conditions. Such letters emphasize what others are doing under the same conditions; why the line is a superior seller; what advantages the salesman has over competitors. It makes much use of comparative sales records.

The star men—those at the head—furnish the inspiration as to what can be done. Those at the foot furnish a kind of reverse inspiration, from which the salesman frequently deduces the self-applied consolation, "Well, other men are in hard luck also. They are having discouragements, and meeting them bravely, too, I am not singled out and having all the trouble."

No rules can be laid down for either the preparation or the use of inspirational letters. Only a man full of enthusiasm himself—so filled with ginger—so saturated with faith in his proposition that he "runs over"—can get up a genuine ginger letter. Such men are rare.

Personal letters rightly used are second only to impersonal inspirational matter, if judged by results. A man may be written impersonally—"written at"—day after day and take no offense. Personal letters can not be used with such frequency. Because of this only are they of secondary value to less personal ginger letters.

Greatest sales gains are made by keeping in the closest possible touch with the salesman, avoiding all suggestion of a desire on the part of the sales department to watch him or spy upon him. Nothing undermines the salesman's work so much as the feeling that he is being checked up and "systematized" for the purpose of tripping him up, instead of helping him. Helpful suggestions and friendly intercourse are the keynotes of per-

sonal correspondence with the salesman. This friendliness of the home office in letters, sent with just the right frequency, causes the salesman to co-operate more and more with the house organization in his work. This not only binds the salesman closer in a friendly way, but in many practical ways as well. It makes possible an immediate change of front on the part of the sales force. The force becomes governable; pliable; a new policy, no matter what it is, can be carried out with the smallest possible amount of friction in the field.

A personal letter to the salesman should, first of all, be personal. It should commend him for something he has done—and done well. Some particularly good sale—some brilliant coup, not merely some large order, for that may have been won by a fluke, something to be recognized as the salesman's own—offers this opportunity. Then, too, nearly every man on the road has something which he does particularly well, and which he is particularly fitted to do well. It not only increases his special efficiency, but his general efficiency as well, when this is recognized and he is strongly commended for it.

There are many occasions which come up calling for an explanatory personal letter to the salesman. Perhaps the most common illustration of this is a letter notifying a salesman of a ruling of the credit department which turns down a large order. Aside from the curt official letter of the credit man stating that So-and-So's account has been cut down, or refused, the sales department should see to it that the salesman receives a personal letter of explanation. While it is the aim of every large organization to have the closest co-operation between the salesman and the credit department, yet there never was, nor never will be, what may be called close co-operation. The salesman who gets a large order does not feel that he is called upon to explain to the house many of the conditions which make the account particularly good. If the order is turned down by the credit department—if credit is refused—there is either a very good reason, or only an arbitrary ruling for such course. In case there is a good reason the salesman should be notified of it in a tactful personal letter; one at which a fair man can take no offense. If there is no good reason there is great danger of decreasing the efficiency of the salesman, if he is not written as to the cause which brought about the credit man's ruling—the supposed reason why the order did not go through.

This far letters to the dealer have not been taken up. The dealer stands in a peculiar relationship to the sales department because of the salesman. The slightest inaccuracy—the smallest slip in failing to properly back up the salesman in any of his statements—reacts against the sales department and the house. It engenders trouble with the dealer and with the salesman. The former could be overlooked—the dealer can be placated—the latter is bound to be disastrous—the salesman never forgets "intrusion" or "interference." "Cau-

tion," therefore, is here the watchword for the sales department correspondent.

The classes of sales department correspondence to the dealer are the same as those of salesman's letters already treated:

1. Informational letters.
2. Inspirational letters.
3. Personal letters.

Under the first class—informational letters—occur the following subdivisions:

- a. The line.
- b. The selling organization of the house.
- c. Sales methods.

The interest in the dealer centers about the line, his first and greatest interest touching the demand for it, as shown by actual buyers or list of prospects and by calls for it in his territory.

After demand for the line comes quality. The dealer can not be kept too well posted on the quality of the line. The more thorough his information on it the better chances he has to know its selling points. Extent, too, interests him, as upon the extent of the line depends the size of the order which he may place. Price is one of the standard factors, and quotations and other matter covering price, especially in those lines where there are daily or weekly changes, furnish a large part of the informational matter going direct to the dealer.

After the interest which the dealer has in the line itself, logically comes the interest which he has in the house from which he buys. The facilities of the house, the sales department, and the salesmen as well, furnish informational matter of great value. This information, backing up and placing in permanent form the salesman's suggestions, tends to anchor the dealer to the house.

The dealer may or may not be progressive enough to appreciate informational correspondence covering sales methods. Be that as it may, the house must sow the seed, trusting that a part at least will fall upon fertile soil. Even an occasional letter to the dealer's list, with practical selling methods, is bound to increase sales sometimes, if not immediately. Persistence will get results.

In some businesses the advertising sales department can prepare plans which are so nearly automatic that

the dealer has but to go through a certain routine to effect sales. Then correspondence covering these systems becomes most important.

The final head under dealers' correspondence is that of personal letters. Here the house can often find an opportunity to permanently secure the good will of the dealer. If the retailer asks for some information outside the regular routine of business, and he gets a curt or unsatisfactory reply the chances are that sales will show a most disproportionate shrinkage for the oversight. If, on the other hand, he gets a courteous personal letter, fully answering his enquiry and requesting him to refer to the house at any time—all this comprehensive, courteous and helpful—he feels that he has the house back of him—his willing helper—at all times.

This concludes the first broad head, that of getting information to the salesman or dealer.

Getting information from the salesman or dealer—this to be arranged, codified and distributed—is the second broad head of sales department correspondence.

Information gained by the house will be drawn from general and special sources. Newspaper and news bureaus and reporting agencies embrace the general sources from which information of this kind can be drawn. There are certain daily papers, for instance, which make a specialty of reporting new firms going into business, and changes in the affairs of old firms, together with various other such items as may be of interest to the trade. The trade papers—particularly in those lines where

When you see a traveler hustling extra hard make up your mind his object is to reach Grand Rapids by Saturday night. Sunday passes quickly at

**Hotel
Livingston**

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.

periodicals are issued weekly or oftener—furnish a great deal of specific trade information. What is fully as important, the trade journal is in touch with broader conditions, if possible, than any individual house, and can sense the buying and selling conditions just that much better.

Reporting agencies keep careful note of all changes which in any way affect the trade, but most of this information affects credits alone. Such information as the salesman can use may be carefully collated, and placed in letter form for him.

Sources at all times immediately available for information for the sales department correspondent are the inside organization—the home department—and the outside organization—the traveling force. The first source—the house—may or may not be able to furnish an appreciable amount of good matter. Collected by systematic methods by which each house employe turns in any information that will be of service to the sales department, more or less information of value may be obtained.

But it is from the traveling force that the best and most information bearing on sales is to be had. In getting this information the sales department constantly has to combat the disinclination of the salesman to furnish full reports, particularly in letter form.

It is in only a few lines that the trade is in close enough communication with the sales department to report information which may be of service. Too often this information is inexact and not to be depended upon—in fact, is entirely unreliable because of this inaccuracy. Where information can be secured and can be relied upon, the trade furnishes a valuable means of obtaining reports.—B. C. Bean in Salesmanship.

Dozens of letters have gone forward to Washington from public officials of Michigan and men in high social and business positions, protesting against the presence of Sheridan F. Master in Lansing as a paid lobbyist against the repeal of the Baillie limited liability law. These letters have naturally been referred to Senator Burrows, who was responsible for the appointment of Master as Surveyor of Customs at the port of Grand Rapids, and in every case they have been smothered, probably at the behest of the railway official who is responsible for Master's presence in Lansing. If Senator Burrows ever seeks a re-election to the United States Senate he need hardly expect to receive the hearty co-operation of the traveling men of Michigan, who have a way of remembering public officials who permit themselves to be made the servile tools of the corporations and prove recreant to the trust reposed in them by the people.

A Detroit correspondent writes as follows: P. T. Walsh, who was seriously injured in a railroad wreck near Lexington, Ky., several weeks ago, is still suffering from painful hurts about his head and shoulders and will carry some of the scars as long as he lives. His friends are glad enough to know that he will be able to be among them again.

Five Thousand Dollars in Death Benefits.

Jackson, June 3—The Board of Directors, Michigan Knights of the Grip, held a meeting at the office of the Secretary in this city, June 1.

The meeting was called to order by President Frank N. Mosher, of Port Huron. All the members were present except A. A. Weeks, of Grand Rapids.

Communications were read as follows:

A. A. Weeks, regretting his inability to be present at the Board meeting; Mrs. C. J. Lewis, of Flint, expressing her appreciation of the kind sympathy at the time of the death of her husband, C. J. Lewis; Gov. Warner, which was read with interest; Mrs. Josselyn, of Grand Rapids; Geo. Cain, of Imlay City; Mr. Bache, of Sebewaing; H. M. Atwood, of Big Rapids; J. S. Dunn, of Port Huron; Orlando Fox, of Toledo, which were ordered placed on file.

The President's report was listened to with a great deal of interest. You could see the spirit of concern for the welfare of our organization and the promoting of membership running all through his report, showing 137 new members in the past 134 days.

Communications to the Vice-Presidents and replies to the same were read with a good deal of interest.

Secretary Day reported the following receipts:

Death fund	\$3,810 00
General fund	95 50
Honorary membership fees ..	37 00

Total

Treasurer Kelly reported a balance on hand of \$2,409.06 after making the following disbursements:

Death fund	\$2,575 00
General fund	301 51
Employment fund	59 00
Promotion fund	100 00

Moved and supported that the Secretary get out a financial report and mail to the members with each assessment; also send out a yearly report with the first assessment following the annual meeting. Carried.

Vice-President F. A. Aldrich (second district) reported bright prospects and an addition of four new members since the last Board meeting, March 16.

Vice-President G. L. Grant (eighth district) reported that the coming convention, to be held in Saginaw August 23 and 24, seemed to be putting new life and ginger into the boys of Post F. Everybody seems to be getting busy. Reported thirty-one new members since Jan. 19. He also reported the coming convention to be the event of the season for Saginaw and expects every member to be present, even if he has to walk.

Vice-President F. E. Minne (seventh district) reported very bright prospects or his district. Post H has added five new members since March 16. He also reported that Post L, of Lapeer, is having a nice increase in membership.

A very welcome and pleasing report was received from W. G. Tappert, Sault Ste. Marie (twelfth district), who sent in eight applications. He has aroused new enthusiasm, organized a new Post and will be able

to make a full report of the new organization in a few days. This Post is to be known as Post S.

It was moved and supported that we tender to the Vice-Presidents a vote of thanks for the good work done in their districts. Carried.

The State Fair Committee reported progress and asked further time, which was granted.

An assessment was levied July 1 to close July 31, to be known as assessment No. 3 for 1907.

The following death claims were allowed and warrants ordered drawn to pay the same:

Caroline Stevens, claim of Charles L. Stevens.

Anna M. Blackall, claim of J. Edward Blackall.

Hattie E. Griswold, claim of R. M. Griswold.

Louise G. Lewis, claim of Charles J. Lewis.

Anna D. Kenyon, claim of Henry Y. Kenyon.

Eugenie S. Rowe, claim of Edward F. Rowe.

Edna L. Latta, claim of C. C. Latta.

Rose A. Clark, claim of Boyd Clark.

Mary J. Marsh, claim of Robt. J. Marsh.

Sue F. Patterson, claim of J. L. Patterson.

The following bills were allowed and orders drawn to pay the same:

Tradesman Company, for certificates

Acorn Press, printing

David Forbes, grip tags

J. J. Frost, chairman Legislative Committee

J. D. Robinson, chairman Hotel Committee

Acorn Press, printing

Secretary for stamps

Expense of Board meeting ..

Secretary's salary

Treasurer's salary

Sundries for Secretary

The following resolutions on the death of Brother C. J. Lewis were adopted:

Whereas—It has seemed best that our brother and Past Secretary, C. J. Lewis, should have made his last trip; and

Whereas—The Michigan Knights of the Grip have lost a steadfast friend and an energetic worker; therefore be it

Resolved—That the members of the Board of Directors, on behalf of our Association, express their deepest sorrow at his death and their highest esteem for his manly character, and tender their sincerest sympathy to his bereaved wife; and be it further

Resolved—That a copy of this resolution be spread on the records of our Association and that a copy be sent to Mrs. Lewis.

A. A. Weeks,
H. P. Goppelt.

The Board then adjourned to meet in Saginaw Thursday, August 22.

F. L. Day, Sec'y.

Harvey E. Skillman, who has covered Southern Michigan for the Geo. H. Reeder Co. for three years, has engaged to cover Eastern Michigan for the Thomas Briggs Shoe Co., of Toledo.

News and Gossip About Detroit Boys.

Detroit, June 4—The traveling men of Detroit are getting together for the annual convention at Saginaw, June 7 and 8. Detroit Council and Cadillac Council, United Commercial Travelers, have joined hands to make the trip a success and expect to take 100 people to Saginaw. They have secured a rate of one fare for the round trip. The train leaves the Union station at 8:30 Friday morning.

Both Councils of United Commercial Travelers are doing well and have initiated about 100 new members since January 1. Each meeting seems better than the last.

Cadillac Council held a smoker for all traveling men in this city on Saturday evening, May 25. There were 700 invitations sent out and the result was nine new members on Saturday night.

The boys of Cadillac Council are getting their baseball team in line for the game with Grand Rapids on June 7 at Saginaw, and if they play ball as good as they talk there will be nothing to it. Grand Counselor Howarn says that if they had time he would try and get a game with the Chicago American League team for practice, as they would be more in that class. Prizes have been offered to the man making the first run and the first home run. Brother Shrom, of Erie Council, who, by the way, is living in this city and expects to become a member of Cadillac Council, has offered to each member of the team one dozen of each of the package goods he sells if they win the game.

Our old friend and brother, John McLean, has been under the weather for some time, but is out again and says he is as good as ever. We are glad to have him with us again.

Brother P. T. Walsh has got home from Lexington, where he met with a severe accident and nearly lost his life. He is improving fast and says that a man does not know the benefits of the traveling men's associations until he meets with a severe accident or a severe sickness. Then he finds out he has friends.

Every traveling man in Michigan should be a member of one or both the Michigan Knights of the Grip or the United Commercial Travelers. They do not conflict and both are the best things for traveling men in America.

Cadillac Council is getting in some good young hustlers and the other Councils of the State will have to keep going or get left in the race for supremacy and numbers of members.

Post C, Michigan Knights of the Grip, will hold a meeting at the Griswold House Saturday evening, June 15, to make preparations to go to Saginaw in August to the annual convention. P. D. Q.

Couldn't Eat Candles.

Mamma—Now, as this is your fifth birthday, Robert, would you like to have a pretty cake with five candles in it?

Robert—Well—I guess I'd rather have five cakes and one candle.

They who grow in grace surely will grow more gracious.



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.

Efficiency of Digitalis Preparations.

Although digitalis is one of our most valuable and widely used drugs, its administration is accompanied by so many uncertainties that it has fallen greatly in medical estimation and substitutes and derivatives without number have been brought forward to take the place of the older preparations. Lowy, a well-known Austrian pharmacologist, studied the effects of the infusion on frogs by injecting the same into the lymph sacs in the legs and then determining the time at which systolic contractions ceased. In order to study the influence of the constituents of the gastric juice on the efficiency of the infusion, pepsin and hydrochloric acid were added to the latter. It was shown that the strength of the infusion distinctly declined when hydrochloric acid was added in the proportion found in the gastric secretions, while the effect of pepsin was comparatively unimportant. A solution of strophanthus on the other hand was not at all affected by even stronger solutions of the acid. It was also found that at the ordinary room temperatures an infusion of digitalis lost about half of its original efficiency within twenty-four hours. This is apparently due to the presence of an organic acid which is developed during this time, and it may in most cases be inhibited by neutralizing the fluid. This record simply furnishes another instance of the necessity of preparing infusions of digitalis fresh for every prescription and points also to the need of an addition of soda solution in order to neutralize the infusion and prevent, if possible, the changes already alluded to. In general it is better to use the active principle of a drug, when it can be obtained in stable form and in definite strength, but in the case of digitalis many practitioners believe an effect can be obtained from the use of an infusion of the entire drug which it is impossible to produce with digitalin or others of the active principle preparations.

Effect of Alcohol on Ferments.

Dr. Torald Sollman, in an interesting paper on "Some Facts About the Digestive Ferments," states that a short contact with alcohol does not appear to be injurious to most ferments, since one of the ordinary methods of purifying the crude fer-

ments consists in their precipitation by alcohol. Prolonged contact with alcohol, however, even when quite dilute, causes a gradual destruction. This deterioration is a rather slow process, especially with pepsin, so that there may be no great objection to prescribing a freshly made wine or elixir of pepsin when it is to be used in a few days. The proprietary preparations, however, are generally made a long time before they are administered, and their activity must be very unreliable. As a matter of fact, the preparations of this class examined by the Council proved quite worthless from the digestive standpoint, and the popularity of certain proprietary compounds must be attributed solely to their seductive taste and appearance.

Dr. Sollman also states that the only liquid medium in which they can be preserved for any length of time is glycerin. Dry preparations begin at once with their action. The question is as to the activity of ferments, artificially introduced by the mouth, in the alimentary canal. Pepsin may be thus effective to some extent in the stomach, and while the distaste of the saliva, thoroughly mixed with the food, has a good chance to exert its action there, the artificially introduced dose, having but a small surface to act on, can do but little good. The same is true of trypsin, although it may be further doubted whether the alkalinity of the stomach is ever high enough for the effective action of trypsin. If they are to act, it is necessary that they should escape destruction in the stomach and pass into the intestine, and the chances of this, considering the time the food remains in the stomach, are very slight.

The Drug Market.

Opium—Is fairly steady at unchanged price.

Morphine—Is unchanged.

Quinine—Is weak and tending lower, and a decline is looked for the latter part of this week.

Aloin—Has been advanced on account of higher price for aloes.

Cod Liver Oil, Norwegian—Is tending lower.

Glycerine—Is very firm and tending higher.

Strychnine—Is very firm and tending higher on account of higher price for nux vomica.

Balsam Copaiba—Is in better supply and lower.

Balsam Peru—Is steadily advancing on account of scarcity.

Canary Seed—Is very firm and advancing.

Linseed Oil—Has advanced.

Profitable Formulary Investment.

A live Dubuque druggist recently bought thirty-three copies of the National Formulary and distributed them among his physician patrons. According to N. A. R. D. Notes that investment was one of the best he had ever made. He got his money back in increased profits on his prescription business inside of a month. Why not follow the Dubuque brother's splendid example?

Every occasion for pessimism is a call to improvement.

Post-Card Advertising.

There is no town so small or remote that it has not felt the touch of the post-card craze. Have you ever tried to use post-cards as an advertising medium? Of course you sell them. Well, in the first place, unless you sell one kind that has a good cut of your store on it, you are losing a chance to get people to pay you money for the privilege of advertising you. A post-card of your own block will always sell. Then, further, you can use cards of various sorts to advertise your specialties. Take plain cards, even the Government postal cards, and send them out with bright, catchy advertisements on them, or take local-view cards with some space left for printing and have them printed with announcements of candy or soda water. You can advertise your fountain well in this way. Cigars can be advertised so, sending them to the smokers of the town with a little typewritten note calling attention to some new brand. The expense of such advertising is small, with the results large in proportion.—Spatula.

The Best Advertising.

The best advertising is the simple advertising. Long, involved complicated advertisements may sell some goods, but they do it in spite of their obvious disadvantages. The advertisement that does the business is the one that names the goods, their quality and their price. Put above such an advertisement a headline that will attract the attention of the people interested in those goods, and the sale is half made. In making the simple advertisement do the best work, remember that an odd price will always help. A headline that is catchy gets the attention of the most people. The better the quality and characteristics of the goods are described, and the less words used, the more easily will people be made to want the goods, and making people want the goods is the next thing to selling.

Chicago Is Overcoming the Cocaine Evil.

A determined effort to stamp out the sale of cocaine by drug stores to victims of the habit in Chicago has been at last crowned with success. The Illinois Pharmaceutical Association and Board of Pharmacy, aided by certain public-spirited citizens and prosecuting officers, have been making an up-hill fight against certain unsavory drug stores for years, until the advent of the new municipal court system put an end to the disreputable lawyer tactics of the old justice courts. Cases in the municipal court against the chief offenders were decided quickly in favor of the prosecution, with the result that the most notorious of them all, a drug store in the heart of the red-light district, was forced to close its door for lack of business.

Clerk Dispenses Lysol for Laxol.

A drug clerk employed in a Seventh avenue store in New York, has been arrested on the technical charge of being a suspicious person.

He had received a prescription calling for "laxol," a proprietary often given to children, but unfortunately dispensed, through some error, "ly-

sol," a preparation said to contain about 50 per cent. of cresols, which is used for external purposes. The prescription read: Use as directed, and this the clerk put on the label, also marking it poison. The customer apparently could not read English, for he gave his baby a teaspoonful of the lysol, with disastrous results.

New Chewing Gum Swindle.

Philadelphia police have been notified to be on the lookout for an alleged chewing gum salesman who has been operating in Manayunk and other sections of the city. This sharper has been disposing of cases of his stock, selling 2,000 pieces of gum for \$5, promising to give with each order, free of cost, an automatic vending machine. This was to be delivered later, but not one has ever been received. The supposed chewing gum has turned out to be nothing but soap or paraffine flavored with peppermint.

Powdered Glass to Cleanse Mortars.

According to the Apotheker Zeitung, powdered glass will be found useful in cleansing porcelain mortars. The powder should be covered with water and actively triturated. It may also be utilized to frost a glass mortar, if the powdered glass is a harder glass than the mortar. This is a much cheaper procedure than the usual method of frosting with ammonium fluoride.

Worse Than School.

"Tommy," said the teacher, "you are a very good boy. You haven't missed a day at school this term. You never play sick on school days, I know."

"No, ma'am," returned Tommy. "I never did that but once, and I'll never do it again, because while I ain't very fond of school, I like it a great sight better than I do castor oil."

Test for Waterglass in Soap.

Cut up the soap and dissolve in alcohol. Wash the insoluble residue on a filter with warm alcohol, and dry. Heat with a strong solution of caustic soda, filter, acidify with hydrochloric acid and then add ammonia until the reaction is again alkaline. The silicic acid will thus be precipitated.

A. Hussein.

Effective Silent Salesman.

Show cards for windows and inside are a fine form of silent salesmen. Make them brief, terse and pointed. Print them plainly, to be read at a glance.

Some Christians faithfully obey the injunction to watch; but they wear out their eyes watching for faults in their neighbors.

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—

Acidum			Scilla Co		
Aceticum	6@	7	Scilla Co	50	
Benzoinum, Ger.	70@	75	Tolutan	50	
Boracic	17		Prunus virg	50	
Carbolicum	26@	27	Tinctures		
Citricum	65@	70	Anconitum Nap's R	50	
Hydrochlor	3@	5	Anconitum Nap's F	50	
Nitrosum	8@	10	Aloes	50	
Oxalicum	14@	15	Aloes & Myrrh	50	
Phosphoricum, dil.	4@	47	Asafoetida	50	
Salicylicum	14@	15	Atropine Belladonna	50	
Sulphuricum	14@	15	Aurantii Cortex	50	
Tannicum	75@	85	Benzoin	50	
Tartaricum	38@	40	Benzoin Co	50	
Ammonia			Barosma	50	
Aqua, 18 deg.	4@	6	Cantharides	75	
Aqua, 20 deg.	6@	8	Capitulum	50	
Carbonas	13@	15	Cardamon	75	
Chloridum	12@	14	Cardamon Co	75	
Aniline			Castor	1 00	
Black	2 00@	2 25	Catechu	50	
Brown	80@	1 00	Cinchona	50	
Red	45@	50	Cinchona Co	50	
Yellow	2 50@	3 00	Columbia	50	
Bacca			Cubebae	50	
Cubebae	22@	25	Cassia Acutifolia	50	
Juniperus	8@	10	Cassia Acutifolia	50	
Xanthoxylium	30@	35	Digitalis	50	
Balsamum			Erget		
Copaiba	20@	21	Erget	50	
Peru	20@	21	Ferri Chloridum	50	
Terabin, Canada	60@	65	Gentian	50	
Tolutan	40@	45	Gentian Co	50	
Cortex			Gulaca	50	
Amica, Canadian	18		Gulaca ammon	50	
Cassiae	20		Hyoscyamus	50	
Cinchona Flava	18		Iodine	75	
Buonymus atro.	18		Iodine, colorless	75	
Myrica Cerifera	20		Kino	50	
Prunus Virgin.	15		Lobelia	50	
Quillaja, gr'd	12		Myrrh	50	
Sassafras, po 25	24		Nux Vomica	50	
Ulmus	36		Opil, camphorated	50	
Extractum			Opil, deodorized	50	
Glycerhiza Gla.	24@	30	Quassia	50	
Glycerhiza, po.	25@	30	Rhatany	50	
Haematox	11@	12	Rhei	50	
Haematox, 1s	13@	14	Sanguinaria	50	
Haematox, 1/2s	14@	15	Serpentaria	50	
Haematox, 1/4s	16@	17	Stromonium	50	
Ferru			Tolutan	50	
Carbonate Precip.	15		Valerian	50	
Citrate and Quina	2 00		Veratrum Verde	50	
Citrate Soluble	55		Zingiber	20	
Ferrocyanidum S	40		Miscellaneous		
Solut. Chloride	15		Aether, Spts Nit 3f	35	
Sulphate, com'l	2		Aether, Spts Nit 4f	38	
Sulphate, com'l by	70		Alumen, gr'd po 7	3@	4
Sulphate, pure	7		Annatto	40@	50
Flora			Antimoni, po	4@	5
Amica	15@	18	Antimoni et po T	40@	50
Anthemis	40@	50	Antipyrin	25	
Matricaria	30@	35	Antifebrin	20	
Folia			Argentii Nitras oz	58	
Barosma	40@	45	Arsenicum	10@	12
Cassia Acutifolia	15@	20	Balm Gilead buds	60@	65
Cassia, Acutifolia	25@	30	Bismuth S N	1 55@	1 90
Salvia officinalis	18@	20	Calcium Chlor 1s	9	
Uva Ursi	8@	10	Calcium Chlor 1/2s	10	
Gummi			Calcium Chlor 1/4s	12	
Acacia, 1st pkd.	4@	5	Cantharides, Rus	15	
Acacia, 2nd pkd.	3@	4	Capituli Fruct's af	20	
Acacia, 3rd pkd.	2@	3	Capituli Fruct's po	22	
Acacia, sifted sts.	2@	3	Cap't Fruct's B po	15	
Acacia, po.	25@	27	Carphylus	25@	27
Aloe Barb	22@	25	Carmin, No. 40	4@	25
Aloe, Cape	22@	25	Cera Alba	50@	55
Aloe, Socotri	22@	25	Cera Flava	40@	42
Ammoniac	55@	60	Crocus	1 30@	1 40
Asafoetida	35@	40	Cassia Fructus	35	
Benzoinum	50@	55	Centraria	10	
Catechu, 1s	13@	14	Cataceum	35	
Catechu, 1/2s	13@	14	Chloroform	34@	54
Catechu, 1/4s	13@	14	Chloro'm Squibbs	90	
Comphorae	1 45@	1 55	Chloral Hyd Crsl	35@	1 60
Euphorbium	40		Chondrus	20@	25
Galbanum	40		Cinchonidine P-W	38@	48
Gamboge, po.	1 35@	1 45	Cinchonid'e Germ	38@	48
Gualacum, po 35	35		Cocaine	3 05@	3 30
Kino, po 45c	45		Corks list D P Ct.	75	
Mastic	75		Creosotum	4@	5
Myrrh, po 50	45		Creta, bbl 75	2	
Opium	4 25@	4 40	Creta, prep	9@	11
Shellac	60@	70	Creta, Rubra	8	
Shellac, bleached	60@	70	Crocus	80@	85
Tragacanth	70@	1 00	Cudbear	24	
Herba			Cupri Sulph	8 1/2@	12
Absinthium	4 50@	4 60	Dextrine	7	
Eupatorium oz pk	20		Emery, all Nos.	8	
Lobelia	25		Emery, po	60@	65
Majorum	28		Ergota, po 65	70@	80
Mentha Pip. oz pk	23		Ether Sulph	70@	80
Mentha Ver. oz pk	25		Flake White	12@	15
Rue	39		Galla	23	
Tanacetum V.	22		Gambler	8@	9
Thymus V. oz pk	25		Gelatin, Cooper	60	
Magnesia			Gelatin, French	35@	60
Calcined, Pat	55@	60	Glassware, fit box	75	
Carbonate, Pat.	18@	20	Less than box	70	
Carbonate, K-M.	18@	20	Glue, brown	11@	12
Carbonate	18@	20	Glue white	15@	25
Oleum			Glycerina	16@	25
Absinthium	4 90@	5 00	Grana Paradisi	25	
Amygdalae, Dulc.	75@	85	Humulus	35@	40
Amygdalae, Ama	8 00@	8 25	Hydrarg Ch. Mt	90	
Anisi	1 75@	1 85	Hydrarg Ch Cor	85	
Aurantii Cortex	2 75@	2 85	Hydrarg Ox Ru'm	1 00	
Bergamit	3 35@	3 50	Hydrarg Ammo'l	1 10	
Calicuti	85@	90	Hydrarg Ungue'm	50@	60
Caryophylli	1 60@	1 70	Hydrargyrum	75	
Cedar	50@	60	Ichthyobolla, Am.	90@	1 00
Chenopadi	3 75@	4 00	Indigo	75@	1 00
Cinnamoni	1 85@	1 95	Iodine, Resubi	3 85@	3 90
Citronella	65@	70	Iodoform	3 90@	4 00
			Lupulin	40	
			Lycoodium	75@	78

Full Protection To Our Customers

The Secretary of Agriculture has accepted our guarantee and has given us the number

599

This number will appear on all packages and bottles from us on and after December 1st.

Hazeltine & Perkins
Drug Co.
Grand Rapids, Mich.

GROCERY PRICE CURRENT

These quotations are carefully corrected weekly, within six hours of mailing, and are intended to be correct at time of going to press. Prices, however, are liable to change at any time, and country merchants will have their orders filled at market prices at date of purchase.

ADVANCED

DECLINED

Warner 14	Dixie 9	Loose Muscatels, 4 cr. 10
Brick 17 1/2	Frosted Cream 12	L. M. Seeded, 1 lb. 11 1/2 @ 12
Leiden 15	Frosted Honey Cake 12	Sultanas, bulk
Limburger 15	Fluted Coconut 10	Sultanas, package @ 9 1/2
Pineapple 40	Fruit Tarts 12	
Sap Sago 22	Ginger Gems 8	
Swiss, domestic 16	Graham Crackers 8	
Swiss, imported 20	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	
	Imperial Honey Crumpets 8	
	Imperial 8	
	Iced Honey Flakes 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	
	Pretzettes, Hand Md. 8	
	Pretzettes, Mac. Md. 7 1/2	
	Raisin Cookies 8	
	Revere, Assorted 14	
	Rube 8	
	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 small 8	
	Superba 8	
	Sponge Lady Fingers 25	
	Sugar Crimp 8	
	Vanilla Wafers 16	
	Waverly 8	
	Zanzibar 9	

6	7	8	9	10	11
Meal Bolted 3 00 Golden Granulated 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 Dairy Feeds Wykes & Co. O P Linseed Meal 30 00 Cottonseed Meal 30 00 Gluten Feed 27 00 Malt Sprouts 21 00 Brewers Grains 24 00 Molasses Feed 21 00 Dried Beet Pulp 16 50 Oats Michigan, carlots 49 Less than carlots 50 Corn Carlots 60 Less than carlots 62 Hay No. 1 timothy car lots 19 00 No. 1 timothy ton lots 20 00 HERBS Sage 15 Hops 15 Laurel Leaves 15 Senna Leaves 25 HORSE RADISH Per doz. 90 JELLY 5 lb. pails, per doz. 2 00 15 lb. pails, per pail. 44 30 lb. pails, per pail. 78 LICORICE Pure 80 Calabria 23 Sicily 14 Root 11 MATCHES C. D. Crittenden Co. Noiseless Tip 4 50 @ 4 75 MEAT EXTRACTS Armour's, 2 oz. 45 Armour's, 4 oz. 20 Liebig's Chicago, 2 oz. 2 75 Liebig's Chicago, 4 oz. 5 50 Liebig's Imported, 2 oz. 4 55 Liebig's Imported, 4 oz. 8 50 MOLASSES New Orleans Fancy Open Kettle 40 Choice 35 Fair 26 Good 23 Half barrels 2c extra. MINCE MEAT Per case 2 75 MUSTARD Horse Radish, 1 dz. 1 75 Horse Radish, 2 dz. 3 50 OLIVES Bulk, 1 gal. kegs 1 65 Bulk, 2 gal. kegs 1 60 Bulk, 5 gal. kegs 1 55 Manzanilla, 8 oz. 90 Queen, pints 2 50 Queen, 19 oz. 50 Queen, 28 oz. 7 00 Queen, 5 oz. 90 Stuffed, 8 oz. 1 45 Stuffed, 10 oz. 2 40 PIPES Clay, No. 216 per box 1 25 Clay, T. D., full count 60 Cob 90 PICKLES Medium Barrels, 1,200 count 6 00 Half bbls., 600 count 3 50 Small Barrels, 2,400 count 7 50 Half bbls., 1,200 count 4 25 PLAYING CARDS No. 90 Steamboat 85 No. 15, Rival, assorted 1 25 No. 20, Rival enameled 1 50 No. 572, Special 1 75 No. 98 Gold satin finish 2 00 No. 808 Bicycle 2 00 No. 632 Tourist whist. 2 25 POTASH 48 cans in case Babbitt's 4 00 Penna Salt Co.'s 3 00 PROVISIONS Barreled Pork Mess 18 00 Clear Back 17 75 Short Cut 17 50 Short Cut Clear 17 50 Bean 16 00 Brisket, Clear 19 25 Pig 20 00 Clear Family 16 00 Dry Salt Meats S P Bellies 13 Bellies 11 Extra Shorts 11 Smoked Meats Hams, 12 lb. average 13 1/2 Hams, 14 lb. average 13 1/2 Hams, 16 lb. average 13 1/2 Hams, 18 lb. average 13 1/2 Skinned Hams 15 Ham, dried beef sets 15 California Hams 9 1/2 Picnic Boiled Hams 15 1/2 Boiled Ham 21 1/2 Berlin Ham, pressed 8 1/2 Mince Ham 9 Lard Compound 8 1/2 Pure in tierces 10 1/2 80 lb. tubs advance 1/2 60 lb. tubs advance 1/2 50 lb. tins advance 1/2 20 lb. pails advance 1/2 10 lb. pails advance 1/2 5 lb. pails advance 1/2 2 1/2 lb. pails advance 1/2	Sausages Bologna 5 1/2 Liver 6 1/2 Frankfort 7 Pork 7 Veal 7 Tongue 7 Headcheese 7 Beef Extra Mess 9 75 Boneless 11 25 Rump, new 11 25 Pig's Feet 1/4 bbls. 1 10 1/4 bbls., 40 lbs. 1 85 1/4 bbls. 3 25 1 bbl. 7 75 Tripe Kits, 15 lbs. 70 1/4 bbls., 40 lbs. 1 50 1/4 bbls., 80 lbs. 3 00 Casings Hogs, per lb. 28 Beef, rounds, set 16 Beef middles, set 45 Sheep, per bundle 70 Uncolored Butterine Solid dairy 10 @ 12 Country rolls 10 1/2 @ 16 1/2 Canned Meats Corned beef, 2 lb. 2 40 Corned beef, 1 lb. 1 30 Roast beef, 2 lb. 2 40 Roast beef, 1 lb. 1 30 Potted ham, 1/4 45 Potted ham, 1/2 85 Deviled ham, 1/4 45 Deviled ham, 1/2 85 Potted tongue, 1/4 45 Potted tongue, 1/2 85 RICE Fancy @ 7 Japan @ 5 1/2 Broken @ 3 1/2 SALAD DRESSING Columbia, 1/2 pint 2 25 Columbia, 1 pint 4 00 Durkee's, large, 1 doz. 4 50 Durkee's, small, 2 doz. 5 25 Snider's, large, 1 doz. 2 35 Snider's, small, 2 doz. 1 35 SALERATUS Packed 60 lbs. in box. Arm and Hammer 3 15 Deland's 3 00 Dwight's Cow 3 15 Emblem 2 10 L. P. 3 00 Wyandotte, 100 3/4 3 00 SAL SODA Granulated, bbls. 85 Granulated, 100lb. cs. 1 00 Lump, bbls. 80 Lump, 145lb. kegs 95 SALT Common Grades 100 3/4 lb. sacks 2 10 60 5 lb. sacks 2 00 28 1 1/4 lb. sacks 1 90 56 lb. sacks 30 28 lb. sacks 15 Warsaw 56 lb. dairy in drill bags 40 28 lb. dairy in drill bags 20 Solar Rock 56lb. sacks 24 Common Granulated, fine 80 Medium, fine 85 SALT FISH Cod Large whole @ 7 Small whole @ 6 1/2 Strips or bricks 7 1/4 @ 10 1/2 Pellock @ 4 1/2 Halibut Strips 13 Chunks 13 1/2 Holland Herring White Hoop, bbls. 11 00 White Hoop, 1/2 bbls. 6 00 White Hoop, keg 65 @ 75 White Hoop mchs. 80 Norwegian Round, 100lbs. 3 75 Round, 40lbs. 1 75 Scaled 12 TROUT No. 1, 100lbs. 7 50 No. 1, 40lbs. 25 No. 1, 10lbs. 90 No. 1, 8lbs. 75 Mackerel Mess, 100lbs. 14 00 Mess, 40lbs. 10 00 Mess, 10lbs. 1 12 Mess, 8lbs. 1 10 No. 1, 100lbs. 14 00 No. 1, 4 lbs. 5 60 No. 1, 10 lbs. 1 65 No. 1, 8 lbs. 1 36 Whitefish No. 1, No. 2 Fam 100lb. 9 75 4 50 50lb. 5 25 2 40 10lb. 1 12 60 8lb. 92 50 SEEDS Anise 10 Canary, Smyrna 4 1/2 Caraway 9 Cardamom, Malabar 1 00 Celery 15 Hemp, Russian 4 1/2 Mixed Bird 4 Mustard, white 8 Poppy 9 Rape 5 1/2 SHOE BLACKING Handy Box, large, 3 dz. 2 50 Handy Box, small 1 25 Bixby's Royal Polish 85 Miller's Crown Polish 85	SNUFF Scotch, in bladders 37 Maccaboy, in jars 35 French Rapple in jars. 43 SOAP J. S. Kirk & Co. American Family 4 00 Dusky Diamond, 50 8 oz 2 80 Dusky D'nd, 100 6 oz. 3 80 Jap Rose, 50 bars 3 75 Savon Imperial 3 50 White Russian 3 50 Dome, oval bars 3 50 Satinet, oval 2 15 Snowberry, 100 cakes. 4 00 Proctor & Gamble Co. Lenox 3 25 Ivory, 6 oz. 4 00 Ivory, 10 oz. 6 75 Star 3 25 LAUTZ BROS. & CO. Acme, 70 bars 3 60 Acme, 30 bars 4 00 Acme, 25 bars 4 00 Acme, 100 cakes 3 25 Big Master, 100 bars 4 10 Marseilles, 100 cakes 6 00 Marseilles, 100 cakes 5c 4 00 Marseilles, 100 ck toilet 4 00 A. B. Whisley Good Cheer 4 00 Old Country 3 40 Soap Powders Lautz Bros. & Co. Snow Boy 4 00 Gold Dust, 24 large. 4 50 Gold Dust, 100-5c. 4 00 Kirkoline, 24 4lb. 3 75 Pearline 3 75 Soapine 3 75 Babbitt's 1776 2 75 Roseine 3 50 Armour's 3 70 Wisdom 3 80 Soap Compounds Johnson's Fine 5 10 Johnson's XXX 4 25 Nine O'clock 3 35 Rub-No-More 3 75 Scouring Enoch Morgan's Sons. Sapolio, gross lots 9 00 Sapolio, half gro lots 4 50 Sapolio, single boxes. 2 25 Sapolio, hand 2 25 Scourine Manufacturing Co Scourine, 50 cakes 1 80 Scourine, 100 cakes 3 50 SODA Boxes 5 1/2 Kegs, English 4 1/2 SOUPS Columbia 3 00 Red Letter 90 SPICES Whole Spices Allspice 12 Cassia, China in mats. 12 Cassia, Canton 16 Cassia, Batavia, bund. 28 Cassia, Saigon, broken. 40 Cassia, Saigon, in rolls. 55 Cream 38 Corn Cake, 2 1/2 oz. 25 Corn Cake, 1lb. 22 Plover Boy, 1 1/2 oz. 39 Plover Boy, 3 1/2 oz. 39 Peelless, 3 1/2 oz. 35 Peelless, 1 1/2 oz. 38 Air Brake 36 Cant Hook 30 Country Club 32-34 Forex-XXX 30 Good Indian 25 Self Binder, 16oz. 8oz. 20-22 Silver Foam 24 Sweet Marie 32 Royal Smoke 42 TWINE Cotton, 3 ply 22 Cotton, 4 ply 22 Jute, 2 ply 14 Hemp, 6 ply 13 Flax, medium 20 Wool, 1lb balls 6 VINEGAR Malt White, Wine, 40 gr 9 Malt White, Wine 80 gr 12 1/2 Pure Cider, B & B 14 Pure Cider, Red Star. 12 Pure Cider, Robinson. 12 Pure Cider, Silver 13 1/2 WICKING No. 0 per gross 30 No. 1 per gross 40 No. 2 per gross 50 No. 3 per gross 75 WOODENWARE Baskets Bushels 1 10 Bushels, wide b d 1 60 Market 40 Splint, large 3 50 Splint, medium 3 25 Splint, small 3 00 Willow, Clothes, large 8 25 Willow, Clothes, me'm 7 50 Willow, Clothes, small 6 50 Bradley Butter Boxes 2lb. size, 24 in case. 72 3lb. size, 16 in case. 68 5lb. size, 12 in case. 63 10lb. size, 6 in case. 60 Butter Plates No. 1 Oval, 250 in crate 30 No. 2 Oval, 250 in crate 35 No. 3 Oval, 250 in crate 40 No. 5 Oval, 250 in crate 50 Churns Barrel, 5 gal., each 2 40 Barrel, 10 gal., each 2 55 Barrel, 15 gal., each 2 70	Gunpowder Moyune, medium 30 Moyune, choice 32 Moyune, fancy 40 Pingsuey, medium 30 Pingsuey, choice 30 Pingsuey, fancy 40 Young Hyson Choice 30 Fancy 36 Oolong Formosa, fancy 42 Amoy, medium 25 Amoy, choice 32 English Breakfast Medium 20 Choice 30 Fancy 40 India Ceylon, choice 32 Fancy 42 TOBACCO Fine Cut Cadillac 54 Sweet Loma 54 Hiawatha, 5lb. pails 55 Telegram 30 Pay Car 33 Prairie Rose 49 Protection 40 Sweet Burley 44 Tiger 40 Plug Red Cross 31 Palo 35 Hiawatha 41 Kyl 35 Battle Ax 37 American Eagle 37 Standard Navy 37 Spear Head, 7 oz. 47 Spear Head, 1 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 Black Standard 40 Cadillac 40 Forge 34 Nickel Twist 52 Great Navy 36 Smoking Sweet Core 34 Flat Car 32 Warpath 26 Bamboo, 16 oz. 25 I X L, 5lb. 27 I X L, 16 oz. pails 31 Honey Dew 40 Gold Block 40 Flagman 40 Chips 33 Kiln Dried 21 Duke's Mixture 40 Duke's Cameo 43 Myrtle Navy 44 Yum Yum, 1 1/2 oz. 39 Yum Yum, 1lb. pails 40 Cream 38 Corn Cake, 2 1/2 oz. 25 Corn Cake, 1lb. 22 Plover Boy, 1 1/2 oz. 39 Plover Boy, 3 1/2 oz. 39 Peelless, 3 1/2 oz. 35 Peelless, 1 1/2 oz. 38 Air Brake 36 Cant Hook 30 Country Club 32-34 Forex-XXX 30 Good Indian 25 Self Binder, 16oz. 8oz. 20-22 Silver Foam 24 Sweet Marie 32 Royal Smoke 42 TWINE Cotton, 3 ply 22 Cotton, 4 ply 22 Jute, 2 ply 14 Hemp, 6 ply 13 Flax, medium 20 Wool, 1lb balls 6 VINEGAR Malt White, Wine, 40 gr 9 Malt White, Wine 80 gr 12 1/2 Pure Cider, B & B 14 Pure Cider, Red Star. 12 Pure Cider, Robinson. 12 Pure Cider, Silver 13 1/2 WICKING No. 0 per gross 30 No. 1 per gross 40 No. 2 per gross 50 No. 3 per gross 75 WOODENWARE Baskets Bushels 1 10 Bushels, wide b d 1 60 Market 40 Splint, large 3 50 Splint, medium 3 25 Splint, small 3 00 Willow, Clothes, large 8 25 Willow, Clothes, me'm 7 50 Willow, Clothes, small 6 50 Bradley Butter Boxes 2lb. size, 24 in case. 72 3lb. size, 16 in case. 68 5lb. size, 12 in case. 63 10lb. size, 6 in case. 60 Butter Plates No. 1 Oval, 250 in crate 30 No. 2 Oval, 250 in crate 35 No. 3 Oval, 250 in crate 40 No. 5 Oval, 250 in crate 50 Churns Barrel, 5 gal., each 2 40 Barrel, 10 gal., each 2 55 Barrel, 15 gal., each 2 70	Clothes Pins Round head, 5 gross bx 50 Round head, cartons.. 70 Egg Crates and Fillers Humpty Dumpty, 12 doz. 20 No. 1 complete 32 No. 2 complete 25 Case No. 2 fillers 15 sets 1 30 Case, mediums, 12 sets 1 15 Faucets Cork lined, 8 in. 70 Cork lined, 9 in. 80 Cork lined, 10 in. 90 Mop Sticks Trojan spring 90 Eclipse patent spring. 85 No. 1 common 80 No. 2 pat. brush holder 85 12lb. cotton mop heads 1 40 Ideal No. 7 90 Pails 2-hoop Standard 1 60 3-hoop Standard 1 75 2-wire, Cable 1 70 3-wire, Cable 1 90 Cedar, au red, brass 1 25 Paper, Eureka 2 25 Fibre 2 70 Toothpicks Hardwood 2 50 Softwood 2 75 Banquet 1 50 Ideal 1 50 Traps Mouse, wood, 2 holes. 22 Mouse, wood, 4 holes. 45 Mouse, wood, 6 holes. 70 Mouse, tin, 5 holes. 65 Rat, wood 80 Rat, spring 75 Tubs 20-in. Standard, No. 1 8 25 18-in. Standard, No. 2 7 25 16-in. Standard, No. 3 6 00 20-in. Cable, No. 1 3 00 18-in. Cable No. 2 3 00 16-in. Cable No. 3 3 00 No. 1 Fibre 10 80 No. 2 Fibre 9 45 No. 3 Fibre 8 55 Wash Boards Bronze Globe 2 50 Dewey 1 75 Double Acme 2 75 Single Acme 2 25 Single Peerless 3 90 Single Peerless 3 00 Northern Queen 3 25 Double Duplex 3 00 Good Luck 2 75 Universal 3 40 Window Cleaners 12 in. 1 65 14 in. 1 85 16 in. 2 30 Wood Bowls 11 in. Butter 75 13 in. Butter 1 25 15 in. Butter 2 10 17 in. Butter 3 50 19 in. Butter 4 30 Assorted, 13-15-17 2 30 Assorted, 15-17-19 3 25 WRAPPING PAPER Common Straw 1 1/2 Fibre Manila, white. 2 1/2 Fibre Manila, colored. 4 No. 1 Manila 3 Cream Manila 3 Butcher's Manila 2 1/2 Wax Butter, short c't. 12 Wax Butter, full count 20 Wax Butter, rolls 15 YEAST CAKE Magic, 3 doz. 1 15 Sunlight, 3 doz. 1 00 Sunlight, 1 1/2 doz. 50 Yeast Foam, 3 doz. 1 15 Yeast Cream, 3 doz. 1 00 Yeast Foam, 1 1/2 doz. 58 FRESH FISH Per lb. Whitefish, Jumbo 16 Whitefish, No. 1 11 Whitefish, smoked 9 1/2 Halibut 10 Ciscos or Herring 7 Bluefish 10 Live Lobster 30 Boiled Lobster 30 Cod 9 Haddock 7 Pickrel 9 Pike 9 1/2 Perch, dressed 6 1/2 Smoked, White 12 1/2 Red Snapper 11 Chinook Salmon 11 1/2 Mackerel 11 HIDES AND PELTS Hides Green No. 1 8 1/2 Green No. 2 7 1/2 Cured No. 1 9 1/2 Cured No. 2 8 1/2 Calfskin, green, No. 1 12 Calfskins, green No. 2 10 1/2 Calfskins, cured No. 1 13 Calfskins, cured No. 2 11 1/2 Pelts Old Wool 30 Lambs 1 25 @ 1 50 Shearlings 25 @ 50 Tallow No. 1 @ 5 No. 2 @ 4 Wool Unwashed, med. @ 25 Unwashed, fine @ 19	CONFECTIONS Stick Candy Pails Standard 7 1/2 Standard H H 7 1/2 Standard Twist 8 Cases Jumbo, 32 lb. 7 1/2 Extra H H 10 Boston Cream 10 Big stick, 30 lb. case 13 Mixed Candy Grocers 6 Competition 6 1/2 Special 7 1/2 Conserve 8 Royal 8 1/2 Ribbon 10 Broken 10 Cut Leaf 7 1/2 Leader 8 1/2 Kindergarten 8 Bon Ton Cream 9 French Cream 9 1/2 Star 11 Hand Made Cream 15 Premio Cream mixed 12 O F Horehound Drop 10 Fancy-in Pails 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 Eclipse Chocolate 14 Eureka Chocolate 14 Quintette Chocolate 13 Champion Gum Drops 8 1/2 Moss Drops 9 Lemon Sours 10 Imperial 10 Ital. Cream Opera 12 Ital. Cream Bon Bons 11 Golden Waffles 13 Old Fashioned Molasses Kisses, 10lb. box 1 20 Orange Jellies 50 Fancy-in 5lb. Boxes Lemon Sours 55 Old Fashioned Horehound 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, Crya. 60 A. A. Licorice Drops. 90 Lozenges, plain 55 Lozenges, printed 55 Imperial 60 Mottos 60 Cream Bar 55 G. M. Peanut Bar 55 Hand Made Crms. 80 @ 90 Cream Buttons 65 String Rock 60 Wintergreen Berries 60 Old Time Assorted 2 75 Buster Brown Goodies 3 50 Up-to-date Assmt. 3 75 Ten Strike No. 1 6 54 Ten Strike No. 2 6 00 Ten Strike, Summer assortment. 6 75 Scientific Ass't. 18 00 Pop Corn Dandy Smack, 24s 65 Dandy Smack, 100s 2 75 Pop Corn Fritters, 100s 50 Pop Corn Toast, 100s 50 Cracker Jack 3 25 Checkers, 5c pkg. case 3 50 Pop Corn Balls, 200s 1 20 Cicero Corn Cakes 5 per box 60 Azulikit 100s 3 00 Oh My 100s 3 50 Cough Drops Putnam Menthol 1 00 Smith Bros. 1 25 NUTS-Whole Almonds, Tarragona 17 Almonds, Avica 17 Almonds, California sft. shell 17 Brazilis 15 @ 17 Filberts 17 Cal. No. 1 17 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 10 Cocoanuts @ 5 Chestnuts, New York State, per bu. 10 Shelled Spanish Peanuts 9 @ 10 Pecan Halves @ 75 Walnut Halves @ 32 Filbert Meats @ 27 Almond Almonds @ 42 Jordan Almonds @ 47 Peanuts Fancy, H. P. Suns 7 1/2 @ 7 1/2 Fancy, H. P. Suns. Roasted 3 1/2 @ 3 1/2 Choice, H. P. Jumbo @ 9 1/2 Roasted @ 10 1/2

Special Price Current

AXLE GREASE



Mica, tin boxes....75 9 00
Paragon55 6 00

BAKING POWDER

Royal



10c size 90
1/4 lb. cans 1 35
6oz. cans 1 90
1/2 lb. cans 2 50
3/4 lb. cans 3 75
1 lb. cans 4 80
3 lb. cans 13 00
5 lb. cans 21 50

BLUING



C. P. Bluing

Doz.
Small size, 1 doz. box..40
Large size, 1 doz. box..75

CIGARS



G J Johnson Cigar Co.'s bd.
Less than 50033
500 or more32
1,000 or more31
Worden Grocer Co. brand
Ben Hur
Perfection35
Perfection Extras35
Londres35
Londres Grand35
Standard35
Puritans35
Panatellas, Finas35
Panatellas, Bock35
Jockey Club35

COCOANUT

Baker's Brazil Shredded



70 1/4 lb. pkg. per case 2 60
85 1/4 lb. pkg. per case 2 60
88 1/4 lb. pkg. per case 2 60
16 1/4 lb. pkg. per case 2 60

FRESH MEATS

Beef

Carcass6 1/2 @ 9
Hindquarters7 1/2 @ 10
Loins8 @ 14
Rounds7 @ 8
Chucks5 @ 6 1/2
Plates5 @ 5
Livers8 @ 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

Carcass6 @ 8 1/2

CLOTHES LINES

Sisal

60ft. 3 thread, extra..1 00
72ft. 3 thread, extra..1 40
90ft. 3 thread, extra..1 70
60ft. 6 thread, extra..1 29
72ft. 6 thread, extra..1 50

Jute

60ft.75
72ft.90
90ft.1 05
120ft.1 50

Cotton Victor

50ft.1 10
60ft.1 35
70ft.1 60

Cotton Windsor

50ft.1 30
60ft.1 44
70ft.1 80
80ft.2 00

Cotton Braided

40ft.95
50ft.1 35
60ft.1 65

Galvanized Wire
No. 20, each 100ft. long 1 90
No. 19, each 100ft. long 2 10

COFFEE

Roasted

Dwinell-Wright Co.'s B'ds.



White House, 1 lb.
White House, 2 lb.
Excelsior, M & J, 1 lb.
Excelsior, M & J, 2 lb.
Tip Top, M & J, 1 lb.
Royal Java
Royal Java and Mocha
Java and Mocha Blend ...
Boston Combination
Distributed by Judson
Grocer Co., Grand Rapids;
Lee, Cady & Smart, De-
troit; Symons Bros. & Co.,
Saginaw; Brown, Davis &
Warner, Jackson; Gods-
mark, Durand & Co., Bat-
tle Creek; Fielbach Co.,
Toledo.

Peerless Evap'd Cream 4 00

FISHING TACKLE

1/4 to 1 in.6
1 1/4 to 2 in.7
1 1/2 to 3 in.9
1 3/4 to 2 in.11
2 in.15
3 in.20

Cotton Lines

No. 1, 10 feet5
No. 2, 15 feet7
No. 3, 15 feet9
No. 4, 15 feet10
No. 5, 15 feet11
No. 6, 15 feet12
No. 7, 15 feet15
No. 8, 15 feet18
No. 9, 15 feet20

Linen Lines

Small20
Medium25
Large34

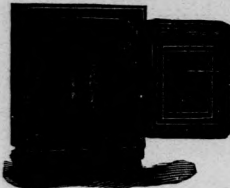
Poles

Bamboo, 14 ft., per doz. 55
Bamboo, 16 ft., per doz. 60
Bamboo, 18 ft., per doz. 80

GELATINE

Cox's 1 qt. size1 10
Cox's 2 qt. size1 61
Knox's Sparkling, doz. 1 20
Knox's Sparkling, gro. 14 00
Knox's Acidu'd. doz. 1 20
Knox's Acidu'd. gro. 14 00
Nelson's1 60
Oxford75
Plymouth Rock2 25

SAFES



Full line of fire and burg-
lar proof safes kept in
stock by the Tradesman
Company. Twenty differ-
ent sizes on hand at all
times—twice as many safes
as are carried by any other
house in the State. If you
are unable to visit Grand
Rapids and inspect the
line personally, write for
quotations.

SOAP

Beaver Soap Co.'s Brands



100 cakes, large size..6 50
50 cakes, large size..3 25
100 cakes, small size..3 85
50 cakes, small size..1 95
Tradesman's Co.'s Brand



Black Hawk, one box 2 50
Black Hawk, five bxs 2 40
Black Hawk, ten bxs 2 25

TABLE SAUCES

Halford, large3 75
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Grand Rapids, Mich.

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Business
Want
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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.

Business Wanted—I will pay cash for a stock of groceries in some live town near Grand Rapids. Reply at once with full particulars as to amount and kind of stock, volume of business, expenses, competition and price. Address Groceries, care Tradesman. 922

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. 921

For sale or exchange for good stock merchandise, brick hotel, 30 rooms, livery. Town 3,000. Address No. 919, care Tradesman. 919

For Sale—Northwest quarter section 36, town 150, range 52, \$20 per acre. Write for terms. M. C. Gaulke, Thompson, N. D. 918

For Sale—Two fine residences, five lots in beautiful city of Mountain Grove, Missouri, Box 104. 917

Up-to-date managing partner preferred or can sell or exchange, considered best drug opportunity in Michigan. Stock and fixtures about \$5,000. Population 30,000, increasing. Unexcelled location. No sidelines, like soda, candy, stationery, etc. Sales could be tripled. Established 45 years. Good store, etc. Address No. 916, care Michigan Tradesman. 916

For Lease—Building to be erected for department store in splendid central location in Atlanta, Ga. Size of lot, 26,000 square feet. Address P. O. Box 353, Atlanta, Ga. 915

39½ acres near Interurban, good markets; \$2,370 for shoes, dry goods, furnishings. McOmber & Co., Berrien Springs, Mich. 914

For Sale—Drug stock, population 400. Fine farming country. Established trade doing good business. Expenses light. Cash payment, balance on contract. Other business. Address Cinchona, care Michigan Tradesman. 913

Wanted—Party with band mill, 20,000 to 30,000 capacity to cut 20,000,000 feet of hardwood on contract. Address Louisiana Exp. Lbr. & Box Co., 216 Hennen Bldg., New Orleans, La. 912

For Exchange—320-acre Wisconsin farm, \$12,000, for exchange for stock of dry goods or merchandise. Address Buxton & Co., 56 Fifth Ave., Chicago, Ill. 911

For Sale—Grocery and crockery business. Last year's sales \$20,000. Good opportunity. Stock invoices about \$3,000. Address Lock Box 610, Neillsville, Wis. 910

For Sale—\$25,000 stock of dry goods with five year lease of building, a live up-to-date town in Central Iowa; good reasons for selling. For particulars address Box 41, Florence, Wis. 909

A snap in Glidden, Wis. A well established money-making business that can be run by either sex. Price \$1,850; worth \$2,300. For full particulars address Geo. L. McCurdy, Glidden, Wis. 908

For Sale—An established and profitable drug business in one of best towns in Western New York. No cutting in prices. Splendid chance to form stock company and incorporate and do large business. Proprietor wishes to retire on account of advanced age. Address Box 812, Westfield, N. Y. 906

Wanted—A cash buyer for a good 240 acre farm within twenty miles of Grand Rapids, Mich. Part exchange for good stock of merchandise or improved city realty. Michigan Store & Office Fixtures Co., 519-521 N. Ottawa St., Grand Rapids, Mich. 907

Wanted—To exchange well located house and lot \$1,800, for a grocery or general stock of about same value, in live railroad town. Owner, 95 Stoddard Ave., Grand Rapids, Mich. 902

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—One of the best grocery and bazaar businesses in Michigan, located in a live town. First-class farming community; cash business running \$100 per day. Stock inventories about \$2,800; store leased at \$15 per month. It's a money-maker. Call or write S. R. Fletcher, 311 Mich. Trust Bldg., Grand Rapids, Mich. 900

Tin plumbing and heating business, working five men, plenty of work on hand. Located in Central Indiana coal fields. Geo. F. Chapman, Linton, Ind. 899

For Sale—Stock of groceries, shoes, dry goods and fixtures. Fine location. Address F. O. Gaffney, Trustee, Cadillac, Mich. 894

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

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

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—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

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

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

General news agency, books, stationery, cigar and tobacco business, located in prosperous Central California town; stock has just been invoiced, only selling to give entire attention to other business interests in Alaska. This store is headquarters for the general public. Splendid opportunity for two young men; rent of store room reasonable. Best location in city; price for stock and fixtures, \$6,000. For full particulars write to call on proprietor, J. H. James, Porterville, Tulare County, Calif. 898

For Sale—Good hardware business, located Central Michigan. Address No. 895, care Tradesman. 895

For Sale—A mercantile business consisting of dry goods, shoes and clothing, in hustling agricultural town; stock inventories about \$10,000, which can readily be reduced. Stock new and up-to-date. Cash business. Sales for April, nearly \$5,000. Store and house at light rental. A fine opening. Call or write, S. R. Fletcher, 311 Mich. Trust Bldg., Grand Rapids, Mich. 901

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—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

Good well-improved 1,000 acre ranch 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—Small country store, doing strictly cash business. A money maker. 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—\$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

Only Exclusive Drug Stock

in a town of 1,400 population. Southern Michigan. Finest farming country. Will bear closest investigation. Address Druggist, care Michigan Tradesman.

For Sale—Stock of groceries, boots, shoes, rubber goods, notions and garden seeds. Located in the best fruit belt in Michigan. Invoicing \$3,600. If taken before April 1st, will sell at rare bargain. Must sell on account of other business. Geo. Tucker, Fennville, Mich. 538

For Sale—Stock of shoes, dry goods and groceries located in Central Michigan town of 350 population. Living rooms above store. Rent, \$12 per month. Lease runs until May 1, 1908, and can be renewed. Last inventory, \$2,590. Sales during 1905, \$8,640. Good reasons for selling. Address No. 386, care Michigan Tradesman. 386

Retail merchants can start mail order business in connection with retail business; only a few dollars required. We furnish everything necessary; success certain. We offer retail merchants the way to compete with large mail order houses. Costs nothing to investigate. Milburn-Hicks, 727 Pontiac Bldg., Chicago, Ill. 201

SITUATIONS WANTED

Wanted—Position as manager of clothing or furnishings department. Eight years' experience. Excellent references. Box 153, Ithaca, Mich. 920

HELP WANTED.

Wanted—A man that understands the butcher business to assist in retail shop. Must be able to cut meat and be of good character and well recommended. Address Meat Shop, care Tradesman. 896

Salesmen Wanted—Salesmen in every section with established trade to handle as a sideline on liberal commission basis. W. H. Goodger's well-known infants soft-sole shoes. Fall and holiday samples now ready. State territory desired. Enclose reference. Address W. H. Goodger, Rochester, N. Y. 904

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

Wanted—A good, bright grocery clerk for general store. Must be of good habits and well recommended. Address Clerk, care Michigan Tradesman. 587

Want Ads continued on next page

We Carry a Complete Line of Books for Commencement Exercises

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

Simple Account File

Simplest and Most Economical Method of Keeping Petit Accounts

File and 1,000 printed blank bill heads..... \$2 75
File and 1,000 specially printed bill heads..... 3 00
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Grand Rapids.

TRADESMAN ITEMIZED LEDGERS

SIZE—8 1/2 x 14.
THREE COLUMNS.

2 Quires, 160 pages..... \$2 00
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INVOICE RECORD OR BILL BOOK

So double pages, registers 2,880 invoices..... \$2 00

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Letter, Note and Bill Heads
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Tradesman Company
Grand Rapids

KNOCKING THE CLERKS.

Vicious Patrons Often Want Them Discharged.

Written for the Tradesman.

"If you keep clerks like that, I won't trade here."

The angry woman spends lots of money for footwear every year, and the merchant wanted to keep her trade.

"But, madam—"

The woman, who looked sour enough to spoil a barrel of milk with one look, wouldn't permit him to explain.

"I want that clerk discharged!" she ordered.

"What did he do?"

"He talked impudently, that's what he did. I want him discharged, right now."

"What did he say?"

The woman tilted her chin and made for the door.

"Keep him if you want to," she said, "but you'll never see me in here again if you do. He's a mean, contemptible—"

Then the door closed, and the merchant lost the remainder of the chaste remark.

"What's the matter with that woman?" he asked, turning to the clerk, who had come up during the talk.

"She kept me there an hour, when the store was crowded, and then she wanted me to cut prices and throw in rubbers. She's the limit. I didn't say a thing to her, only that she'd have to see you about the price and the rubbers."

"She wanted you fired."

"Of course," smiled the clerk. "How many times have I been fired this year now?"

"Why," replied the merchant, with a grin, "I think I've had to let you go about ten times. You know I have to discharge some one every time a person asks me to!"

"Sure thing."

"There was the fat woman. She wanted you fired because you pinched her toes with a size too small."

"She insisted on its being tried on."

"There's the old maid who had you fired because you tickled her foot."

"I never did."

"And there's the lovely young mother who had you let out because you always tipped her little goo-goo out of the perambulator."

"It was her own fault."

"And there's the farmer who wanted to see you put out of the store bodily because you set his filthy boots off the rug."

"He ought to have had his head smashed. Say, why is it that so many patrons want clerks to lose their jobs? I guess they think clerks don't have to eat, that there is no one depending on them for support."

"Every merchant has the same experience," replied the shoe man. "Before I came to this city I worked in a big department store in Chicago. I was in the shoe department, of course, and the office of the manager was not far away, so I got next to a good many frills of the trade. Why, there wouldn't have been a clerk on duty by night if all the ones who were fired really had to go. Any kick made got the clerk. The firm used

to pay a man \$20 a week for listening."

"What's that?"

"For listening. When a kick was made the listener was put forward as the manager. It was his duty to listen to what the angry customer had to say. I guess he earned his money, all right. At the conclusion of the oration by the aggrieved one he would gravely call up the department where the customer had been and order the clerk discharged. Then the customer would go away satisfied. Of course the kicker didn't know but he was turning some mother and baby out into the street, hungry and ill, by getting the clerk out of a job, but I reckon that point was overlooked."

"Why don't merchants brace up and tell the customers to go farther?" asked the clerk. "I don't believe in letting customers think they run a place, even if they do buy lots of goods. I don't believe a dealer makes anything by taking such a course."

"Along the line of least resistance," smiled the merchant. "What's the use of having rows? Let them think the clerks are pitched out into the street if they want to. The thing I can't quite get through my head is why so many people act like fiends over incidents of no account. I reckon on the heart of the city dweller is turning to steel. Why, people boast how many clerks they have had fired."

"And they have never got even one out of a job?"

"Oh, some of them have. Patrons are not always wrong. I know wooden-faced salesmen whose every look and motion are insulting to patron. I know clerks who ought to be peeled of their put-on dignity like an onion and set out into the street scraping the gutter. But, on the other hand, I know women who can not get along with their husbands, with their servants, or with their children, who go about complaining of every clerk who waits on them. A man who does business with the public ought to get a pension of ten thousand a year when he gets to be fifty."

"Then I should look anxiously for my fiftieth year," said the other, who was really a partner in the store. "It seems as if I had earned a pension now, and I'm only thirty. When I get discharged again I think I'll take a vacation," he added with a laugh.

"Speaking of the viciousness of human nature," continued the shoe man, "reminds me of the case of a cook who worked for us not long ago. This cook was a corker for work, but she was ugly enough to buck a bull off a bridge. One day she went to a department store and ordered some clothing, two spring hand-me-down suits, I think. She was going away on Thursday, and left orders not to have the stuff delivered on that day, as there would be no one there to pay for it."

"But the delivery clerk didn't attend to his business, or something went amiss. Anyway, when the cook returned home Thursday night she found a slip saying that the wagon man had been there with the suits. She was mad, but she kept quiet until the next day, when the wagon man

came again. Then she lit into him I guess she would have pulled his hair if he hadn't been a little shy of that article. He heard what she had to say with the calmness of long suffering, and then tried to tell her that it was not his fault, that the delivery clerk was the man to hop onto."

"After he had spoken his little piece he informed her that she would have to pay a quarter for the extra delivery trip. Then she did rave. She said a lot of things she didn't believe herself; but she wanted the suits and so she paid the extra quarter. Then she went down to sandpaper the firm. She got the ear of the manager, or the listener, I don't know which, and poured out her tale of woe. Then she demanded that the delivery clerk be discharged. Of course the man she was talking to called down the tube and told the boss of the shipping floor to discharge that delivery clerk, and to do it quick. Then the cook came home and sung and purred about the kitchen like a person who had benefited humanity. Finally she felt so good over her alleged influence with the manager that she told my wife what she had done."

"She was laughed at for her pains, of course. Wifey told her that they probably discharged that delivery clerk about forty times a day. Then she was mad. She declared that she would go down the next day and find out about it. You see she had it in for the clerk. The manager, or the listener, had returned her quarter, but she was out for revenge, and the meanest kind of revenge at that."

"Now, it happened that there had been a good many complaints filed against that delivery clerk, and when the cook's came in he really was discharged, although he was doing better all the time, and might have made good only for the cook. But the cook did not know this. She thought she had been fooled by the manager, and she wasn't going to stand for it. So she got off the next forenoon and went down to the store, red-headed, as the boys say, and full of fight. She was madder now at the manner in which she had been treated, according to my wife, than she was over the charge for the extra delivery."

"In front of the store she met Patsey. Now, Patsey's was the cook's steady, and she had a notion that she would land him all right in time. She wanted a home of her own to cook in and she thought that it was up to Patsey to provide it. She was awfully nice to Patsey there on the walk, but Patsey seemed to have a grouch. When she talked with him about a picnic that was coming off, at which she expected to nail him fast for a life sentence, he replied that he couldn't go, as he had to leave the city."

"In language which I will not attempt to repeat here, and which he wouldn't have used in the presence of a lady if he hadn't been very angry, he informed the cook that some blank of a blank butter-in had made a blank holler about a lot of blank cheap dresses not being sent up on the right day, and that in consequence of the blank kick he had been fired. Of course he knew who had made the kick, and he talked plainly. Perhaps

he should have told the cook where he worked, in which case she wouldn't have kicked, but he never had. Anyway, here was where one person who wanted a clerk fired got the worse of it, for the cook lost her steady."

"I guess it was the best thing that ever happened to Patsey, his being fired," said the other. "Otherwise he might have married the cook."

Alfred B. Tozer.

Butter, Eggs, Poultry, Beans and Potatoes at Buffalo.

Buffalo, May 29—Creamery, fresh, 21@24c; dairy, fresh, 18@20c; poor to common, 16@18c.

Eggs—Choice, 16@16½c; candled, 17c.

Live Poultry — Broilers, 25@30c; fowls, 13@13½c; ducks, 14@15c; old cox, 10c; geese, 9@10c; turkeys, 12@14c.

Dressed Poultry—Iced fowls, 14@15c; chickens, 14@16c; old cox, 10c.

Beans—Pea, hand-picked, \$1.75@1.80; marrow, \$2.15@2.40; medium, \$1.75; red kidney, \$2.35@2.40; white kidney, \$2@2.25.

Potatoes—White, 75@78c; mixed and red, 65@70c. Rea & Witzig.

Provisions — Everything in the smoked meat line is firm and the consumptive demand is excellent. Both pure and compound lard are firm and unchanged, the supply being well cleaned up every day.

The fairest pictures on memory's walls are those seen through the mist of tears.

BUSINESS CHANCES.

For Sale—One 100-size Keith Credit System, good as new. Price \$15. D. B. Frayer & Co., Ashtabula Harbor, Ohio. 931

For Sale—The best up-to-date grocery in growing city of 20,000 in Northern Indiana. Doing good business. Proprietor desires to retire. Great opportunity for live man. Address No. 928, care Michigan Tradesman. 928

For Sale—Dry goods business, for cash only. Clean, up-to-date stock with or without fixtures. Three years' lease optional; new store building finest in town. Best location, established trade; cause, want to retire. Call or address Mark Ruben, Lowell, Mich. 927

For Sale—Grocery, meat market and small stock crockery in a live town of 5,000 in Southwestern Michigan. Stock and fixtures up-to-date. Would invoice about \$5,000. Proprietor has been in business for 27 years and wants to retire. Stock could be reduced to suit buyer. Did \$60,000 business 1906. Address No. 926, care Michigan Tradesman. 926

For Sale—Bazaar stock, clean new stock in booming manufacturing city of 6,000. Bargain if taken quick. Poor health. Address No. 925, care Michigan Tradesman. 925

For Sale—Good drug stock and fixtures, old stand. Worth \$1,750, will take \$1,600, all or part cash. Write J. H. McIntire, Room 74, Home Bank Bldg., Detroit, Mich. 929

For Rent—On or before August 1st, large department store in Baraboo, Wisconsin, two floors, 50x110; best location; population 6,000; county seat; two circuses; railroad shops, etc. T. Clavatscher, Portage, Wis. 930

Wanted—Young man with experience in general store to take charge of shoes and clothing. State experience and wages in first letter. Thirty miles from Grand Rapids. Address G. T., care Michigan Tradesman. 924

Wanted—An experienced, reliable salesman to take State agency for our line. Quick seller; good commissions. Address Caledonia Chemical Co., Caledonia, N. Y. 923

Anyone looking for a safe investment which will pay 5% at the start and twice or three times as much later on is invited to address Conservative, care Michigan Tradesman. The editor of the Tradesman is an investor in this enterprise.

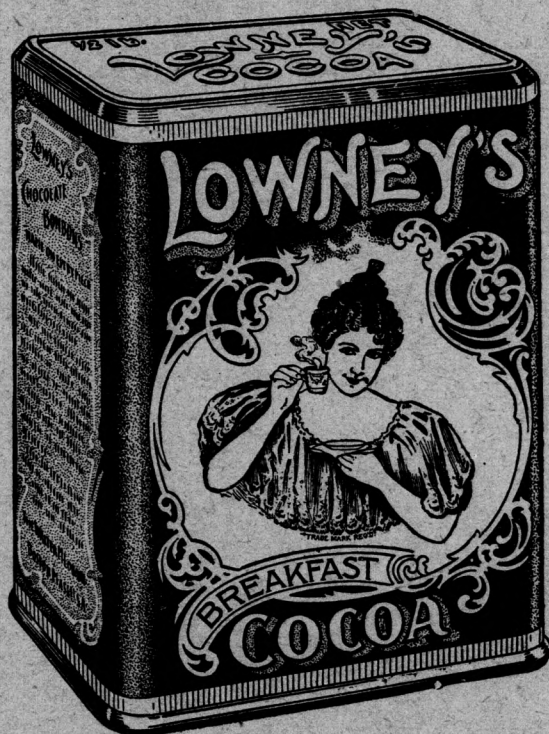


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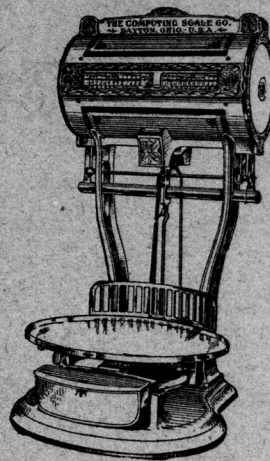
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The purity of the Lowney products will never be questioned by Pure Food Officials. There are no preservatives, substitutes, adulterants or dyes in the Lowney goods. Dealers find safety, satisfaction and a fair profit in selling them.

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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

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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.



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Grand Rapids, Mich.

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FACTORY PRICES
Another Great Advantage is that
We Make No Charge for Package or Cartage
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"Insurance"
Gasoline Stoves

and sell them
At Factory Prices

The "Insurance" Gasoline Stoves are without an equal and are the only stoves on the market that can be recommended as

Absolutely Accident Proof

Ask us for catalog and factory prices.

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Homer Laughlin's
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On a Commission Basis

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At Factory Prices

The peerless product of this great pottery is sought after by all lovers of high grade goods.

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Refrigerators

for home and store use and we
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There is nothing on the market superior to this famous make. Catalogs furnished free to dealers on request.

Ask Us for Factory Prices

\$4.45 "QUICK SELLER" ASS't \$4.45 "Columbia Gray" Enameled Ware

Strictly Double Coated Ware--Handsome Light Gray Color--All Edges Black--Warranted Selected First Quality

We have a few packages left of this

"Quick Seller"
Assortment
of

Double Coated
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and offer them at these extraordinarily low prices until the present stock is exhausted.

Order Today
one or more of these
"Quick Seller"
Assortments

as prices on everything in the line of enameled kitchen ware have advanced in price.

Undoubtedly
Your Last Chance
to buy at the old price.



14 Quart Preserve Kettle

10 Quart Bread Raiser with Retinned Cover

17 Quart Deep Dish Pan

12 Quart Pail

The assortment
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One Dozen
Articles

as follows for only

\$4.45

1/4 Dozen

17 Quart Dish Pans

1/4 Dozen

12 Quart Seamless Pails

1/4 Dozen

10 Quart Bread Raisers
with retinned covers

1/4 Dozen

14 Quart Preserve Kettles

Successors to
H. LEONARD & SONS
Wholesale

Leonard Crockery Co.

Grand Rapids, Mich.

Half your railroad fare refunded under the perpetual excursion plan of the Grand Rapids Board of Trade. Ask for "Purchaser's Certificate" showing amount of your purchase.

Crockery, Glassware
and
House-Furnishings