



One Thing Has Happened! → **KELLOGG'S TOASTED CORN FLAKES**

is now the name of the original—genuine Corn Flakes.

This single stroke has placed this most popular food beyond the reach of unfair competition. It will mean the disappearance of many of the imitations from the market

Because we are now educating the public through extensive advertising to “Ask for Kellogg’s,” the genuine Toasted Corn Flakes, and

To look for the signature of “W. K. Kellogg” on the package.

This is one very important move that is bound to make Kellogg’s Toasted Corn Flakes even a greater seller than it is now.

In an early issue of this paper we will announce another move of still greater importance.

Watch for it. In the meantime shy clear of the imitations. Don’t fall into the temptation of pushing a substitute. The wise retailer will keep to one corn, the **original, genuine** Toasted Corn Flakes, the kind that

Won Its Favor Through Its Flavor

Toasted Corn Flake Co. - - Battle Creek, Michigan

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.,

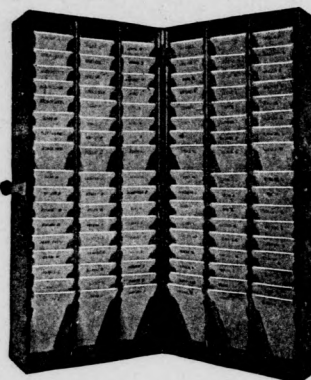
of Michigan

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.

Bell Phone 87 Citizens Phone 5087

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

Pure Cider Vinegar

There will be a great demand for

PURE CIDER VINEGAR

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

Sold Through the Wholesale Grocery Trade

The Williams Bros. Co., Manufacturers

Picklers and Preservers

Detroit, Michigan

Makes Clothes Whiter-Work Easier-Kitchen Cleaner.

SNOW BOY WASHING
POWDER.

GOOD GOODS — GOOD PROFITS.

MICHIGAN TRADESMAN

Twenty-Fourth Year

GRAND RAPIDS, WEDNESDAY, JUNE 12, 1907

Number 1238

The Kent County Savings Bank

OF GRAND RAPIDS, MICH

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

3½ Per Cent.

Paid on Certificates of Deposit

Banking By Mail

Resources Exceed 3 Million Dollars

Commercial Credit Co., Ltd.

Credit Advances and Collections

MICHIGAN OFFICES
Murray Building, Grand Rapids
Majestic Building, Detroit

ELLIOT O. GROSVENOR

Late State Food Commissioner

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

2321 Majestic Building, Detroit, Mich.

TRACE YOUR DELAYED FREIGHT Easily and Quickly.

We can tell you how. **BARLOW BROS.,**
Grand Rapids, Mich

THIRD RAIL SYSTEM

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

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

GRAND RAPIDS FIRE INSURANCE AGENCY

THE McBAIN AGENCY

Grand Rapids, Mich. The Leading Agency

Fire and Burglar Proof

SAFES

Tradesman Company
Grand Rapids

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OPENED HIS EYES.

The Experience of an Appreciative Visitor.

"I've been here three days," said a visiting merchant during Merchants' Week, "and have made up my mind that there are two sides to this event."

And when asked to declare himself the gentleman continued: "Well, I haven't heard much else since I came except that Merchants' Week is a big thing for Grand Rapids. And it is beyond any question a good thing for your town. But I want to tell you that it is a big thing for the invited guests. That is to say, I know that I have been greatly benefited by my visit, and believing that I am a typical country merchant I feel sure that all of my confreres have been equally favored."

"As how, for example?"

"Well, I've visited Grand Rapids five or six times a year for eight or ten years and without knowing otherwise have gone on thinking that your city was a good point at which to buy goods, but otherwise uninteresting. Many a time have I come in on the morning train, bought my goods and caught the late afternoon train in order to avoid staying here over night, simply because I felt lonesome. Why, I spent two hours this morning in your Scientific Museum and was entertained every minute. Saw many things I never saw before. For instance, I can tell you most all there is to tell about horses, cattle and other live stock and I can give you a pretty good talk on crop conditions up my way each year for five or six years past. But before this visit to Grand Rapids I had never seen the skeleton of a whale."

"They are not very common."
"Common! I should say not. And speaking of common things, there is a chap in my town who has made quite a collection of flint arrow heads. Really, I had acquired the notion that his collection was an exceptionally rare one. But, goodness me! I

saw more arrow heads and other Indian curiosities at your Museum than he ever dreamed of. And that is the point I wish to make. You know every town has some one or two features that are the best ever, according to local tradition. If it isn't the best brass band or the best hose company in the State, it is the best snare drummer or the best drink-in' water or something. And, really, when you get right down to brass tacks most all such claims are not well founded. When one goes about and looks into things away from home he finds the superlative is, after all, only comparative.

"Take your own town, for example. Grand Rapids lays claim to possessing the finest building devoted wholly to the publishing of a daily paper in the United States. Maybe the claim is a good one. I cannot disprove it. Certainly the Evening Press building is the finest structure used for such a purpose that I have ever seen; and I don't want to dispute the claim.

"Then, too, I visited your Public Library—and say, that's a beauty—the St. Cecilia building, went all through the Michigan Trust building, safety deposit department and all, and Thursday morning I took in the plaster caves over the river. How did I do this? Well, three traveling salesmen took my wife and me in charge the minute we reached town and never let go. We lunched at the Pantlind, dined at the Morton and lived in automobiles and street cars the rest of the time. Went through the plant of the Citizens Telephone Co. and through a couple of the big furniture factories, and, say, I am just about all in. On the go for three days with just barely enough time and energy left to take in the shows and the banquet at Reed's Lake. And so, I say, the merchants of Grand Rapids are by no means the only ones who profit through the Merchants' Week opportunity."

Movements of Michigan Gideons.

Detroit, June 11—When the sun had reached its limit June 5 and the bells and whistles were calling the noon hour, Brother L. B. Langworthy, at the residence of the bride's parents, Mr. and Mrs. Jerome Chaffin, Rochester, clasped the hand of Miss Iva M. Chaffin, who said, "I will love, honor and obey." After August 15 the gold door plate will read on No. 909 Ann Arbor street, Flint, Mr. and Mrs. L. B. Langworthy, where the Gideons and their wives can light their torches and break their pitchers.

John A. Sherick, of Grand Rapids, will address the Gideons at the Griswold House meeting Sunday evening, June 16, at 7:45 p. m. All are invited.

Aaron B. Gates.

THE AUDITORIUM CRY.

What is a chronic impulse?

It is a periodical recurrence of an intense desire to accomplish the same end.

All cities nearly are subject to a chronic impulse, which, in itself, is commendable, but which in most cases is impracticable.

The ruling chronic impulse of a majority of cities is to provide themselves with an auditorium capable of accommodating an audience of from 5,000 to 10,000 people.

Once in awhile a city has the impulse so intensely that it wins out to the extent of investing anywhere from two hundred thousand dollars to a million dollars in an auditorium, and in a very large majority of cases this investment proves unfortunate.

A vast, splendid auditorium is an excellent resource for any city or other corporation able to afford such a thing; but where the interests back of such a project are unable to afford to conduct and maintain such an institution as it should be conducted and maintained, it is inevitably a breeder of disappointment, discord and dissatisfaction, simply because it is an absolute impossibility, except through persistent, thorough, liberal and at the same time most careful management of such a property as a public institution, to net even 2 or 3 per cent. on a half million dollar investment.

Grand Rapids, for a number of years, has had one of the largest audience rooms in Michigan, one capable of accommodating about 2,500 people, and as an auditorium it has not proved a profitable venture.

Last week we had occasion to feed about 1,500 people simultaneously and the feat was accomplished in four separate rooms. As usual after such experiences the big auditorium talk is revived.

An auditorium such as dreamed of and really such as is needed, if any is needed, can not be built and equipped for less than \$200,000, and ought to cost another hundred thousand dollars to make it worth the while. Even at the first named figure an income of at least \$26,000 a year would be required to pay insurance, taxes, heating, lighting, janitor service and for management and at the same time net 3 per cent. profit. These facts placed by contrast alongside of the list of sources of income prove interesting and constitute an answer to the cry for an auditorium. When some public spirited, loyal and very wealthy citizen is anxious to erect a monument to his memory, or when some group of wealthy and enthusiastically loyal citizens gain faith and sufficient patriotism to do something really fine for their town, then an auditorium will be possible and may be made profitable.

THE CORNER CLUB.

The Chairman Toasts Some of the Chronic Knockers.

Written for the Tradesman.

The Corner Club met at the back end of the corner grocery last night, with the grocer in the chair and the delivery boy at the alley door, watching for a chance to get out and consort with the gang. The butcher was the first one on his feet.

"If it was of any use to introduce a resolution here," he began, "I should have had one prepared, but as such introduction merely gives the chair a chance to vent a lot of fool personal opinions and hot air, I propose that we have a free-for-all and discuss the dead beat question."

The butcher glared at the teacher as he spoke, and the hardware man turned an accusing eye on the mechanic.

"I don't understand," said the teacher, "why the butcher should want to talk of a matter so personal to himself."

"There's a lot of people around these corners," continued the butcher, ignoring the interruption of the teacher, "who ought to be blacklisted by every reputable dealer. They have lived off the fruits of our industry long enough."

"I object to the remark as too general," said the mechanic, clenching his fists. "I demand that the speaker mention names."

"What do you think this is?" demanded the chairman. "A Spanish inquisition, or a third-degree sweat-box session, where you can tear characters to pieces without giving the owners thereof a chance to defend themselves? This is no sewing circle, I'd have you know, gentlemen."

"I don't see where the chair has any cards in this game at the present time," said the mechanic. "When there is a question before the house he can take a throw at parliamentary procedure, but I suggest that he close his face for the present. If you are going to post men as dead beats here, I want to know to whom you refer."

"Oh, present company always excepted," sneered the hardware man.

"If you want a name," said the butcher, raising his voice so as to be heard above the wrangling, "I'll give you one. I suggest that Philmon Layton be blacklisted."

"What is Layton doing now?" asked the hardware man.

"I don't know," replied the butcher, with a grin. "I haven't seen him since this morning."

A snicker went round the Club. Layton had so many new schemes that one could not always place him. The chair rapped for order.

"I support the motion," said the hardware man.

"I move to amend that we send for Layton."

This from the teacher.

"That's the idea," said the chair. "That is the right thing to do. When you hear a man knocking a friend, send for the friend. That is the way to stop smirching reputations."

"I'll go bring him," said the mechanic, "and when he gets here I

hope he'll get to knocking with something besides his mouth."

"If he hits any one," said the butcher, "it will be for a loan."

"That is probably true," said the chair, "for Layton is not combative. Perhaps that is the reason why the butcher mentioned him by name in connection with dead beatism. It is easy to strike a person who won't hit back. If the buzzy little bee had no sting in his business end he would be boxed and cuffed about by every child in the land. If the fat little puppy had a bite that would put a man in a hospital, no one would tie a can to his tail. If the rattlesnake had—"

"If this is going to be a symposium in natural history," said the butcher, "we might as well go home. The chair is ready with one of his tin-horn lectures, anyway, and we may as well call the session off."

"Step right outside, if you want to go home," said the chair, mildly. "The chair was about to remark that if the rattlesnake held no poison in its fangs the girls might use them for waist ornaments as they do beetles. It is the creature that can take care of itself that people are respectful to. Now, if Layton, whose name has been dragged in here by the butcher, was generally known to be a bad man with his maulers, most of us would make for the door if anything was said against him."

"Oh, Layton can go some," said the mechanic, putting on his hat, "as he'll show you all when I get him here. I'm going after him now." The butcher wiggled nervously in his chair.

"Go and get Layton, if you want to," he said. "I'll back u pall I have said."

"He will no nothing of the sort," said the chair. "He will sit down and drink in the words of wisdom that fall from the lips of the presiding officer. As the chair was about to remark, Layton is all right. He doesn't owe this concern a cent, and he never will. To repeat, Layton is all right, but he needs fixing. He won't do in his present stage of incarnation. I take it that something was left out when he was put together. It is just like this: A man is the same as a bottle of bitters."

"I move we adjourn," said the butcher.

"Just like a bottle of bitters," continued the chairman, ignoring the motion. "There is something the matter with just so many bottles out of every hundred. Perhaps some one of the needed ingredients was left out. Perhaps too much of one thing was put in. Now, what do people do when they find a bottle of bitters that is all wrong?"

"If it contains the proper amount of whisky, they hog it down," declared the mechanic.

"No, sir, if the matter is in their control, they find out what is lacking. When they find out, they remedy the fault, and the bottle of bitters is all right. Now, to repeat, a man is like a bottle of bitters."

"A good many men are full of bitters most of the time!" roared the butcher. "You talk as if you had

Fans For Warm Weather



Nothing is more appreciated on a hot day than a substantial fan. Especially is this true of country customers who come to town without providing themselves with this necessary adjunct to comfort. We have a large line of these goods in fancy shapes and unique designs, which we furnish printed and handled as follows:

100	-	-	-	\$ 3 00
200	-	-	-	4 50
300	-	-	-	5 75
400	-	-	-	7 00
500	-	-	-	8 00
1000	-	-	-	15 00

We can fill your order on five hours' notice, if necessary, but don't ask us to fill an order on such short notice if you can avoid it.

**Tradesman
Company**
Grand Rapids, Mich.

emptied a bottle of some kind to-night."

"A bottle of bitters," continued the chair. "There are a good many ingredients in a bottle of bitters, and there are a good many ingredients in a man. We don't know all the essences that go to make up the brain, and the blood, and the nerves, and the muscles. That is where the human animal fools the doctors. All men are not alike, and all can not be treated alike, as has often been observed. Why, there is a tone to the perfect human organism, just as there is a tone to a tightly-strung wire. Now, there is something wrong with Layton, in that something was left out of him, or he is not tuned up right."

"He's tuned up a lot of us merchants, all right," said the butcher.

"Now, I think I know what's the matter with Layton. I said that there was something left out of him. I guess I was wrong there. I should have said there was too much of one thing put in. I think I can tell you how to set Layton on his feet and make a good man of him."

"You seem to be both the officers and members of this club," shouted the hardware man. "Why don't you give your face a rest and let some one else talk?"

"You are all after Layton," continued the chair, "because you don't understand him. You don't know that there's too much love of approbation in Layton. That is just what is the matter with him. As long as you pat him on the back and tell him that he is sure to win, he'll work night and

day, and stick to his scheme like a puppy to a root. He is vain. He can't live without sympathy or excitement."

"I reckon his creditors are giving him enough of the latter," said the butcher.

"Now, we have decided that there is something wrong with Layton, and we have also discovered what it is that is wrong. When we find something wrong with a horse, we try to cure him, don't we? What have we been doing with Layton? Have we been trying to cure him? Not on your life. We have been acting toward Layton just like pounding a man with a broken skull on the head with a club. Everything he has started we've told him at the beginning that he wouldn't stick, and that the scheme was no good if he did. We've let him know that we didn't believe in him, that we expected him to fail. We've knocked the life out of him. Now, you just try another tack with him. When you meet him on the street and he tells you he's got a new idea, you say that you are sure that he can make it go if any one can. Don't come in here or knock him during his absence."

"It might help some if we would endorse his paper," suggested the butcher, with a sneer. "That might give him confidence in himself."

"It is unfortunate that a man should be so constructed that he can't help being influenced in all his acts by the opinions of others. Unfortunately because too many opinions given out gratis are vicious and mean. But when we find a man who is so

afflicted let us try putting the right juice into him. Perhaps in time he'll learn to accept his own judgment in his own affairs as superior to that of others. Anyway, don't knock. If you can't help a man who is in trouble, don't add to his load. This session is now adjourned, and the butcher is fined the cigars for wielding his hammer on Layton."

The delivery boy went about the work of closing the store in a daze. For once there has been no scrap in the club, and the chair had talked sense, as the boy understood it.

Alfred B. Tozer.

How People Subsist in India.

India supports 300,000,000 people, the statisticians state. The total number of the white population is 169,677, and of Eurasians 87,030, making, with officials and families, a total of 300,000 Eurasians and Caucasians. Of the dark skinned natives 200,000,000 are supported by agriculture, 50,000,000 by the industries, 5,000,000 by commerce, 5,000,000 by the professions; the balance are dependents. The native ryots or farmers understand no need of change from the practices that have been in vogue for hundreds of years, such as using the forks of trees for plows. The 50,000,000 supported by the industries are of like temper. They live in huts, without furniture, without carpets or rugs. A few yards of cotton cloth comprise the wardrobe of both male and female. The women wear anklets, rings in their noses and ears, and some of the men wear rings on their great toes

and armlets, and go barefoot the year round. The princes, maharajahs, rajahs, marwaris, parsees, babus, and native professional and rich trades people have money with which to buy whatever they require to please their fancy or meet their actual needs. This class build expensive houses, residences, and business houses, and provide them with modern conveniences when it is practicable, and with furnishings that are usually rich and expensive. One maharajah recently had built for him a brass bedstead that cost \$1,500. They use the finest and most expensive carriages, highest priced horses and harnesses, and buy without regard to cost musical instruments, pictures, statuary, autos, jewelry, precious stones, silks, satins, linens, mulls, laces, gold trimming, and other fineries.

Reciprocity.

"Your family plays the piano later every night," said the visitor.

"Yes," answered the suburban resident, "we're trying to keep the people next door up so that they will be too sleepy to mow the lawn in the morning. And they're trying to mow the lawn so early that we won't feel like playing at night."

An Old Story.

She—When I accepted Jack he said he felt as if he was in the seventh heaven!

He—I can well believe it. He has been engaged six times before.

Learn to find life's worth in your work more than in your wage.

Good Storekeeping

When you hand out Royal Baking Powder to a customer

You know that customer will be satisfied with his or her purchase;

You know that your reputation for selling reliable goods is maintained; and

You know that customer will come again to buy Royal Baking Powder and make other purchases.

It is good storekeeping to sell only goods which you know to be reliable and to keep only such goods on your shelves.



Movements of Merchants.

Hemlock—Wm. F. Wehner, who was a dealer in general merchandise, is dead.

St. Joseph—Stone & Co. are succeeded in the notion business by F. R. Hess.

Montague—Pond & Prouty succeed Pond & Wiard in the implement business.

Bailey—A. W. Fenton has sold his drug stock to George Kritzer, of Newaygo.

Holland—Henry DeKruif has sold his implement store to Joseph Dyke, of Allendale.

Vermontville—Harry Kirk has sold his grocery and meat market stock to Richard Bennett.

Union City—Frank E. Hackett will continue the harness business formerly conducted by Hackett & Bandford.

Belleville—C. M. Ford has purchased the general stock of C. D. Dickerson and will continue the business at the same location.

Onaway—Merritt Chandler has purchased the hardware stock of Geo. A. Morris, which Mr. Morris recently bought of B. V. Walton.

Conklin—Nostrand & Vandermeer have sold their meat market to Geo. A. Kohn and J. M. York, who will continue the business under the style of Geo. A. Kohn & Co.

Marine City—David Emig, who has been employed in the grocery store of Blood & Hart for the past twenty-eight years, will soon open a store and engage in the same line of business.

Lansing—F. B. Holder, who has lately been identified with J. Fred Lewis in the Automobile Sales Co., has purchased the stock of the National Supply Co., of which Mr. Lewis has been manager.

Kalamazoo—H. C. Pitz, who was formerly engaged in the jewelry business here and was succeeded in the same seventeen years ago by Pyle & Wyckel, when he removed to Chicago, will soon return to this city and open a jewelry store.

Kalamazoo—The plumbing business formerly conducted by Wheeler & Pitkin will be continued by a corporation under the style of the Wheeler-Blaney Co., which has an authorized capital stock of \$40,000, all of which is subscribed and paid in in property.

Detroit—The T. B. Rayl Co., which deals in house furnishings, hardware and sporting goods, has increased its capital stock from \$100,000 to \$125,000.

Lansing—The business formerly conducted under the name of the Maud S. Wind Mill & Pump Co. will be continued under the style of the Ideal Motor Co.

Homer—Frank Mount, who formerly conducted the implement and buggy business, with others has formed a corporation under the style of the Homer Auto Truck Co., which will manufacture automobile trucks, wagons, drays and automobiles. The company has an authorized capital

stock of \$25,000, of which amount \$12,500 has been subscribed, \$5,000 being paid in in cash.

Muskegon—H. C. Kitchen, of the Viaduct Pharmacy on Washington avenue, has been informed of his appointment by the Federal Government to a position in the Agricultural Department at Washington, where he will receive a salary of \$1,800 a year. His position will be that of a pharmacist. Mr. Kitchen was required to pass a very severe examination before his appointment urged by Congressman McLaughlin could be ratified.

Detroit—Encouraged by the success of Merchants' Week at Grand Rapids, another movement for the purpose of stimulating the wholesale trade of this market is contemplated. A meeting will be held at the rooms of the Board of Commerce in the near future at which a definite line of action will be decided upon. All the wholesalers in the city are to be invited to attend. The Wholesale Trade Committee of the Board of Commerce stands ready to co-operate with the business men generally in furthering the interests of the wholesalers whenever they see fit to start the movement. Among the more progressive of the wholesalers the hope is expressed that the present movement will be productive of good results.

Manufacturing Matters.

Detroit—The Detroit Manufacturing & Stamping Co. has changed its name to the Detroit Stamping Co.

Detroit—The Knock-Down Manufacturing Co., which makes show cases, has increased its capital stock from \$14,000 to \$22,000.

Detroit—The Pope Baking Co. has been incorporated with an authorized capital stock of \$15,000, of which amount \$7,500 is subscribed and paid in in cash.

Detroit—The Pearl Match Co. has been incorporated to conduct a manufacturing business with an authorized capital stock of \$30,000, of which amount \$15,000 is subscribed, \$3,700 being paid in in cash and \$3,700 in property.

Harbor Beach—The Peninsular Car Seal Co. has been incorporated to manufacture the Davis spring lock car seal with an authorized capital stock of \$100,000, of which amount \$93,000 is subscribed, \$90,000 being paid in in property.

Detroit—A corporation has been formed under the style of the Thiery & Kendricks Manufacturing Co. to make metal goods. The company has an authorized capital stock of \$10,000, of which amount \$8,000 has been subscribed and paid in in cash.

Jackson—The C. V. I. Motor Car Co. has been incorporated to manufacture and sell automobiles, and gasoline engines, having an authorized capital stock of \$100,000, of which amount \$70,000 has been subscribed and \$40,000 paid in in property.

Detroit—A corporation has been formed under the style of the Climax Sanitary Co., which will manufacture plumbers' supplies. The company has an authorized capital stock of \$30,000, of which amount \$20,630 has been subscribed and paid in in property.

Detroit—A corporation has been formed under the style of the Carter Runabout Co. to deal in motor vehicles. The company has an authorized capital stock of \$150,000 common and \$100,000 preferred, of which amount \$150,000 has been subscribed and paid in in property.

Detroit—A corporation has been formed under the style of the Wayne Chemical Cleanser Co. to manufacture material for cleaning and polishing. The company has an authorized capital stock of \$5,000 common and \$2,500 preferred, of which amount \$7,500 is subscribed, \$1,100 being paid in in cash and \$4,000 in property.

Lake Odessa—Through the efforts of G. H. Carpenter this place will again be on the map with a creamery, C. A. Finch, of Salem, having leased the creamery plant formerly occupied by Roberts Bros. Mr. Finch is a man of considerable experience in the creamery business and is at present operating the plant at Salem.

Detroit—The Day Metallic Manufacturing Co. has been re-incorporated under the style of the Day Metallic Co. and will continue the manufacture of metallic bath tubs, sinks, bowls and goods of a similar character. The capital stock of the company is \$50,000, of which amount \$26,500 is subscribed, \$3,000 being paid in in cash and \$23,500 in property.

Standish—U. M. Guilford, the lumberman, has purchased one of the largest remaining tracts of hardwood timber left in the State, consisting of 2,000 acres of fine hardwood and hemlock. It is located just south of Mio and it was bought of Frank Hoffman. Mr. Guilford will erect a band sawmill and manufacture the timber into lumber at once.

Vassar—After many efforts on the part of the city council to secure new industries for this city, the ice has been broken and the crate factory of John F. Butcher, now located at Mt. Pleasant, will be moved to Vassar, this place giving the \$20,000 woolen mill plant to secure the industry. The new factory, which will be partly in operation in thirty days, will manufacture crates of all kinds and several different makes of boxes and will employ 150 men.

Chattel Mortgage Sale.

By virtue of a chattel mortgage, executed by Honora O'Hara, of the city of Grand Rapids, Michigan, to Peter Doran, as trustee, of the city of Grand Rapids, Michigan, dated at Grand Rapids, the 23d of May, A. D. 1907, and filed in the office of the clerk of the city of Grand Rapids, and upon which default has been made, I have taken and shall sell the property therein mentioned and described, to-wit: All of said mortgagor's stock of boots, shoes, rubber goods, slippers, stockings, polishes, brushes and every article of merchandise, furniture and fixtures in said mortgagor's store and connected therewith, at public auction, at the store room known as No. 72 Canal street, in the city of Grand Rapids, Michigan, on Friday, the 14th day of June, A. D. 1907, at 2 o'clock in the afternoon of said day.

Peter Doran, Trustee.

Dated at Grand Rapids, Mich.

June 8, 1907.

Recent Business Changes in the Buckeye State.

Chillicothe—Lewis Houser will continue the grocery business formerly conducted by Houser & Wolf.

Cleveland—Samuel Neuwirth is succeeded in the grocery business by Sol Schwartz.

Cincinnati—Jacob Moormann, dealer in boots and shoes, has discontinued business.

Findlay—The Lumber business formerly conducted by Neff Bros. & Co. will be continued by M. D. Neff & Co.

Mansfield—E. J. Nolin will continue the drug business formerly conducted by Peters & Nolin.

Ada—Deming Bros. succeed J. G. Deming in the clothing business.

Cleveland—Albert Klein is succeeded in the grocery business by Claude Clay.

Logan—Bay & Bray, grocers, are succeeded in business by C. L. Wonn & Co.

Whitehouse—J. M. Epler, grocer, is removing to Auburndale.

Bentonville—F. Adamson succeeds W. J. Flaughter in the grocery business.

Cleveland—The Guggenheim Co. succeeds Einstein, Guggenheim & Co., manufacturers of waists.

Columbus—W. F. Schmitt will continue the grocery business formerly conducted by W. F. & T. A. Schmitt. Curtice—H. J. Gordon, general merchant, is removing to Bridgeport, Illinois.

Grove City—Paul & Lewis are the successors of Paul & Herring in the grocery business.

Springfield—T. J. Doyle will continue the grocery business formerly conducted by John P. Cody.

Youngstown—C. A. Oatsdam is the successor of Louis Heckel, meat dealer.

Bowerston—W. B. Penn, general merchant, is dead.

Columbus—J. M. Richards, druggist, is succeeded in business by the Morris Drug Co.

Groveport—B. F. Dildine succeeds N. A. Wilkins in the general merchandise business.

Westerville—Anderson & Wilson will continue the grocery business formerly conducted by L. O. Anderson.

Copley—H. R. Low succeeds H. M. Low in the general merchandise business.

Lorain—A. T. Hambly is succeeded in the drug business by M. A. Rathbun.

Yale—Mrs. Anna Finch, who was engaged in the grocery business here, has removed to Ravenna.

Cincinnati—E. A. Vordemberge, grocer, has made an assignment.

Sunbury—G. J. Burrer is succeeded in the flour mill business by G. J. Burrer & Son.

The more wind you find in a faith the less work it is doing in the world.

The man who lives with God does not have to advertise the fact.

The fairest flowers of joy spring from the soil of sacrifice.



The Grocery Market.

Teas—The market for new Japans is developing a tendency to advance still further, and the market on the other side is about 4c higher than it is on this side, and from 3@4c above last year's opening. The demand for teas is very quiet, and is still of the hand-to-mouth variety.

Coffee—Last year at this time the world's visible supply aggregated but 10,250,000 bags, and the fact that the present visible supply is equivalent to the consumption of the world for an entire year shows the immense power of the speculative aggregation now in charge of the market. The demand for Brazil coffees is seasonable. Java is firm and in good demand. Mocha is steady and active. Mild coffees are steady and unchanged.

Canned Goods—Canned fruits such as raspberries, strawberries, cherries, etc., of standard grade, the kind which usually retail at 10c per can, are very scarce. In the higher grades of Eastern fruits, including the preserved lines, stocks are becoming badly broken. Trade in pineapples is picking up some, as is usually the case at this season. Prices are steady. Gallon apples are very strong and likely to advance. Gooseberries continue firm. Interest in the trade largely centers now on the probable opening prices of California canned fruits. The short crop of apricots, pears, plums and white cherries makes it certain that prices on those fruits will be very high, probably higher than for some years. Peaches will also be stiff in price. Everything in the vegetable list, with the possible exception of corn, seems to be on the upward way and corn is stronger than it was. Tomatoes advanced in Baltimore during the past week, due to chilly weather and poor growing conditions. Demand for tomatoes is also decidedly strong. Medium and lower grades of canned peas are closely cleaned up. The packing of peas began in Baltimore during the last week, but present prospects are none too good. Southern pea packers continue to run low because of the scarcity and high cost of raw material. Conditions in Wisconsin, which section largely supplies the canned peas of the Northwest, are none too promising. String beans are one of the lines on which there has been a close clean-up this year. They are scarce in all parts of the country. Nothing new in the asparagus situation. The California pack is short and will have to be divided pro rata among the jobbers. Asparagus is worth what the holder wants to ask. Trade in baked beans is beginning to improve. Jobbers' prices on nearly all grades of salmon are due for an advance. Opening prices on new pack so far announced are boosting the market on nearly all of the better grades of fish. Fancy Chinook and sockeye fish will show a material advance over the prices which have been ruling for the past year. Red

Alaska, a fish which is growing in popularity with the medium grade trade, will also be advanced materially over last year's prices. Salmon is a good purchase on the present basis. Any bargains in Red Alaska that can be picked up now are well worth taking. Cove oysters continue very scarce and strong. Baltimore reports that stocks are nearly cleaned up. Jobbers' stocks are very badly broken.

Domestic sardines remain unchanged, remaining on a firm and high basis with the demand steady. There is a talk of higher prices on account of increased cost of packing materials. The trade is in for a year of high prices in this grade of sardines. As the warmer weather draws near, trade in canned fish of all kinds improves rapidly. The line is about the same as last year. Demand for Norway sardines is very good.

Dried Fruits—Apricots are out of the game, both spot and futures. They are so very scarce and promise to be for months to come that they are hardly to be classed among the currently sold dried fruits. Currants are unchanged on spot and in fair demand. Future currants are active. Prices are unchanged and reasonably low. Raisins show another advance for the week in future seedless muscatels, seedless, sultanas, Thompson seedless, all of which are 1/4c higher. Spot raisins are scarce. Spot prunes are about unchanged on a 4-cent basis. There is a good inquiry and the situation is strong. Future prunes range from 4 1/2@4 3/4c, the latter price being for 40s. Santa Claras are scarce. The demand for futures is more active than that for spot. Peaches have ruled firm and active at the opening prices reported last week. Some packers have advanced 1/4c and others have withdrawn entirely. There seems to be no uniform idea as to price. The demand for peaches has been very light, on account of the price.

Rice—All grades have sustained an advance of 1/2c during the past week. The demand is good. Supplies are low and medium grades are only fair.

Syrups and Molasses—Sugar syrup is wanted to some extent at unchanged prices. Molasses shows no change and a fair business is reported.

Cereals—Rolled oats have been gradually advancing for some weeks. The price now is high enough to cause much comment in the trade, but the situation is considered a healthy one and the market, generally, considered quite firm. Demand is just fair. Other items in the cereal list remain as last reported.

Cheese—The make seems no greater than a year ago, but there is likely to be an increase in the near future, accompanied by lower prices. The price now is about 15 per cent. above a year ago. There is a very good demand for cheese at the present time, and all receipts are absorbed on arrival. The present demand is entirely for consumption.

Provisions—There has been an increase in the consumption during the week, but it has not affected prices as yet. There will likely be firm prices as the weather grows warmer and the consumptive demand better. Pure and compound lard are firm. No

change is reported in the jobbing price, but the wholesale price is very firm and seems to indicate an advance. Barrel pork is in good demand at ruling prices. Canned meats and dried beef are in improved demand at unchanged prices. The consumptive demand for everything in the smoked meat line is fully up to normal for the season.

Fish—New prices on Columbia River salmon have been named during the week, on a basis slightly above last year. The demand has been active. Domestic sardines are unchanged and fairly active, though they need hot weather to bring out the demand. Imported sardines are firm and unchanged. The pack of lobster is reported nearly over, and will probably be about 50 per cent. of normal. Norway mackerel show some small demand at firm prices. Other mackerel are dull. Cod, hake and haddock are quiet and unchanged.

The Produce Market.

Asparagus—75c per doz. bunches.

Butter—The market remains unchanged from last week, but the situation is still firm and high. There has been some increase in the production, but a corresponding increase in the demand. The quality of the current receipts shows improvement, and with more seasonable weather there will probably be a lower market. Under grades are increasing as well as the better grades. Butter is still going into storage at phenomenally high prices. Creamery is held at 23c for No. 1 and 24c for extras. Dairy grades command 18c for No. 1 and 16c for packing stock.

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

Cocoanuts—\$4 per bag of 90.

Cucumbers—75c per doz. for hot house.

Eggs—Eggs remain unchanged for the week. The receipts continue liberal with the quality better than usual. Eggs are now about the cheapest available food product. There will probably be a falling off in the production soon and a probable slight advance. Some eggs are going into storage. The market is likely to remain about on the present basis for at least a week. Local dealers pay 13c for case count and find no difficulty in getting 14c for candled.

Green Onions—15c for Silver Skins and 12 1/2c for Evergreens.

Green Peas—\$1.50 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. They continue to be largely used, as shipments from California are not large. The imported stock is giving good satisfaction, but trade is far below what it usually is at this season of the year.

Lettuce—15c per lb. for hot house.

New Beets—60c per doz.

New Carrots—60c 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 \$3.35@3.85 for extra large stock

and \$4@4.50 for the more desirable sizes. Mediterranean Sweet's range about 25c per box less. They are getting a large share of the trade, but they will soon be gone. They are higher this week. The weather continues rather unfavorable to orange trade, but demand is fairly good, all things considered.

Parsley—35c per doz. bunches.

Pieplant—85c per 40 lb. box of hot house.

Pineapples—Cubans command \$2.35 for 42s, \$2.90 for 36s, \$3.10 for 30s and \$3.50 for 24s. Floridas fetch \$3.50 for 30s and \$3.35 for 36s.

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

Potatoes—60@65c per bu. for home grown; \$1.50 for new Triumphs from Texas.

Poultry—Receipts are liberal but not enough to meet market requirements. Local dealers pay 11 1/2c 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.

Radishes—15c per doz. bunches for either long or round.

Spinach—60c per bu.

Strawberries—Illinois fruit fetches \$2.75@3.25 per 24 qts. Cincinnati stock command \$4@4.25 per 32 qts.

Tomatoes—\$2.50 per 4 basket crate.

Veal—Dealers pay 5@6c for poor and thin; 6 1/2@7 1/2c for fair to good; 8@8 1/2c for good white kidney from 90 lbs. up. Receipts are fair.

Wax Beans—Floridas command \$2.75 per 1/3 bu. box.

[Fruit prospects in the vicinity of Grand Rapids indicate a short crop of early strawberries, but a full crop of late berries; a short crop of cherries and peaches; full crop of pears, plums, apples and quinces; average crop of raspberries and blackberries.]

Joint Meeting of Two Associations.

Ann Arbor, July 11—The Michigan State Pharmaceutical Association and the Michigan Pharmaceutical Travelers' Association will meet at Bay City July 30 and 31.

Practical papers, discussions and reports, bathing, boating, yacht races, theater, banquet, automobile ride and Dutch lunch are among the attractions. Provision will be made for entertaining the wives and sweethearts and it is hoped that the men will bring them.

E. E. Calkins, Sec'y.

William Judson, President of the National Wholesale Grocers' Association, favors the Tradesman with a programme of the annual meeting of the organization to be held at the Auditorium Hotel, Chicago, June 26, 27 and 28. The meeting will be called to order by Mr. Judson on the morning of the first day named and he will also respond to the address of welcome later in the day. Among the distinguished gentlemen who will speak during the convention are Hon. James Wilson, Franklin MacVeagh, David R. Forgan and Levy Mayer.

Jackson—The Cuban Ointment Co. has changed its name to the Hewitts Skin Remedy Co.

WINDOW TRIMMING

A Hat Exhibit That Served Its Purpose.

Who but versatile Mr. Bush, of the Giant Clothing Co., would have entertained the idea of purchasing an even dozen of large cocoanuts and utilizing them in a window section to advertise just men's summer hats? Yet here you see them on this page, the photograph of which the gentleman kindly loaned me. The exhibit attracted much attention, and I have no doubt that many sales were made as a result of that window sticking in the memory of people who have faith in the weather man's prediction that something in the hat line besides felt will be wearable a month hence.

The faces on the cocoanuts were put on by Mr. Bush, with white paint, and he accomplished quite a variety of comical expressions.

I have but one fault to find with the display—which is well balanced in arrangement and not overcrowded—and that is the disproportion of the body of the dummy and his head, eventuating in a disagreeable grotesqueness. It was, perhaps, impossible to find a large enough head for this particular dummy, but in that case a smaller body should have been placed in the window.

The coconut face "bobbing up serenely" over the sign caused many an extra smile when a glance fell on it after taking in the exhibit in its entirety.

The placard referred to had a dark background, the frame was of mottled copper and the lettering was done in white. The wording was as follows:

A
Straw
For
Every
Cocoanut
* * *

The book stores are making the most of the approaching "sweet girl graduates" day of days. Time was when the expense of a girl's graduating costume and its accessories was about all the outlay the fond parents could stand, but now in addition fine presents must be purchased or the day loses half its delight. Palmer and Charles Trankla & Co. have in their windows many beautiful books suitable for this purpose. That store shows itself lamentably lacking in go-ahead-a-tiveness which does not take advantage of this annual event to augment its sales if it carries the goods.

* * *

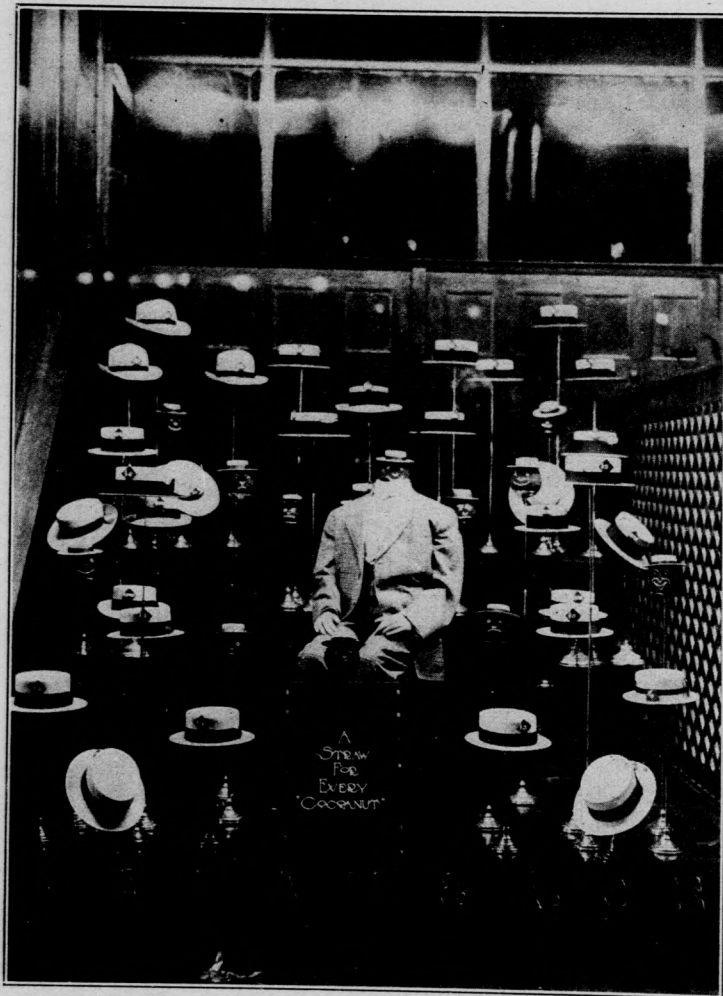
To further mention these two stores, an immense revolving cylinder of souvenir postal cards at Palmer's is receiving notice commensurate with its size, the very fact that it moves quite rapidly, let alone the interest in this sort of p. c., being sufficient to stop hundreds of hurrying feet.

The Boston Store shows as comely an array of dummy ladies as could be grouped in one window. There is

one in a lace dress and a hat composed entirely of flat pink roses and soft ribbon of the same shade. In the language of the gallery god, she is a "peacherino." She has pretty blonde hair and the smile that won't come off and her figure—apparently only, I befeared me—is a dream, the pose of her arms and the delicacy of her fingers being especially beautiful to consider. Another of these dummies has a pair of roguish blue eyes that would make a susceptible man's heart go pitty-pat were she only a real girl. A gown of exceeding loveliness enhances the personal characteristics of a third "false charmer." This is one of the most elegant frocks ever exhibited by a Grand Rapids firm: cream chiffon with garlands of tiny roses and for-

show. Silk or velvet, or at least plush, is none too good for such costly and artistic wares. It's like clothing a beautiful woman in a tawdry gown. Rich goods deserve—and should be given—a rich setting.

That housebuilder would, indeed, be hard to suit who could not satisfy his desires if lost in contemplation of the opposite window of this pioneer hardware establishment. All this large space is devoted to a display of massive door accompaniments in iron, brass and copper. The locks as exhibited are securely attached to heavy veneered or solid polished standard panels of mahogany, oak, bird's-eye maple, sycamore and it may be one or two other rich woods not enumerated. Just to stand and look at these is a deep pleasure—al-



get-me-nots printed at the hem, ending in a fluffy "foot ruffle" with narrow black ribbon on the edge, the latter giving the touch of black that everything Frenchy receives. 'Tis said that never a gown nor a chapeau leaves the hands of the French modiste or milliner without a suggestion of black—but it must be a "cheerful black"—somewhere in its makeup.

* * *

The windowman at Foster, Stevens & Co.'s is demonstrating what may be brought about by a combination of green and white. This is admirably striking as to shape, but the cotton stuff employed is so cheap looking; its poverty is painfully apparent in contrast with the expense of the brass, marble and pottery on

most as great as to own the locks on one's home. A rather large flag of bunting gives patriotic color to the display. This falls from a little above in the background, the lower folds winding gracefully among the panels in the center.

* * *

'Tis Muslin Underwear and Silk Petticoat Week among the dry goods dealers, and many are the trying temptations to invest feminine savings in these perishable luxuries at the expense of a snug and comforting amount hid away in ye olde teapot or deposited in the burglar-fireproof vault of the bank. Lace and embroidery and fine linen and silk combine to make Fair Woman disremember her firm determination to turn her back on these earthly allure-

ments and put her money by for the proverbial rain which "into each life must fall," and she who can withstand these dainty allurements is verily of strong mental caliber. The merchants' hope lies in the fact that there are not many so lignum-vitae minded as to be able to resist the longing for luxurious adornment "underneath," for this is always the test of the exquisite in dress: to be clad "nicer inside than out."

Destructive Earthquakes Under Seas.

Twenty thousand leagues below the sea the earthquakes make as much commotion as on terra firma. The latest volcanic eruption of Vesuvius was observed with respect to its effects in the Gulf of Naples by Dr. Salvatore Lo Bioneo. The day before the eruption not a sardine was to be caught in the neighborhood, although it was the height of the sardine season, for by some sixth sense the fish seemed to know of the impending disaster. The spawning of fishes was retarded; oysters, clams, and their kin were killed, and there was great mortality among other types. Fishes that frequent deep waters were somewhat protected from conditions prevailing at the surface and escaped death, but evidently they were thrown into a panic that caused them to leave their natural hunting grounds, for men fishing from small boats caught species which never had been brought up before except by a special deep water dredge. The minute plants and animals comprising plankton, which form the main food supply of many of the marine animals, were largely destroyed to a depth of ten fathoms, and, as a consequence, the scarcity of the food caused the death of the fish to such an extent that in Sardinia the fishing industry practically was ruined. One of the most curious effects of the shower of cinders was to cause certain animals to throw off all appendages in the endeavor to protect themselves. The lobster is one of the familiar animals that adopts the philosophical plan of giving up much to save more, and when caught will automatically detach a claw and leave it in the hands of its captor in order to escape with the rest of its corporeal entity. The serpent starfish adopts the same policy in time of danger, and as it is exceptionally well provided with arms, its chances of escape by autonomy are correspondingly increased. When the shower of cinders descended into their world the animals accustomed to this mode of defense responded to the disturbance in the usual way, by throwing off their appendages, repeating the process as the irritation continued until they were completely dismembered.

Largest Exclusive Furniture Store in the World

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

Klingman's Sample Furniture Co.

Grand Rapids, Mich.
Ionia, Fountain and Division Sts.
Opposite Morton House

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.

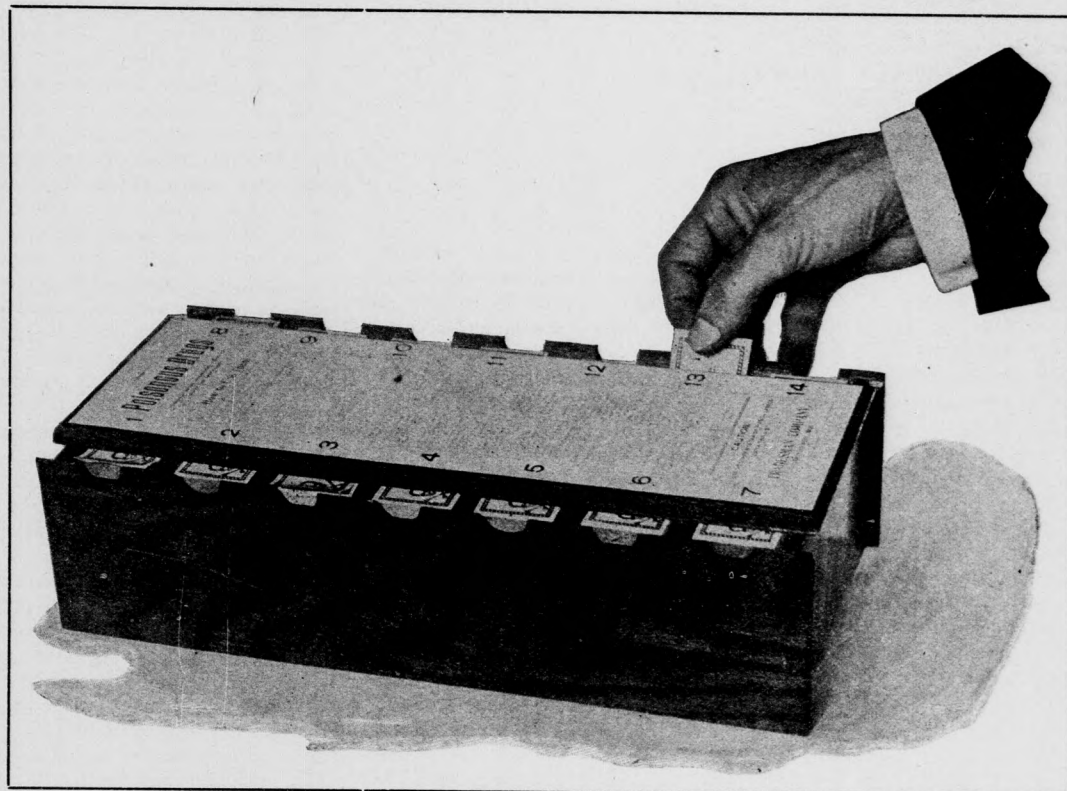
Training Schools in Ireland.

Ireland is trying to give her youth the use of their hands. Despite stupendous difficulties the vast majority of Irish secondary schools are now well equipped for carrying out the teaching of experimental science, drawing, manual instruction, and domestic economy. No part of the work of technical instruction has developed more rapidly than that of the technical schools in towns. Only people who knew Ireland a quarter of a century ago can realize what is signified by the establishment of trades schools in three and four centers. There also are schools of agriculture for farmers' sons. Where the homes of the pupils at agricultural classes are some distance away the students often are given their midday meal. More than a thousand meetings of farmers were held last year to hear itinerant instructors, and not far short of 2,000 demonstration plots were kept going. The department has stations for experiments and training in three counties. Through some seventeen local authorities itinerant instructors in gardening and fruit growing have been carrying on their propaganda, and about sixty fruit and vegetable demonstration plots have been maintained. As a result there has been a great increase in the demand for fruit trees from nursery men. Most of the horticultural instructors are now fitted to teach beekeeping, and in one season fifteen hundred apiaries were visited. Twelve thousand pounds have been spent within the last twelve months as premiums on bulls. Experiment stations are getting fine facts on potatoes, fruits, and dairying. A new Ireland, thrifty and wise as well as witty, is being born.

Wonders of the Infusoria.

A fresh collar every two minutes is the rule for the dainty microscopic water beasts that the scientific men term infusoria. Dr. Alfred C. Stokes has studied them and he says they all wear wine glass shaped standing collars formed of the most delicate film of living matter imaginable. But delicate and apparently fragile though it is, it is an active living part of the living creatures. If possible it is more active than the body itself, and one of the most thrilling of microscopic formations. It is being continually withdrawn and as continually renewed, while to all appearances it remains exactly the same. The entire appendage, thin and delicate, is constantly in motion. A current of its substance ascends on the outside, passes over the front edge, descends on the inside, and re-enters the body only to resume and to continue the round. It is a food trap. It beats and lashes the water into mimic whirlpools whose currents carry any minute particles small enough to be influenced by them, and as these food morsels impinge against the collar's walls they adhere to the soft and sticky surface, and with that steady, continuous current they slowly ascend, they top over the free margin, they slowly glide down the inner surface and at the base of the wine glass bowl they sink into the animal's body.

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



DEVOTED TO THE BEST INTERESTS
OF BUSINESS MEN.

Published Weekly by
TRADESMAN COMPANY
Grand Rapids, Mich.

Subscription Price

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

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

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

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

Entered at the Grand Rapids Postoffice.

E. A. STOWE, Editor.

Wednesday, June 12, 1907

THE CITY BEAUTIFUL.

Mr. Charles W. Garfield's sub-committee of the Municipal Affairs Committee of the Board of Trade on "A More Beautiful City" will report next Tuesday evening to the Board of Directors a recommendation that a special commission be created, consisting of three or five experts of national reputation in their respective departments, to prepare a concrete municipal plan for the ultimate beautification of Grand Rapids as a city, utilizing to the best advantage every natural resource and creating those essentials which, although fundamental, are at present missing. The report will also recommend the expenditure by the Board of Trade of \$10,000 to pay the fees and expenses of such a commission.

Just what the directorate of the Board of Trade will do with these recommendations remains to be seen, but they are right in line with current practices in many other cities and they suggest the rational right method of procedure in the premises. Reduced to its last analysis the simple recommendation is to provide and spend ten thousand dollars for the best municipal beauty plan possible to obtain in accordance with what Grand Rapids already has or may secure.

In considering this report from one of its committees the Board of Directors will act wisely if they realize at the outset that it is the part of economy to spend ten thousand dollars to find out what is best to do, thus obviating all danger of making three or four or half a dozen haphazard mistakes, each one of which will represent more than the proposed present investment. Grand Rapids has proceeded long enough as a city along makeshift lines. With over 100,000 population at present, it will show double that number in 1930, and in the year last named any city of 200,000 people and corresponding tax valuations, working piece-meal and in catch-as-catch-can fashion in an effort to keep up with the procession, will be the laughing stock of the nation.

The Board of Trade Committee makes no recommendations whatever as to the nature of the proposed plan, but it does approve and advise the obtaining of the very best plan fea-

sible. And it offers this advice with full appreciation of the fact that nearly all members of the Committee will in all likelihood be sleeping the sleep of the just long before the plan adopted has reached its full fruition. The completion of such a project will require at least thirty years of effort and may require fifty years. But whatever the time or cost no mistakes meaning heavy shiftless losses of both time and money will occur. It will be a patient, intelligent, systematic and continuous working to the very best plan possible, so that the initial expenditure proposed of \$10,000 for the plan will be saved over and over again.

Supposing the carrying out of the plan finally accepted and adopted involves thirty years of time and the expenditure of three million dollars—\$100,000 a year for thirty years, approximately. Within five years after the work of creating the plan in all of its beauty and perfection is begun the citizens of Grand Rapids will not sell or abandon the work under way for twice the total cost of the ultimate improvement. It is less than ten years since the plan for the embellishment of the city of Washington was formally approved and accepted, and to-day the taxpayers and residents of that city would mob any man who should attempt to stop its progress. The city of Detroit paid \$100,000 for Belle Isle and has expended, approximately, three million dollars upon their island park. To-day that municipality might readily sell the beautiful resort for twice what it has cost. Within the past four years the city of Cleveland has adopted a city beautiful plan—which reaches a cost of over \$50,000—calling for the expenditure of some thirty million dollars, and any citizen proposing to-day to abandon the plan would be charged with treason. And so it goes. It is economy to begin correctly, and once begun the effort gains large value with each year of its advancement.

There was only one discordant note in connection with the entertainment accorded the 1,200 guests of the Wholesale Dealers' Committee of the Grand Rapids Board of Trade last week. The management of the G. R. & I. Railroad refused the Committee the privilege of placing a small booth on the depot grounds, so that those merchants who visited the city for the first time might be properly directed to the Board of Trade building or such jobbing houses as they might wish to visit previous to reporting at headquarters. The refusal was couched in such curt and emphatic language as to lead to the belief that the G. R. & I. people have precious little use for the Board of Trade or the jobbers composing its Wholesale Dealers' Committee. Possibly the management can afford to antagonize both organizations in this matter. In any event it appears to be the present policy of the road to make itself unpopular with both shippers and the traveling public and to discommode and annoy them in every way possible, especially those who have taken any part in the agitation for two-cent fares and a State Railroad Commission.

A SPLENDID TRIUMPH.

A considerable stride has been made by the city of Grand Rapids during the past week toward solidifying her position as the western metropolis of Michigan, and while primarily the credit of the Merchants' Week festival belongs to the Wholesale Dealers' Committee of the Board of Trade, equal credit should be awarded to our citizens in general for the hearty and genuine public spirit they displayed in contributing to the success of the enterprise. The cash cost of the week of entertaining, somewhere around \$5,000, is a small figure when compared with the unpurchasable spirit of co-operation that was shown.

Merchants called in their salesmen from off the road; our jobbing houses kept open doors and paid more attention to entertaining their guests than to the routine of selling goods. The retail stores along Monroe and Canal streets and the banks, hotels and public buildings were liberally embellished with flags and bunting; street car conductors and policemen were more than alert with their courtesy and attention and everywhere the red badge of Merchants' Week was an open sesame. It is doubtful if ever before in this or any other country a more unanimous, spontaneous and good natured response to a general call for help, and without pay, has been made equal to the generous and prompt donation of motor cars and drivers made by proprietors of local garages and by individual owners of cars. Upward of 100 cars and drivers carried over 600 visitors along a route aggregating fifteen miles, the total mileage being nearly 2,000 miles because some of the cars covered the route two and three times. As an exposition of the city's area, resources and beauty, the automobile ride was a veritable revelation to nine-tenths of the visitors, while as an advertisement of Grand Rapids to the people of Western Michigan it was worth thousands of dollars—and did not cost the city or the Board of Trade as entities a single penny.

Any community which can make such a record of civic pride and loyalty, such a display of enterprise and unqualified hospitality, not only has no reason to doubt as to its own steady progress, but it has every cause for unqualified faith as to its own future. We may become personal at times as individuals in our generous rivalry in business, occasionally we may and do differ on matters of local policies, and once in awhile, perhaps, we develop a hot temperature in the discussion of projects both public and private. Those are the zests which sharpen our appreciation of such occasions as Merchants' Week and so serve a good purpose. And so, also, does our recent co-operative triumph serve as a zest in our race to keep abreast of other cities. Originating the Merchants' Week idea, we are pioneers and there are few efforts more genuine or lasting, more beneficial or more satisfying than is the work of a pioneer.

And then there were the gala afternoon among the attractions at Reed's Lake and the liberality of the Grand

Rapids Railway Co. in the matter of transportation gratis. Following this was the dinner where over 1,400 persons were served simultaneously and well to a really good and abundant meal; there were the music, the singing and the speaking, with cheery companionship, as the keynote from beginning to end. And with three exceptions—Railway Commissioner Glasgow, State Highway Commissioner Earle and Lieutenant-Governor Kelley—the speakers, six or seven in number, and the toastmasters were all Grand Rapids men, who fitted into their places admirably and well and contributed largely to the success of the occasion. Truly it is no ordinary community that can thus be weighed and not found wanting.

THE BOGY MAN.

A sort of spontaneous, concerted advance upon our President has developed during the past five or six weeks, charging Mr. Roosevelt with being a straddler. Alleged quotations from his frequent speeches are given to show that he is splitting alternately in favor of the great trust combinations and the masses, or on the side of the railways to-day and tomorrow favoring the shippers. Then, too, a Nature student has reared upon his hind legs and, claiming that Theodore Roosevelt has called him a liar, threatens to smoke him out and make him retract.

"There is something too much of this" to make the onslaught natural and it suggests the queries: Is the President responsible for it? Is it not possible that in his inordinate desire to get into the United States Senate and shake off the limitations of the Presidency, he has bought up the press so that he can make good on his persistent refusal to accept a third term? Or is it not possible that in his ambition to make a globe circling tour of triumph, thus eclipsing General Grant's similar tour—because of improved methods and resources for travel—Mr. Roosevelt has hired a choice variety of attacks upon his personality, his rectitude and his methods?

Idiotic although they be, such surmises are no more ridiculous than are the constantly appearing suggestions given circulation by the daily press as to the President's attitude and acts upon National affairs. And they are on a par with the sensational reports sent out by the Associated Press as to threatened troubles with Japan. General Kuroki has hardly left the national capitol, after expressing his contempt and disgust over the sensational effort to exaggerate a foolish local happening in a San Francisco school to an event of international importance, when the yellow journal instinct gets busy with diresome yarns from Tokio.

And during it all and through it all it is noticeable that neither the President nor the State Department pays any attention to such mouthings. It may, perhaps, be somewhat correct to assert that the daily press precipitated the Spanish War, but it will be a long, long day before that experiment will be successfully repeated—at least under the present administration.

TALK ON TREES.

Best Methods of Planting and Transplanting Them.*

"Trees are woody plants the seed of which has the inherent capacity of producing naturally within its native limits one main erect axis continuing to grow for a number of years more vigorously than the lateral axes and the lower branches dying off in time."—Fernald.

Trees planted by natural forces are valuable to man for their fruits, for their timber products, such as fuel and lumber and bark; for products derived from their sap, as sugar, tar, rubber and turpentine; also as a shelter of the ground and a conservator of moisture in wet periods and a dispenser of moisture in dry times, thus equalizing the seasons and preventing to some extent the erosion of soil by freshets and the loss by floods and droughts. Scarcely less valuable are the trees as a home and shelter and food supply for the birds and animals.

Trees are the most essential element in almost any beautiful landscape. Imagine, if you can, a country without trees—if it were possible for the human race to exist in such a place. How bleak and desolate would it be to one of you or to me.

How soon people whose lot it is to live in a country not naturally blessed with trees long to surround themselves with the shade and comfort and shelter which trees are able to give. We read that the wealthy king of ancient Babylon built a garden—"a hanging garden"—400 feet square and 300 feet high and covered it with trees and shrubs and flowering plants, this to please his wife, who pined for her native country with its tree-covered mountains. Thus the transplanting of trees is not by any means a modern accomplishment but was practiced extensively in times as far remote as the beginning of history.

Men plant trees mostly for their fruit, the shelter which they afford from sun and wind and storm, their beauty of flowers and fruit and foliage and the pleasure derived from seeing them when luxuriant with the bright spring colors, the varying shade of summer green and the oft-times flaming autumn tints. Then there is the winter beauty—the tree-form when uncovered with leaves, but perhaps draped with the white mantle of snow. One can not help admiring the symmetry of the hard maple, the grace of the white elm, or the sturdy strength of the white oak.

Americans do not as yet plant trees to any extent with the expectation of reaping a crop of lumber or fuel, nor do they plant forests as a conservator of moisture; in fact, it is only comparatively recently that the necessity of such action has been brought to the people, although the need is more painfully apparent every year. Some railroad systems are now beginning to plant some of their otherwise waste lands to quick-growing trees, from which they hope to get posts and timber for ties. The people of the Prairie States have real-

ized their woeful lack of trees and for a decade or more have been planting shelter-belts and wind-breaks. These are now becoming valuable both for the purpose for which they were planted and for fuel and timber as well.

Trees are divided naturally into two classes, viz., deciduous and evergreen trees. Deciduous trees drop their leaves every fall or before the buds start in the spring. Familiar examples of these trees are the oaks, maples, elms and lindens. Evergreen trees are those that retain their leaves more than one season. This class includes nearly all conifers, or cone-bearing trees, such as pines, spruces, cedars, firs, etc. Larches are conifers but are not evergreens, although during the summer they resemble evergreens. The maiden-hair tree is a conifer, but has wide leaves and is deciduous. We seldom think of an evergreen as dropping its leaves at all. This idea is wrong, however. A white pine's leaves, or rather needles, fall in September of the second year. Red cedar needles persist for five or six years and the leaves of the balsam fir remain for eight or ten seasons.

In planting trees we commonly procure those grown in a nursery rather than those from the forest or field. The nursery-grown are generally more satisfactory, because they have a better root-system and are trained to be planted. The nurseryman buys or collects the seeds for his trees and plants them in beds. From here, after a year or two, he removes the little seedling and replants—transplants—in the nursery row, giving it more room and allowing of easier culture. In another year or two he transplants the tree again, each time pruning the roots and giving the tree more room in which to develop. The next year the tree may be of a sufficient size for the nurseryman to be willing to sell it. He advertises the tree for sale 6-8 in. maybe and "twice transplanted."

Every time the tree has been moved and the roots pruned new and fibrous roots have started, and these feeding roots are close up to the tree. These small roots are the ones that are valuable to the tree; they act as the mouth of the tree—are the means by which the tree gets nourishment. The more times the tree has been transplanted the more of these feeding roots there are close up to the tree and the more likely the tree is to grow when planted permanently.

Many trees grow very slowly, the first few years, from seed. This is the case with most evergreens, and accounts for the high price charged for evergreens as compared to that of deciduous trees of the same size.

Forest-grown trees have, of course, never had their roots disturbed, and the main roots have grown longer and larger every year, with the feeding roots away out near the extremity. When these trees are dug the roots are cut at a few feet from the trunk—all the roots maybe cut and saved that are inside of this narrow circle—but the feeding roots are away outside, nearly all of them, and do not come with the tree when transplanted. Trees taken from the forest, if

taken from where the growth is at all thick, are very apt to be "thin;" that is, a long slender trunk and a few very long limbs with a little growth at their extremities. In their competition with other, perhaps older, trees they have developed greatly in length, to the detriment of symmetry and general sturdiness. The thick forest growth has likewise shielded the trunk from the sun's rays, and when this tree has been planted in the open lawn, or elsewhere, unshielded the bark is burned from the trunk. This is true particularly of maples. How often do we see forest-grown maples, on our city lawns and parkways, from which the bark is entirely gone from the trunk on the southwest or most sunny side. These ugly scars will sometimes heal over, in part at least, but there always remain some scars, which, besides making a place of lodgment for germs of decay, greatly depreciate the value of the tree as a thing of beauty.

Trees are transplanted with the least liability of failure while dormant—either in autumn after the falling of the leaves or before the starting of growth in the spring. In soils where there is liable to be trouble from heaving from frost spring planting is best; then the roots will have a chance to become attached to the soil before winter.

It is generally best to cut back or thin out the branches somewhat at the time of planting, in proportion as the roots are damaged. This tends to preserve a "balance between root and branch." When moving the roots are, even with the best of care, more or less mutilated and, with the shock incident to digging and transporting, are unable for a time to perform their function of supplying the rest of the tree with water. On the other hand, the upper part of the tree has not suffered particularly. It has not been removed from its element. The theory is that exhaling or evaporation of moisture from the plant is taking place at all times. Naturally, when the tree is in leaf, there is much more evaporating surface and much more moisture is required to supply the demand. Even trees long planted we often notice with drooping leaves under the August sun, their roots, although undisturbed, being unable to fully supply the leaves with the moisture which

they demand. How then can we expect the recently-moved tree, with its torn and bruised roots, not firmly attached to the soil, to adequately supply a top in full vigor.

Evergreen trees are continually covered with leaves and are, therefore, giving off moisture all the year round. If planted in the fall so late that the roots do not have time to become established before cold weather, the trees are more than apt to be dead in the spring, for the constant evaporation will have entirely dried out the tree. If planted in early fall, the roots will have time to become attached to the soil and, with some protection, will be able to replace the moisture removed by the winter winds. September then and May are conceded to be the best months in which to plant evergreens. It is often recommended that trees be moved on rainy days. This is a good idea, for the air, being full of water at that time, does not draw so much from the trees. The sun, too, is not drying the roots.

In selecting a place for the planting of a tree on the lawn or elsewhere for shade or ornamental purposes, several things should be taken into consideration. A tree should be planted so that the ground at the base of the trunk will be a little higher than the ground around it. This is the way a tree grows naturally. We seldom see a tree growing in a depression but on a prominence.

It is well to consider the size that the tree will be at maturity. Notice other trees, full grown, of the same variety. Imagining your tree of that size, will it then interfere with other trees or buildings? Will it then obstruct the light from windows or spoil desirable views? We often make the mistake of planting trees too near to buildings. While the tree is small it looks well there, perhaps, but in a few years the tree has grown and developed broad branches, which are almost certain to keep the needed light from windows and to shut out desirable views.

In selecting a tree for a lawn specimen, it is well to choose the variety with great care. Before adopting it as a specimen for his home grounds one should be informed as to the appearance and general conduct of the variety at all seasons of the year. Some trees which have some valuable qualities at one season are worse than

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Easily laid—fire, water and weather proof. Will not warp, shrink, nor leak. Most attractive roofing on the market. A staple seller. Write today for proof and prices. They are free.

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

*Paper read at annual meeting Grand River Valley Horticultural Society by J. Pomeroy Munson.

useless at others, their unpleasing qualities entirely offsetting their valuable ones. Thus a person might see for the first time a catalpa when in full bloom—a beautiful sight! He might at once arrange to have a similar tree placed in the most choice location of his lawn. Then he would begin to find out things about that kind of tree. Here are some of the things he would find: The branches would remain perfectly bare of leaves until the first of June, at this time other trees having been luxuriant with foliage and flowers for a month or more. Then the leaves would come out and make an attempt to cover the crooked and misshapen branches. In another month the flower appears, and for a few brief days the tree is a thing of beauty. Then

tree has leaves and flowers that are continually falling and littering the lawn.

I mention the catalpa because it is one of the worst offenders. There are other trees which have unredeeming qualities, and good ones also, and these must be weighed together before selecting or discarding any kind of tree.

A Bun With Whiskers.

A gentleman, while traveling on a railway in the South, got out at a station where the train stopped for a few minutes, and entered the refreshment room. His eyes resting on a basket containing buns, he suddenly burst into tears. The sympathetic attendant gently asked him what was the matter, and elicited the

THE BEST YET.

Annual Meeting of Grand Council at Saginaw.

Grand Rapids, June 10—Another very successful meeting of the Grand Council of the United Commercial Travelers has been held.

Saginaw, the entertaining Council, did all in its power to give the boys a good time, and it was the universal verdict that they were highly successful. The business meeting opened up at 10 a. m. at the Germain Temple of Music, the full Grand Council being present. Grand Counselor M. G. Howarn delivered a very able and interesting ex-augural address, showing the very healthy growth the order has enjoyed the past year. The membership in this

cil extend a vote of thanks to E. A. Stowe, President of the Board of Trade of Grand Rapids, for using his great influence and giving his time and work in behalf of the two-cent bill.

Resolved—That the Grand Council ask for the repeal of the Baillie law—a law which compels our wives and children to travel at their own risk, as no one can recover damages for a relative killed by the railroad except they have some one dependent on them for support—thus nearly 75 per cent. of the people of Michigan are traveling at their own risk.

Resolved—That a copy of these resolutions be sent to the persons therein named, and a copy sent to the Michigan Tradesman.



Base Ball Club of Grand Rapids Council—Champion Traveling Men's Club of Michigan.

the petals fall, or rather begin to; they are falling for a month at least to the great discomfort of the lawn-keeper. Early in September the leaves, which have been of a yellowish-green all summer, begin to turn yellow and fall. This they do until sometime in October, when the tree is bare again—bare except for the pods. These are long affairs the size of a lead pencil. They hang on the limbs in bunches and soon proceed to drop, but not all at once; it is a continuous performance until the leaves appear next summer. For eight months the tree is a shapeless mass of crooked dead-looking limbs with falling pods, and for four months the

following touching explanation: "Pray excuse my emotion. Two years ago I was traveling on this line on my honeymoon. My wife came into this refreshment room and scratched our initials on a bun which I see in this basket. I beg of you to let me have it as a tender souvenir. Here is half a dollar."

There is no particular virtue in a keen appreciation of the vices of others.

You can not fire the hearts of men by frozen sermons.

The overtime sermon makes the slothful saint.

State is nearly sixteen hundred. Grand Secretary Cook reported the growth and standing of the different councils to be in excellent condition. Grand Treasurer Burns reported the financial condition to be very prosperous.

The Grand Council passed the following resolutions:

Resolved—That the Grand Council, now in session in the city of Saginaw, extends a vote of thanks to Governor Fred M. Warner, Railroad Commissioner Glasgow and all Senators and Representatives who aided in the passage of the two-cent mile bill; and be it further

Resolved—That the Grand Coun-

The officers elected for the ensuing year are as follows:

Grand Counselor—Frank Ganiard, Jackson.

Grand Junior Counselor—F. G. Clark, Battle Creek.

Grand Past Counselor—M. G. Howarn, Detroit.

Grand Chaplain—F. W. Thompson, Hillsdale.

Grand Secretary—James Cook, Jackson.

Grand Treasurer—O. D. Gilbert, Saginaw.

Grand Conductor—A. T. Lincoln, Hillsdale.

Grand Page—C. A. Wheeler, Marquette.

Grand Sentinel—Geo. B. Crow, Petoskey.

Grand Executive Board—John W. Schram, Detroit; John A. Hoffman, Kalamazoo; Geo. H. Randall, Bay City; James F. Hammell, Lansing.

Delegates to Supreme Council—F. S. Gainard, W. D. Watkins, M. G. Howarn.

Alternates—J. C. Vasold, W. Williams, W. S. Burns.

The next meeting will be held in Battle Creek.

Friday afternoon the ladies were taken by special car for a trolley ride to Riverside Park and a theater party at the Casino. A banquet was held in Germania hall in the evening. The following is what the Saginaw Courier-Herald has to say of the entertainment:

"One of the features that had been looked forward to with anticipations of pleasure was the banquet at Germania hall. The fine Germania auditorium was excellently arranged for a banquet. In front of the stage was a long table across the hall and at right angles to it five tables stretched along the length of the hall, with a smaller table at the western side of the hall. The stage was banked with palms that partially concealed the orchestra that furnished music for the occasion. From the center of the ceiling hung a rope of red carnations and small colored electric lights. From this center-piece radiated ropes of greenery and roses and colored lights to the stage and each balcony post. Along the balcony hung other ropes of roses and lights, interspersed with baskets of drooping ornamental vines. The tables were decorated with bouquets of carnations, tulips, lilies of the valley and other flowers and presented a tempting appearance. The menu served was excellent and thoroughly enjoyed. As the banquet was drawing to an end the Detroit men gave their U. C. T. yell and were followed by the Grand Rapids bunch. Cadillac Council, of Detroit, was next heard from with its own peculiar yell.

"At 8 o'clock the programme of toasts was taken up. Mark S. Brown, chairman of Saginaw Council, acted as toastmaster. The programme opened with the singing of America. Interesting toasts were given by Past Grand Counselor M. G. Howarn, of Detroit; Grand Page C. A. Wheeler, of Marquette; ex-Grand Treasurer W. S. Burns, of Grand Rapids; Rev. W. H. Gallagher and James Hammell, of Lansing. The toast of Mr. Burns, 'Our Railroads,' was one of the features of the evening. He was active in securing the two-cent fare legislation and sketched the fight. He closed with a strong denunciation of the limited liability law. Rev. W. H. Gallagher made a big hit. His name was greeted with great applause before he arose and he easily made good on the advance impression.

"The programme of toasts was not concluded until shortly after 10 o'clock and at the close the banquet adjourned to the first floor to permit the removal of tables and chairs to give floor space for dancing. The floor committee was composed of J. C. Sonnenberg, C. W. Taylor and B. M. Mercer. This continued

until midnight when dancing gave way to the lum council, a roast meeting. The roasts were impartially distributed and the Entertainment Committee saw that the leading members all got theirs."

The Saturday morning games were between Detroit and Grand Rapids and between Saginaw and Jackson, the winners of the morning games to play in the afternoon. Thus Jackson and Grand Rapids were pitted against each other. In the morning game Jackson beat Saginaw by a score of 9 to 7. In the morning game between Detroit and Grand Rapids there were two double plays, McCall to Simmons to Berner, Simmons to McCall to Berner. Struck out by Rider, 7; by King, 4.

In the afternoon game between Jackson and Grand Rapids six double plays were made: W. Shafer to Berner, 2; Simmons to McCall to Berner; Jones to Berner; Rider to McCall to Berner and Simmons to Berner. Struck out by Rider, 7; struck out by Nation, 5.

The following is a complete score of the enter games played:

First Game.												
Detroit												
	1	2	3	4	5	6	7	R	H	E		
Baire, 1b	0									1		
Gilliam, 2b	0											
Darevel, ss	0	0	0							1		
Gowing, rf	0	0										
Fleetham, 3b	0	0								1	2	
Lane, c	0											
Perry, lf	0	0										
Solomon, cf	0	0									1	
King, p	0											
Score	0	0	0	0	0	0	0	0	3	3		

Grand Rapids												
	1	2	3	4	5	6	7	R	H	E		
W. Schaefer, cf	1	0								1		
Simmons, ss	0	0									1	
H. Schaefer, 3b	0	0										
McCall, 2b	0									2		
Jones, c	1	0									1	
Berner, 1b	1	0										
Taylor, lf	0											
Webb, rf	0											
Ryder, p	0											
Score	1	2	0	1	0	0			4	4	1	

Second Game.												
Jackson												
	1	2	3	4	5	6	7	R	H	E		
Myers, ss	0									1	1	
Kerr, 2b	0											
Nation, p	0											
Neuman, c	0									1	1	
Calahan, 3b	0										2	
Cornwall, cf	0											
Prindle, 1b	0											
Bailey, rf	0											
Gogswell, lf	0											
Score	0	0	0	0	0	0	0	0	2	4		

Grand Rapids												
	1	2	3	4	5	6	7	R	H	E		
W. Schaefer, cf	0									1	1	
Simmons, ss	0										1	
H. Schaefer, 3b	0											
McCall, 2b	0											
Jones, c	1										1	
Berner, 1b	0										3	
Taylor, lf	0											
Webb, rf	0											
Ryder, p	0											
Score	0	1	0	0	0	0	2	3	8	0		

Wilbur S. Burns.

The Profits of a Big Dry Goods Business.

An official statement of the business of Marshall Field & Co., of Chicago, was recently given out. Gross sales for the Marshall Field & Co.'s wholesale store in 1906 were \$50,000,000, while the retail department rolled up \$30,000,000, making a total of \$80,000,000, the largest of any dry goods house in the world. Business in 1906 increased 10 per cent. over 1905. This year's gross is estimated at between \$90,000,000 and \$95,000,000, in the following ratio as between the two departments: Wholesale, \$50,500,000; retail, \$40,000,000.

An official of Marshall Field & Co. says: "The cost of doing our business is 9½ per cent. in the wholesale department and 18 per cent. in the retail department. The net profits are 5 per cent. and 15 per cent. respectively, or an average for both of a trifle over 8½ per cent."

The above is a remarkable exhibit for a business of such magnitude, and in marked contrast to the net profits in the grocery trade where many of the largest retail distributors net 2@5 per cent. In the jobbing trade there are large houses that have made a net profit of 1@2 per cent.; others 3@5 per cent., which is quite a different result from 8½ per cent. on a trade of over \$90,000,000. The cost of doing business at retail in the grocery line ranged from 14@22 per cent., some of the heaviest concerns exceeding 20@22 per cent. There is room for better results in the distribution of food products.—American Grocer.

Frugality and Meanness.

While frugality is unquestionably an element of success, there is probably room for exceptions to the conclusions of the American Grocer, regarding a man whose example it cites as how successful business men get a start in the world. This man, it says, "began as a teacher with less than \$40 a year salary. He saved the piece of sugar he got with his coffee at breakfast, and when he had a pound he sold it. After a few years he had enough to begin business in a small way. He was willing to practice self-denial in order to get

a start. And that is about the only way one attains success."

Perhaps so, but the man who would be small enough to do a thing like that to-day would be so small that there wouldn't be room inside his skin to preserve a grain of self-respect, let alone enough respect on the part of his neighbors to ever lend themselves to his successful business. Frugality is one thing and meanness is another. There are too many successful business men of the latter stamp already.

Fashions in postage stamps and stamped envelopes change occasionally, with little apparent reason unless it is to give those who make them a little extra pay or a more profitable contract. It is announced that about June 30 the Postoffice Department will begin the issue of stamped envelopes and newspaper wrappers bearing embossed postage stamps of new designs in four denominations. The form of the stamps will be an ellipse on end. The subjects, in bas-relief, and the colors of their backgrounds will be: One-cent, Benjamin Franklin, green; two-cent, George Washington, red; four-cent, Benjamin Franklin, black; five-cent, George Washington, blue.

The heights never are scaled by the top-lofty.

Triumph is a matter of simply trying again.

True religion is the root of all reform.

We Handle

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

Baking Powders
(In All Sizes)

WORDEN GROCER COMPANY
Grand Rapids, Mich.

The Prompt Shippers

THE BUSINESS MAN.

Field He Occupies in the Commercial World.*

This assemblage of men, representing the spirit and activity that are building up communities of our great commonwealth, is indicative of the high claim upon which the business of this country is being maintained and developed.

This is distinctively a business age. All the centuries have been a preparation for its spirit, its activity, its opportunity, its achievement.

All the effort and sacrifice of the generations of men to establish the principles of liberty and equality and self-government have contributed to the great heritage that is ours.

Liberty is opportunity. Equality is possibility and hope. Self-government is power to be exercised over man by men for the common good. The purpose and result of all is the business, industrial and social life of a free, contented and happy people, working out under the provisions of God their own progress and destiny among mankind.

The three great agencies for the promotion of human progress and welfare have always been and must ever be the home, the church and the school. And yet it must be conceded that, aside from those, trade and commerce have been from the beginning the most potential factors in the world's progress and civilization. They contribute to all the elements that make a people happy, prosperous and great.

Such occasions as these show the marked advancement of trade and commerce, and their subjection to the dominion of the higher laws, immutable and irrevocable, that must ultimately govern in all the industrial affairs of men.

I know it is a generally accepted truth that all business and industrial progress are based upon the principle of human selfishness, that impels man to his highest effort for himself and for his own. We must concede that in pursuing our daily occupations we seem to be controlled by selfish impulses and motives. And yet every man must perform his part in the scheme of life, in the great workshop of the world, not for himself alone but for the development of wealth and prosperity for all.

No man can benefit himself by any act or business of his own without at the same time working in some degree to the advantage of his fellow-men. I can not purchase a suit of clothes or a teddy bear without promoting the activity of a hundred pairs of hands in different parts of the world.

Modern economists who have studied the great problems of life in the light of our modern civilization agree to-day that every man who works for himself must at the same time work for his neighbor.

The first great principle of political economy was incorporated in the Divine Decree, the great primeval curse, that every man must eat bread by the sweat of his brow.

But in the fullness of time a great-

er principle was enunciated to the world from the shores of Galilee, when the gentle voice of the Saviour of mankind declared to all men that next to loving his God above all things the supreme duty of man was to love his neighbor as himself. The man who rebels against the Divine Law and tries to disregard these principles will sooner or later learn that he can not get far away from his supreme duty without imperiling his own highest interests.

Whatever course we may take we can never escape the inexorable laws that make every man the servant of his fellow-man.

The success in your business comes from buying and selling what others in countless forms produce. Success in your business comes to the man who not only knows his business and pursues it from the standpoint of vol-

shoulders of mankind a part of its weary load, provided that all merchants might go through England by land and water to buy and sell free from all unjust imposts and restrictions, and the principle of free competition was established in Anglo Saxon trade, and the conflict between the principles of monopoly and free competition begun.

And we are told to-day, as in the days of old, that the remedy against monopoly and extortion is free and unrestricted competition.

But after all when one follows the history of trade and commerce, it is uncertain whether the injustice and brutality of monopoly equal or exceed the injustice and cruelty of unrestricted competition.

I fancy that Standard Oil has attracted to its devoted head the opprobrium of men, not so much

Co-operation mitigating the warring elements of competition.

So the modern business man, with his intelligence, foresight and confidence, is learning to invoke the great natural laws and principles of trade and industry, to work out the progress and prosperity of all; is learning how to utilize and secure the beneficent results of these great principles, and avoid their misdirection and abuse. And after all the solution of these questions lies not so much in statutes and indictments in man-made laws as in the application of great economic principles and in the character and association of the men who exercise them.

Business in its varied forms, properly directed, is solving the great problems of the age. Business increases intelligence. Business engenders confidence and good will. Business makes friends. Business stimulates human energy, initiative and force. Business promotes intelligence and skill. Business gives work to countless hands and brains, and fills all the land with prosperous happy homes. Business feeds the hungry, business clothes the naked, business educates the ignorant, business enriches the world with all the countless things that bring happiness and joy to human lives. Let us have more business. In our town we sometimes get too much of a good thing, but the clouds you have seen arising from the chimneys of our factories and shops, disfiguring the sky, have silver linings, and are adorned with the glittering bow of promise and of joy.

It is not bonds and stocks and securities in varied form, but the significant pay-roll of merchant and manufacturer that builds up homes and communities. The man—merchant or manufacturer—who causes two dollars or two days' work where there was one before is a benefactor of his race.

From Prayer To Laughter.

A revival meeting was in progress and Sister Jones was called upon for testimony. Being meek and humble, she said: "I do not feel as though I should stand here and give testimony. I have been a transgressor for a good many years and have only recently seen the light. I believe that my place is in a dark corner behind the door."

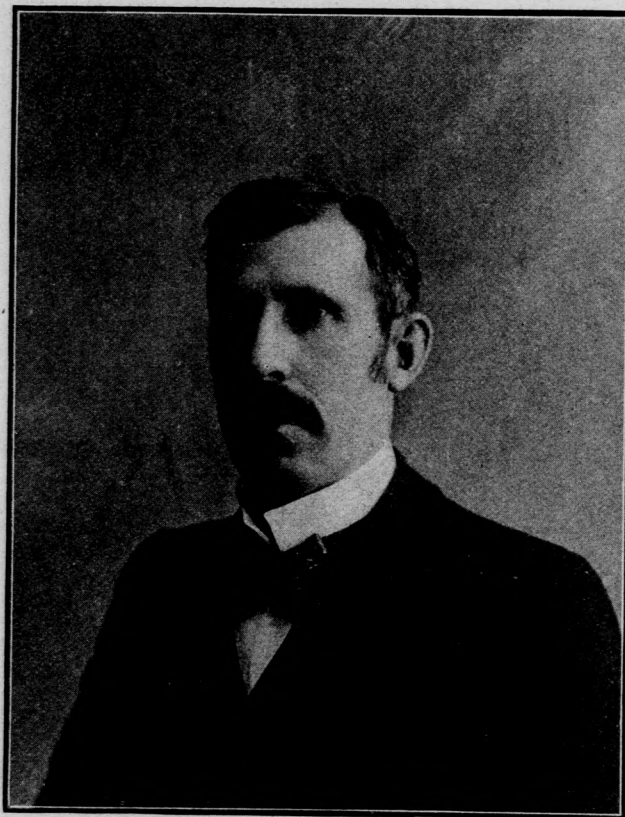
Brother Smith was next called upon for his testimony and, following the example set by Sister Jones, said, "I, too, have been a great sinner for more than forty years, and I do not think it would be fitting for me to stand before this assembly as a model. I think my place is behind the door, in a dark corner with Sister Jones."

And he wondered why the meeting was convulsed with the laughter of those who came up to pray.

Dancing Denaturized.

"What can we do to improve the present method of dancing?" thundered the parson; "dancing is mere hugging set to music."

"We might cut out the music," softly suggested the bad young man in the rear of the hall.



George Clapperton

ume, economy and profit for himself, but who is fair and broad and just, who is generous and honest and upright, and whose conduct appeals to the confidence and good will of his fellow-men.

In the olden time the historic merchant Guild of England sought, by charter from the Crown and the restrictions and regulations of their society, framed for the protection of their business, by the oppression of their fellows, to establish and maintain within their walled town the local trade monopoly.

Then came the centuries of conflict against the principle of monopoly, and for the recognition of the principle of unrestricted competition.

And finally Magna Charta, the great charter of human rights, wrung from an unwilling tyrant, which lifted from the bent and stooping

through the unjust exercise of monopolistic power as by the injustice and cruelty of the unrelenting forces of free competition.

What after all is competition? The successful competitor seeks advantage over or suppression of his rival, seeks to become a monopolist; and if competitors by unrestricted competition fail to destroy each other, the very instinct of self-preservation suggests the great productive and protective principles of combination and co-operation. So are evolved laws and principles of trade that are higher and stronger than the laws of men:

Organization with its utility and economy.

Combination of forces, increasing productive power and avoiding waste of effort.

*Address by Geo. Clapperton at Merchants' Week banquet.



No. 1 Canal St.
Founded 1853

Capital, \$800,000.00

The excellent
service rendered
to our depositors
is the direct cause
of a considerable
increase in our
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Fifty-four Years in Rubber Business
Our Company Has No Branch in Detroit
Send for Catalogue

The Sun Never Sets

Where the

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And No Other Light
HALF SO GOOD OR CHEAP

It's Economy to Use Them—A Saving of

50 TO 75 PER CENT.

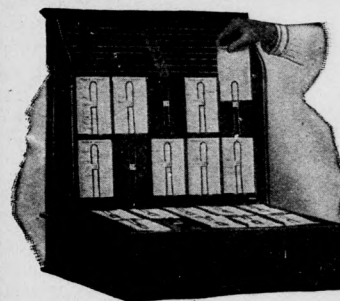
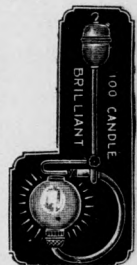
Over Any Other Artificial Light, which is Demonstrated by the
Many Thousands in Use for the Last Nine Years All Over the World.

Write for M. T. Catalog, it tells all about them and Our Systems.

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Advantages of the McCaskey Register System

It handles CREDIT sales as fast as CASH sales.
It stops goods going out of the store without being charged.
It compels your CLERKS to be CAREFUL and ACCU-
RATE.

It saves TIME and the SALARY of a bookkeeper.
It eliminates ERRORS and DISPUTES.
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It keeps the merchant in touch with each account.
It gives YOU complete INFORMATION regarding every
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It shows the clerk whom to trust and whom not.
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It is ALL done with but ONE WRITING. A postal will
bring complete information.

The McCaskey Register Co.
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Mfrs. of the Celebrated Multiplex Duplicate and Triplicate Order Pads
J. A. Plank, Tradesman Bldg., Grand Rapids, State Agent for Michigan
Agencies in all Principal Cities

THRICE WELCOME.

How the Michigan Merchants Were Welcomed to Grand Rapids.

In olden times it was customary for merchants to journey long distances over land and by sea to industrial and commercial centers for inspiration and better social and business acquaintance.

The recent revival of this movement is creditable alike to the intelligence and business instinct of the present day. Nothing is better calculated to allay prejudice and strengthen concord and unity than contact with those with whom we are even remotely associated.

Mercantile life is both interesting and educational, dealing as it does with all phases of human nature, and I rejoice in the enterprise and public spirit now manifested.

Grand Rapids is a center of thrift and business activity; it is intimately related to the commercial development of Western Michigan, and it is not too much to say that our city opens wide its doors and gives a most cordial and hospitable greeting to its patrons and friends during this week of fraternal fellowship.

William Alden Smith.

Grand Rapids welcomes you in the name of good fellowship and mutual business interests. We desire to know you better. We desire that you know us better. This city furnishes business and pleasure attractions unequalled in Western Michigan. We desire that you visit and enjoy all these attractions, not forgetting our splendid furniture factories. Here you will find the open door to better business interests and to prosperity.

We invite you to enter this "open town," which is always ready to entertain strangers, whether attracted here by business or for pleasure.

Through the medium of an enterprising Board of Trade, a generous system of railroads, an enthusiastic Common Council and a body of loyal citizens and merchants we extend to you the heartiest welcome.

The keys of the city are yours. Take them and see all there is to see and you will be convinced that Grand Rapids is indeed the metropolis of Western Michigan and a city of which any citizen may be justly proud. George E. Ellis, Mayor.

Twenty-four years ago, at the inception of my career as a trade paper publisher, it was a common occurrence for me to receive calls from country merchants, accompanied by requests that I refrain from publishing their names in the paper because they did not want their competitors to know that they bought any goods in Grand Rapids.

Times have changed since the days of 1883 and the sentiment of the retail merchants of Michigan toward the Second City has undergone a wonderful transformation. Instead of being ashamed to admit that they purchase goods in Grand Rapids they now view their relations with this market as a matter of pride and boast of the fact that they have long been customers of Grand Rapids

houses. There are reasons for this change of sentiment and the reasons are in no ways discreditable to the men who have made this market respected at home and feared abroad.

In behalf of the thousand members of the Grand Rapids Board of Trade—which includes every enterprising wholesale house at this market—I take pleasure in cordially welcoming the visiting merchants who will be with us this week, assuring them that we shall spare no effort to render their stay so pleasant and profitable that they will not only be glad they came, but resolve to repeat their visit on future occasions of this character.

The men and women who look to Grand Rapids as their chief source of supply are entitled to our best thought and most painstaking attention and once a year is none too often to give us an opportunity to show our gratitude for the confidence they repose in us.

Merchants of Michigan, with all our hearts we want you to stay as long as you can, enjoy every moment while with us and carry home with you only pleasant memories of the second annual Merchants' Week. Ernest A. Stowe,

Pres. Grand Rapids Board of Trade.

Calf Consumption Increases

Demand for calves in the Pittsburgh district and the territory which this market supplies has shown remarkable expansion in the last several years, but still the volume of business goes on increasing and killers say they could handle more than are coming, while shippers' urgent orders are often forced to go unfulfilled because of the unapproachable competition of local killers. One buyer for a large concern slaughtering calves at Pittsburgh said last week that their business in the last three years has trebled. "Three years ago," he said, "we were killing about 500 calves a week, and thought it a good business. Now we are killing about 1,500 head and can not get enough to supply all demands. It is the same with all local houses. Another shipping buyer who operates on the Pittsburgh market for the New York trade, said that he had orders for twice as many calves last week as he could get. "New York must depend upon the territory surrounding Pittsburgh for a large share of its calf supply," he said, "because the Empire State does not produce enough for her own markets, and the demand for veal in the Gotham markets is increasing each year."

"It is a strange contradiction of circumstances," remarked another buyer, "but it is a fact, nevertheless, that when veal is high the demand is almost unquenchable. A few weeks ago when calves were selling around \$6.50 on the hoof, dressed veal could have been purchased for 9 cents a pound, yet there was only a passingly good demand for it. Now that prices are higher and its costs about 14 cents for the dressed product we can not get enough calves to supply the demand. It looks to be a case of the American public wanting a thing greater the more it becomes a luxury."—Pittsburg Live Stock Journal.

DEPENDON
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Of Silks

When you have a silk customer, it is only natural that you should do your best to make her feel sure that she will be satisfied with her purchase.

And what better recommendation can you give than the fact that **DEPENDON BLACK TAFFETA** has been handled by us for over twenty years, and that practically no complaints have been made.

Dependon
Taffetas Wear Well

While only selected raw silk and the purest of dyes are used in **DEPENDON TAF-FETAS**, we ask no more for them than you have been in the habit of paying for taffetas of which this cannot be said.

JOHN V. FARWELL COMPANY
CHICAGO, THE GREAT CENTRAL MARKET

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GROWTH OF TREES.

Work Not Finished When Trees Are Planted.

The comparative growth of trees is a subject of interest to every one who owns even a small piece of ground and wishes to add to its beauty and usefulness. Often the best results are obtained by planting trees of slower growth but more permanent duration. For shade trees in our country the elm is considered unsurpassed. Although of slow growth, it fully rewards man's patience. The stately avenue of elms in the Mall at Central Park is world famous and unsurpassed even when compared with the Bois in Paris or Hyde Park in London, so that although slow in growth, when once mature, the elm is a thing of beauty and a joy forever. The hard maple is really the standard tree of Michigan. It is beautiful, gives abundant shade, furnishes us with delicious syrup, the best of sugar, and is most valuable for lumber. It must have taken centuries to develop the mighty oaks in our forests.

In orchards, especially apple orchards, the slower growing trees are the more practical and profitable in the end, the Ben Davis, the Spy and the Baldwin being examples. The peach tree is at its best for bearing fruit when it is about six years old, bearing much younger than an apple tree and being much shorter lived. The life of an apple tree might be compared with the life of a person; it lives seventy or eighty years, being at its best in bearing fruit at from ten to forty years. The pear tree grows rapidly and commences bearing as soon as a peach tree, but does not reach its best development until later.

We have the fir tree, in the State of Washington, more than three hundred feet tall, that would cut from twenty-five to fifty thousand feet of good lumber, or nearly enough to build one of the largest homes in our city or to build all the buildings on an ordinary sized farm. These mammoth trees of our Western forests have grown more rapidly than the large forest oaks of Michigan. At the same time it must have been centuries ago when they commenced their growth.

In direct contrast is the live oak of Monterey, California, which grows with such rapidity that the branches even take root wherever they touch the ground.

The willow, also a Michigan tree, grows so rapidly that if a child should plant a limb, by the time he had reached middle age the tree would be very large, branching out in many directions and affording a splendid shade. The weeping willow is a tree of much slower growth but more graceful and ornamental. The white wood is the most rapid growing tree in Michigan, and the boxwood the hardest and firmest in texture. Perhaps we all remember our experiences as children with boxwood in the shape of a ruler wielded by the hand of our teacher! Trees grow best in soil and conditions suitable to their especial wants, the willow requiring a moist soil, the pine a sandy soil;

the Yucca tree, known to those who have crossed the Mohave Desert and Southern California, grows where no other living tree or shrub can exist.

From the average life of these trees it can be readily seen that we must continue to plant, and not be content with the thought that our forefathers have planted the orchards and all that we have to do is to gather the fruit. Let us take it for granted that generations to come will appreciate the flavor of the apple, the peach and the cherry. Our work is not finished when the trees have been planted; they must be cared for, and the most important care of them at the present time is the spraying. This must be done for the purpose of exterminating the different pests that are here to feed on our trees and the fruit.

I wish to urge every one who may have one or more fruit trees to give the subject of spraying careful attention as to what is best to spray with and then to do the work.

Wm. H. Anderson.

Preserving Milk.

A new method of preserving milk in closed vessels for an indefinite period has been perfected by an inventor of London. The process consists in eliminating the air and replacing it by carbonic acid gas. Prof. Macfayden, the bacteriologist, has asserted that if all the micro-organisms could be excluded, milk would never go sour, and by aeration this claim has been substantiated. Carbonic acid gas possesses decided antiseptic qualities, and is harmless when consumed with food. In this manner milk can be stored in bottles or other similarly sealed vessels for a prolonged period without souring, as experiments have demonstrated. Similarly, owing to the antiseptic properties of the gas, aeration completes sterilization carried out by the dairyman. In the case of those who do not like the flavor of aerated drinks, the milk can be easily stilled by pouring it into an open vessel such as a glass or jug and leaving it exposed to the air for a short time.—Scientific American.

The Gentler Sex.

"She was injured in an auto accident, you say?" asked the sympathizing listener.

"Oh, no; she wasn't hurt," replied the narrator.

"But you said it was quite a serious affair."

"It was, in its consequences to her."

"But how?"

"For the time it resulted in almost total dishabillity."

We want competent
Apple and Potato Buyers
to correspond with us.

H. ELMER MOSELEY & CO.
504, 506, 508 Wm. Alden Smith Bldg.
GRAND RAPIDS, MICH.

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

Vandenberg Cigar Co.

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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

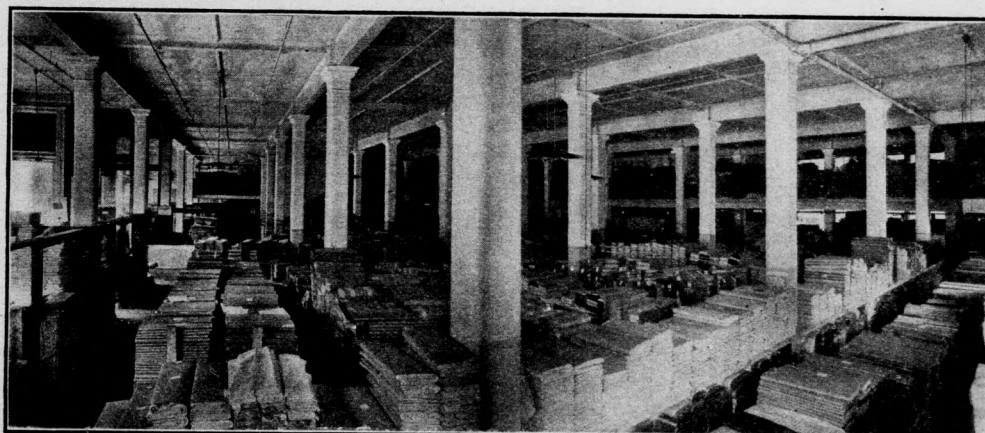
while you have a chance to get them. We offer either white or black, in 17 inch length at \$9.00 per dozen and 21 inch length at \$13.50 per dozen, both packed in half dozen boxes, sizes 6½, 7 and 7½. Ask our salesmen or write. Mail orders given careful attention.

Grand Rapids Dry Goods Co.

Exclusively Wholesale

Grand Rapids, Michigan

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EDSON, MOORE & CO.

Wholesale Dry Goods

Detroit, Mich.

FRIENDLY CO-OPERATION.

How It Can Be Exercised In Every Town.*

When Mr. Stowe told me that I had been selected to speak to-night, he said, "So many visiting merchants have accepted our invitation to attend the banquet that we have found it necessary to provide three or four banquet rooms and lists of speakers. We shall apportion our distinguished speakers, like Representative Diekema, Roadbuilder Earle and Railroad Commissioner Glasgow to these different rooms, and want a few extra speakers to fill in in case of emergency." He said, "It may be possible that these big guns will take all the time and you will not be asked to speak at all; but, in case their wind should give out, you may be called upon to speak once or even four times, so come prepared."

Appreciating the great honor thus conferred, I take this opportunity to thank President Stowe of the Board of Trade for giving me a chance to fill in and have accordingly prepared four very scholarly philippics. If the first one, which I shall now deliver, doesn't take, I will try on the other three. I have chosen for my subject Local or Civic Pride, and what I shall say, I hope, will be applicable to communities both large and small.

Pride, in the sense in which I use it, is a proper realization of personal appearance, dignity, character and worth, both of one's self, one's associates, and one's competitors. First of all, every loyal citizen of Grand Rapids or any other town is proud of his own family and his home and surroundings and his chief interest is centered there. He points with pride to his wife and children, to his house, to his beautiful flowers, his well-trimmed shrubbery, trees and his well-kept lawn. His neighbor feels the same and not only emulates him in these respects but may even surpass him. The newspapers catch the spirit and offer prizes for the most beautiful lawns. The Board of Trade appoints a standing committee on "A More Beautiful City." The city itself expends thousands of dollars annually to provide beautiful flower gardens and parks for the pleasure of all.

As you took the automobile ride through Grand Rapids yesterday and saw the beautiful homes and parks, you said more than once, "I had no idea this was such a beautiful town." And why? Because the good citizens of Grand Rapids take pride in their homes and surroundings.

What is true of our homes is gradually becoming true of our business and manufacturing establishments. The time was when the business men and manufacturers of Grand Rapids paid little or no attention to beautifying their places of business. Their back yards and alleys were dumping places and breeders of disease germs. Their unoccupied land was a disgrace to their business and unsightly to behold. No thought was taken for the health or comfort of their employees. Little or no attention was given to beautifying or rendering more sani-

*Address by C. D. Crittenden at Merchants' Week banquet.

tary and attractive the places where they spent most of their lives. Now we point with pride to the beautiful lawn and shrubbery of the Grand Rapids Chair Co. We were always pleased with the "Lily White" garden of the Valley City Milling Co. The ban of disapproval is already resting on such establishments as can and will not or do not improve their surroundings; and the Board of Trade committee on "A More Beautiful City" is planning on getting after all such this season with a sharp stick. Rest rooms, lunch rooms and hot coffee for lunches are now provided by some of our best and most successful establishments. The business men on some of the streets are uniting and working to have removed the old, unsightly, useless buildings, even al-

Monroe. You all saw it as you came up from the union depot. If you ever saw anything worse in the line of bad roads, I wish you would produce it. There are merchants here from hundreds of towns of all sizes and not one can boast of such an archaic condition of the main streets in his town as we have in our own South Ionia street. It is an actual fact that a short time ago a dog was seen to bury a bone in one of the holes of this main artery of our city. Mr. Stowe will recall this incident, for I heard him offer a prize to the man who would catch the dog and recover the bone, buried deep in the mud, that he might present it to the city fathers as a memento of his appreciation of their street paving services to their constituents. My only wish in this connection is that Good Roads Earle may be given an

methods so far as to develop strife and personal animosity. Go home and forget that you have any competitors. Expend all your energy in up-building your own business by legitimate means. Then, when you meet in your associations to devise means for beautifying your own town and attracting capital and enterprises, you will all appreciate the value of friendly co-operation. Were it not for this co-operation among the business men of Grand Rapids, you would not be their guests this week. We are proud to meet and entertain you. We are glad that you look to Grand Rapids as your source of supply. We want you to feel that your welfare and success are our chief concern. We are striving to develop the most hearty co-operation between the jobbers of Grand Rapids and all dealers who should look to us as their source of supply.

The Value of Punctuality.

Punctuality is a very admirable and commendable quality of character in anybody, but it is particularly so in a business man. It shows true appreciation of the value of one's own time, as well as the time of others, and bespeaks a scrupulous sense of honor and self-respect, which are very important and essential features of character in the honest business world. A man who lacks these qualities of character, to a great extent, it matters not how well he may be equipped otherwise, will not only suffer many losses in a commercial sense, but will be regarded as unreliable and unsafe in all business transactions involving large sums of money, and as untrustworthy in a moral sense in matters pertaining to social and civic duty. Aside from these points of consideration, punctuality may involve the welfare and even the life of human beings. The many different ways in which the truth of this statement might be demonstrated, we leave entirely to the reader, with the pertinent reminder that history is full of instances that serve to justify this assertion, besides those which may have come under the reader's own personal observation, and within his own personal experience. To the employer punctuality in the employee is one of the most admirable of all other qualities, for it tells of other qualities that generally go with it. He knows that if the employee be strictly punctual, he is most likely to be careful and conscientious in the performance of his work, and he is also likely to be diligent, and to manifest a real interest in the things that pertain to the welfare of his employer. The employer who is not punctual in the performance of his own duties is not likely to arouse the enthusiasm of his employee in this direction, and, as a consequence, his business will suffer in the matter of its management, as well as in every other department.

Learned Later.

Papa—I never told lies when I was a boy, Willie.

Willie—When did you begin, papa?

How poor is he whose only asset is wealth!



Clifford D. Crittenden

though nothing but beautiful lawns replace them.

In this connection, I mention one of our most respected citizens, who I think has done more towards molding public opinion and developing civic pride in Grand Rapids than any or many others. By his enthusiastic example, by his many speeches and papers, by his generous gift, Charles W. Garfield has endeared himself to our whole city. What is true of Mr. Garfield in Grand Rapids is more or less true of any other public spirited citizen in any community who stands for progress and the upbuilding of his town.

There are a few things about Grand Rapids of which we are not proud and most prominent among these is the condition of that main thoroughfare, South Ionia street, from Fulton to

opportunity to tell our powers that be what he thinks of them. About ten minutes of his oratory would do the business.

Grand Rapids is proud of the good fellowship existing between jobbers, manufacturers and retailers in kindred lines. The wholesale grocers have regular meetings for the interchange of ideas. Nearly all our furniture manufacturers are proud of the red triangular trade mark with the letters G. R. M. at the corners, which they place on all their furniture. The retailers have their associations for mutual protection and profit. All these dealers are competitors in the open market, but they realize the great value of pulling together in their associations. No business community can develop into the greatest usefulness if its members carry their competitive

The Supreme Need of Every Man's Life.

Of all foolish conceptions, that is the most stupid that associates breadth and freedom with a life of sensual delight. Some men refuse to become Christians lest they no longer be free to enjoy whatsoever good appeals to the appetite and passion. Well, if a sensualist claims the freedom to eat blubber, I claim freedom not to eat it. Many an epicurean and a pleasure monger calls himself free to choose, not knowing that he is in a rut up to his stomach and that his pathway is as narrow as a wagon track.

Our world holds only one universal man—the man who has found liberty by obeying laws. Every new law man learns, and lifts as a yoke to his shoulder, is a wing that lifts him into liberty. The promise is that all things shall be placed under man's feet; that everything in fire and water and air shall serve him, and everything shall when man finds out its law and obeys it.

Just now we are hearing much about the return to nature. For some reason there is a revival of interest in Rousseau and his communistic ideas. Reporters through the public press, and his students in the classroom, not to mention his public writings, represent one of the men in Columbia as teaching socialistic basis of property, marriage as a contract that should terminate with love, even if children are in the home as hostages.

The sum of the professor's teaching is that Christianity pours the soul into certain molds, cramps the faculties; that there should be a return to nature, with spontaneous and free living. But what is nature? The man who gave us the Concord grape took it out of the forest, put it in a vineyard, cramped it by a garden wall, and gave juicy clusters to the world.

This man wants us to go back to sour grapes and bitter acid. Return to nature! From a seedless orange back to an orb of gall and bitterness; from golden wheat return to wild rice. From a steel plow back to a forked stick; from a house back to a hut and a cave; from the American family back to the herd.

Under the sublime impulse toward progress everything begins to climb. The crust of the earth ascends into flowers; rude animal men become intelligent and spiritual. The stars become pilots to guide man in his upward march. Nature is not a scrub oak; nature is a forest grown oak, covering half an acre. Nature is not the poor, starved, malformed Shetland pony; it is the Kentucky horse, brought by care and cultivation to the utmost excellence. Nature is not the average man, nor the half witted; nature is the human intellect at its best, in Bacon; the imagination at its best in some Wordsworth or Tennyson; eloquence at its best in some Webster or John Bright; patriotism at its supreme point in some Phocion or Lincoln.

The natural man is the extraordinary man. Not what man is in this poor, unfriendly world, but man as he shall be when unfolded, and God and time and events in another life

shall have wrought their full ministry upon this bundle of roots named the human soul. Not a return to nature and the savage from which our fathers climbed, but the watchword should be forward, toward intelligence, genius, beauty, health, happiness and universal culture and character. For that reason Christianity is the science of man building. It is the art of right living. It teaches the youth how to make the most possible of himself. It shows us how to subordinate things that are low to faculties that are high. How to lend symmetry and harmony to the whole man.

Man needs many things. Man needs better tools, better medicine, better laws, but his supreme need is of more life. The greatest influence that man knows is the influence of the invisible on the hidden springs of being. Great is the power of the invisible. The mightiest forces that touch our earth come silently and secretly over the battlements of heaven.

A few weeks ago out near Grand Junction, Colo., I saw an orchard that had sold for a thousand dollars an acre. The man who bought it had fled from the great city to escape his appetites. Now, in the fervid days of August when the sun is pouring forth his heat to ripen the fruit, the trees and the roots must be watered as soon as the sun sets. Then, when the tree has transformed the liquor into sap for the leaves, the sun rises and turns the water into the spiced juices for the fruit.

But one August night this husbandman deserted his orchard, and with riotous companions passed his days in drunkenness and his nights in stupor. The days came and went again. The fierce sun shone on, and still the nights passed. The earth was doing its part, the sun was doing his, the tree was working against

heavy odds, the mountains yonder, snowclad, were sending down their life giving streams from a heart of crystal, but the man would not bring the life to the dying roots and boughs. Ten days passed. But when the prodigal returned it was too late.

Patient with your trees, you do not expect them to blossom one day and offer you ripe fruit the next. Be as patient with yourself as you are with a plum or a peach.

The soldier who wins his cross from the Legion of Honor buys it by heroism and bravery in the face of fiery perils. And you must buy the honor of that immortal company of martyrs and heroes into whose presence death will introduce you. See to it that when you come in you are not unknown, obscure or looked upon as a guerrilla! Be a leader of some heroic band and fight even for a lost cause. If troubles break you down for a time, even as some storm beats the bulrush into the ground, lift up your head again when the sun shines out and take up your task anew. It is a great moment for society. Every man is being counted. Be sure that you are on the right side.

Newell Dwight Hillis.

Many a man thinks he must be a good deal of a saint because he succeeds in making so many other people miserable.

You may know a man's power when you know the things that provoke him.



J. W. York & Sons

Manufacturers of
**Band Instruments and
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For Ladies, Misses and Children
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TWO FACTORIES.
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HAND SAPOLIO is a special toilet soap—superior to any other in countless ways—delicate enough for the baby's skin, and capable of removing any stain.

Costs the dealer the same as regular SAPOLIO, but should be sold at 10 cents per cake.



Special Features of the Grocery and Produce Trade.

Special Correspondence.

New York, June 8—It is said that at least 2,000 employes have been discharged by the big stores here lately and more are following every day, owing largely to the weather conditions. Of course, many have also been discharged by the manufacturers, and altogether the situation is not especially cheerful. Those salesmen who remain are having their salaries clipped to a degree that is woeful. On the other hand, the price of living has steadily advanced, and the situation is watched with much interest. The consumer can not pay for goods over a certain amount and a decrease in consumption is inevitable.

The week has been a fairly satisfactory one in the coffee market, although sales are usually of rather small lots individually. The trade in the interior is said to be carrying light supplies, but jobbers for some reason are disinclined to purchase much ahead of current wants. At the close Rio No. 7 is worth 6½c in an invoice way. In store and afloat there are 3,930,249 bags, against 3,571,080 bags at the same time last year. Mild grades move in about the usual manner and quotations show little, if any, change. Fancy Padang Interiors range from 21@29c; Mocha, 17@20c; good Cucuta, 9¼c.

The tea market this week has been rather more active, most of the demand being for low grade Pingsueys. Low grade Japans have also been sought for and the market is pretty well cleaned up. Exports of tea from Japan do not increase. On the contrary, in 1903 we imported 45,000,000 pounds; in 1904, 42,000,000; in 1905, 32,500,000, while for the season 1906-7 the amount has been but about 32,000,000. Nor are conditions in the Ceylon tea trade altogether satisfactory; but the story is too long for this report.

Better sugar weather has caused a fair amount of withdrawals under previous contract and the market generally shows improvement over last week. There is room for more improvement, however. The year will not be apt to be a record-breaker as to the amount of sugar consumed.

The rice situation is certainly in favor of the seller. Rains in the producing regions have been much too "wet," even for rice and the outlook for a big crop is by no means encouraging. The demand has been very good. Consumers seem to fall back on this staple when meat and other provisions advance and, of course, this causes quotations to be firmly maintained. Choice to fancy head, 5@6¼c.

There is some improvement reported among jobbers so far as spices are concerned, and prices are well sustained, although no material change is to be chronicled.

The season has not been favorable for much activity in the molasses

market, and yet there seems no occasion for complaint. Stocks are only of moderate proportions and prices are well held at recent figures. Syrups are unchanged.

In canned goods tomatoes seem to occupy most attention. The orders sent to the Peninsula for goods have been very numerous and packers turn down with neatness and despatch any offer of less than 67½c f. o. b. factory for standard No. 3s. Spots are firm at 92½c. Corn is in better request and offerings of spot have been diminishing rapidly. Some New York State of pretty good quality has sold at 60c, and Southern, Maine style, delivered at 55c. Packers are mighty chary about making contracts for futures, as the weather is decidedly against a good crop. The range seems to be 65c for New York, and Southern, 55@57½c, Maine style. Other goods are moving with some uncertainty and the chances are very much in favor of a short pack all around and consequent advancing rates.

The receipts of butter have been larger and at the close there is some accumulation—a condition that has not prevailed for some time. Extra creamery, 24½@25c; firsts, 23@24c; imitation creamery, 21@21½c; Western factory firsts, 20½c; seconds, 19½@20c; renovated, 20½@21c.

Cheese shows a freer supply of the small sizes and a decline of about ¼c has taken place, 12c being now the top figure. Large sizes are in moderate supply and fetch 12¼c.

Eggs are in plentiful supply, luckily for the consumer, who finds his meat

advanced on the better grades. The market is steady at 16½c for Western fresh gathered extra firsts, and ½c less for firsts.

Recommendations on Weights and Measures.

The conference on weights and measures which was recently in session in Washington with an attendance of seventeen representatives from various states, adopted recommendations that each state should have a state commissioner in charge of weights and measures; that suitable quarters and equipment should be provided at the expense of the state; that the commissioner should make annual report to the governor covering the extent of his services, showing the number of weights, measures and balances tested, sealed or condemned, and that all weighing or measuring devices used in trade should be approved by the National Bureau of Standards, subject to local inspection for defective operation.

The Bureau of Standards was also authorized to prepare a set of model regulations for the guidance of local inspectors.

A great many saints blow the gas out with their sighing and then complain that God has forsaken them.

Only he that hath confessed to a friend can appreciate the wisdom of keeping his mouth shut.

You often can lead with the silken cord of love when all the cables of logic would fail.

Sherwood Hall Co., Ltd.

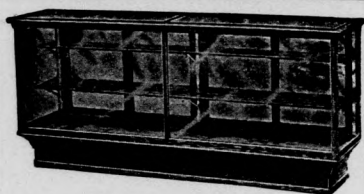
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Hurts You More Than It Does Your Employer.

The prosperity of one of the wealthiest hotel owners in the United States is based upon the fact that when he was running a small business, years ago, he insisted upon perfect cleanliness. He was not satisfied with the reports of his manager and housekeeper. He investigated. He asked questions of the minor employees. He knew everything that was being done and everything that was being left undone.

One result of his ceaseless activity was the spread among the traveling public of the information that "So-and-So ran a hotel in which there were perfectly pure food, perfect accommodations of every sort, and in which he gave personal attention to every detail." He has so much money now that he does not have to give attention to any detail, but the old habit is upon him still, and he still supervises the smallest items.

In this thoroughness there is a lesson for every worker in the world.

The Greeks used to furnish their halls with statues which were just as carefully wrought upon those surfaces that were not seen as were those parts that were exposed to view. Their artists spent just as much time and devoted just as much care to the task of finishing the inside of a shield that would never be seen as they gave to the principal features of the statue.

"Be thorough" ought to be one of the watchwords of every worker. There is altogether too much careless and shoddy work being done where thorough work should be the rule.

In the investigation of the charges of graft made in connection with the construction of the State capitol at Harrisburg it was found that pillars that were supposed to be of solid marble were only shells filled with composition. The State capitol at Albany provided other examples of this sort of building.

The ancients had a story which, had it been heeded, might have prevented some of this. They told of a man who had constructed a boat for another. The builder made a bad boat. One day, years later, and at a point distant from his own village, he had to cross a stormy strait. As soon as he entered the vessel he recognized it as the one which he had built so carelessly. He wanted to turn back, but it was too late. The vessel foundered and the shipwright was lost.

Most logicians contend that it is better to do a good thing with a bad motive than not to do it at all, and although it would be sheer selfishness and therefore an unworthy motive to do good work simply through a fear that if the work were done badly harm would come to the doer, still a good piece of work is a good piece of work, and the world always has room for another piece of the same kind.

The right feeling to have about work is that it is in the nature of a contract, that it calls for the best that the worker has in him, and that he should perform it to the best of his ability. That is the only sort of work that brings any satisfaction to

the doer. The worker who skimps his work not only runs a fine chance of being detected and disgraced but he is constantly injuring himself.

Suppose the work is drudgery. It is only increasing that drudgery to try to cheat. The man who puts his whole heart into it will get it over much quicker than he who dawdles with it and spends most of his time fretting because it is taskwork.

No house built upon the sands ever withstood a hurricane. In this world one can never tell when the next hurricane is to arrive. When it does come it is better to be living in a secure place. No one can tell to what strains the work that he is doing is to be put. It is better then to do that work so that no matter what trials it has to pass through it will pass through them triumphantly and will emerge bringing honor to the worker.

The most selfish men agree that it is bad policy, if nothing more severe, to cheat one's self. The best is none too good to attempt.

Louis Welday.

The Art of Approach.

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

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

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

To Protect His Son.

Little Frank—Mamma, please tell me how father got to know you.

Mother—One day I fell into the deep river and your father jumped in and saved me.

Little Frank—Well, that's funny; he won't let me learn how to swim.

The Golden Rule is an excellent prescription for the other fellow.

Life, insult me not by offering me a little bribe.



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by handling our brands of teas and coffees. Keep your customers—don't let them go to the so-called "Tea Store" for their things—with

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you can compete with everybody, you can MAKE NEW customers.

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Futility of Undertaking to Prevent Misfit Marriages.

There are a good many signs that seem to indicate that we are slowly, but surely, drifting towards a paternal form of government. One of the most significant proofs of this is furnished by the fact that several of the states are seriously contemplating setting up in the matrimonial agency business and deciding the important question of who shall marry, and when they shall do it.

So far there seems to be as much difference of opinion on the subject in states as there is in individuals. Wisconsin is all for booming connubial bliss and protecting her infant industries, and at a session of her Legislature two bills were introduced with that end in view. One of these provided that the assessors of towns should take a list of the unmarried men of 36 or over and levy a special tax of \$10 a year on each, while the other bill offered a substantial premium to the mothers of large families.

In Minnesota, on the other hand, marriage is at a discount, and it is supposed to allow only the physically fit to marry. All candidates for matrimony must be examined by competent physicians and must present a clean bill of health, showing they have no mental or bodily disorders and are cursed with no hereditary taint before they can obtain the State's blessing upon their union.

The state regulation of marriage is a matter in which all women are vitally interested, for between death and divorce there is no telling when even a married woman may need another husband, and the Minnesota view of the subject is distinctly discouraging. In these days of overproduction of women and underproduction of men, it is no easy matter to catch a husband, even under the most favorable auspices, and if all the masculine drunkards and cranks and dyspeptics are to be barred out, it plainly reduces a girl's matrimonial chances to zero. Of course, she is a million times better off single than she is as the wife of such a man, and it is a wise and beneficent provision of the state to try to protect her from the effects of her own folly. Oceans of arguments will never convince a girl who is in love of it, however, and in case of both the Wisconsin and the Minnesota bills becoming actively enforced laws, I look to see a wholesale emigration of Minnesota's spinster population to her sister state.

Pathologically, there can be no argument against the wisdom of preventing diseased people marrying. Insanity could be stamped out. Idiocy would be prevented. Consumption and epilepsy would disappear, and we should be well on the way to that millennium when everybody born in the world would have a sound mind in a sound body. There is no other thought in the world so appalling and

so fraught with pathos as that of the millions of sickly and deformed and feeble-minded children whose sole heritage in life is the diseases and sins of their parents. Nothing can atone for such a crime against the individual and against society, and anything that even tends to lessen it is a blessing to humanity.

Probably no one will deny the advantage to posterity of permitting only the fit to marry, but some will say that the price is too high to pay, and ask, with Artemus Ward, What has posterity ever done for us that we should sacrifice ourselves for it? Let us look at the matter practically, instead of sentimentally, for after all the time comes when every romance gets down to hard, indisputable facts, and see if in the long run it wouldn't make for the present happiness of the ones concerned as well as for the good of the race.

If Algernon were refused permission to marry Maud because he was a drunkard, or the state refused to grant Gustavus a license to wed Evelina because she was physically unsound, no doubt these young people would consider themselves hardly used, and think of blighted lives and broken hearts, and all the rest of us would drop a few sympathetic tears and join with them in bewailing their hard fate.

In reality, we should save our pity for the girls whom nothing stops from marrying drunkards and the men who find themselves tied for life to sickly wives. That is the place where our tears are due. You see, things have such a habit of working out differently in real life from the way one expects it to be beforehand. When Maud falls in love with a dissipated man and looks at the future, she does not see herself dragged down to poverty, a drunkard's wife, getting up in the night to let in a disgusting, reeling, maudlin man. She sees herself, by that beautiful wifely influence of which we hear so much, and see so little, leading him up to the higher life, and it is this picture of herself as a guardian angel that makes her rush into taking a step she spends the balance of her life repenting. We can all count up on one finger of one hand, and have a finger to spare, all the women we personally know who have reformed men, but it would take a patent adding machine to enumerate all the ones we know who have wrecked their lives trying to do it. If there is any way by which the Government can prevent girls making fool matches, for heaven's sake let us have it.

It is the same way, too, with men who marry sickly girls. When a young fellow is in love with an ethereal-looking young creature, her very delicacy gives her an added charm. He pictures himself cherishing and guarding her, and winning the roses back into her cheeks, just like heroes always do in novels. Do you suppose if he had a vision, for one moment, of what the reality of having an invalid wife is, that he would marry her? Not on your life. If he is a poor man, it means that he spends his days toiling to pay doctors' bills and druggists' bills. It means that he goes home to an ill-kept house, to

humor a sick person's whims, to querulous complaints and temper and nerves. There is no martyr in all the calendar who is more deserving of reverence and adoration than the husband who bears patiently with an invalid wife, but any man who is prevented, forcibly if necessary, from getting himself into such a scrape should erect a monument in gratitude to whomever stopped him in time.

If the state once begins to regulate who shall marry, however, there is no reason it should stop at a health quarantine. There are so many other things. There is the financial side, for instance. I am not one of those who believe that wealth is necessary to happiness, but a sufficiency is. You can not love properly on an empty stomach, and it is just a plain, simple business proposition that no man has a right to marry until he has some settled occupation that will enable him to support a family.

We Americans are the most sentimental people on earth, and when we hear of an impecunious youth who has never supported himself marrying a girl who has not a penny to bless herself with, we don't look on them as a pair of young criminals, as they deserve. We back them up in it, as if marriage was a kind of supernatural state in which people were never hungry nor did not have to have clothes, and we entirely overlook the fact that nine times out of ten they go and settle themselves down on some hard-worked old father or mother, who has to take care of them because they can not see them starve. "Love is enough," says the old poem. So it would be if we were

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Eat "AS YOU LIKE IT" horse radish
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all heart, but as long as a very infinitesimal portion of our anatomy is heart, and all the rest is body, that has to be fed and clothed and housed, love is not enough by a long shot. So far as my opinion goes, whenever the marriage laws are amended, I am in favor of inserting a good, strong, financial plank into them, and making every man stand on it before he is given a right to starve a woman.

Then there is the question of suitability. I have often thought that a good matrimonial advisory committee, with power to enforce their advice, was one of the crying needs of every community. They might do a world of good, and at any rate they could not make worse selections than many people make for themselves. One of the heart-breaking things of life is the fatal persistency with which men marry a woman for one quality and expect her to possess the opposite the minute the ceremony is over. I have a friend, a doctor, a charming man, whose wife died, leaving him with four little children. Within a year he married again, giving as his apology for haste that his children needed a mother. There was no doubt they did, but what kind of a mother do you think he provided them with? He picked out a beautiful, gay, high-spirited young girl of 19 years, who was just as fit and competent to form and guide those little souls as she was to pilot an ocean liner across the sea. Is it any wonder that such a marriage is a failure, that the husband is dissatisfied, and the wife rebellious and the children growing up without control? The stupidest advisory committee in the world could see how it was bound to end, and would have warned a man against committing such a folly. Nor is this an isolated case. There are plenty of similar ones all about us—wrecks of happiness that might so easily have been prevented if only the foolhardy mariners would have heeded the danger signals that marked the course.

After all, though, any talk in this country of the state regulating marriage is idle. Cupid laughs at difficulties. The affections are amenable to no laws, and just as long as there are men and women they will marry when and whom they please.

And the divorce courts will be kept busy sorting out the misfits.

Dorothy Dix.

All She Wanted.

A Massachusetts man, prominent in philanthropic circles, tells of a poor little waif who, together with some fresh-air fund children, was one summer taken down to East Gloucester.

The man had wandered down on the rocks, and found in a quiet place the waif sitting by herself, surveying the ocean with great interest.

"Why, little girl," said the philanthropist, "you are entirely alone! Don't you want to play with the other children?"

"No, sir," was the reply, "I'd rather look at the ocean."

"And what do you find to interest you in the water?"

"There's such a lot of it," responded the waif, with a quiet enthusiasm, "an' it's the only time in me life I've ever seed enough of anything."

Conjuring of the New Chemistry.

Conjurors with chemistry often have invoked electricity to produce the most important of all inorganic products, iron. If this problem ever could be solved in an economical way it would revolutionize the position of the leading nations. On the one hand the enormous quantity of coal now consumed in the production of iron and steel would be set free for other uses, and the exhaustion of the coal fields would be put off to a corresponding extent. On the other hand the production of iron would pass over into the hands of those nations which command the largest amount of water power and which, therefore, can produce electricity most cheaply. Great Britain and Germany would go to the wall and the United States would become omnipotent in iron. One of the feats of applied chemistry has been the substitution of artificial for natural coloring matter. The coloring substance of madder—alizarin—now is made from coal tar and has altogether taken the place of the impure form in which it occurs in the madder plant. The growers of this plant have had to abandon its culture altogether. A similar fate has partly overtaken the culture of indigo. Synthetic indigotin now is manufactured at such a low price that its competition has proved a severe blow to indigo planting interests. Perhaps the greatest problem of applied chemistry is the direct production of feeding stuffs for man and beast. The synthesis of alimentary substances from inorganic matter up to this moment has not been even remotely achieved, nor can we at present so much as guess the direction in which this might be done, whilst as for the production of food from sawdust and other waste inorganic substances we are in no better case. But even here the word impossible is not pronounced. In a more modest form chemistry has found magnificent scope in the extraction of alimentary substances from new sources and in the increase of production from the old. The colossal industry of beet sugars is an instance of the former, whilst agricultural chemistry as a whole works in the other direction.

A Returned Job.

A Chicago hotel-manager employed a man named "Bill" to do his window-washing. One morning Bill was amusing himself by reading the paper, and, as bad luck would have it, the manager looked in. "What's this?" he said. "Pack up your things and go," said the manager. So poor Bill drew his money, went upstairs and put on his good clothes. Coming down, he happened to run across the manager, who did not recognize him in his black coat. "Do you want a job?" asked the manager. "Yes, sir," said Bill. "Can you clean windows?" "Yes, sir." "You look a handy sort of fellow. I gave the last man only \$5, but I'll give you \$7." "Thank you, sir," said Bill, and in half an hour he was back in the same old room, cleaning the windows this time, and not reading the paper.

The only evil that can harm us is the evil we love.

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They are the Perfected Result of Years of
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You are losing
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Simple Account File



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

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TRADESMAN COMPANY, Grand Rapids



Notable Features of Summer Trade in Shoes.

The readers of this department will remember the prediction was made that tan shoes would be much in evidence with the arrival of warm weather, and those dealers who stocked up with a line of tan shoes are already reaping the benefit of this demand. In fact, the tan shoe has always been popular for summer wear by careful dressers who prefer, like the Englishman, to have their footwear to some extent match the clothing. A Briton who recently visited this country commented upon the fact that Americans generally wear the same shoes mornings, afternoons and evenings, as a rule, wearing patent leather shoes practically all the time. Even outside the "mode" in London tan shoes are used in the morning costume if the weather is pleasant, or a dull leather shoe if moist or raining, and in the evening patent leather shoes are worn with the dress suit. If a frock coat is worn in the afternoon patent leather shoes are worn with this also, but made with a heavier sole than the dress shoe.

High class dealers will do well to cater to this matter of appropriateness of footwear to match the costume for the reason that all converts would necessarily purchase several pairs of shoes in order to carry out the ethics of correct dress, and the more shoes worn the more shoes sold. If, when your customer comes in to purchase a pair of shoes, you can sell him a pair of patent leathers, a pair of gun metal and a pair of tans you are certainly better off than if you sold him simply the one pair which he intended to purchase when he entered your store.

To work up the average man to this point may take some time and effort, but it can be done in many cases by careful and tactful advice given in an off-hand manner, adapted to suit the particular customer whom you are serving. Another way in which this may be accomplished is by means of proper window dressing. And here the clothier has a distinct advantage. For he can arrange his footwear with the appropriate garments which should go with it, and in this way group together the proper fitments.

As was stated above, the tan shoe is most popular this summer, and retailers who have a stock of them on hand are having a ready sale for them. In women's lines golden brown is the correct shade. But in men's goods many prefer the darker shade, although not so dark as has been the rule for some previous seasons. The tan shoe, as it is dressed, grows constantly darker, so that the average man prefers to secure a lighter shade to begin with, in order that the darkening process may leave the shoe to a longer life of correct coloring.

But patent leather shoes are still

the vogue, and are being worn for summer wear, although it is essentially an evening and cold weather shoe. With the patent leather comes the complaints of poor wear, checking and splitting. Notwithstanding the fact that dealers generally sell patent leather shoes without any guarantee, the shoe trade has accustomed itself to repairing damages on unsatisfactory shoes, and customers demand redress on patent leather, just the same as on more durable kinds. Frequently careless handling of patent leather does distinct damage to the stock even before it is sold, and it is, therefore, interesting to know that the retail dealer is now in a position to be supplied with a preparation which will repair slight damages to shoes in stock, or those which are brought in on account of unsatisfactory wear of the varnish or patent finish.

Manufacturers have used such a preparation for many years in repairing slight damages due to lastings, and no patent leather shoe is likely to leave the factory without being thoroughly inspected, and any cracks or checks in the finish being touched up with the preparation for this purpose. It is well for the retailer to have on hand some of this patent gloss to varnish or mend cracks and checks, for this stuff covers the defect in such a manner that it will look as good as new, and in most cases wear as well as ever. It is well for the retailer to use some of the dull hours, early in the morning, or during stormy days, to carefully inspect his patent leather goods, and see that they are not drying too fast, or being kept in too cool a place to be detrimental to the varnish or finish.

Considerable trouble is sometimes experienced where several pairs are shown the customer, owing to the mismatching of shoes. With so many different toes as are now shown the careless clerk is apt to put his shoes back in the wrong shelf boxes, and as a consequence occasionally sell a mismatched pair of shoes. The mistake may not be noticed by the customer at once but the shoes are returned in a day or two, hopelessly damaged as regards further sale, but must be replaced by a properly mated pair. It is for this reason that many retailers adopt the plan of numbering each pair of shoes and marking this number upon the soles, or upon the linings in such a way that if the shoes become mismatched while trying on, the two bearing the same mate number are easily found and placed together. This requires a little time at the start, but it pays a good deal better and costs less than the giving of a new pair of shoes for a mismatched pair.

Some dealers carry a set of duplicate numbers gummed and perforated like postage stamps, so that the same number may be placed on each shoe, usually on the inner face of the heel. But this, although convenient, is no addition to the appearance of the shoe, and it is much better to make a small, neat mark with pencil or ink at the toe on the sole, or in the upper part of the lining. This seems to be a small matter, but is

Hard Pan Shoes

Of the Right Kind of Leather and the Right Kind of Making

Every pair from our factory reflects the care given to its production. Using stock that we know to be the best produced in this country, we put full value into the making.

For boys' as well as men's wear the quality of workmanship is Hard Pan quality, and that is the best. So sure are we about both making and stock that we put our name on the strap of every pair and guarantee the quality.

New customers are coming into line every day. Have you joined the Retail Shoe Dealers' Hard Pan Association? Send in your application today.

Our Name on the Strap of Every Pair

Herold-Bertsch Shoe Co.

Makers of Shoes
Grand Rapids, Mich.



Stock No. 887

Our Strong Specialties

Misses' and Children's Shoes



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Values
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HOOD RUBBERS - Not Made by Any Trust



Men's "Princeton"

Write for Catalogue—Rubber and Leather

S. A. Light Plain Over

Notice the strong lines. "HOOD" on the shank means profit for you and satisfaction for the consumer.

Geo. H. Reeder & Co.

(Under New Management)

Grand Rapids, Michigan

one which will save trouble and expense in further handling of shoes.

Anything unusual in a window is apt to attract attention. Every once in a while we hear of a dealer who shows, as the central attraction in his window display, a gigantic shoe. Such a shoe is very expensive if properly made, for it requires a great deal of leather and special machinery, as well as unusual care in every process. An enterprising window display man has overcome this difficulty by manufacturing a shoe 3½ feet long and about 2 feet high which answers every purpose, yet which can be supplied at a moderate price. This shoe is made of papier mache, and resembles a fashionable shoe in every detail to such an extent as to deceive even those who examine it closely through a plate glass window. These shoes are made now to resemble almost any kind of leather, both in tan and dark colors. And such a shoe which can be produced at a moderate price is something which will be welcomed by any window dresser who wishes to have something unusual to attract in his store window.

In women's shoes a large number of manufacturers are turning out samples with cloth tops. The high cost of leather is having its effects in the pushing of such materials for the tops of shoes. The fashion of cloth tops in women's shoes comes around about once in so many years, and next winter will see a large number of lines that show tops of this material. It will not be so general in men's shoes, although in dress shoes it has already arrived and many manufacturers are showing fine turn sole patent leather shoes with rich broadcloth tops, and flat, dark, pearl buttons for wear with evening dress. Some fancy silk vestings are also shown, and it is possible that another year will show a fairly large demand for these fancy tops. It may be well for the retailer who wishes to be right up-to-date to have a few of these dress shoes on hand, and push them among his particular customers.

Another point worth noting is the growing demand for rubber heels. These have been usually sold separate from the shoes at an extra cost of 50 cents a pair attached, the dealer making about 10 cents on the operation. But some of the leading manufacturers, including those having their own retail stores, are now turning out lines with rubber heels already attached to the shoes. And these are sold at an advance of 50 cents over the same shoes with leather heels. As these shoes can be produced by the manufacturers at a slightly advanced cost per pair over those with leather heels, and are sold by the manufacturers to the trade at an advance of 25 cents per pair, both the manufacturer and the retailer are benefited, for the latter gets a clean quarter of a dollar extra profit on each pair of shoes of this character.—Clothier and Furnisher.

A review of life reveals that the things we most regretted at the time are the ones to which we owe most now.

New Facts About the Whale.

Man knows but little here below about the whale, although he has been pursuing this greatest of animals for over 1,000 years. Dr. Frederick William True, of the United States National Museum, has disentangled the species from the web of names in which they were enveloped by the unscientific observers, and has reduced them to a few good species. Anciently when natural histories contained so much fabulous lore that they might be classed as fiction in a library whales were described as 150 feet long and 100 tons in weight. The extreme length reached by the sulphur bottom whale, the largest animal that lives or has ever lived, is about eighty-five feet. Mr. Frederic A. Lucas made a trip to the south coast of Newfoundland to get the biggest possible whale for the National Museum, and came back with a great sulphur bottom or "blue whale." Modern museums exhibit these huge beasts so that visitors may get a correct idea of their size and appearance, and know more about them than those who go down to the sea in ships and do business in great waters. The whale's spouting or blowing occurs with its ordinary act of breathing out; the whale breathes in air at far longer intervals than the land animals. When it rises to the surface for a fresh supply it expels forcibly from its lungs the air taken in at the last inspiration. This condenses in the cold atmosphere and forms a column of steam or spray. Originally only the oil of whales was used, and much of this was wasted by extravagant methods. And the tremendous carcasses were left to drift. Nowadays the flesh and bones are used for fertilizer, the viscera for leather, and scraps for glue, and the whole whale is used up in forty-eight hours.

Lore of Canadian Indians.

Fish people, animal people and bird people are the three sorts of folk among the Canadian Indians. The fish people, or Chit-sangh, are fair, and live on fish, the Nah-t'sangh, or animal people, are dark, and live on flesh; the Taingees-ah-tsah, or bird people, are medium and live on both flesh and fish. They are all generally pusillanimous, timid and cowardly, but proverbially honest, hospitable, and, in pretrading days, chaste. Their folk tales show us that their lives were moral and well regulated; that deep shame and disgrace followed a lapse from virtue in the married and unmarried of both sexes. The praise and enjoyment of virtue, self-discipline and abstinence in young men is clearly brought out; whilst respect and consideration paid by the young everywhere to their elders affords an example to more advanced races. The life of an average Indian as it was lived in the earlier days was not that of a vicious and degraded savage. He had advanced many stages beyond this when we first came into contact with him, and his life, although simple and rude, on the whole was well ordered and happy.

Animals Are True Barometers.

Are the tree toads, swallows and fishes trustworthy barometers? Prof.

Robert Leudimayer, of the University of Prague, assures the world that many species of animals probably sense electric waves emanating from distant storms, the local electric tension, the ionizing of the atmosphere, the permeability of higher strata to light in small waves, and the atmospheric pressure, as well as moisture and temperature, and by certain combinations of such perceptions are reflectively led to special actions that stand in a casual relation to the coming weather. The question whether the high or low flight respectively of the insects and the behavior of the fishes, tree frogs and swallows standing in connection therewith can be used as weather indications seems to him to be not yet finally answered. So far as the scientific investigations hereupon permit a conclusion no connection exists indeed, but since an instinctive accommodation of the conduct of the insects to the coming weather is possible and undoubtedly would be extremely advantageous to them, he deems it nevertheless not

impossible that such a one exists in fact.

You can not bear the fruits of heaven if you live in the clouds of hatred.

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All Leathers, in White, Black or Brown

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Old Boys and Young

Both Big and Little, Are All Hard on Shoes

We make all kinds of this variety of footwear out of the stoutest leathers and strengthen them so well at every point of strain that they give good satisfaction under extreme hard usage. * * *

And Boys' shoes that will do this possess such a far-reaching business-pulling power that you can't afford not to know all about them.

Rindge, Kalmbach, Logie & Co., Ltd.

Grand Rapids, Mich.

UNCONVENTIONAL COUPLE.

Reason Other People Denominate Them "Queer."

Written for the Tradesman.

"Yes," observed the splendid woman who thinks out things, "I suppose my husband (who, you know, is a doctor) and I are not in the least conventional; in fact, there's scarcely a phase of our lives that our friends and neighbors would cut and dry for us in just the way that we see fit to cut and dry them. I hardly know which of us they consider the more 'peculiar.'

"We have enough money so that we don't worry about the future, but we live in a house so small that our acquaintances 'can't turn around in it.' The lot is roomy and covered with velvety sod that is just as even as John's sharp lawn mower can make it. And that brings me to one of my husband's 'peculiarist peculiarities': he will mow his own grass. Not one of the men in our block so 'demeans himself' as to be seen pushing a lawn mower. But John thinks it's great fun; says he gets better exercise out of that than out of the Whitley togglement down in his office. He says that his breathing apparatus needs no 'exercises' while he is doing the shove act over the grass. 'Howsomever' that may be, I notice that he doesn't cough as he used to.

"Then there's nothing we enjoy better, in the line of good hard work, than taking care of the garden. Nobody but ourselves keeps the weeds 'down'; the grass can't even get a start in our garden. In the little patch in the corner of the yard we grow more stuff than you could 'shake a stick at'—even all the 'praties' we eat in the winter. We have a little of everything, planted at different times, so as to have vegetables coming on all the while during the 'green stuff' season. We have all that we can use, besides supplying our fashionable neighbors with frequent samples. They always are pleased to receive these at our hands, although there isn't one of 'em—man or woman—that would dream of soiling their own by contact with dear Mother Earth. That would be altogether too plebeian, don't you know. But during the childhood of both John and myself our fathers taught us that to be able to make plant life grow—to make it thrive under the watchful eye—is an ennobling occupation; that we should be proud of the knowledge of how to do this and joy in it. So you see the love of gardening is deeprooted in our nature—it reaches to the very beginnings of our character.

"In the winter the Doctor and I spend many of our leisure moments in our respectable-sized conservatory—some would call it a greenhouse. Here we raise flowers, also a few vegetables to tide us over until the spring. Flowers, to buy, are always expensive and we like to be able to give poor people we know a whiff from Heaven. So we watch a particularly bright geranium, pink or rose and say: 'This flower is for poor old Grandma Bedeau,' or 'That carnation over yonder is for little lame Mamie Maxon.' And so we come to take a

very special interest in each blossom that opens its heart.

"John and his wife have 'queer' notions about everything they do, I guess! We don't, as a rule, give Christmas presents to each other. We are thoughtful of the other's pleasure in all seasons and on all days, but gift-giving at Christmas, as it is at the present time, seems to us to more than border on the absurd. So we ferret out pauper children and make their miserable existence happy not only for the one day but for many thereafter.

"Last Christmas we played Santa Claus to a pitiable little object—a child that had the 'rickets,' and was crosseyed besides. We had become greatly interested in him some time before December 25. We found out where he lived and about his circumstances: It seems he was one of a family of three unhealthy little specimens. When questioned concerning his past he was reticent. Of course we respected his reserve; but we ascertained from other sources that his father was a shiftless coot; that his mother had left the man on account of his dissipated habits and was out West in Oregon. The woman's old parents wanted to have the boy live with them, but the father was determined they shouldn't keep him. There was a great deal of jangling about it, but the old people prevailed and now possess the child.

"When we went to take him Christmas presents for the first time the grandmother said we had better not come in as he was sick with typhoid fever. We kept the child supplied with fresh eggs and milk during his convalescence, and for a week of this we had him up at our house, where I knew discretion would be observed as to his diet.

"The neighbors—always the neighbors—looked upon that move as (literally) crazy on our part, and wondered why we didn't select a better-looking piece of humanity toward whom to show charity. But John and I reckoned that the rickety sort is the sort Christ would rather help, and so we didn't much care what the neighbors would have preferred.

"No, I'm afraid we don't please the neighbors overly much in our chosen conduct, but it is our life we have to live and not theirs. When our Christianity is 'applied' we are not in the habit of consulting them as to the pretty way or the pretty place to 'apply' it; we just 'apply' it where it appears, in our humble view, it would do the most good.

"Then there's the matter of our chosen friends. Fashionable people say to me:

"Oh, why don't you cultivate the acquaintance of Mrs. Moneygot? It would help you so much in your social career."

"Social career' fiddlesticks! What do I care about 'help in my social career?' I am not making a 'social career' the end and aim of my existence—far from it. I am a sociable human being, but I don't chase after rich people to help me in any way to make a show.

"And my John looks upon the matter in exactly the same light. We have our coterie of choice friends,

and like to go and see them and have them at our house; but, when we make a feast, mind you, we invite the 'lame, the halt and the blind' who are too poor to do anything for us in return.

"And then there are girls who have made a mistake and seemingly wrecked their prospects irreparably. We help these to start again and make something of their wretched lives.

"We always try to think what Christ would have us do, and then do our duty according to that light.

"And for this our neighbors, and many other stylish folk, denominate us as 'queer.'" Lucie.

All in the Way She Was Trained.

Dr. Russell H. Conwell, the famous pastor of the Baptist Temple in Philadelphia, in a lecture delivered in New Haven not long ago, predicted wonderful progress in rapid-transit facilities in the near future, and at the same time deprecated the slowness of present railroad travel. To illustrate this point Dr. Conwell told an amusing story of a woman who was traveling with her child. The train was delayed by many tiresome and seemingly unnecessary stops, and when the conductor was collecting fares the woman refused to pay for her little girl.

"That child is old enough to have her fare paid," said the conductor, very sternly.

"Well, perhaps she is old enough now," replied the woman, "but she wasn't when the train started."

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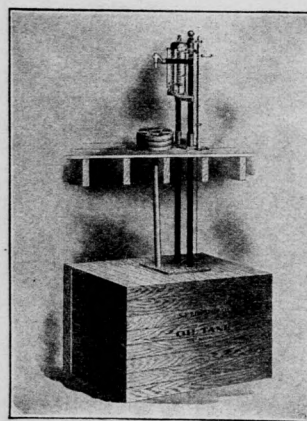
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The Tank That Saves



Cut No. 1—Cellar Outfit
One of Fifty Styles

Unless you have a Bowser Self-measuring, Self-computing Oil Tank, you are constantly losing money through leakage, evaporation, dripping and careless handling.

Why not install a Bowser and let it pay for itself in the first year by the money it saves? Meanwhile its safety, convenience and cleanliness are all clear gain.

Send for Catalog M which illustrates and describes the Bowser Tanks.

S. F. BOWSER & COMPANY, Inc.

Fort Wayne, Indiana

If you have an old Bowser and want a new one, write us for our liberal exchange offer

REFUNDING MONEY.

Stores Should Live Up To Their Promises.

Written for the Tradesman.

Do you pretend, Mr. Merchant, to refund money for goods that are sold but found unsatisfactory? Do you pretend to return that money cheerfully? If you give it out that you do both, and you do neither, then, to put it mildly, you are a hypocrite.

It does no good to constantly state in your advertisements that you carry out this practice, and then sometimes return money when requested and sometimes not. If you say you do thus-and-so do it, not stand and haggle over the matter.

I heard of one merchant who made great protestations about giving money back when desired, but who nevertheless instructed his help never to do so when they could possibly skin out of it. They were told to try and palm off any and all kinds of goods as substitutes for those wanted and to refund money only when the last loophole of escape was cut off.

There is nothing that will quicker turn a customer's goodwill into positive dislike than to receive such treatment.

I know of just such a case that occurred in a large local store last week:

On Friday a young lady entered this store for the purpose of purchasing corsets. They did not carry what she called for, and began at once a process of substitution. The girl wanted a certain make that she knew to fit her figure and the price would be about what she could compass.

"No, they didn't carry that make, but they had 'something just as nice.'"

The goods were shown, but as they were a dead-letter to the girl so far as the name was concerned, and were neither the quality nor the size desired, she did not want them.

"What size did she wish?"

The girl said, "Nineteen."

At this the clerk began to show her something else that she claimed was exactly as fine as the corset asked for in the first place.

The customer looked at the second ones displayed, and was rather favorably impressed with them.

Then the clerk, who knew all the time that she didn't have any 19's in stock, began to talk to the girl about her "not being able to get into a number 19."

"Why, that is what I always wear; I never get a larger size," asserted the patron.

"Well, these run very small, much smaller than other makes."

"But this 20 looks very much too large."

"Can't help the looks. I am positive you couldn't wear anything less than a number 20."

Finally, after much coercive persuasion, the girl took the hated number home to try on at night and take back the next day if undesirable.

The girl put the corset on in the evening. No go—fitted like the dickens and was stiff and uncomfortable.

Took corsets back to same clerk

the next morning and was again induced to take another corset home to "see how she liked it."

The result was the same as in the other trial.

I forgot to say that the clerk had stated that the goods the customer called for first would surely be in by Monday.

Monday came, but no corsets in sight.

On the demand of the customer to have her money back it was refused, although the establishment has the reputation that it "returns money if goods are unsatisfactory."

I told the annoyed young lady to tell that clerk she would go to the proprietor about the proceeding and see what that would do. If she still refused I told her not to hesitate to carry out her threat.

She was waiting to have a dress fitted over new corsets and the delay occasioned her no end of inconvenience.

Such things don't help a store one particle to retain trade.

Do you for a moment suppose that that girl will ever again attempt to get corsets at that place?

Not much. Mary Handy.

Recent Trade Changes in the Hoo-sier State.

Boonville—Louis Kuntzman will continue the bakery business formerly conducted by Louis Kuntzman & Son.

Carlisle—Ridgway Bros. are succeeded in the general merchandise business by G. A. Ridgway.

Greenfield—W. H. Stewart, dealer in wall paper, is succeeded in business by Stewart & Boyd.

Knox—Bacon, Harner & Kreuter succeed D. H. Bacon & Son in the hardware business.

Columbia City—Wm. B. Johnson will continue the grocery business formerly conducted by Wm. B. Johnson & Son.

Terre Haute—The grocery business formerly conducted by Jones & Spencer will be continued by Spencer & Wilson.

South Bend—Chas. G. Wagener is succeeded in the grocery business by John C. Schreyer.

South Bend—M. J. Paul will continue the business of the Keene Butter Co. under the same style.

Covington—J. P. Buckner is succeeded in the drug business by Thos. C. Rainers, who will conduct the same under the style of Rainers' Pharmacy.

Rochester—Newton M. Izzard will continue the cigar manufacturing business formerly conducted by Izzard & Russell.

Marion—C. I. Bristol will open a grocery store and will conduct a meat market in connection therewith.

Logansport—Jacob A. Reed has sold his implement stock to H. A. Stouffer, of Goshen.

Recent Business Changes in the Buckeye State.

East Liverpool—J. T. Wright is succeeded in the meat business by J. T. Wright & Son.

Lima—W. L. Ricketts will continue the drug business formerly conducted by Ricketts & Mowen.

Toledo—Isaac Church, manufactur-

er of expansion bolts, is removing to South Norwalk, Connecticut.

Bellevue—C. H. Coleman, grocer, has made an assignment.

Chattanooga—Evans & Heffner will continue the general merchandise business formerly conducted by S. L. Evans.

Cincinnati—The Acme Supply Co. succeeds the Bell-Smith Factory Supplies Co. in business.

Cleveland—Mrs. H. Jacobson succeeds A. A. Pointer in the grocery business.

Chagrin Falls—C. M. Eggleston, miller, is succeeded in business by the Enterprise Milling Co.

Cincinnati—The creditors of Geo. J. Brill, grocer, have filed a petition in bankruptcy.

Fremont—A petition in bankruptcy has been filed by the creditors of H. H. Glick, meat dealer.

Summer Resort Eggs.

Winston Churchill praised the New Hampshire farmer. "Ours," he said, "is a State fitted above all others for a summer resort."

"I once boarded at a fine big farm, but the fare was wretched—canned vegetables, condensed milk, and so on.

"By jove," I said one morning at breakfast, as I pushed my egg cup from me, 'these eggs are really not as fresh as those I get in New York.' "My farmer host snorted.

"That's rank prejudice on your part, Mr. Churchill," he said. 'It's from New York that all our eggs come.'"

Living heartily is one secret of living happily.

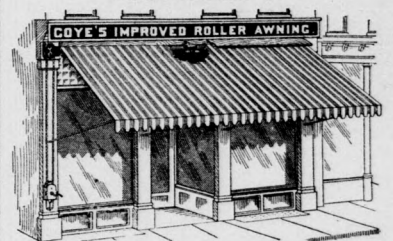
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BOOK OF PRESERVING RECIPES—FREE to every woman who sends us the name of her grocer, stating if he sells Atlas Jars. HAZEL-ATLAS GLASS CO., Wheeling, W. Va.

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Send for samples and prices

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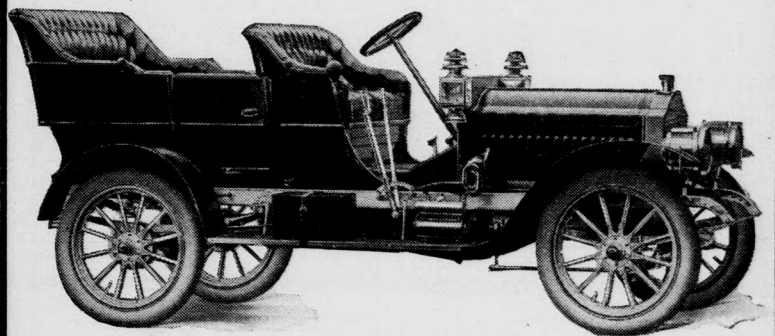
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SECOND-HAND
SAFES

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

The Valveless, Two-Cycle
Elmore Motor Cars



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

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

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

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

Adams & Hart

47-49 No. Division St.

Grand Rapids, Mich.



Some Features of the Hat and Cap Trade.

The pearl colored stiff hats were first shown in this country by a prominent metropolitan hatter. The originals were imported from London and were copies of the hat made for and worn by King Edward. Since they were introduced in this country they have been widely copied and are now being shown in nearly every sample line. The pearl derby is far from a new creation, and its present introduction is simply a revival of a fad that reached great proportions in this country a few years ago, and should be equally successful again. King Edward set all the English hatters going when he "doffed the pearl bowler" one day last month.

Some extremely stylish soft hats are being shown, and as they are intended for immediate delivery every retailer should be interested in knowing of them. The hats are of the medium-height-crown variety and are particularly appropriate for outing wear. The crowns are 5 inches in height, and the brims 3 and 3½ inches in width. The crown is capable of being creased and dented into a variety of effects, and the brim is intended to be pulled down in front to shade the eyes. No better hat for a sunny or a windy day can be imagined. The hats are shown in two colors new to this season, one of which is a beautiful and delicate shade of light brown; the other is a dark navy blue. Bands of matched or contrasted colors are used; and these novelties are most adaptable to the adjustable hat bands.

Early reports on the subject of style for stiff hats indicate a tendency toward higher crowns. During the season just closing hats with crowns 5¼ inches in height have been most popular. Fall orders already placed show a small demand for crowns of this dimension, but call for crowns of 5½ to 5¾ inches. No increase in the width of the brim is apparent. The crowns are mostly of the full round variety, and the brims have slight curls, set rather flat at the sides and with very little pitch in front and

rear. Hats of the style and shape referred to offer a pleasing change from the styles that have become common from long usage.

There are many people in the hat trade who would like to know if brown hats will sell well next season. Of course all conversation on the matter is prefaced with "I wonder—." Reliable information on the subject is decidedly meager owing to the several months that must elapse before public interest will be attracted to the stiff hat. It is reported that the traveling salesmen now on the road have been successful in securing orders for brown derbies for next fall, and the indications are that the hats will enjoy much favor in the Southern and Western parts of the country. It is even thought by some hat manufacturers that brown derbies will be extensively worn in the large cities, but that is a matter yet to be determined. For fall and spring wear the brown derby has an appropriate place, the same as the black derby for the winter season.

The between-season lull that occurs in fur hat manufacturing business about this time each year will doubtless be short-lived this season, as the traveling salesmen have met with more than usual success in many quarters, and in result of which the manufacturing season will open early. For the manufacturers the spring season, just closing, has been a very satisfactory one, but for the retailers it is a little behind expectations. Because of the weather conditions that prevailed generally, the season opened late, which fact in itself caused a restriction in retail business, which was but partially overcome by the pleasant weather of the latter part of May.

The straw hat season begins this month, and should warm weather come to stay, few straw goods will be around by the Fourth of July, except on the heads of the wearers. Show your sennet and other braids at every opportunity and talk them. The split braids you have will sell themselves. A novelty in split braid has recently been placed on sale. At intervals through the strip of braid is introduced a stitch of black silk thread. In the completed hat these stitches show as black dots and give a rather attractive effect—all in all a peculiarly neat hat.—Clothier and Furnisher.

Striking Fertility of Frogs.

Go to the toad, thou race suicider, and learn of him and be wise. Every tiny toad lays a stupendous number of eggs. Dr. C. F. Hodge, of the Clark University, in Worcester, Mass., received 11,545 eggs from one toad, a necessary fertility since the chances of an egg developing into a toad are less than one in a thousand. Within two weeks after the eggs are laid the young tadpoles begin to appear and feed first on their gelatinous envelope. Next, the slimy deposits common to ponds and swamps are attacked. Steadily grow the young wrigglers until their bodies enlarge to the size of thumb nails by the end of June. The long tail now is absorbed and the legs develop. They begin to hop on the bank and disperse, never to return save in the breeding season. It is at the spring of the year that the toads awake from their winter sleep below the rocks and scrub. They often have been literally frozen stiff, but they return to life as healthy as ever, and on the first balmy night migrate toward the nearest breeding pond. Usually this is the old homestead where they were born. For the toad is a domestic animal and will travel a mile or more for the sake of returning to the place of its hatching.

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

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

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

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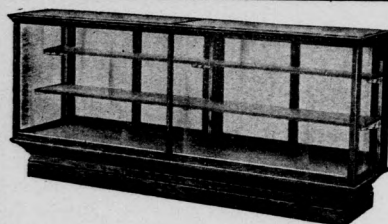
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E. B. FISHER, Secretary.



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TRADESMAN COMPANY, Grand Rapids, Mich.

Why Men Should Have Periods of Rest.

Who has worked and has not tired? The fact that strength is lessened by continuous effort, even in moderate degree, is a matter of familiar observation.

Animal life sometimes presents striking illustrations, like the utter exhaustion of the migratory birds. On reaching land they are scarcely able to move, many do not arrive at the shore, failing from fatigue. Increased temperature and even an alteration in the muscles that move the wings mark bird exhaustion.

But such shrewd observations as these fail to satisfy to-day's science. Men like Mosso, Michael Foster and Sir Francis Galton, who are interested in fatigue, go farther.

Prof. Angelo Mosso, of the University of Turin, has invented the ergograph and therewith recorded the strength exerted by the muscles which bend one of the fingers. If a weight is attached to the instrument the exhaustion of the muscles on successive contractions can be ascertained and indicated by the height to which the weight is raised; and this is recorded by the tracing of the lever.

Mosso has experimented largely on frogs. Frogs particularly are convenient for experiments because they go on living a long time after being killed, an Irishism which means that the division of the spinal cord from the brain does not end life at once, as it would in a higher animal.

The heart continues to beat, and the muscles to contract, although the brain can not act on the body, and no sensation can reach the brain. So if a physiologist only has a frog he can study many facts of life, and know that he is causing no pain and that the will of the subject does not influence the facts they observe.

One of the most important things noted was this: That if the muscles of a frog's leg are stimulated by electricity so as to cause contractions in quick succession these steadily diminish in strength. The height to which the attached lever rises diminishes rapidly until finally the same electric current which has made the muscles move no longer causes the contraction. But if the artery of the leg now is divided and distilled water is injected until it flows out freely from the veins muscular contractions again can be obtained, and they continue for a short time. The distilled water can not renew the contractile elements; it washes out the muscles. So it is certain that the cessation of the contractions under rapid stimulation is due not only to exhaustion of the muscle but to the presence of something which hinders the response and can be removed by simple washing; there is a fatigue substance.

The quick repetition of muscular exertion does not allow the living tissues to appropriate enough of the elements presented. So exhaustion is induced, the essential cause of the failure from fatigue, although its influence is accompanied, and to some extent anticipated, by the hindering effects of the products of action.

Brain fag is less simple and harder

to investigate and understand. We have not been able to measure and record the power of the brain as we have that of the muscles. The diversities of experience as collected by Sir Francis Galton and Prof. Mosso from over a hundred teachers and others were so big that systematic study is baffled. The most definite effect of brain fatigue is imperfect brain power analogous to the diminished strength of muscle. Many effects depend on the individual. The action of the heart, the functions of the stomach, and the work of the liver and other organs are disturbed in various ways; and even the temperature of the whole body sometimes is altered by hard mental work.

These derangements in turn act upon the blood, impoverish it, prolong the discomforts due directly to fatigue. One great function of the liver is to eliminate the harmful products of muscular action; and whatever interferes with this process increases the amount of toxic substance in the blood.

Brain fatigue is the most calamitous of all wearinesses. It transcends all others in absolute importance. The physical sensations are slight and insignificant compared with loss of memory, of concentration of thought and similar disabilities.

Can we prevent fatigue by change of work? If the work is not too heavy. In a different work we use different nerve elements. And a different sort of mental work may conduce to a reinvigoration of old constituents by new and may in this way leave the exhausted elements almost at rest and yet aid the removal of their lost material and promote the removal of the waste material.

This is true in greater degree of muscular exercise. But to be useful the exercise must be moderate. In excess the muscles and brain are impeded by the products of their own action. Recreation means "making again" that which work has undone, facilitating the marvelous recuperative power of life. Rest and recreation are the antidotes of fatigue. The value of recreation is great in proportion as it involves a thorough change in the character of nerve activity. But no recreation is possible if it simply replaces one form of fatigue by another.

Silas Weir Mitchell, the distinguished physician and novelist, relates that many years ago he heard Mr. Thackeray say that he sometimes was haunted by the creatures he himself had summoned into being and that it was a good corrective to turn over the pages of a dictionary. A great lawyer told Dr. Mitchell that his cure was a chapter or two of a novel with a cold bath before going to bed. "For," said he, "you never take out of a cold bath the thoughts you take into it."

Nothing now is more sure in hygienic science, affirms the doctor, than that a proper attention of physical and mental labor is best fitted to insure a lifetime of wholesome and vigorous intellectual exertion. During active exertion of the body the brain can not be employed intensely, and

therefore gets a repose that even sleep can not always furnish. Every tissue, bone, nerve, tendon or muscle should take from the blood certain materials and return to it certain others. To do this every organ ought to have its period of activity and of rest, so as to keep the vital fluid in a proper state to nourish every other part. This probably is essential to a condition of entire vigor both of mind and of body.

Ada May Kreeker.

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ENSURES SUCCESS.

Advantage of Getting on the Right Track.

James Russell Lowell tells us that "every man is born with his business or profession in him," while Sydney Smith long ago said: "Be what nature intended you for and you will succeed, but be anything else and you will be a thousand times worse than nothing." There can be no greater mistake than to bend your design where your genius does not incline. Emerson wisely says that "the crowning fortune of a man is to be born with a bias to some pursuit which finds him in employment and happiness," while Shakespeare asserts: "To business that we love, we rise be-

times,

And go to it with delight."

No man can struggle victoriously against his own character, and one of the first lessons of life is to learn what groove we are intended to fill.

Evidences of one's right calling will manifest themselves early in life. Handel, the famous composer, whose father was a physician, was intended for the profession of law, and the father did all he could to discourage the boy's fondness for music, but he got an old spinet and practiced on it secretly in a hayloft; he produced an opera before he was 15. Beethoven composed at 13, while Mozart gave concerts at 6.

Victor Hugo presented a poem to the academy at 15, Goethe wrote at 10, Pope at 14, at 16 Bacon had successfully pointed out the errors in Aristotle's philosophy, while Pascal at the same age wrote a treatise on the Conic Sections. Bach used to copy whole books of music by moonlight when he was denied a candle. Napoleon was at the head of armies at 10 years of age. At this time, when a student at Brienne, writing to his mother, he said: "With Homer in my pocket and my sword by my side, I hope to fight my way through the world."

Murillo, the famous Spanish artist, filled the margins of his school books with drawings. Michelangelo, whose parents punished him for covering the walls with sketches, declaring he was no son of theirs should he become an artist, spent whole nights copying drawings by moonlight, which he dared not bring home.

Galileo, who discovered the principle of the pendulum at 18 and invented both the microscope and the telescope, was set apart by his parents for a physician, but when compelled to study physiology, he would hide his Euclid and secretly work out difficult problems. Lorraine, the painter, was apprenticed by his parents to a pastry cook. Arkwright's parents apprenticed him to a barber. It is a serious mistake for parents to wish their sons to be reproductions of themselves. John Jacob Astor's father wanted to make a butcher of his boy, but the commercial instinct was strong enough in him to make him run away from home and come to America.

Fathers, don't try to make that boy another you—one of you will do.

The father of Daniel Webster determined that Daniel should become a

farmer; he took the boy out into the field and showed him how to cut hay, but no matter how the father fixed the scythe, it didn't hang to suit Daniel, until the old man in despair and disgust exclaimed: "Get out of the field and hang that scythe to suit yourself." Daniel hung the scythe on a tree and said: "Father, there it hangs to suit me."

Many of the world's most successful men have failed in one or more pursuits before they finally got upon the right track. Barnum failed in fourteen different occupations before he discovered he was a born showman. Goldsmith failed as a physician; but who else could have written "The Deserted Village?" Cromwell was a farmer at 40 and Grant a tanner at 38. Moody, an indifferent shoe salesman, became after middle life the world's greatest evangelist.

No man will ever do his best until he fills his proper niche. One of the most mischievous notions that ever have obtained lodgment in the popular mind is the belief that a man to be respected must be a doctor, a lawyer, or a preacher—an idea which has spoiled many good carpenters, done injustice to the anvil and committed fraud upon the potato patch. I would rather my boy became a shoemaker and put genius in his shoes than became a preacher, preaching sermons that nobody wanted to hear. Many an ambitious parent forces a boy to become a doctor or a lawyer when measuring tape and calico would have been the fittest thing for him to do, while on the contrary we find men selling dry goods whose skill in hair splitting, whose adroitness at parry, and whose fertility of resources in every exigency show that nature designed them for the pulpit or the bar.

There are thousands of men to-day in the learned professions defeated and disappointed, disgusted and dispirited who might have been successful farmers and look upon the farmer's life with envy and chagrin, while thousands more who have been pitchforked through a course of Latin and Greek, with college honors thick upon their heads, are reduced to necessities which degrade them in their own estimation and are humiliated by the wretched compensation which accompanies the average professional career. All callings in life are alike honorable if they are useful. There is a world of truth in Pope's familiar lines:

"Honor and shame from no condition rise—

Act well your part, there all the honor lies."

The world does not demand that you shall be a famous lawyer, a skilled physician, an eloquent divine, or a merchant prince, but that with a noble purpose, a high endeavor, and a useful end in view you shall make yourself a master in your line. If you are only a bootblack, be the best bootblack in town. A lawyer sought to humiliate his rival in public by saying, "You blacked my father's boots once." "And I did it well," retorted the successful opponent.

You may know that you have found your place if your work is a pleasure to you; if you long for the time to quit you are on the wrong

job; if you go to your work with no more delight than you left it the job belongs to some other man. When you have found your true calling you will not find nature putting any barriers in your path of progress. If you have been boring away in the same hole for fifteen years without striking something, you have either found too short an auger or you are in the wrong hole. As a rule few men change their occupations to advantage late in life, yet I advise every man to have the moral courage to change his occupation until he finds the right place. There is a right place for everybody. Your talent, whatever it may be, is your call. When you strike water you will find use for your fins. It is true that "a rolling stone gathers no moss," but sometimes "A change of pasture makes fat calves."

If you are sure you are in the wrong place get on the right track; if you are on the right track you will not be wondering whether the rails are laid down right—you will know it by the way things run. In the right place you will be resourceful, happy and contented, you will expand and grow, and at least be comparatively successful; you may not make millions in a congenial occupation; it is possible to make a fortune and still be a failure.

Money making is not the highest success; character is success, and there is no other. Did Columbus fail because iron bit into his flesh and neglect into his heart? Did Cromwell fail because his bleached bones were

hung in chains and buried among thieves and murderers? Was the gifted musical genius, Mozart, a failure because he died penniless and sleeps in an unknown grave? Was Milton a failure—Milton who sat in his blindness and received \$50 for his immortal epic?

No true man fails who has lived a life that has accomplished its purpose. Madison C. Peters.



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A Contrast That Means Something. Written for the Tradesman.

They are having a dreadful time with the bricklayers over in Swanton, where the contractors are putting up a \$50,000 building to be finished in July. With two months between now and delivery day the large structure has not yet completed its third story and when the man in charge was questioned in regard to meeting the condition of the contract he said in effect that he was powerless to do more than he was doing; that although the wages of the union bricklayers were the highest that are paid, the men worked only long enough to earn spree-money and upon being paid went to the nearest saloon for a protracted drunk. Reasoning with them resulted only in abuse and the throwing up of the job, the animus of the parting being that the contractor might go—well, somewhere with his work and they would do what they pleased; that this was a freeman's country and they were the freemen governing it, and that all he had to do was to pay them the wages they were willing to work for promptly and keep a civil tongue in his head if he knew what was good for himself.

That, however, is not the end of his grievances. He engaged them as skillful workmen at the highest price for such work and when the work began he found they could furnish only the worst results out of the best material. The main entrance, designed in stone and intended to be handsome and grand, has been ruined by their utter ignorance of the requirements and, when attention was called to the unsightly masonry, with an insolence as unbearable as it was contemptible the foreman asked him what he thought he was going to do about it.

He candidly admits that he does not know. Were the question a theory he would present innumerable "ifs," backed by invincible logic, and conclude with an unquestioned "quod est demonstrandum." But it is a condition he has to meet, and he is going to find himself with an unfinished building on his hands, with a penalty of so much a day until the work is done and no redress.

His is not the only case on record; and while the contractor is worrying over the condition and the bricklayers are insultingly jubilant over it the public, interested and concerned, are waking up to the fact that it is merely a question of time before they, too, will be called upon to consider similar conditions.

A foundation fact to be noted here, as well as all along the line of such troubles, is the irresponsibility of union workmen. Hence the "Help yourself if you can!" and the "What are you going to do about it, anyway?" A contract? Only a formality, binding only the employer. The contractor above mentioned knows that if his part is not done on the appointed date he pays the penalty. He knows that if he fails to meet the financial requirements of the bricklayers the courts will bring him to book, and the bricklayers know it. But if there be instances where the workman, no matter of what calling, is forced to meet his engagement it can

be put down as the exception that confirms the rule. So the irresponsible party to the contract, having nothing and wanting nothing, laughs at the contract as a most amusing joke, snaps his fingers in the face of the employer and jeeringly hopes that his failure to complete the job on time will not "put him too deep in the hole."

It is submitted, then, that both parties to a contract should be made equally responsible, the penalty for nonfulfillment being imprisonment or a fine or both. Were that now the law these bricklayers, forced to acknowledge their responsibility to the contract, would find themselves less frequently at the saloon—would find themselves better workmen and far better citizens. This work would now be far advanced and the building, put up as it should be, would be attended by no anxiety or worry and, when done, would be a credit to workman and contractor and builder, as well as an attraction to the town. More than that, the principle underlying the efficient contract would be farreaching in its application. The hired man, drunk or sober, would be careful about deserting his post; the cook, man or woman, would no longer find it to his or her advantage to leave without warning when needed most, and the workman generally would not care to meet with a fine the terms of his contract.

It is not insisted on that this is the only way—or even the best way—to stop the evil complained of. It is, however, a beginning, and no sufferer has so far been found who does not believe that the exacted penalty of a broken contract will have a most wholesome effect in righting most of the wrongs which to-day are disturbing the world of work.

R. M. Streeter.

What Constitutes Ice Cream.

Dr. G. E. Eckert, in a paper read before the National Association of Ice Cream Manufacturers, at Chicago, stated that Dr. Wiley, in his presence, when the above question was brought up, said: "I don't care what you call it, but you can not call it ice cream if it contains anything else but cream to make a 14 per cent. butter fat product, with or without sugar, and a natural flavor."

Dr. Wiley's assertion seems to settle the question as far as inter-state commerce is concerned. There is no question of the healthfulness of the product the ice cream manufacturers have been vending in inter-state commerce, but merely whether grades hitherto sold as ice cream shall be excluded under that name, excepting such as shall be composed of cow's pure cream, frozen, sweetened and appropriately flavored.

The manufacturers are aggrieved and claim that if this regulation stands, and the various states should follow in the lead of the National Government it will greatly raise the cost of this popular delicacy, and druggists will find their profits from their soda fountains much reduced.

There is a good deal of difference between believing what we are told about the Father in Heaven and believing what he tells us.

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CLERKS' CORNER

What Constitutes Successful Shoe Salesmanship.

Successful shoe salesmanship requires the vigorous employment of one's thinker. Independent thinking is not as common as it ought to be. Most people had rather not think than to think. Thinking requires an effort of the will; it requires concentration of mind, and it uses up vital force. For that reason many people had rather not. They not only do not care to do any thinking on their own account, but they resent it when they butt up against the exceptional individual who does think. The reason for that, as a recent writer has observed, is because there is a disturbing element in thought. When one is comfortably ensconced in a rut—and doing things by mechanical manoeuvres rather than intelligent direction of effort—the thinking comes along with a novel idea which reconstructs the whole programme of the day's activities. Naturally, therefore, his advent is hailed with disfavor.

The man who works all day, and year after year, at some machine, which repeats over and over again the same operations may be excused for allowing his mind to become dulled and deadened. In his case there are extenuating circumstances. I sometimes wonder that they do not actually become as stolid and unresponsive as the machines which they operate. It certainly speaks well for them if they do not. But the shoe clerk operates not with a mechanical device. The clatter and din of monotonous machinery do not wear upon his nerves. He deals with men—live, intelligent, diversified creatures who have rationality, outlook, sympathies and interests of their own. For this reason his efficiency as a salesman varies with his capacity for thought.

Some one has recently raised the question: "Do shoe clerks think?" It would seem to me to be parallel to the enquiry: "Do fish swim?" The question is one of those that can not be answered by a single word. Live fish swim. Dead fish float; come to the surface, and in due time disappear. Live shoe clerks think. When they cease to think, they cease to be very lively as clerks. Their usefulness diminishes. They, too, disappear. Now, it may often appear to the clerk that his services as a thinker are not adequately appreciated by his employer. He may even reach the point where he is dead sure he can beat the boss when it comes to a show down of thinking ability. He may be persuaded in his own mind that he could boost the business immensely—if he had a hand at the helm. And yet, in spite of his own convictions, it may be painfully evident that the boss proposes to run things according to his own preferences. What, then, is the proper attitude for the clerk to assume? Is he to shut up like a clam? Get a grouch

a yard long? Treat customers in a perfunctory, I-don't-give-a-rap manner? If he does, he's cutting off his nose to spite his face. He can go right on thinking—but quietly transfer the field of his mental operations from store-management to simon pure salesmanship. And maybe that is just what the boss wants him to do.

The selling of shoes is a bigger and more fruitful field than most clerks are disposed to imagine. If a man dries up and fizzles out selling shoes you can set it down as nine to one that he would fizzle out and dry up at most anything else he undertook. Blindness to opportunities in a particular field are indicative of general blindness to opportunities. How easily we are duped by our own fancy. We imagine that, if we were only in this business or that, we would lay violent hands on the tail feathers of success. But the probabilities are we wouldn't. Like as not we would plod along at the same old jog trot. Now, I believe that ninety-nine out of every hundred shoe merchants not only permit their clerks to think, but hate like all get-out to observe that they are not thinking. They may resent interference at the buying end of the business. They may not care for any suggestions in the matter of advertising. But they want their clerks to sell just as many shoes as they may—and sell them in as clear-cut a manner as possible. This requires thought. It limits thought to the business of "delivering the goods;" but limitation is not suppression. As a matter of fact the most profitable thinking in the world is generally done within definite limits. If you don't think salesmanship is a big enough field for the manipulation of your thinking mechanism, that is a different proposition. But the fact remains that it is a pretty good sized field. In it there are problems, difficulties, fascinations; in it also there are rewards.

In order to use his mental faculties to the best advantage the shoe clerk ought to keep his eyes open. There are many interesting things going forward in the world that he would enjoy learning about. Knowledge of such things would raise the standard of his salesmanship. Human nature is a fascinating study; and the shoe clerk is in a position to gather some interesting data at first hand. Shoes and leather are interesting and profitable studies. Shoe trade journalism may very well come in for a share of his time. With such facilities and incentives to thought, it appears to the writer that it ought not to be asking too much of the shoe clerk to require him to do a little independent thinking. For myself I can not see why one should have all his thinking ability squelched simply because he holds a subordinate position.

The sine quo non of shoe salesmanship is diplomacy. Diplomacy is salesmanship. Most every man has a ticklish spot somewhere in his mental make-up. Diplomacy is the trick of finding that ticklish spot. The book which tells precisely how to locate this sensitive region in each case, and how to set it a-tingle with pleasurable emotions, hasn't yet been writ-



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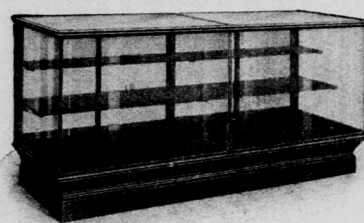
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ten. Each individual is a separate problem. That's what redeems salesmanship from the mechanical. It is that which gives variety, interest and piquancy to the business of selling shoes. Man is a complex being. There are many kinds of him. Fifty-seven varieties don't begin to tell the story of his complexity. The treatment that will sell one man in a jiffy will drive another out with hot indignation. The clerk must be able, on a moment's notice, to size up his man and map out his campaign of approach. After you have gotten a line on the mental status of your prospect, your whole duty may be comprehensively stated in the words: Be diplomatic.

Out in Kansas years ago I used to hunt the upland plover. He is a cunning old chap, the plover. He has long legs and eyes that have a perfectly marvelous way of seeing things. He is especially quick at detecting any sudden or suspicious movement on the part of the hunter. And it makes him nervous to see some one coming directly towards him. If you walk straight towards him, he'll run like the mischief for about twenty rods, then he'll get up and leave the country, and you won't get a shot at him. But if you just side-step in a sort of round-about way, as though you didn't see him, and wouldn't pay any attention to him if you did, he'll stand there looking at you. By circling around and pressing in on him little by little, bye and bye, you'll be in range. Then suddenly stop, throw your gun to your shoulder, and you will get a good, clean wing shot at him as he makes off with a startled cry.

In general that's the way you've got to go about the business of pleasing people with shoes. If you buck right up to a man, crowd him too closely, make him believe that the whole matter is cinched, he'll get panicky and bolt. Better side-step a little, encircle him by a process of reasoning that gradually encroaches. By subtle suggestions adroitly made, let him get into the mistake of confusing your opinions with his preferences. And the first thing he knows you'll have him. The average man dreads shopping, and many men doubtless are induced only by necessity to enter a shoe shop. Here is where diplomacy on the part of the clerk may reveal its value; by reducing preliminary haggling to a minimum, and all the while leading the customer by easy and unmindful steps to the point where the sale terminates so easily and naturally he wonders how you did it.

Sociability wins more trade than the statistician dreams of. Sociability is the lubricant of salesmanship. I pity the clerk who is not of a sociable turn of mind. The shoe clerk can not afford to be lame here. But somebody says: Suppose a man doesn't happen to have that peculiar temperament; that optimistic outlook; that facile knack of accommodating himself to other people's moods—which are involved in the term sociability? Suppose he has many good qualities, but is naturally deficient here? I answer: The shoe clerk can not afford to be deficient in sociability no mat-

ter how superior he may be in other respects. If sociability does not come spontaneously and without effort on his part, let him cultivate it. It is analogous to cheerfulness, and like cheerfulness it is subject to the control of the will. By determined purpose any man can make himself as frigid and uninviting as a March day in the month of May, or he can carry with him through the calendar the suggestion of summer.

Why is it you prefer one clerk to another? Is it because one seems to know more about the goods than the other? Is it because one constructs a better and more convincing line of talk about the goods than the other? In nine cases out of ten your preference is due to the fact that one of these clerks is bubbling over with sociability while the other is not. One of them is approachable—a man addicted to the glad hand and the smile abiding. In his presence you somehow feel at ease. To him you talk as to a big, whole-souled, good fellow. While you are with him you find it easy to emit pleasantries. His very presence is suggestive of life's brighter spots.

The road salesman usually exemplifies this quality, and to it, more perhaps than to anything else, is due the fact that he often carries his customers with him when he goes from one house to another. It shows how much people appreciate sociability when they quit a certain line simply to remain loyal to their friend the drummer.

I have a young friend who has recently been promoted from a clerkship in a big shoe store which employs some thirty or forty salespeople to the headship of a swell little shop which caters to the better class of trade in men's footwear. The story of this young fellow's life is interesting: He is a country-bred boy. When he was growing up he was so full of life and fun he couldn't be kept in school; and for that reason his parents were greatly concerned about him and his future. When he was about 19 he blew into the city and got a position as clerk in a shoe store. He now has to his credit some six or seven years' experience in shoe salesmanship—and that's about all save his abounding capacity for making friends and bringing in the business. And that is sufficient to put him ultimately on Easy street. The people he is now with have had their eyes on him for some time. Not long ago they made him a proposition. He is now manager of their store—and he is a good one. His strong point—the one thing that kept him from losing his individuality in a big store—and the one which appealed to his present employers is his sociability. Sociability pays.—Alexander Macdonald in Boot and Shoe Recorder.

A Difference.

"Shopping by mail" quoted Mrs. Gaddie, reading from the advertisement in the paper. "How ridiculous!" "Why so?" enquired her husband. "Why, how can one 'shop' by mail? You can only buy things by mail."

WHITE HOUSE COFFEE

Is Always Satisfactory

DWINELL-WRIGHT CO.

Boston—Principal Coffee Roasters—Chicago

Because IT'S HONEST; because it's the GENUINE, SIMON-PURE Coffee of the olden time, when adulteration and imitation and substitution were unknown—a DEPENDABLE coffee—what your patrons WANT.

JUDSON GROCER CO. Wholesale Distributors GRAND RAPIDS

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MANUFACTURER

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

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

Estimates and Samples Cheerfully Furnished.

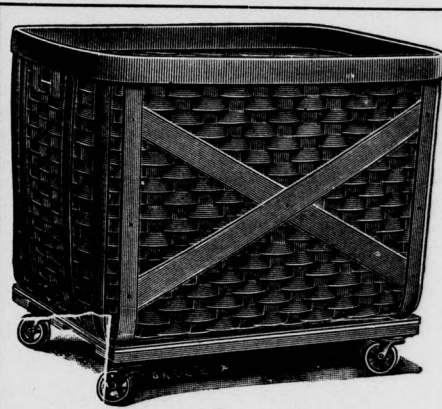
Prompt Service.

Reasonable Prices.

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

GRAND RAPIDS, MICH.

BALLOU BASKETS ARE BEST



X-strapped Truck Basket

A Gold Brick

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

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

BALLOU MFG. CO., Belding Mich.

USE AND ABUSE OF TREES.

How They Look To a Casual Observer.*

There is no little humor in asking a man to tell about the use of trees without specifying, for his benefit, the kinds of trees referred to. And, too, it is somewhat of a pleasantry to request in all seriousness that he shall tell of the abuse of trees without indicating to him the quality of abuses you expect him to discourse upon.

Contemplation of such a task marked out for me and of the fact that trees were ages old before mankind existed to use and abuse them was simply overwhelming. Where should I begin; and, deciding upon that essential, where should I stop? I was made to realize most pointedly how very little I know as to trees and to appreciate to the full the immaculate self conceit of such a man who consents to discuss such subjects.

Somehow, as I pondered over the matter, there appeared constantly before my eyes, and in spite of all lines of discussion I took up, an old fashioned, poorly drawn, roughly engraved wood-cut, which as a child I had seen in an old New England primer—the real old blue-board covered New England primer. The picture showed portions of the figure of a man located amid the boughs of a very prolific tree and underneath the picture I read:

Zaccheus he
Did climb the tree
Our Lord to see.

Finally, with this bold rhyme forced out of my mind I took up the consideration of Christ's journey on his way to Jerusalem and of his passage through Jericho in the hope of proving cases, both of the use and the abuse of a sycamore tree. I proved the first, but failed as to the abuse. Zaccheus put the tree to good use and to his own profit, but I found no record that he abused the tree.

Let some man climb a tree nowadays on any street in Grand Rapids, and it is a safe wager that he would be at once complained against for abusing a tree, was my next thought; but it did not mend the predicament I was in and I began to feel a trifle impatient. In this mood it occurred to me that I deserved to suffer chagrin and all the other uncomfortable experiences for being so thoughtless in my conceit as to accept an invitation to talk upon a topic about which I know so little.

Shortly, however, I resented my own criticisms of myself and resolved to punish those who had prevailed upon me to commit myself so heedlessly. And so, like the Fool in the Forest of Arden, I shook my bauble and to the jingling of its bells cried:

I must have liberty withal,
As large a charter as the wind,
To blow on whom I please.

There are myriads upon myriads of trees and myriads of uses to which most trees may be applied when they are available. This is no news to any of you and I just mention the fact that you may, in the quiet of your own personal musings, try to form a conception as to the size of one phase

of the matter I am expected to consider.

Shelter and fuel were, perhaps, the first uses to which trees were put—I say this with apologies to the Serpent in the Garden of Eden, because I am not prepared at this point in my discussion to take up the abuse of trees.

Third, in the utilization of trees, comes the harvesting of fruits and other foods therefrom, and next probably was the fashioning of trees into boats and rafts. From these beginnings have developed unnumbered legitimate uses of trees. That lumber barons existed and were just as unpopular ages ago as they are to-day is shown in the fifth Book of Moses, where this law is proclaimed: "Thou shalt not destroy the trees thereof by forcing an axe against them."

These stray fragments of history are brought in to show you that the matter we are now considering has been threshed out thousands and thousands of times before, and that judging from present conditions it is not much nearer settlement than of old.

I recollect a little red school house down in Lenawee county, located about forty rods from the birch lined banks of the Tiffin River, and I also recall how our schoolmaster—later on he became a member of Congress—used to abuse those beautiful birchen bushes by cutting switches from them indiscriminately, to use—indiscriminately. It hurt the boys in that school house to see the teacher abuse those birches in such a manner, and it was purely a case of ignorance. The teacher did not know he was abusing Nature.

And so we will find it is almost invariably because of ignorance that trees are abused. Haphazard planting of trees is abuse of trees caused by ignorance; shiftless cultivation, careless trimming, negligence in times of stress, failure to protect them against the elements and their other natural enemies; clumsy, cruel transplanting; brutal trimming; deliberate starvation—all of these assaults upon trees are the results of ignorance. The great crime of Michigan, the utter devastation of the most magnificent forests of white pine on this continent, is the result of ignorance; because if it had not been for the ignorance of those who caused this awful ruin they would not have permitted their avarice, their selfishness and their atomic moral sense to dominate in the development of so complete a destruction of resource intended by Nature to continue perpetually. The men who so ruthlessly ravished Nature that they might gain their millions of dollars were so ignorant that they could not foresee that two or three generations further on their crime would become a stench and their very names an everlasting reproach on good citizenship.

Returning to the use of trees and without referring to the universally known uses to which trees are applied for purely material gain, I do not hesitate in declaring my opinion that no less important in value are the aesthetic, the sanitary and the moral uses to which trees may be dedicat-

ed. Show me the man or woman who can look affectionately and tenderly upon a beautiful young seedling tree or who can speak lovingly and sincerely to a great dignified, honorable old tree, and I will show you a good man and a good woman. Set me down blindfolded in a doorway where I can hear the rustle of healthy foliage and smell the bouquet of many blossoms and without other guaranty I will know that I am within precincts made sacred not only by industry and thrift but by domestic harmony and good citizenship. There is no misjudging such signs. On the other hand, show me the man who can stand listless and unnoticing in the presence of a great elm fairly bursting with the joy of living, and I will show you a man who misses half the good things of earth without knowing it, because of his ignorance.

The world's best placards as to human character are the trees of a city and the shrubs, foliage, plants, vines and flowers of that city's homes; the orchards, the shade trees and the woodlots of the farms. You may build your houses, your public structures—city halls, public libraries, postoffices, school houses, churches, and so on—ever so grandly and correctly as to architecture, but they will not give out their full values except by aid of Nature's inevitable accessories—trees, shrubbery, grasses, plants and flowers. In a most general way this constitutes a summary as to the spiritual uses to which trees and all their kin may be applied.

And these are spiritual services in all truth. They are services inspiring purity of thought and most sincere action. The best gardener, the best forester, the best florist, the best farmer is he who is thoroughly proud of his efforts in his chosen field and who is absolutely free from vanity in following that calling. Such a man is proud that he is able to demonstrate, without selfishness or avarice, his absolute fealty to Nature; proud over his success in providing without money or price untold happiness and delight to thousands who enjoy the results of his efforts. Such a man is a king among the benefactors of humanity. I am told that the late Judge Solomon L. Withey, of this city, set out those glorious old elm trees on Fountain street, just east of Division street. I learn also that the late George Kendall set out the splendid elms on North Prospect street next north of Fountain street. Those are monuments to those men greater than anything of marble or bronze, because they whose memories are thus perpetuated performed those devotions themselves and voluntarily, knowing that many generations to come would receive individual, personal inspiration and pleasure therefrom.

Such thoughts as these, it seems to me, suggest their foils—the abuse of trees, the outraging of Nature and offenses against humanity. Why was it that the late and most honored John Ball did not strip his holdings of timber, saplings and undergrowth years ago? Why was it that the man who had visited the Sandwich Islands almost before Grand Rapids

was born, who had made the journey overland from Puget Sound to the Atlantic coast before there was a railway operating in Michigan—why did not this man reap the harvest he had and join with the others in contributing to the Michigan bad lands of to-day? Because he was not ignorant. He was educated, mentally and morally. And such a man is, perforce, a lover of Nature. He knew that mere dollars are as vapor when relied upon as a tribute to a man's good character. He loved the rapids of the Grand; he knew when he first viewed the valley at this point that he had found his resting place for all time and he also knew that the glorious hillside over yonder, with its beautiful vistas and ravines, its brooklets, trees, vines and flowers, all commanding a view of the ultimate great city, would become a splendid and everlasting monument to his memory as a man in its truest and best sense.

I have rambled and you have gone with me thus far. Let us sit down a moment and talk business. When you see a man or woman who, strangers although they may be to you, are known to you as the guardians, helpers and friends of a pretty little doorway, a neat and thrifty little garden, take your hat off to them and, if you can make the opportunity, congratulate them. This will not only cost you nothing, but it will do good to yourself and to them. When you see children pulling and hauling away at a young tree keep your temper and get them interested in your story as to why such cruelty should be forever stopped by them. When you see a gang of telephone or telegraph line-men abusing shade trees make complaint against them and ask for an injunction against their continuing such abuse. Incidentally, interview Mr. James R. Wylie and he will tell you his method of procedure in such a case and how he won his cause. If you see a man or woman whose efforts demonstrate that they are novices in tree planting, training or culture, make friends with them, and without seeming to butt in give them the benefit of your experience and knowledge. So far as it is within your power to do, never fail to impress upon every child you know or may know the brutality of abusing trees, shrubs, vines, plants, flowers and grasses by teaching them how to contribute to the life, strength and beauty of such growths.

Do all these things, do them generously, diplomatically, patiently—but never again ask a man to talk upon matters with which he is not thoroughly acquainted.

Incorporate Your Business

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

Incorporating Company of Arizona

Box 277-L, Phoenix, Arizona

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

*Address delivered by E. A. Stowe at June meeting of the Grand River Valley Horticultural Society.

PROPHECY TO PATENTS.

Strange Dreams Which Have Come True.

Few philosophers or scientists, even among the boldest of investigators, have deramed of the possibilities just beyond the borderland of their experiments.

Even Tyndall, who supplemented science with imagination, was not illumined with the electricity he extolled. Shortly after the civil war he came to America to lecture on this new secret of light and power, but he did not once dare the prophecy that the element he described some day would carry a scientist to the lecture hall and flood it with unaccustomed light.

Solomon, wisest of men, said that there was nothing new under the sun, and even penned the cynical conclusion that there never would be anything actually novel in the world.

Yet all about him were undiscovered forces. Had he but known, he could have built a railway to Lebanon and with a sawmill among the cedars, produced more lumber in a month than his three score thousand hewers of wood turned out in years.

Had they lived long enough, Solomon and the queen of Sheba would have exchanged comments on new inventions over the long distance telephone.

Between Solomon and the age of Edison, Marconi, and aerial flight nearly thirty centuries have intervened. They have been filled with recurring wonders, but we still are incredulous regarding current prophecy.

The latest forecast of the future has been given to Sir Hugh Bell, president of the Iron and Steel institute of England. He believes that the power of Niagara Falls will within a century be utilized to propel ships across the Atlantic. This force will be conveyed, he says, to ocean crafts by the wireless system.

This seems like a fantastic prophecy, but that was the verdict placed upon the prediction a little more than a decade ago that messages could be sent without wires and without any tangible medium.

The fact that the uncharted void now is used as a highway for the transmission of thought opens up vast probabilities for the future. On all the big transatlantic liners now they have daily papers. The news with which these columns are filled is flashed from towers erected on both coasts of the Atlantic. It is all mysterious. The messages come at night and are caught by wires at the mast-head, whence they trickle down to the office of the ship's editor.

The prophecy that American waterfalls ultimately will operate ocean vessels is not necessarily bizarre. The full potency in wireless power has not yet been developed.

The recent destruction of a French war craft was attributed to the influence of waves from wireless towers. It is predicted that this element some day will be employed to explode projectiles and magazines in hostile ships.

Such prophecy may be considered dreams, but such has been the construction placed upon the forecasts of all revolutionary inventions.

When Oliver Evans launched a steamboat on the Schuylkill the people of Philadelphia came out to see, laughed, shook their heads, and went away, enjoying the joke about the crazy inventor who had wheels in his boat.

It was in Philadelphia that a warrant was issued for the arrest of the man who, early in the nineteenth century, attempted to sell anthracite as fuel. He was charged with obtaining money under false pretenses!

It is interesting how great ideas persist in spite of failure and opposition. Originally kerosene was regarded as a medicine in America, and the first company organized to sell petroleum as a light and fuel was closed out by the sheriff.

The first elevated railway in New York did not pay expenses and was sold to satisfy a mortgage.

Westinghouse had great difficulty introducing the air brake. Vanderbilt dismissed him from his presence, saying that he had no time to waste on a man who imagined he could stop a train with air. Afterward many railways throughout the world that had declined his invention were compelled by their governments to adopt it.

Westinghouse had similar opposition when he sought to extend the use of the alternating electric current. This has made possible the long distance transmission of power. And now the falls in the Sierras operate street cars in the cities around San Francisco bay, and the cataracts of the Apennines send their power along copper wires to run factories in cities on the plains of Lombardy.

Side by side with many conservative phases of society there are daring instances of progress.

The United States treasury department at Washington has been quickened by the introduction of many modern ideas. Ten thousand letters are received by that department daily, and the instant a communication reaches any desk it is stamped with a time stamp, which changes every minute. The slightest delay, therefore, in answering the communication can be traced.

Yet this big department, thoroughly up to date in this regard, still maintains a system of single entry book-keeping introduced by Alexander Hamilton.

In some things Uncle Sam is slow, but when the Jamestown exhibition opened the only building that was ready was the United States government's.

The government forest reserve has constructed a telephone line through the Big Horn country in Wyoming, so that communication can be maintained among the rangers who fight timber fires.

No nation has a monopoly on inventive genius. I was informed in a foreign city last year that the Japanese got photographs of Port Arthur while it was in the hands of Russia by converting a field glass into a camera and employing an English correspondent to stroll around with this device and look at the fortifications. Every time he lifted the non-

committal contrivance it registered a photograph of the stronghold.

Nor is China behind the age in many of the essential things of material progress. When the empress dowager a few years ago fled from Peking to escape the allied armies she traveled in a palanquin. She was exasperated by the slowness of locomotion, and when she returned to her capital she discarded that ancient coolie supported vehicle and jumped into a motor car.

That leap of many centuries is characteristic of the strides all nations take in certain directions.

Progress is advanced in unexpected ways. A number of years ago Tesla, the inventor, authorized me to print his prediction that, without cables or wires, messages ultimately would be sent across the Atlantic.

Two of the most reputable newspapers in New York declined the article, the editors advising me in a kindly spirit to try it on the yellow journals.

And the amazing thing is that of one of these which refused the article on wireless telegraphy, the Sunday editor, explained to me that they were trying to live down the reputation of being yellow and could not give publicity to scientific dreams and delirium.

Harold Bolce.

There are too many people trying to clean up the world by scalding their neighbors.

It's always the short winded man who does the loudest shouting at a footrace.



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 and 5 gal. cans

Standard Oil Co.
Grand Rapids, Mich.

Headquarters for

Fireworks And Candy

PUTNAM FACTORY, National Candy Co.
Grand Rapids, Mich.

A Candy with Merit

The S. B. & A. Full Cream Caramels that are made at Traverse City in an up-to-date factory are a little better than the best and a whole lot better than the rest. Order some and be convinced.

Straub Bros. & Amiotte
Manufacturers
Traverse City, Mich.

OUR GUESTS.

Welcome by Wm. Judson at Merchants' Week Banquet.

A little girl was so noisy at the table when the family had company to dinner that her father reproved her, and forbade her to speak again unless she wanted something. The little girl was quiet for a few moments and then she said to her father, "You said I could ask for something if I wanted it, didn't you?" He said, "Yes, my dear." "Well," she said, "I want to talk."

Have you ever noticed that the most successful salesmen are with the most successful houses?

Have you ever noticed that the most successful houses employ the most successful salesmen?

Have you ever noticed that the most successful merchants buy their goods in the most successful market?

I am sure you will all agree that Grand Rapids salesmen, Grand Rapids houses and the Grand Rapids market are all worthy of your entire confidence and your exclusive patronage.

We are greatly pleased to have had the privilege of entertaining you during the week. We like to spend our time and our money on our guests, and if we can only get enough business out of you so that we can afford to do it, we will give you a bigger blowout next year than we have this year.

I believe you have enjoyed your visit in Grand Rapids and I think that you, as well as ourselves, will profit by it. I am sure that you will carry home with you many pleasant memories, that you will not only buy all of your goods in Grand Rapids hereafter for your own stores, but that you will tell your neighbor merchants in your local meetings of the good time you have had, the many personal acquaintances you have made and all the many advantages of this fine and growing market and its ability to serve all of the territory within many miles around, particularly in the grocery line.

Speaking of groceries reminds me that "Good grub is potent to promote good fellowship and take away the doleful effects of business stress. When we are called to serve a fraternal supper to the hard worked business men just returned, silent and maybe sad, from daily grind, we but raise the cover of our pot and every face assumes a smile; the careworn look is chased away, charmed with the grateful flavor—we almost believe that we are invited to a wedding feast. Let us but have the necessary means, a table amply stored, and you shall see that like enchantment there will spread around a chain as powerful as the grocery salesman's voice."

The Mexican Grocery Store.

The ordinary Mexican grocery store is a curious sight. They carry a conglomerated stock and all mixed up on the same counter, and sometimes a chicken or two will be roosting on top of some article of merchandise. Aside from groceries, green fruit, fresh meat, calico, hats and hard and soft drinks—mescal mostly—you will see bundles of green hay

and fire wood. Most of their customers are poor people, who live from hand to mouth, and they buy small amounts—5 cents' worth of sugar, 5 cents' worth of beans and 5 cents' worth of fire wood. As twine is a scarce article and not used in Mexican groceries, a thin paper funnel is made and twisted to hold the purchase. The groceryman seems pleased with small purchases as they are generally cash down, while larger sales mean credit. American sugar, after paying the first cost, freight and commissions and duty, can be laid down in Hermosillo or Guaymas and then sold at a profit and compete with Mexican sugar producers. Mexican flour is used almost exclusively, as the wheat is grown and ground there, but it is not so light or white as our American flour. Butter is hardly known in some settlements. They have some home-made butter—not very choice—and some American and European butter is imported. Milk is another scarce article, and the milkmen, what few there are, mostly ride on horseback with a can of milk on each side. Young boys and girls on foot deliver some.—G. E. Place in Retail Grocers' Advocate.

Couldn't Fool Her.

"There are still a few honest men left in the world," said J. J. Hill, the financier, at a banquet. "It is well to be cautious, but we should not suspect everybody. If we are too suspicious we make ourselves absurd."

"I worked in St. Paul in my youth, and they still tell there about an old farmer and his wife who started for St. Paul on a visit."

"Before the couple set off they were cautioned frequently by their friends to beware of the St. Paul sharpers. They replied that they would keep their eyes open, and they started on their journey with a nervous determination to look out for sharpers and confidence men."

"Well, on the way the old farmer got off at a junction to buy some lunch, and the train went off without him. It was a terrible mishap. The last he saw of his wife she was craning out of the car window shouting something reproachful at him which he couldn't hear on account of the noise of the train."

"It happened that an express came along a few minutes later. The old farmer boarded the express and beat his wife to St. Paul by nearly an hour."

"He was waiting for her at the station when she arrived. He ran up to her and seized the valise."

"Well, Jane," he said, "I'm glad to see ye again. I thought we was separated for good."

"But the old lady jerked the valise from him indignantly."

"No, ye don't, Mr. Sharper," she cried. "I left my husband at the junction. Don't be comin' any of yer confidence tricks on me or I'll call a policeman."

A lie by any other name doesn't sound half so insulting.

Because a man is pie-faced is no sign he has the tough.

The Scheme Worked—in a Way.

The proprietor of a large business house bought a number of signs reading, "Do It Now," and had them hung around the office, hoping to inspire his people with promptness and energy in their work. In his private office one day soon afterwards a friend asked him how the scheme affected the staff. "Well, not just the way I thought it would," answered the proprietor. "The cashier skipped with thirty thousand dollars, the head book-keeper eloped with the private secretary, three clerks asked for an increase of salary, and the office boy lighted out to become a highwayman."

Evidently Had One in the Family.

Teacher—Children, what creature is that in ornithology which has a very long neck, has something to do with trimming big hats, does its fighting by scratching and kicking, and often gives cause to men to be afraid?

Eager Pupil—I know, teacher.

Teacher—Well, Sammy, what is it?

Sammy—An old maid!

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

Dairy Butter All grades wanted.
What have you to offer?
Get Our Prices
Stroup & Carmer Both Phones Grand Rapids, Mich.



The
Question of
What's the
Best
Nickel
Cigar? is
Answered
In the
First Puff
Of the
BEN-HUR

No ifs or Ands or Buts about it, the Ben-Hur has exceptional merit, and the only "hot air" that is needed to prove it is the satisfaction puffs which are wreathing the faces of smiling smokers the country wide.

You can paste this up under the old horse shoe which you have nailed up for luck, that your business success will be in direct ratio to the brands you stock that draw your patrons back for more. That's the Ben-Hur.

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

The Pension Roll.

When Congress, at its last session, passed the law providing for pensions to all who served at least ninety days during the Civil War, whether they suffered actual disability as a result of service or not, it was generally believed that a very large number of names would be added to the rolls, and that the cost to the Government would aggregate at least \$15,000,000. According to the Commissioner of Pensions, the rolls, in spite of this service pension law, are actually commencing to show a decrease, the loss through death having more than offset the increase through the new legislation in behalf of pensioners.

This will prove very gratifying information to the great mass of the people of the country, not because they in any way begrudge deserving old soldiers the gratuity that the Government so bountifully accords them, but because they have learned from long experience that there is nothing so difficult to decrease as pensions. Although the Civil War has now been over more than forty years, the Government is still paying out annually more than \$140,000,000, which is a greater sum than it costs Germany or any of the great military powers to maintain their immense standing armies.

It will take something more than a statement from the Commissioner of Pensions, however, to convince the American people that the pension payments will now steadily decrease. It is true that the laws of nature are rapidly making inroads in the ranks of the veterans, but veterans' widows and orphans and other dependents are not diminishing in anything like the same ratio, and it is safe to predict that the Civil War will be a hundred years behind us before the payments in the shape of pensions will drop to anything like small proportions.

The new service pension act, which was approved in February and became at once effective, provided that any person who served ninety days in the Army or Navy in the Civil War and received an honorable discharge should, when he reached the age of 62, receive a pension of \$12 a month; at 70 \$15 a month, and at 75 or over \$20 a month. It was supposed when the new pension bill was under consideration in Congress that there would be added to the roll of pensioners as a consequence of its adoption a large number of applicants who had not been previously drawing pensions. To the surprise of the officials of the Pension Bureau, out of 338,000 applications so far filed only 1½ per cent. are of previously unpensioned veterans. The remaining 98½ per cent. are of soldiers who have been drawing a lower rate of pensions than that provided by the new law.

This certainly goes to show that but few old soldiers failed to get on the pension rolls for one reason or another, and if Congress can now be persuaded to restrict its bounty to bona fide veterans and the politicians are prevented from opening the rolls to all manner of dependents and descendants who never did anything

to deserve the bounty of the people, the heavy drain for pensions will actually soon commence to diminish. It is much to be feared, however, that in the proportion that the military pensions diminish the politicians will find a way to reach the Treasury in the shape of civil pensions to be paid to superannuated clerks and to all manner of persons in the public employ whom it may be found desirable to shelve in the interest of more active party workers. It is generally believed that at the next session of Congress an attempt will be made to establish a civil pension roll, and although the effort may not immediately succeed, it is pretty certain to be renewed from year to year until such a law is placed on the statute books.

Salesman or Solicitor.

Which are you?

No difference! Guess again, kind sir. As much difference as between night and day.

The one a Commodor Perry, who, with hull and sail pierced at a hundred points, "has not yet begun to fight;" the other, a Uriah Heep, fawning and cringing, ever begging for favors.

The solicitor comes into your office with an air of apology for being on earth. He moves sidewise to your desk and his every gesture is one of supplication. He says: "Please, sir, give me an order. Buy my goods as a favor to me and my sixteen small children."

Maybe you do. You often throw a dime to a beggar or a crust to a dog. But in your inmost soul you despise both.

A salesman!

He knows himself, his game, and he knows YOU. He has never a doubt in his mind but that you need his goods. He comes into your office with his head up and his chest out. His handgrasp is firm—you feel his confidence. His smile has warmth—his presence brightens.

He doesn't beg you to buy his goods. He gets you by your mental collar, and by a hundred well-chosen words, backed by confidence (which reacts on you); he COMPELS you to see the matter from his viewpoint.

You sign his order because he has made you believe that that is the right thing to do.

And in ninety-nine cases out of a hundred it is.

Salesman or solicitor! Which are you?—Graphonotes.

A Ten Dollar Bill.

It is the busy dollar that does the work, as this story proves:

"Mr. Brown keeps a boarding house. Around his table sat his wife, Mrs. Brown; the village milliner, Mrs. Andrews; Mr. Black, the baker; Mr. Jordan, a carpenter, and Mr. Hadley, flour, feed and lumber merchant. Mr. Brown took \$10 out of his pocketbook and handed it to Mrs. Brown with the remark that there was \$10 toward the \$20 he had promised her. Mrs. Brown handed the bill to Mrs. Andrews, the milliner, saying: 'That pays for my new bonnet.' Mrs. Andrews in turn passed it to Mr. Jordan, remarking that

it would pay for the carpenter work he had done for her. Mr. Jordan handed it to Mr. Hadley, requesting his receipted bill for flour, feed and lumber. Mr. Hadley gave the bill back to Mr. Brown, saying: 'That pays \$10 on my board.' Mr. Brown again passed it to Mrs. Brown, remarking that he had now paid her the \$20 he had promised her. She in turn paid Mr. Black to settle her bread and pastry account; Mr. Black handed it to Mr. Hadley, asking credit for the amount on his flour bill. Mr. Hadley again returned it to Mr. Brown with the remark that it settled for that month's board, whereupon Brown put it back into his pocket, observing that he had not supposed a greenback would go so far."

But suppose Mrs. Brown had sent to a mail order house for her new bonnet, then the \$10 would have gone out of town and never come back.

The moral: Spend your money at home.

In Cleveland about 2,000 trees have been set in the streets and parks this spring, in localities where they will beautify the city when full grown and in foliage. With pavements with concrete foundations covering the roots and electric wires strung through the branches, a shade tree has a hard struggle for existence in a city street. There are many in Grand Rapids streets that have been thrifty and beautiful that are gradually going to decay. It is well worth while to do all possible for their protection and increase their number. Nothing adds more to the appearance of a street and the comfort of the people who live on it than a handsome row of shade trees.

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Corner Ionia and Fulton Sts.

We carry a complete line of notions, such as laces, socks, hosiery, suspenders, threads, needles, pins, ribbons, etc. Factory agents for crockery, glassware and lamps.

Grand Rapids Notions & Crockery Co.
Wholesale Only Grand Rapids, Mich.

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

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

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GRAND RAPIDS
DETROIT OFFICE, PENOBSCOT BUILDING

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

P. STEKETEE & SONS

Wholesale Dry Goods

Grand Rapids, Mich.

OUR RESPONSIBILITIES.

Duties Which Confront the Retail Merchants of To-day.*

Whether I was originally endowed with the graces of wit, eloquence or oratory we will not enquire into too closely. Certainly it is evident that they have not been cultivated, if ever possessed, and I will not inflict upon you an effort in these directions which could only result in failure. Having, therefore, none of these to offer for your edification to-night, such as I have I bring to you, hoping that a grain of truth may be garnered here and there, as we pass along the current of our thought for the evening, that will abide with you as the days go by.

If it is true, as stated, that our brains are like the wax cylinders that receive and register the words and tones of the human voice when thrown upon them, then we should not only be careful of the words which we utter in such a presence as this, but you should be sure to cut off the current when discordant sounds are in the air. Hear me patiently, therefore, I beg of you, and should a note be sounded that seems harsh temper it with charity and credit me with well-intentioned motive.

First, let me say that the underlying principles necessary to handle a one hundred dollar proposition successfully are identically the same as those applied in working out a thousand, a hundred thousand or a million dollar proposition. Therefore, whether we individually are directing the energies of a five thousand dollar, a ten thousand dollar or a ten million dollar enterprise, we must all stand upon the same level, and it is upon this theory that I am addressing you to-night. I am going to magnify to the greatest extent the individual responsibility of you gentlemen as merchants, and not of you who are here only, but of all merchants in this materialistic age in which our lives have been cast. Literary or scholastic influences are not as dominant in our country to-day as they have been in some periods of our history, although it is true that education is more general than ever before. Activity and tireless energy are rife in every channel of human endeavor, but the ideals stimulating those activities are, generally speaking, not as high as we could wish. To-day the struggle between selfishness and justice and mercy is raging more fiercely than ever before since the Man of Galilee sounded the first bugle blast for the cause of humanity. This must necessarily be true, if, as generally believed, the process of the evolution of the human race has been, and is now, going on in harmony with the purposes of its creation. Before His coming into the world selfishness reigned almost undisputed, and the importance of the individual was emphasized at the expense of the masses as a whole. To-day the strife for money is dulling the luster of morality in every class of society, and yet when obtained, although not having been over-particular as to all the

methods used in acquiring it, it is generously and freely given to all forms of charity. Herein is a condition hard to understand, and the pity is, we are not anxious to fathom the mystery. It is true, indeed, that human nature is much the same in all generations, although I believe our dual natures are perhaps now more prominent than they have ever been before; yet the earmarks of a natural savagery are as easy to find now as in the lives of those living two thousand years ago. In proof of the statement that human nature is much the same to-day as it has always been, I read recently an article which gave an excellent illustration of this fact. The writer said, "History repeats itself. The taste of the fruit of the tree of knowledge of good and evil is

which had not been inspected by the overseers of the markets." To the twentieth century reader of the newspapers this news has a familiar sound. The tale is soon told—a fire, a fight and a fine. Once a week the old Roman took his dose of scandal, as we do seven times as often to-day. The butchers were fined, for the Roman citizen was an epicure, and we are making advancements in that same direction. The fight in the saloon in which the gentlemanly proprietor was seriously hurt sounds rather neighborly, does it not? They evidently took the same position in that day in regard to this traffic as we do in this, as they meted out punishment to its product rather than make an effort to suppress the cause. Take as another illustration of this

some of the "newly rich," we feel almost like apologizing to the ancient Romans for mentioning their extravagances. It is not an uncommon thing to see men who began life driving an ox team, or felling trees, ape the nobility of older countries. Is it not a fact that we are fairly saturated with money hypocrisy, and that this frenzy to "keep up appearances" leads to all manner of at least laughable conduct, if it does not take the form of crime and vice? In this country all may have the necessities of life and live in honest simplicity, but many of us are miserable if we can not outshine our neighbors. Yet, I am not one of those who vainly enquire why the former days were better than these, because I do not believe they were. If I did, it would be to discredit the life and teachings of our great Elder Brother, who by His life and teachings ushered in the great battle for humanity. An investigation of the records of our own country will show that the former days in our land were not only not better than these, but not nearly so good. Dr. Fiske, in a recent article, said: "Any extended investigation of the records of our past shows that we are not retrograding but advancing—morally, spiritually and physically." Former Vice-President Wilson said, near the close of his life: "After much study, with a view to writing on the subject of the comparative morality of recent and earlier times, with reference to the great social facts—excess in drinking and licentiousness—I am convinced that the present shows to vast advantage." Dr. Leonard Wood, long at the head of Andover Theological Seminary, declared that in his time there were among his personal acquaintances forty ministers who were intemperate, with no special disgrace attached to the fact. A list was made at about the same time of 148 notoriously drunken deacons in the churches of Massachusetts, forty-three of whom became hopeless sots. In the matter of sexual morality the records are quite as bad. If there are more divorces now it must be remembered that there are more recognized causes for legal divorce now than then. Formerly there were but one or two such causes in our commonwealth. It is doubtful whether there are more divorces now than there were runaway wives and husbands in the earlier days.

As to business corruption, Rufus Choate declared, late in life, that the improvement in the morals of trade and politics had been very great in his time. In solvency of fraudulent character and litigation for the collection of debts had greatly decreased and bankruptcy of money corporations had largely diminished. Roscoe Conkling declared that he had made a careful tabulation of the facts in regard to defalcation of public officials of the United States Government, and found the percentage immensely smaller in recent times than during the periods which we have been accustomed to rate as the golden age of American integrity. The substance of an official report of a Senate Committee which called upon the Secretary of the Treasury for a statement



Amos S. Musselman

in the mouth of the race. The sins of the present are as those of the past, but the scope and scale are larger." In an old copy of the Gentleman's Magazine he said, in a translation by Dr. Johnson of an item taken from a Roman Weekly chronicle called "Acta Diurna," and published a hundred years at least before Christ, was found the following: "Fourth of the Kalends of April—it thundered. An oak tree was struck by lightning on that part of Mt. Palatine called Summa Velia early in the afternoon and a number of buildings were destroyed." "A fray happened in a tavern at the lower end of Banker's street, in which the keeper of the Hog-in-Armor Tavern was dangerously wounded." "Tertinius fined the butchers for selling meats

fact the tendency to extravagance in living. You will find it in every walk in life, relatively, from the man having an income of ten thousand, or more, down to the laboring man earning two dollars per day. There is no telling, we may yet reach the vain-glorious display of the old Romans in this respect in their consuming materialism. It is recorded that Caligula paid one hundred and fifty thousand dollars for a single supper, and that a prominent woman of that day bathed in milk, preferring it to water, and had her mules shod with shoes of gold; but if we search our memories we can find instances in our own land almost as grotesque as these cited from Roman history. When we look around and see or read of the airs and haughty bearing of

*Address by Amos S. Musselman at annual banquet given under auspices of Merchants' Week committee.

of all the defalcations of Government officers from 1834, Jackson's administration, to 1875, is as follows: "During the forty-one years covered the Government had disbursed fourteen billions of dollars. Official defalcations during the period were one dollar and fifty-nine cents per thousand and of the disbursements. But hear the detail: During Jackson's administration the average loss was \$10.55 per thousand; Van Buren's, \$21.15; Harrison and Taylor's, \$10.37; Taylor and Fillmore's, 48 cents; Grant's first term, 40 cents; second term, 26 cents." These are very interesting facts in consideration of the hue and cry upon all sides to the effect that honesty is a lost art. Surely the present is bad enough, but as regards business honor, temperance, purity, official integrity, reward for labor and philanthropic devotion the last half century has outdone any ten centuries before it. Indeed, it is a question whether the last fifty years have not done more in all lines for humanity than all the previous time since the birth of Christ. Our pessimists, our life insurance companies, our corporate interests do furnish scandals and examples of political scoundrelism; but on account of these very things, through the awakening of the public conscience, the wheels of righteous progress seem to be rolling rapidly. There is in all directions a revival of the public conscience, not only in this country, but all over the world, with promise and potency of all things being in it, and the speaker is of the honest conviction that God is behind it all.

Now, I have presented you with quite an array of facts, covering a wide field, and we are now ready to make the application to our subject, "Our Responsibilities," almost in a single paragraph. I am firmly of the opinion that the perpetuity of our republican form of government rests with our rural, village and smaller city population. I also believe that there is no more potent influence working upon this population than the merchants serving it in their various capacities, if they will only use it aright. Now, at first glance, this suggestion may be questioned, but if you will carefully analyze existing conditions and think well of all the associations in connection with you merchants, and then ask, Where is there greater opportunity for influence than here? you will say, There is none. The minister's influence is strong, the saloon keeper's influence is not to be sneered at and the local paper is a mighty power. All these are strong factors, but who touches so many in all walks of life with unconscious power as the level-headed, honest, thoughtful merchant? Is it not true that he is a deciding factor in almost every community in which he is located? If this is true, and I certainly believe it to be so, surely each one of us will be held responsible for the part we play in the progress of the human race so much in evidence upon every side. Why should we not exalt our profession? Surely it is an honorable one. The minister, the lawyer, the doctor, the artist has no hesitation in claiming great honor for his walk in life; yet,

comparatively speaking, all of these touch but a small part of the community in which they live. They have no hesitation in emphasizing their value to the community, while many merchants fail to do so. In other words, it is because they do not seem to appreciate the possibilities of their position or realize the influence that must go out from their lives, because of their relations with those whom they serve.

There are just two duties that I want to urge upon myself and upon my brother merchants, and in urging the first I may be accused of "preaching" to you. However, be that as it may, my convictions are firm and I believe they are well founded and, therefore, I shall speak plainly:

First, then, I would urge each one of you to defend at all times and under all circumstances the honor and integrity of the church of God, and to do this whether you are a Christian or not, no matter if Deacon Jones is a "skinflint" or a prominent officer in the church in your community has "gone wrong." Why, bless you, men, these are not the church. They are only poor, weak mortals like you and me, who have fallen when temptation came, and rather prove the necessity for the church than otherwise, for who knows what these same men might have become had it not been for that influence. The church, to my mind, is the gentle, refining, helpful influence of the life and teachings of the Nazarene, coming down through the centuries to make smooth the rough places on humanity's road and sweeten the sour atmosphere coming up on its pathway in the swamps and boggy places we all sooner or later pass through. Therefore, the church is not the building dedicated for worship, not the weak mortals composing its membership, but it is the mighty power which emanated from this Perfect Life lived for humanity's sake. You know—I know—everyone in his heart knows—that about all there is of good in this world to-day is the flowering perfume of that Spotless Life, as real and tangible to-day as it was when He lived and taught and ministered on earth. Therefore, again I say, defend it as the "apple of your eye," and lend it your honest, hearty support, whether actively engaged in its affairs or not.

Second. When I mention the other fact that I would urge upon you, it may seem to some as if coming from the sublime to the ridiculous, but it is not so. Hear me when I deliberately declare that every one of you should become a "politician." Not an office seeker, not the commonly tolerated specimen that is so much in evidence in every community, but a representative of that true citizenship which should inspire you to become leaders in this regard in your several communities, standing for and demanding integrity and faithfulness from those who represent you in any official capacity, no matter what that may be; and when the representatives of your community prove faithless, have the courage to openly condemn those men who fail to measure up to the confidence which has been

placed in them in their representative capacity. In theory, ours is a representative form of government; but until recently, in practice, national and state governments were almost entirely in the hands of the corporate and vested interests of the land. Even in our own State, which perhaps has suffered less from this domination than many others, it was almost necessary for a man, no matter how competent or able, who aspired to be Governor, Senator, or even a member of the Legislature, to procure the O. K. of the railroad interests, the liquor interests and the labor union interests. It had come to be almost a recognized fact that a man who had secured the indorsement of these interests was entirely secure and could openly defy the great body of citizens not included in these; and we are compelled to admit that his judgment in this respect was practically correct until the people finally awoke to the fact that they really, after all, were the sovereigns in our system of government. The great moral awakening which has appeared all over our land has brought about a marked change in this respect. It has long been a mystery to me why these various interests seemed to be so blind to the facts of history, which clearly prove that persistent encroachments upon the rights of a people always sooner or later awakened them from their slumber and caused them to take in their hands the power justly belonging to them, and further caused them, in the heat of their indignation, to be carried perhaps to the other extreme in righting their wrongs. Take, as an illustration, the railroads of this State. When Governor Pingree began the agitation of the inequality of taxation regarding the railroads they were paying about three-quarters of a million taxes per year. In several talks which I had with him at that time on this subject he said, "They ought to be paying twice that amount or a million and a half," and had the railroad authorities met him fairly on this proposition I have no doubt whatever that a compromise would have been effected upon that basis. They would not do this, but, on the contrary, got together and planned to fight him with every conceivable weapon known to the craft, and so the battle was on and fought through two long years, when after the people had gotten the facts fairly and squarely before them they took up the fight and settled it themselves, and in their indignation perhaps went farther than was just or fair for the best interests of the State's development. Certain it is that the railroads are now paying more than four times as much to the State as they did when they refused to reason with Governor Pingree.

Again, take the so-called Baillie law, which was smuggled through the Legislature by false statements and misrepresentations. Some of the members of the Legislature who were deceived by these interests and voted for this law are now seeking to have it repealed or amended. Wisdom's policy for the railroads would be to meet these men and fairly and honestly consider the provisions of this

law, admitting its injustices, and cease to throw obstacles in the way of its modification; but, no, they are fighting these efforts with their usual methods, although possibly not as brazenly as heretofore. What will be the final result? Well, whether it comes with this Legislature or not, it surely will come in a future one, when the people once generally learn that under this law a woman could collect damages for the loss of her pet dog, but not for the loss of a child—her own flesh and blood. When they get a few facts concerning this law squarely before them, they will see to it that the law is repealed and one more drastic than heretofore proposed enacted.

Again, take the proposed law creating a Railroad Commission for our State. Any intelligent railroad man will freely admit that the principle underlying such proposed Commission is absolutely sound, and the public knows that sooner or later this principle will prevail, and I predict that if the railroads succeed in killing this measure in the present Legislature, one more drastic than that proposed will be enacted by the next Legislature. The people are learning their power, that after all they are the state, and that they can have what they desire if they are fair and reasonable. There is a spirit of fairness in the breast of the average American citizen, and in my judgment if the railroads and other corporate interests would keep their hands off our Legislatures they would get absolutely fair and just treatment from the representatives of the people.

If Commissioner Glasgow, who is present with us to-night, would publish his experiences since in office I have no hesitation in saying that it would make mighty interesting reading and probably suggest that there are some men outside of prison walls who could with entire propriety be placed within.

Another interest that the gods seem to be making mad, for the purpose of destroying, is the liquor interest. Now, I am neither a prohibitionist nor a teetotaler, but if I rightly interpret the signs of the times, I would say that these men themselves are rapidly creating a sentiment in our State which will some day, not so far distant, put such restrictions upon that business as will make our present regulations seem exceedingly mild. There are many people who are of the opinion that the recent decision of an Indiana judge—declaring a saloon a nuisance—is good law and entirely constitutional. At all events, they are about ready to say that persistent violators of the spirit of the law regulating this business should be dealt with in no hesitating or uncertain manner. Now, my advice to these men would be—and I have many friends engaged in this business—to aid the authorities in weeding out the law breakers, rather than helping to put obstacles in the way of their punishment; and I make this statement deliberately in the face of the fact that the Mayor of our city recently gave it as his opinion that for financial reason we should allow some of the requirements of the law to be violated without molesta-

tion, or, to speak more plainly, that it would be wise to allow the saloons to be open on the Sabbath because it would result in bringing money into the city which otherwise would not come here. I will leave this bare statement before you and ask each one of you to carefully analyze the fruit of such logic.

Another interest that has weakened its power and driven thousands of friends away from it by aggressive activity along wrong lines is the labor union interest. Now I, myself, have always been a strong advocate of labor unions. The fundamental basis of that organization is the amelioration of the conditions of this mighty army, but I am not of the number who would refuse to work by the side of a man who could not look through my eyes upon this question, because such an act on my part would be absolutely un-American. Neither do I believe in the boycott, because that is worse even than being un-American. Neither could I ever consistently demand the same pay as the man working by my side who did more work and did it better than I could. The contention that this is right does not even have the garb of honesty. Neither would I ever be one to tell an honest, capable, ambitious young man that he could not learn my trade because the ranks of apprentices were full. This, too, is un-American and absolutely unfair. On the other hand, I honestly believe that there are greedy, grasping, unscrupulous employers who will not deal justly with their employees unless compelled to by law, supported by public sentiment. When the labor unions take a position that is absolutely just and fair they need never fear what the result will be. This same spirit of fairness, of which I have spoken, in the American citizen will soon produce a sentiment which will uphold them in every particular and bring the oppressor to terms in short order. We have seen this fact illustrated time and again during the last few years, and I am glad to record the fact here that the most intelligent leaders of the labor movement are now conceding that they have made in the past serious errors in many respects, which they are now engaged in correcting.

We might mention as an illustration of how the people can differentiate and arrive at right conclusions, when they have a question of this kind put squarely before them, in calling your attention to the recent amendment to our constitution permitting the teaching of trades in our prisons. Every county in the State but one said that this feature of our old constitution, as interpreted by the Supreme Court, was unjust and unfair. By their votes they said, Give the small handful of men in our prisons a chance, so that when they come out they may be in a measure prepared to earn an honest living. The closed shop is another un-American idea, and its persistent urging has resulted in creating a sentiment so adverse to it that the open shop will surely come in the near future, if it is not already here. Why? Because it is fundamentally right, and in the end the American people have a way

of settling all these questions in harmony with justice founded upon our constitutional prerogatives. But let me repeat what I have said before, that in general I am in heartiest sympathy with the labor unions. I have given them my feeble support in past years, and, with the evolution that is going on in their ranks, feel sure that I can do so more enthusiastically in the future. I am satisfied that they will direct their work along lines which acknowledge the rights of others, and while seeking to build up themselves will not engage in a struggle to tear down their brothers. Pursuing such a course, they will always command the confidence of the people, and have a sentiment behind them which will enforce all just and reasonable demands.

Now, these are all great problems which face us. The latter is, perhaps, greater than either of the other two. There has recently been published in England a work called *The Nemesis of Nations*. In this work the author's purpose is to show, by sound arguments, and successfully, too, that every great nation tottering to its fall had fallen because of the ill-adjusted relation between capital and labor. I am not wise enough to make this adjustment, but I make the assertion, without the fear of successful contradiction, that the Golden Rule is the only remedy, and the only line to work upon to solve this mighty question. President Roosevelt, in a recent speech, rightly said that "The labor of our country need not fear the pauper labor of Europe, but it may well keep its eye upon the skilled artisans of the most enlightened nations."

These three great problems are before the American people for solution, and the people must solve them through their representatives. You merchants can exert a mighty influence in their solution, if you take the time to study them honestly and then fearlessly use your power in the right direction. The merchants of this land are certainly in a position to become, if not now, the balance of power in deciding these questions which are pressing for solution if each one will make up his mind to become, as I urged before, a "politician" in the true sense of that term.

In closing let me leave with you just two words—the "church," the "State." Your responsibilities in connection with both are great, and you can not ignore them, if you would, without belittling your manhood and your opportunities.

A Substitute.

Being very close-fisted, Mason had never allowed himself the costly habit of smoking. He always felt himself a loser when any one treated to cigars. But on one occasion, when the party he was with entered a stationery and cigar store, he made up his mind to have his share of the treat.

"Won't you have a smoke this time?" asked the leader.

"No, thank you," replied Mason; "but if you don't mind, I believe I'll take a pencil."

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We carry a full line of the best seeds that grow.

"All orders filled promptly."

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

Butter, Eggs, Potatoes and Beans

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

R. HIRT, JR., DETROIT, MICH.

W. C. Rea

A. J. Witzig

REA & WITZIG

PRODUCE COMMISSION

104-106 West Market St., Buffalo, N. Y.

We solicit consignments of Butter, Eggs, Cheese, Live and Dressed Poultry Beans and Potatoes. Correct and prompt returns.

REFERENCES

Marine National Bank, Commercial Agents, Express Companies; Trade Papers and Hundreds of Shippers

Established 1873

Landed the Clerk Back in the Corn-field.

Written for the Tradesman.

An instance of a young man's foolishness came under my observation not long ago. This occurred in a small town outside the city:

Sam Turner was given a place in a general store at a small wage, with the promise of an increase as he should merit it. He took hold with considerable aptitude and promised to make good. The simple fellow, however, fell down almost before he came to know the crooks and turns of merchantile life.

Sam was ambitious to shine in the good opinion of his associates. With them a job in a store was looked upon with envious eyes. Sam was in master luck, they all declared. And the new clerk felt his oats. He wished to show off before the country bumpkins of his acquaintance. He began to put on airs. His shoes were of the shiniest patent leather, his hat the latest Knox, his ties too stunning for anything—in his own estimation.

"How do you do it on such a small salary, Sam?" queried a puzzled boy chum of ye olden time.

"Oh, that's easy," chuckled Sam.

"Put me next, will you, Sam?"

"It's this way, Ted: I get small wages, but I make up for that by getting my goods at half price, see?"

"Not exactly."

"Well, this is how: The employees of our firm are allowed at cost price what they want out the store. Now these shoes were about the same as common calfskin would be at retail—thirty per cent. off on hat, ties and other things. Oh, it's a snap I tell you, Ted!"

"Well, I should think it was," said Ted, looking somewhat troubled. He liked his chum, but did not like his manner of speaking. "You'd best be careful and not overstep the bounds, Sam. Your wages must be pretty well taken up by Saturday night of each week."

"Well, yes, but after I get stocked up then I'll let up for a spell, see?" and the wise clerk laughed.

"I hope it's all right, but—"

"Of course, it's all right. Don't I know? It's a snap, I tell you, and I am willing to help my friends; I ain't a hog, Ted, you know that."

"No, of course not."

"Now, if you just keep mum about it I'll sell you things on the same plan. Fetch the cash and you shall have things at cost. Of course, I wouldn't do this for strangers, that wouldn't be right, but my friends are different."

"Do you mean to tell me that the firm allow you to do this, Sam?" queried the astonished and suspicious Ted.

"Well, yes, I suppose they do. You see, I haven't asked them, but in my

own case I have their consent, then why not ring in my friends? They'll make it up on the outsiders who pay full price."

"Sam, you better go slow," cautioned the other.

"Pshaw, you are an old fogey, Ted. You're too slow for the times. Would you refuse goods at half price if I offered them to you, Sober Face?"

"Knowing what I do I certainly should," said Ted.

"All right, don't come near, then, that's all. Jim and Hank ain't that squeamish. It's business with me, Ted, square, up-to-date business."

"I am afraid it's anything but square business. I hope you haven't done anything of this kind as yet, Sam. Don't do it or you'll miss it sadly."

An amused laugh burst from the high and mighty Sam.

"I know what I am doing," he declared. "Two of the boys are wearing shoes on the same terms of mine—it's all right. I have an eye out for these things, Ted. You ain't business, you ain't."

Sam, you will fail before you know it. Don't keep this up—"

But the other was gone before Ted could finish what he wished to say by way of warning.

Ted was shocked at the slackness of his chum's morals. He knew full well that Sam was destined to a fall ere long.

The youth's premonitions came true. Before six months had rolled past Sam was out of a job. The firm dropped him the moment his methods came to their notice. There was no prosecution, but Sam has gone back to the pow and the drag, wondering, no doubt, what struck him.

J. M. Merrill.

As To Bleached Flour.

It seems rather late in the day to reopen the question of the character of bleached flour. Pretty nearly all the eminent chemical authorities have stated that, when properly done, it has no deleterious effect either on the flour or the bread. That the whiteness is artificial, or partially so, is no greater objection than can be urged against the use of white sugar. The only possible ground for Government interference in such a matter would be the deleterious character of the material used for coloring. In this case, however, the flour is not colored, but, on the contrary, the yellowish coloring matter is abstracted. No one, so far as we know, has claimed that this yellowish coloring matter, natural in new flour, is a valuable constituent, nor has any authority shown that the abstraction of this coloring matter is in any way injurious to the healthful character of the flour.—American Miller.

Have You Tried Our New Folding Wooden Berry Box

It is the best box made. Bushel Baskets. Grape Baskets, Berry Crates, in fact, all kinds of fruit packages ready for shipment at a moment's notice. Write or phone for prices.

JOHN G. DOAN, - Grand Rapids, Mich.

ESTABLISHED 1876

FIELD SEEDS

Clover and Timothy Seeds. All Kinds Grass Seeds. Orders will have prompt attention.

MOSELEY BROS., WHOLESALE DEALERS AND SHIPPERS

Office and Warehouse Second Ave. and Railroad.

BOTH PHONES 1217

GRAND RAPIDS, MICH.

What's the Matter with the Grand Rapids Market?

Our average selling prices last week were: Live Chicks and Fowls 11¼c; Dressed 14¼c; Veal 7¼c; Eggs 14½c; Butter 17½c. "SHIP US."

Prompt Returns

BRADFORD & CO., 7 N. Ionia St., Grand Rapids, Mich.
(The New Commission House)

Redland Navel Oranges

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

THE VINKEMULDER COMPANY

14-16 Ottawa St.

GRAND RAPIDS, MICH.

Butter

We would like all the fresh, sweet dairy butter of medium quality you have to send.

American Farm Products Co.

Owosso, Mich.

ESTABLISHED
1883

WYKES & CO.

THOS. E. WYKES
CLAUDE P. WYKES

SUCCESSORS TO WYKES-SHROEDOR CO.

MANUFACTURERS AND
WHOLESALE DEALERS IN

FLOUR, GRAIN & MILL-PRODUCTS

WEALTHY AVE. AND S. IONIA ST.

GRAND RAPIDS MICH.



Some Odd Hotels Traveling Men Encounter.

Clammy sheets and frozen wash pitchers; commercial tourists hugging red hot barrel stoves and shivering through drafty passages into draftier rooms; hotel sans bath tubs; smoky lamps, even candles, nights in suffocating pine shacks labeled hotels, August midnights in feather beds, not to mention creepy things. Food! And yet some people envy the commercial traveler!

The wonder to me is that travelers survive. One would expect to see gaunt, hollow eyed, coughing specters as a result of exposures, or chronic dyspeptics, as a result of strange fare.

But, in spite of these things, you will discover the average salesman who makes the round of country towns, supplying the merchandise of all kinds to the trade, about as plump and healthy looking a lot of men as there are in any business. Possibly it is because those who survive can stand anything, and possibly the "drummer's" proverbial ability to laugh makes him immune.

I recall one hotel down in the southland which had one of the most primitive bills of fare in the world. The colored boy appeared at the elbow of the guest morning, noon, and night, and his simple inquiry covered the entire ground:

"How you laik yoh aigs?"

Indeed, the south until within the last decade, and in some spots still, furnishes the limit in the hotel line. I remember one evening in March down in Kentucky. I had driven twenty-five miles over mud roads and, arriving in the hotel, which appeared tolerably comfortable, I inquired if I could get a hot bath, and to my delight was informed that I could. A fine rain, half snow, was falling and a high wind blowing. I went to the room, disrobed, and, throwing a bath robe around me, followed the negro boy down the corridor. Pretty soon we emerged on to a latticed back porch on the second story, and in a latticework that was covered with vines in midsummer stood a bathtub, into which the boy had dumped two buckets of hot water.

The latticework was open, and even the flaring lamp, sizzling as the snowflakes struck it, revealed me to half the neighbors. I gave up the luxury of the bath and retreated in as good order as possible.

Once in Kansas I doubled up with two stockmen in one bed, but the limit was reached one night when I reached a small town in southwestern Texas, tired out from a long drive across country (I was selling irrigation pumps), and inquired for quarters. The hotel man regretted exceedingly that he had but one room, and that occupied, and hoped I would not object to doubling up with the occupant, who had already retired.

He lighted me to the room, showed me the bed, put down the lamp, and

as he started to leave he asked casually:

"I suppose you've had smallpox?"

"No," I replied.

"That's bad," he remarked, and added cheerfully, "but I don't suppose it can be helped."

He was going out when I inquired: "What has smallpox to do with this?"

"Nothing," he answered, "nothing—only your bedmate has it."

I beat him downstairs and slept in a chair.

One of the oddest hotels I ever struck was up in the lumber district of Upper Michigan. I hit the town one election night and found the place crowded with loggers from all up and down the river. There was one hotel, a small board affair. The office and dining room occupied one side, the kitchen was a lean to in the rear, and one long bedroom extending along the entire side of the hotel completed the outfit. A double row of cot beds with heads to the wall made the furnishings, and yet there was only about room enough for a third of the visitors in town to sleep. Along about 9 o'clock I decided to retire and the proprietor, after looking me over curiously, and evidently debating inwardly, assigned me to a bed, and I turned in.

At midnight every cot was filled, and half the "pickled" log rollers were snoring, when, suddenly and without a trace of warning, every cot was overturned, the occupants dumped on the floor. The sleepers arose, but on what clothes they had removed before retiring, and started out without comment. I was dazed for a minute and then began to kick to the boss, who stood in the doorway and yelled, "All out."

"What the dickens does this mean?" I demanded hotly.

"First shift turning out," he explained, and as he did so a line of men marched in and retired, while those who had slept in the first shift slipped away to the nearby saloons. At 3 o'clock the second shift was dumped onto the floor, and at 6, when the third shift was dumped, I paid the boss \$1 extra to let me turn in and sleep until 8.

In earlier days, when I was selling farm machinery in western Kansas, I struck some queer hotels, but the oddest one of all was owned and operated by a genius named Richards, in a little village in Sheridan county, fifteen or twenty miles from Hoxie.

Richards was a queer character, and his specialty was invention. He had invented more worthless things than any man in the country. Almost everything he made would work, but they all required more time and labor than the things he tried to improve on. His barn lot and barn, as well as his little one story hotel, were things he had invented.

He put me to bed in a small room, perhaps 8 by 10 feet, with one small window and one extremely narrow door. I noticed as he showed me into the room that the place seemed to have double walls.

I retired. The night was sultry and close, but after a time I fell asleep. Some time during the night I was

awakened by a jarring, a rumbling, and the thought flashed into my mind that a cyclone had struck us. I leaped out of bed and ran to the window. A sickening sensation of falling came over me. Everything was dark. I jammed my arm through the window and my fist struck solid earth. I was terror stricken, but with a jar the movement ceased, and within a few minutes we began to ascend again and stopped suddenly. A gust of wind struck me and as I was about to climb through the window Richards opened the door and asked:

"How did she work?"

I demanded an explanation.

"Cyclone," he said cheerily. "Took the calf barn and two haystacks and part of Dobbs' barn and his windmill. I thought it was going to hit us and let you down."

The next morning he showed me the mechanism. Every sleeping room was really a double room, the inside being like an elevator, and he had rigged weights and counter weights until by pushing a lever he could drop all the sleepers in the hotel down into the cellar until the cyclone passed.

E. E. Crossland.

He Thought She Was a Crowd.

A lady recently had an amusing experience in a Grand Rapids street car. The car was empty, with exception of one man, and he was at the end of the car. As she entered he rose, made her an unsteady but magnificent bow, and said, "Madam, please be kind enough to accept this plashie."

Rather than offend the man she thanked him and sat down in the seat he had just vacated. For seven blocks he hung from the strap, swaying in the breeze, with not a soul in the car but the two. The lady says it is frequently that she is taken for other women, but never before had any one thought that she was a careful.

She "Raised" Him.

A young man who had not been married long remarked at the dinner-table the other day:

"My dear, I wish you could make bread such as mother used to make."

The bride smiled, and answered in a voice that did not tremble:

"Well, dear, I wish you could make dough like father used to make."

Are You Headed for the Gutter?

Two men are engaged in business in Grand Rapids as partners. One of them often goes across the street and gets a drink. The other one remains at his post and is becoming dissatisfied. Here is a prediction: In a few months the sober business man will be alone and the other man will be on his uppers. In ten years the sober man will be rich and the other man will be in the gutter. The man who goes out after several drinks every day knows what is coming to him; when he reaches the gutter he should have the manhood to confess that he alone is to blame. He may claim now that he is "working up a trade" when he goes out after a drink. The men who control the largest business concerns in Grand Rapids did not reach the first rank by buying beer for customers. That is a fool notion; the trade you buy with a glass of beer is not worth having.

One on the Boarder.

A New Yorker, who is accustomed each year to pass a few weeks with a farmer in Dutchess county, says that once, in notifying the latter of his intention to make the usual visit, he wrote as follows:

"There are several little matters that I should like to see changed if my family and I decide to spend our vacation at your house. We don't like the girl Martha. And in the second place, we do not think that it is sanitary to have a pig-sty so near the house."

In reply the farmer said: "Martha went last week. We ain't had no hogs since you were here last September."

Homelike

You will notice the difference in the cooking immediately. There are a dozen other things that suggest the word homelike at the

**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.

How Marcia Lost Her Job.

It was against the rules of the house, and contrary to business ethics, Marcia knew that. But what are you going to do? Even when a girl becomes a part of the great business machine, she is not a piece of machinery.

Of course he didn't mean anything by it. Every three months he came breezing in from his western trip, full of enthusiasm and glad to see everybody in the firm. If he held Marcia's hand with a lingering pressure and looked at her until she blushed, it was only his way. If he gave her a flower and leaned a minute over her desk, saying commonplaces with his tongue and wonderful and mysteriously eloquent things with his eyes—why, it meant nothing. It was only the way of him.

But poor Marcia, part of the machine and yet not a piece of machinery, treasured the flower, remembered the pressure of the hand, and interpreted the message of the eloquent eyes in her dreams.

Which was against the rules of the house and contrary to all the sound ethics of business.

Then there came the day of the awful explosion. He had just come in from the road and there was trouble about his expense account.

"We can't stand for it, Mr. Jerome," said the head, angrily.

And because Jerome was young and foolish and didn't know how important the head was, and perhaps also because he traveled much in the West, where men are free, there was a flip-pant reply that grated on the awful dignity of the big man of business, and the first thing Marcia knew there was a beautiful row on hand.

The head proposed to kick the salesman out of the office, and the salesman landed his resignation with a stiff uppercut on the adamant cheek of the sacred head.

Many men came running to the help of the mighty one, but the salesman strode out with quivering nostrils and glaring eyes, and no man dared to lay a hand upon him.

He looked about the office defiantly, and then when his eyes fell upon Marcia they softened. He came and leaned over her desk.

"Well, little girl," he said, "I've left the firm. I won't see you any more, will I?"

"I'm sorry—that you've left the firm," murmured Marcia.

He laughed softly.

"You're the only thing in the firm that I hate to leave, little girl—and I guess the town's not so big but I'll find you again."

And he said other things, putting into words the tender messages that his eyes only had spoken until now.

And Marcia blushed and trembled, and could say nothing, though perhaps the one little look she gave him was not without its meaning.

All of which was a flagrant violation of the rules of the house, and against the Medean laws of sound business. But Marcia was too dazed and happy to care. Really, she was glad that she wasn't a piece of machinery on this great day, but just a girl with a heart and a soul.

It might have been 4 o'clock that afternoon when the boy came with a package for Marcia. Without thinking, she opened it—a dozen long-stemmed American beauties, and on the card that nestled among the blossoms she read: "James Fleming Jerome, with the Consolidated company."

Now, the Consolidated was the hated rival of Marcia's company. But she did not think of that. She just rejoiced in her heart because Mr. Jerome had found another position so soon.

Before Marcia could hide the flowers and the card she knew that some one was looking over her shoulder, and she dared not turn back to see who it was. But some instinct told her it was the head himself.

A moment later, when he moved around in front of her, she knew that it really was the head, and that his eyes were cold with anger and the bruised place on his cheek, where the resignation had landed, stood out pitifully prominent.

"You will send those flowers back," said he, witheringly, "and you will write that no employee of this house receives any gifts from ruffians."

"Indeed, I will not," said Marcia. She was so indignant that she forgot to be afraid of the head.

"Then you will go to the cashier and get your week's pay—this minute," he snapped. "And you need not refer to us when you want another position."

When Marcia found herself on the street with her week's salary in one hand and the roses in the other she still was too indignant to be sorry that she had lost her job.

She was walking along one of the principal streets when she ran into Mr. Jerome. In spite of her efforts to be brave there, were tears in her eyes before she had finished telling him what had happened. After all, she just was a girl—and not a piece of machinery.

"Never mind, little girl, never mind," he said, tenderly. "I've got the Chicago territory with the Consolidated, and my salary is 40 per cent. more than it was. We'll be married tomorrow, or the next day—the first minute you're ready. And I think that the best thing that ever happened was when we both got discharged without a recommendation—don't you think so?"

"Yes," said Marcia.

George Weymouth.

Told About Men You Know.

H. J. Heinz, who has made a fortune of \$20,000,000, started on the road to wealth by peddling tomato catsup. When he was a boy his widowed mother used to make catsup and he took it around to sell to the neighbors. Finally their time was completely taken up in making catsup and jelly. The kitchen was converted into a workshop, which rapidly grew, and now there are mammoth factories. Mr. Heinz lives as modestly now as he did when he was poor. He is especially interested in Sunday school work and that he calls his recreation.

It was a lucky day for Florida when Henry M. Flagler happened to go

there for his health some twelve years ago. Because of his interest in the state he has spent millions in beautifying the east coast and building palatial hotels. The success of the wonderful Key West railroad, which is being built along the coral reefs, has surprised many experts. It is being built without scandal or reproach and is a one man affair, with Flagler as the only head. He has said that he tries to realize the responsibilities of riches.

Theodore Vail, who has been called from South America to the presidency of the American Telephone and Telegraph company, the largest telephone company in the world, helped to organize and was the president of the first company. He calls it his baby. He retired because of ill health and turned his attention to South America, in the development of which he has great faith. He introduced the American electric system of street railways in Buenos Ayres, which has the best in that part of the country. He also installed the telephone system in the largest cities of the republic.

Dr. John A. L. Waddell almost has revolutionized the science of American bridge building in the last quarter of a century. He is known everywhere as a great authority on bridges and his word as a consulting engineer is conclusive. There is a long list of important bridges that his brain has devised. Now he is working on the plans for the trans-Alaska-Siberian railway. He is far from the type of the dry scientist, however. He is a capital fisherman and shot and one of the best whist players in the West.

John W. Riddle is the only bachelor among the American ambassadors. He is popular at the czar's court and speaks Russian fluently, being one of the few in the diplomatic service who have mastered the language. The Turkish language he easily learned when he was Secretary of the Legation at Constantinople. He knows the language of nearly all the European and Oriental countries.

Edward R. Thomas, of New York, probably has achieved more than any other American millionaire as young as he. When only 24 he was a member of the stock exchange and a bank president at 28. Last year with several friends he put up \$2,000,000 to finance a 400,000 bale cotton pool, the largest pool ever formed in cotton speculation. In the horse racing, motor racing, and automobile world he is particularly active and daring.

Dr. S. A. Knapp, who is directing the work of the general education board in the south, is the father of agricultural education in the United States. While he was president of the Iowa Agricultural college he drafted the Hatch bill, which brought the agricultural colleges under the wing of the national government. He introduced rice culture in the South and revolutionized the rice business in South Carolina. He found a solution of the boll weevil problem by pushing the cotton crop ahead so that it matured before the boll weevil.

Attention is called to the chattel mortgage sale notice on page 4.

Who Is Running It?

"Where's the president of the railroad?" asked the man who called at the general offices.

"He's down in Washington, attendin' th' sessions o' some kind uv an investigatin' committee," replied the office boy.

"Where's the general manager?"

"He's appearin' before th' Interstate Commerce Commission."

"Well, where's the general superintendent?"

"He's at th' meetin' o' th' Legislature, fightin' some new law."

"Where's the head of the legal department?"

"He's in court, tryin' a suit."

"Then, where is the general passenger agent?"

"He's explainin' t' th' commercial travelers why we can't reduce th' fare."

"Where is the general freight agent?"

"He's gone out in th' country t' attend a meetin' o' th' Grange an' tell th' farmers why we ain't got no freight cars."

"Who's running the blame railroad, anyway?"

"The newspapers." — Pittsburg Press.

Simple Account File

Simplest and Most Economical Method of Keeping Petit Accounts

File and 1,000 printed blank bill heads.....	\$2 75
File and 1,000 specially printed bill heads.....	3 00
Printed blank bill heads, per thousand.....	1 25
Specially printed bill heads, per thousand.....	1 50

Tradesman Company, Grand Rapids.

TRADESMAN ITEMIZED LEDGERS

SIZE—8 1/2 x 14. THREE COLUMNS.

3 Quires, 160 pages....	\$2 00
3 Quires, 240 pages.....	2 50
4 Quires, 320 pages.....	3 00
5 Quires, 400 pages.....	3 50
6 Quires, 480 pages.....	4 00

INVOICE RECORD OR BILL BOOK

80 double pages, registers 2,880 invoices..... \$2 00

Tradesman Company Grand Rapids, Mich.



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How To Prepare for the Summer Trade.

It is up to the city druggist to sell his departing patrons as much as he can before they leave and to keep in touch with them during the summer so that he may supply their wants by mail.

It is up to the summer resort druggist to please the arrivals in every way he can, and to sell them everything they may need in his lines during their stay. But the best profit is in inducing them to consider the store as a friendly resort and to make it so pleasant for them that they will buy many things they do not need. The sale of luxuries usually yields a better profit than the sale of necessities.

Both classes of druggists should remember that this summer trade is a "quality" trade and that it has plenty of money to spend so that the vexatious question of price enters into the problem to but a small degree. Service and quality are the keynotes to strike.

The city druggist should begin his campaign by liberally displaying and featuring in his store seasonable goods and pointing out those things which will be needed on vacation. He should prepare a circular letter dealing with the vacation subject and send it out to his mailing list, impressing the idea that he has everything needed for vacation use and that he can continue to supply his customers by mail during the summer with better quality goods at lower prices than can the local druggist where they are going. He should show also that prescriptions can be filled by mail promptly, accurately and speedily.

It will pay the city druggist in many cases to get up a special little illustrated booklet on this vacation topic and to list in it with prices all the goods which travelers need to prepare for a journey and which they may require during their absence. Prices should be quoted and postage rates given.

Some of the goods which he should feature are talcum powders, sun-burn remedies, tooth powders, soaps, all kinds of toilet articles, travelers' combination sets, manicure goods, candy, perfumes, cigars and tobaccos, shaving supplies, remedies for insect bites, witch hazel, salve, cold cream, headache salts, digestive tablets, hydrogen

peroxide, antiseptic solution, foot relief powder, summer complaint remedies, laxatives, shoe dressings, stationery of all kinds, books for summer reading. He also should not fail to mention the filling of prescriptions by mail, and the ability to forward anything promptly in a fresher condition than it can be had in the country.

The rural and seashore druggist wants to boldly assert quite the reverse to the arrivals in his town. He must impress them with the idea that their convenience is served by trading with him, as he is on the spot and that his goods are as fresh, reliable and reasonable as can be had in the city. What is more, that he is there in person to oblige them and that their orders will receive personal attention while they are saved the vexation of writing and the ensuing irritating delay occasioned by mail order service.

The summer druggist should instill the idea that his store is the place to drop in at when at a loss to know what to do; that it is cool and restful; that his soda, candy and cigars are delicious and right up to date with a wide range for choice; and that it is his pleasure to furnish local information of every kind.

As most of his prospective customers are new to the vicinity he should first of all, and as speedily as possible, impress them with the knowledge of the location of his store. The best way of accomplishing this is by advertising announcements in railroad stations, steamboat landings, street cars, busses, the surrounding hotels and boarding-houses. He should arrange to receive each day a list of new arrivals at these hostleries and should promptly circularize the guests.

A very clever and effective idea adopted by one druggist is the supplying of souvenir postals free to each hotel, with a photograph of the hotel in the corner and a message printed in script type stating that the signer is staying at this resort and that the best store in the town is So-and-So's drug store where such and such things may be had.

Aside from the regular lines, the goods which a druggist can profitably push to the summer trade include soda water, candy, cigars, sporting goods, stationery, playing cards, souvenir post cards and the seasonable preparations mentioned in connection with the circularizing of the city druggist. It is a good idea for the summer drug store to possess a branch postoffice, express agency and telegraph office. Newspapers may be profitably sold, particularly the papers from the nearby large centers.

The transient visitors should be made to feel that the drug store is their casino and meeting place. A bulletin board on which time tables may be posted is useful and tickets for local events, dances, tournaments, picnics and outings of all kinds ought to be obtainable from the druggist.

The beauty of life comes from Gods sun shining on our sorrow.

Feed on garbage and you soon lose your faith in good things.

Adulterated Milk Sugar.

Milk sugar, whether of domestic or foreign origin, is usually of good quality and has rarely been subject to adulteration. Recently, however, a product has been offered to the trade as pure milk sugar, which is grossly adulterated. The adulterant is a fine grade of glucose, known commercially as confectioner's grape sugar, or starch sugar. The same firm that offers the mixture of glucose and milk sugar also offers a product under the name of "Pure Lactose Sugar," which consists wholly of grape sugar or glucose.

The adulterated article is offered at a price somewhat under the market price of pure milk sugar, although worth considerably less, and its detection is fortunately easy for the retail druggist, who is most likely to be imposed upon by this sophistication.

The simplest test is based upon the solubility of the substance in water. Pure milk sugar is only soluble in six to seven parts of water at ordinary temperatures, while the adulterated article is much more soluble, the glucose or grape sugar being easily soluble in an equal quantity of water. This furnishes a ready means of distinguishing between the pure lactose and the so-called "lactose sugar." Further, the adulterated article is easily recognized by its taste, which is characteristic of the commercial glucose and lacks the "sandy" feel on the tongue of pure milk sugar.

The adulteration is a particularly mean one, when we consider the fact that one of the principal uses of milk sugar is as an ingredient of infants' food.

E. H. Gane.

The Drug Market.

Opium—There are again unfavorable reports from the growing crops, but prices are as yet unchanged.

Morphine—Is steady.

Quinine—Is unchanged.

Norwegian Cod Liver Oil—Is steadily tending lower on account of large crop.

Glycerine—Is advancing.

Balsam Copaiba—Is in better supply and has declined.

Oil Bergamot—Has advanced and is tending higher.

Oil Cassia—Is scarce and tending higher.

Oil Peppermint—It is almost impossible to estimate the growing crop. The price of oil is steady.

German Chamomile. Flowers—Have almost doubled in value and are tending higher.

Gum Camphor—There are no possibilities for lower price during the season.

Jamaica Ginger Root—There is no question that the crop is short. High prices will rule during the year.

Flaxseed and Ground Flaxseed—Have advanced.

Linseed Oil—Is higher on account of advance in seed.

Making Tincture Opium from Gum Opium.

Because of the passage of various pure food and drug laws it is more than ever necessary to be sure that your tinctures are up to standard. This was exceedingly difficult to do when opium tincture was prepared from the

crude gum. For this reason the specification by the U. S. Pharmacopoeia of granulated opium (containing 12 to 12.5 per cent. of crystallizable morphine) is clearly a step in advance, as the dried and granulated opium insures greater uniformity in the strength of the tincture. Crude opium contains variable proportions of water, and laudanum prepared from a moist specimen will be weaker than that prepared from an equal weight of dried. There can be little doubt, we think, that the present U. S. formula also insures a more complete exhaustion of the opium than did the former simple procedure of maceration for six days, while the saving in time is apparent.

Thos. Willets.

Formula for a Good Envelope Gum.

The gum used by the United States government on postage stamps is probably one of the best that could be used not only for envelopes but for labels as well. It will stick to almost any surface. Its composition is said to be the following:

Gum arabic1 part
 Starch1 part
 Sugar4 parts

Water, sufficient to give the desired consistency.

The gum arabic is first dissolved in some water, the sugar added, then the starch, after which the mixture is boiled for a few minutes in order to dissolve the starch, after which it is thinned down to the desired consistency.

Cheaper envelope gums can be made by substituting dextrin for the gum arabic, glucose for the sugar and adding boric acid to preserve and help stiffen it.

Martin Neuss.

New Cure for the Opium Habit.

The confessions of the opium eater of the twentieth century will include the tale of the new plant said to cure the drug habit. The plant is a woody climber with opposite leaves in size and shape resembling the pear tree, and bears globular clusters of small white flowers. The flower is followed by a red fruit an inch long, furnished with four longitudinal wings. The order to which the plant belongs has some recognized medicinal properties, although it is a little known family. The plant is abundant on the plains around Kulala Lumpur, in Salangore, Malay Peninsula.

It's no use praying for power until you are sure of your purpose.

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.

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

Advanced—

Acidum		opaiba	1 75@1 85	Scilla Co	
Aetium	6@ 8	Eveebth	1 35@1 40	Tolutan	9@ 50
Benzolium, Ger.	70@ 75	Evechthos	1 00@1 10	Prunus virg	9@ 50
Boric	17@	Erigeron	1 00@1 10		
Carbolicum	26@ 29	Gaultheria	2 50@4 00	Tinctures	
Citricum	65@ 70	Geranium	oz 75	Aconitum Nap's R	9@ 50
Hydrochlor	3@ 5	Gossippi Sem gal	70@ 75	Aconitum Nap's F	9@ 50
Nitricum	8@ 16	Hedecoma	5 50@6 00	Aloes	50@ 50
Oxalicum	14@ 15	Juniper	40@1 20	Arnica	50@ 50
Phosphoricum, dil.	1@ 16	Lavendula	30@3 60	Aloes & Myrrh	50@ 50
Salicylicum	44@ 47	Limon	2 20@2 40	Asafoetida	50@ 50
Sulphuricum	15@ 16	Mentha Piper	2 25@2 40	Atropa Belladonna	50@ 50
Tannicum	75@ 85	Mentha Verid	3 50@3 60	Aurant Cortex	50@ 50
Tartaricum	38@ 40	Morhuac gal	1 60@1 85	Benzoin	50@ 50
		Myrrhuac	3 00@3 50	Benzoin Co	50@ 50
Aqua, 18 deg.	4@ 6	Oliva	75@3 00	Barosma	50@ 50
Aqua, 20 deg.	6@ 8	Picis Liquida	10@ 12	Cantharides	50@ 50
Carbonas	13@ 15	Picis Liquida gal	2 25@ 35	Capsicum	50@ 50
Chloridum	12@ 14	Ricina	1 06@1 10	Cardamon	50@ 50
Aniline		Rosmarini	2 01@ 20	Cardamon Cr	50@ 50
Black	2 00@2 35	Rosae oz	5 00@6 00	Castor	1 00@ 50
Brown	30@1 00	Succini	40@ 45	Catechu	50@ 50
Red	45@ 50	Sabina	9@ 1 00	Cinchona	50@ 50
Yellow	2 50@3 00	Santal	9@ 1 00	Cinchona Co	50@ 50
Baccae		Sassafras	90@ 95	Columbia	50@ 50
Cubebae	22@ 25	Sinapis, ess, oz.	9@ 95	Cubebae	50@ 50
Juniper	8@ 10	Tigil	1 10@1 20	Cassia Acutifol	50@ 50
Xanthoxylum	30@ 35	Thyme	40@ 50	Cassia Acutifol Co	50@ 50
Balsamur		Thyme, opt	@1 60	Digitalis	50@ 50
Copaiba	1 15@1 25	Theobromas	15@ 20	Ergot	50@ 50
Peru	2 50@2 60	Potassium		Ferri Chloridum	35@ 50
Terabin, Canada	60@ 65	Bi-Carb	15@ 18	Gentian	50@ 50
Tolutan	40@ 45	Bichromate	13@ 15	Gentian Co	50@ 50
Cortex		Bromide	25@ 30	Guaiac	50@ 50
Abies, Canadian	18	Carb	12@ 15	Guaiac ammon	50@ 50
Cassiae	18	Chlorate	po. 12@ 14	Hyoscyamus	50@ 50
Cinchona Flava.	20	Cyanide	84@ 85	Iodine	50@ 50
Buonymus atro.	60	Iodide	50@2 60	Iodine, colorless	50@ 50
Myrica Cerifera	20	Potassa, Bitart pr	30@ 32	Kino	50@ 50
Prunus Virgin.	15	Potass Nitras opt	7@ 10	Lobelia	50@ 50
Quillaja, gr'd	12	Potass Nitras	6@ 8	Myrrh	50@ 50
Sassafras	po 25	Prussiate	23@ 26	Nux Vomica	50@ 50
Ulmus	36	Sulphate po	15@ 18	Opil	7@ 50
Extractum		Radix		Opil, camphora test	30@ 50
Glycyrrhiza Gla.	24@ 30	Aconitum	20@ 25	Opil, deodorized	50@ 50
Glycyrrhiza, po.	23@ 30	Althae	50@ 55	Quassia	50@ 50
Haematox.	11@ 12	Anisum	10@ 12	Rhatany	50@ 50
Haematox, 1s	13@ 14	Camph	po. 25	Rhei	50@ 50
Haematox, 1/4s	14@ 15	Calamus po	20@ 40	Sanguinaria	50@ 50
Haematox, 1/4s	16@ 17	Gentiana po 15.	12@ 15	Serpentaria	50@ 50
		Glycyrrhiza pv 15	16@ 20	Stromonium	50@ 50
		Hydrastis, Canada	12@ 15	Tolutan	50@ 50
		Hydrastis Can. po	@2 00	Valerian	50@ 50
Carbonate Precip.	15	Hellebore, Alba.	12@ 15	Veratrum Veride.	50@ 50
Citrate and Quina	2 00	Inula, po	18@ 22	Zingiber	20@ 50
Citrate Soluble	55	Ipecac, po	2 50@2 60		
Ferrocyanidum S	40	Iris plox	35@ 40	Miscellaneous	
Solut. Chloride	15	Jalapa, pr	25@ 30	ether, Spts Nit 3f 30@	35
Sulphate, com'l	2	Maranta, 1/4s	@ 35	Aether, Spts Nit 4f 34@	38
Sulphate, com'l, by	70	Pedophyllum po.	15@ 18	Alumen, gr'd po 7	3@ 4
bbi. per owt.	70	Rhei	75@ 80	Annato.	40@ 50
Sulphate, pure	7	Rhei, cut	1 00@1 25	Antimoni, po	4@ 5
Flora		Rhei, pv	75@ 100	Antimoni et po T	40@ 50
Arnica	15@ 18	Spigella	1 45@1 50	Antipyrin	@2 25
Antemhis	40@ 50	Sanguinari, po 18	@ 15	Antifebrin	@2 25
Matricaria	30@ 35	Serpentaria	50@ 55	Argent Nitras oz	10@ 12
		Senega	85@ 90	Argenicum	50@ 50
Barosma	40@ 45	Smlax, off's H.	@ 43	Balm Gilead buds	60@ 65
Cassia Acutifol,		Smlax, M	@ 25	Blamuth & N. 1	85@1 90
Tinnevely	15@ 20	Scilla po 45	20@ 25	Calcium Chlor	1 1 85@1 90
Cassia, Acutifol.	25@ 30	Symplocarpus	@ 25	Calcium Chlor, 1/4s	@ 12
Salvia officinalis,		Valeriana Eng	@ 25	Calcium Chlor 1/4s	@ 10
1/4s and 1/4s	18@ 20	Valeriana, Ger.	15@ 20	Cantharides, Rus	@1 75
Uva Urai	8@ 10	Zingiber a	12@ 14	Capsicl Fruc's af	@ 20
		Zingiber j	22@ 25	Capsicl Fruc's po	@ 22
				Cap'l Fruc's B po	@ 15
				Carphyllus	25@ 27
				Carminc, No. 40.	@4 25
				Cera Alba	50@ 55
				Cera Flava	40@ 42
				Crocus	1 30@1 40
				Cassia Fructus	@ 35
				Centraria	@ 10
				Cateacum	@ 35
				Chloroform	34@ 54
				Chloro'm Squibbs	@ 90
				Chloral Hyd Crsai	35@1 60
				Chondrus	20@ 25
				Cinchonide P-W	33@ 48
				Cinchonide'e Germ	38@ 48
				Coccoloba	3 05@3 30
				Corks list D P Ct.	75
				Cresotum	@ 45
				Creta	@ 25
				Creta, prep	@ 5
				Creta, precip	9@ 11
				Creta, Rubra	@ 25
				Crocus	80@ 85
				Cudbear	@ 24
				Cupri Sulph	83@ 12
				Dextrine	7@ 10
				Emery, all Nos.	@ 8
				Emery, po	@ 16
				Ergota	60@ 65
				Ether Sulph	70@ 80
				Flake White	12@ 15
				Galla	@ 23
				Gambler	8@ 9
				Gelatin, Cooper.	@ 60
				Gelatin, French	35@ 60
				Glassware, fit box	75
				Less than box	70
				Glue, brown	11@ 12
				Glue white	15@ 25
				Glycerina	16@ 25
				Grana Paradisi.	@ 25
				Humulus	35@ 60
				Hydrarg Ch. Mt	@ 90
				Hydrarg Ch. Cr	@ 90
				Hydrarg Ox Ru'm	@1 10
				Hydrarg Ammo'l	@1 10
				Hydrarg Ungue'm	50@ 60
				Ichthyobolla. Am.	90@1 05
				Indigo	75@1 00
				Iodine, Resubi	3 85@3 90
				Iodoform	3 90@4 00
				Lupulin	@ 40
				Lycopodium	70@ 75
					75@ 75

Liquor Arsen et Hydrarg Iod	25	Rubia Tinctorum	12@ 14	Vanilla	9 00@	
Liq Potass Arsenit	10@ 12	Saccharum La's	22@ 25	Zinci Sulph	7@	8
Magnesia, Sulph.	2@ 3	Salacin	4 50@ 4 75			
Magnesia, Sulph bbl	1@ 1 1/2	Sanguis Drac's	40@ 50	Oils		
Manna. S F	45@ 50	Sapo, W	13 1/2@ 16	Whale, winter	70@	gal.
Menthol	2 30@ 2 50	Sapo, M	10@ 12	Lard, extra	70@ 80	
Morphia, S P & W	2 65@ 2 90	Sapo, G	10@ 15	Lard, No. 1	60@ 65	
Morphia, S NQ	2 65@ 2 90	Sedlitz Mixture	20@ 22	Linseed, pure raw	46@ 49	
Morphia, Mal.	2 65@ 2 90	Sinapis	10@ 13	Linseed, boiled	47@ 50	
Moschus Canton.	2 40	Sinapis, opt	10@ 30	Neat's-foot, w str	65@ 70	
Myrristica, No. 1	2 35@ 30	Snuff, Macaoaboy.		Spts. Turpentine	Market	
Nux Vomica po is	7@ 10	DeVoes	51	Paints	bbl. l.	
Os Sepia	2 1/2@ 2 28	Snuff, S'h DeVoe's	51	Red Venetian	1 1/2@ 1 3/4	
Pepsin Saac, H & P D Co	1@ 1 00	Soda, Boras	9@ 11	Ochre, yel Mars	1 1/2@ 1 3/4	
Picis Liq N N 1/2 gal doz	2 00	Soda, Boras, po	9@ 11	Ocre, yel Ber	1 1/2@ 1 3/4	
Picis Liq qts	1 00	Soda et Pot's Tart	25@ 28	Putty, comm'r'l	1 1/2@ 1 3/4	
Picis Liq. plnts.	2 60	Soda, Carb	1 1/2@ 2	Putty, strictly pr	1 1/2@ 1 3/4	
Pil Hydrarg po 80	2 50	Soda, Bi-Carb	3@ 5	Vermillion, Prime		
Piper Nigra po 22	2 18	Soda, Ash	3 1/2@ 4	American	13@ 15	
Piper Alba po 35	2 30	Soda, Sulphas	3@ 5	Vermillion, Eng.	75@ 80	
Pix Burgum	2 30	Spts, Cologne	50@ 55	Green, Paris	29 1/2@ 33 1/4	
Plumbi Acet	13@ 15	Spts, Ethio. Co.	50@ 55	Green, Pennsular	15@ 16	
Plumbi Ip'o et Opt'l	3 00@ 1 50	Spts, Myrcia Dom	22@ 00	Lead, red	7 1/2@ 7 3/4	
Pyrethrum, bxs H & P D Co. doz	75	Spts, Vinl Rect bbl	4@	Lead, white	7 1/2@ 7 3/4	
Pyrethrum, pv	20@ 25	Spts, Vinl Rect 1/2 b	4@	Whiting, white S'n	7@ 80	
Quassiae	3@ 10	Spts, Vinl R't 10 gal	4@	Whiting, Gilders	7@ 80	
Quina, S P & W	20@ 30	Spts, Vinl R't 5 gal	4@	White, Paris Am'r	7@ 80	
Quina, S Ger	20@ 30	Strychnia, Cryst'l	1 05@ 1 25	Whit'g Paris Eng	7@ 80	
Quina, N Y	20@ 30	Sulphur Subl	2 1/2@ 4	cliff	7@ 80	
		Sulphur, Roll	2 1/2@ 3 1/4	Universal Prep'd	1 10@ 1 20	
		Tamarinds	8@ 10	Varnishes		
		Terebenth Venice	28@ 30	No. 1 Turp Coachl	10@ 1 20	
		Theobromae	65@ 70	Extra Turp	1 60@ 1 70	

Full Protection To Our Customers

The Secretary of Agriculture has accepted our guarantee and has given us the number

599

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**Hazeltine & Perkins
Drug Co.
Grand Rapids, Mich.**

GROCERY PRICE CURRENT

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ADVANCED

DECLINED

Index to Markets
By Columns

		1		2	
		ARCTIC AMMONIA		Oysters	
		12 oz. ovals 2 doz. box...75		Cove, 1lb. @1 05	
		AXLE GREASE		Cove, 2lb. @1 85	
		Frazer's		Cove, 1lb. Oval. @1 20	
Ammonia	1	1lb. wood boxes, 4 dz. 2 00		Plums	
Axle Grease	1	1lb. tin boxes, 3 doz. 2 35		Peas	
		3 1/2 lb. tin boxes, 2 dz. 4 25		Marrowfat	
Baked Beans	1	10lb. pails, per doz. 6 00		Early June 1 25 @ 1 60	
Bath Brick	1	15lb. pails, per doz. 7 20		Early June Sifted 35 @ 1 65	
Bluing	1	25lb. pails, per doz. 12 00		Peaches	
Brooms	1	BAKED BEANS		Pie 1 00 @ 1 15	
Brushes	1	1lb. can, per doz. 90		Yellow 1 65 @ 2 25	
Butter Color	1	2lb. can, per doz. 1 40		Grated Pineapple	
		3lb. can, per doz. 1 80		Sliced	
		BATH BRICK		Pumpkin	
		American		Fair	
		English		Good	
		BLUING		Fancy	
		6 oz. ovals 3 doz. box \$ 40		Gallon	
		16 oz. round 2 doz. box 75		Raspberries	
		Sawyer's Pepper Box		Standard	
		Per Gross		Russian Caviar	
		No. 3, 3 doz. wood		1/4 lb. cans 3 75	
		boxes 4 00		1/4 lb. cans 7 00	
		No. 5, 3 doz. wood		1lb. cans 12 00	
		boxes 7 00		Salmon	
		BROOMS		Col'a River, talls 1 80 @ 2 00	
		No. 1 Carpet 2 75		Col'a River flats 2 10 @ 2 20	
		No. 2 Carpet 2 35		Red Alaska 1 25 @ 1 35	
		No. 3 Carpet 2 15		Pink Alaska @ 1 00	
		No. 4 Carpet 1 75		Sardines	
		Parlor Gem 2 40		Domestic 1/2s 3 1/2 @ 3 1/2	
		Common Whisk 85		Domestic 1/4s @ 5	
		Fancy Whisk 1 20		Domestic, Must'd 6 @ 9	
		Warehouse 3 00		California, 1/4s @ 14	
		BRUSHES		French, 1/4s @ 14	
		Scrub		French, 1/2s @ 18	
		Solid Back 8 in. 75		Shrimps	
		Solid Back, 11 in. 95		Standard	
		Pointed Ends 85		Succotash	
		Stove		Fair	
		No. 3 75		Good	
		No. 2 1 10		Fancy	
		No. 1 1 75		Strawberries	
		Shoe		Standard	
		No. 8 1 00		Fancy	
		No. 7 1 30		Tomatoes	
		No. 4 1 70		Fair	
		No. 3 1 90		Good	
		BUTTER COLOR		Fancy	
		W. R. & Co.'s, 15c size 1 25		Gallons	
		W. R. & Co.'s, 25c size 2 00		CARBON OILS	
		CANDLES		Barrels	
		Electric Light, 8s. 9 1/2		Perfection	
		Electric Light, 16s. 10		Water White	
		Paraffine, 6s 9		D. S. Gasoline	
		Paraffine, 12s 9 1/2		Gas Machine	
		Wicking 20		Deodor'd Nap'a @ 15 1/2	
		CANNED GOODS		Cylinder @ 22	
		Apples		Engine @ 22	
		3lb. Standards 1 00		Black, winter 8 1/2 @ 10	
		Gallon 2 65		CEREALS	
		Blackberries		Breakfast Foods	
		2lb. 90 @ 1 75		Bordeau Flakes, 36 1lb. 2 50	
		Standards gallons @ 5 50		Cream of Wheat, 36 2lb. 4 50	
		Beans		Egg-O-See, 36 pkgs. 2 85	
		Baked 80 @ 1 30		Evoclo Flakes, 36 lb. 4 50	
		Red Kidney 85 @ 95		Exocello, large pkgs. 4 50	
		String 70 @ 1 15		Force, 36 2 lb. 4 50	
		Wax 75 @ 1 25		Grape Nuts, 2 doz. 2 70	
		Blueberries		Malta Ceres, 24 1lb. 2 40	
		Standard @ 1 45		Malta Vita, 36 1lb. 2 85	
		Gallon @ 7 50		Mapl-Flake, 36 1lb. 4 05	
		Brook Trout		Pillsbury's Vitos, 3 dz. 4 25	
		2lb. cans, spiced... 1 90		Raisins, 36 2lb. 4 50	
		Clams		Sunlight Flakes, 36 1lb. 2 85	
		Little Neck, 1lb. 1 00 @ 1 25		Sunlight Flakes, 20 lbs 4 00	
		Little Neck, 2lb. @ 1 50		Vigor, 36 pkgs. 2 75	
		Clam Bouillon		Volgt Cream Flakes 4 50	
		Burnham's 1/2 pt. 1 90		Zest, 20 2lb. 4 10	
		Burnham's pts. 3 60		Zest, 36 small pkgs. 2 75	
		Burnham's qts. 7 20		Crescent Flakes	
		Cherries		One case 2 50	
		Red Standards 1 30 @ 1 50		Five cases 2 40	
		White 1 50		One case free with	
		Corn		5 1/2 cases.	
		Fair 60 @ 75		One-fourth case free with	
		Good 85 @ 90		2 1/2 cases.	
		Fancy 1 10		Freight allowed	
		French Peas		Rolled C's	
		Sur Extra Fine 22		Rolled Avonaa bbl. 5 60	
		Extra Fine 19		Steel Cut, 100 lb. sks. 2 80	
		Fine 15		Monarch, bbl. 5 35	
		Moyen 11		Monarch, 90 lb. sacks 2 55	
		Gooseberries		Quaker, 18-2 1 55	
		Standard 90		Quaker, 20-5 4 20	
		Hominy		Cracked Wheat	
		Standard 85		Bulk 3 1/2	
		Lobster		24 2 lb. packages 2 50	
		1/2 lb. 2 25		CATSUP	
		1 lb. 4 25		Columbia 25 pts. 4 50	
		Picnic Tails 2 75		Columbia, 25 1/2 pts. 2 60	
		Mackerel		Snider's quarts 3 25	
		Mustard, 1lb. 1 80		Snider's pints 2 25	
		Mustard, 2lb. 2 80		Snider's 1/2 pints 1 30	
		Soused, 1 1/2 lb. 1 80		CHEESE	
		Soused, 2lb. 2 80		Acme @ 13 1/2	
		Tomato, 1lb. 1 80		Chimax @ 14 1/2	
		Tomato, 2lb. 2 80		Mile @ 14	
		Mushrooms			
		Hotels 19 @ 20			
		Buttons 24 @ 25			

3

4

5

Emblem.....	@14	Coffee Cake, pl. or iced 10	Raisins
Gem.....	@14	Cocoanut Taft.....	12
Ideal.....	@14	Cocoanut Bar.....	10
Jersey.....	@13 1/2	Cocoanut Drops.....	12
Peerless.....	@13 1/2	Cocoanut Honey Cake 12	
Riverside.....	@13 1/2	Cocoanut Hon. Fingers 12	
Springdale.....	@14 1/2	Cocoanut Macaroons.....	18
Warner's.....	@13 1/2	Dixie Cookie.....	9
Brick.....	@15	Frosted Cream.....	8
Lelden.....	@15	Frosted Honey Cake 12	
Limbarger.....	@15	Fluted Cocoanut.....	10
Pineapple.....	@40	Fruit Tarts.....	12
Sap Sago.....	@22	Ginger Gems.....	8
Swiss, domestic.....	@16	Graham Crackers.....	8
Swiss, imported.....	@20	Ginger Nuts.....	10
CHEWING GUM		Ginger Snaps, N. B. C. 7	
American Flag Spruce 50		Hippodrome.....	10
Beeman's Pepsin.....	55	Honey Cake, N. B. C. 12	
Adams Pepsin.....	55	Honey Fingers, As. Ice 12	
Best Pepsin.....	45	Honey Jumbles.....	12
Best Pepsin, 5 boxes. 2 00		Household Cookies.....	8
Black Jack.....	55	Household Cookies Iced 8	
Largest Gum Made.....	55	Iced Honey Crumpets 10	
Sen Sen.....	55	Imperial.....	8
Sen Sen Breath Perf 1 00		Iced Honey Flake.....	12 1/2
Sugar Loaf.....	55	Iced Honey Jumbles 12 1/2	
Yucatan.....	55	Island Picnic.....	11
CHICORY		Jersey Lunch.....	20
Bulk.....	1	Kream Klips.....	20
Red.....	1	Lady Fingers.....	12
Eagle.....	5	Lem Yem.....	11
Frank's.....	7	Lemon Gems.....	10
Schener's.....	6	Lemon Biscuit, Square 8	
CHOCOLATE		Lemon Wafer.....	16
Walter Baker & Co.'s		Lemon Cookie.....	8
German Sweet.....	24	Mary Ann.....	8
Premium.....	33	Marshmallow Walnuts 16	
Caracas.....	35	Mariner.....	11
Walter M. Lowney Co.		Molasses Cakes.....	8
Premium 1/4s.....	32	Mohican.....	11
Premium, 1/2s.....	30	Mixed Picnic.....	11 1/2
COCOA		Newton.....	12
Baker's.....	40	Nu Sugar.....	8
Cleveland.....	41	Nic Nacs.....	8
Colonial, 1/4s.....	35	Oatmeal Crackers.....	8
Colonial, 1/2s.....	33	Orange Gems.....	8
Epps.....	42	Oral Sugar Cakes.....	8
Huyler.....	45	Penny Cakes, Assorted 8	
Lowney, 1/4s.....	40	Pretzels, Hand Md.....	8
Lowney, 1/2s.....	38	Pretzettes, Hand Md. 8	
Lowney, 1/4s.....	37	Pretzettes, Mac. Md. 7 1/2	
Lowney, 1s.....	12	Raisin Cookies.....	8
Van Houten, 1/4s.....	12	Revere, Assorted.....	14
Van Houten, 1/2s.....	20	Rube.....	8
Van Houten, 1s.....	40	Scotch Style Cookies 10	
Van Houten, 1s.....	72	Snow Creams.....	16
Webb.....	30	Sugar Krisp.....	11
Wilbur, 1/4s.....	36	Sultana Fruit Biscuit 16	
Wilbur, 1/2s.....	36	Spiced Gingers.....	9
COCOA BUTTER		Spiced Gingers Iced.....	10
Dunham's 1/4s & 1/2s 27		Sugar Cakes.....	8
Dunham's 1/2s.....	28	Sugar Squares, large or	
Dunham's 1/4s.....	29	small.....	8
Bulk.....	12	Superba.....	8
COCOA SHELLS		Sponge Lady Fingers 25	
20lb. bags.....	2 1/2	Sugar Crimp.....	16
Less quantity.....	3	Vanilla Wafers.....	16
Pound packages.....	4	Waverly.....	8
COFFEE		Zanzibar.....	9
Rio		In-er Seal Goods Per doz.	
Common.....	13 1/2	Albert Biscuit.....	1 00
Fair.....	14 1/2	Animals.....	1 00
Choice.....	16 1/2	Brenner's But Wafers 1 00	
Fancy.....	20	Butter Thin Biscuit.....	1 00
Santos		Cheese Sandwich.....	1 00
Common.....	13 1/2	Cocoanut Dainties.....	1 00
Fair.....	14 1/2	Cocoanut Macaroons.....	2 50
Choice.....	16 1/2	Cracker Meal.....	75
Fancy.....	19	Faust Oyster.....	1 00
Peaberry.....	20	Fig Newton.....	1 00
Maracaibo		Five O'clock Tea.....	1 00
Fair.....	16	Protana.....	1 00
Choice.....	19	Ginger Snaps, N. B. C. 1 00	
Mexican		Graham Crackers.....	1 00
Choice.....	16 1/2	Lemon Snap.....	50
Fancy.....	19	Oatmeal Crackers.....	1 00
Guatemala		Oysterettes.....	50
Choice.....	15	Old Time Sugar Cook.....	1 00
Java		Pretzettes, Hd Md.....	1 00
African.....	12	Royal Toast.....	1 00
Fancy African.....	17	Saltine.....	1 00
O. G.....	25	Saratoga Flakes.....	1 50
P. G.....	31	Social Tea Biscuit.....	1 00
Mocha		Soda, N. B. C.....	1 00
Arabian.....	21	Soda, Select.....	1 50
Package		Unedea Biscuit.....	50
New York Raisin		Unedea Jinjer Wafers.....	1 00
Arbuckle.....	16 00	Unedea Milk Biscuit.....	50
Dilworth.....	14 75	Vanilla Wafers.....	1 00
Jersey.....	16 00	Water Thin.....	1 00
Lion.....	14 50	Zu Zu Ginger Snaps.....	50
McLaughlin's XXXX		Zwieback.....	1 00
McLaughlin's XXXX sold to retailers only. Mail all orders direct to W. F. McLaughlin & Co., Chicago.			
Extract		CREAM TARTAR	
Holland, 1/2 gro boxes 95		Barrels or drums.....	29
Felix, 1/2 gross.....	1 15	Boxes.....	30
Hummel's foil, 1/2 gro. 15		Square cans.....	32
Hummel's tin, 1/2 gro. 1 43		Fancy caddies.....	35
CRACKERS		DRIED FRUITS	
National Biscuit Company		Sundried Apples.....	@ 7
Brand.....		Evaporated.....	8 1/2 @ 9
Butter.....		Apricots	
Seymour, Round.....	6	California.....	18 @ 20
N. B. C., Square.....	6	California Prunes	
Soda.....		100-125 25lb. boxes.....	@ 4 3/4
Select Soda.....	6	80-90 25lb. boxes.....	@ 5 3/4
Saratoga Flakes.....	13	70-80 25lb. boxes.....	@ 6 1/4
Zephyrette.....	13	60-70 25lb. boxes.....	@ 6 3/4
Oyster		50-60 25lb. boxes.....	@ 7 1/4
N. B. C., Round.....	6	40-50 25lb. boxes.....	@ 8 3/4
N. B. C., Square Salted 6		30-40 25lb. boxes.....	@ 9 3/4
Faust, Shell.....	7 1/2	1/2c less in 50lb. cases.	
Sweet Goods.		Corsican.....	@ 18
Boxes and cans		Currents.....	@ 9 1/2
Animals.....	10	Imported bulk.....	@ 9 1/2
Atlantic, Assorted.....	10	Peel	
Cartwheels.....	8	Lemon American.....	14
Current Fruit.....	10	Orange American.....	15
Crackles.....	16		

6	7	8	9	10	11
Meal Bolted 3 00 Golden-Granulated 3 15 St. Car Feed screened 27 00 No. 1 Corn and Oats 27 00 Corn, cracked 25 50 Corn Meal, coarse 25 50 Winter Wheat Bran 24 00 Winter Wheat Mid'g 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 lot 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 doz. 45 30 lb. pails, per doz. 80 LICORICE Pure 80 Calabria 23 Sicily 14 Root 11 MATCHES C. D. Crittenden Co. Noiseless Tip 4 50 @ 75 MEAT EXTRACTS Armour's, 2 oz. 4 45 Armour's, 4 oz. 8 20 Liebig's, Chicago, 2 oz. 2 75 Liebig's, Chicago, 4 oz. 5 50 Liebig's Imported, 2 oz. 4 55 Liebig's Imported, 4 oz. 8 50 MOLASSES New Orleans Fancy Open Kettle 40 Choice 25 Fair 25 Good 23 Half barrel 3c 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 Mansanilla, 8 oz. 90 Queen, pints 2 50 Queen, 19 oz. 4 50 Queen, 38 oz. 7 00 Stuffed, 8 oz. 1 45 Stuffed, 10 oz. 2 40 PIPES Clay, No. 216 per box 1 25 Clay, T. D., full count 60 Cob 90 PICKLES Medium Barrels, 1,200 count 6 00 Half bbls., 600 count 3 50 Small Barrels, 2,400 count 7 50 Half bbls., 1,200 count 4 25 PLAYING CARDS No. 90 Steamboat 85 No. 15, Rival, assorted 1 25 No. 20, Rover enameled 1 50 No. 573, Special 1 75 No. 98 Golf, satin finish 2 00 No. 808 Bicycle 2 00 No. 632 Tour'n't whist. 2 25 POTASH 48 cans in case 4 00 Penna Salt Co.'s 3 00 PROVISIONS Barreled Pork Clear Back 18 00 Short Cut 17 75 Short Cut Clear 17 50 Bean 16 00 Brisket, Clear 19 25 Pig 20 00 Clear Family 16 00 Dry Salt Meats S P Bellies 13 Bellies 13 1/2 Extra Shorts 11 Smoked Meats Hams, 12 lb. average. 13 1/2 Hams, 14 lb. average. 13 1/2 Hams, 16 lb. average. 13 1/2 Hams, 18 lb. average. 13 1/2 Skinned Hams 15 Ham, dried beef sets. 15 California Hams 9 1/2 Picnic Boiled Hams 15 1/2 Boiled Ham 21 Berlin Ham, pressed 8 1/2 Mince Ham 9 Lard Compound 8 1/2 Pure in tins 10 1/2 80 lb. tubs advance 1/2 50 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	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 1/2 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 1/2 bbls., 80 lbs. 3 00 Casings Hogs, per lb. 28 Beef, rounds, set 16 Beef middles, set 45 Sheep, per bundle 70 Uncolored Butterine Solid dairy 10 @ 12 1/2 Country Rolls 10 1/2 @ 16 1/2 Canned Meats Corned beef, 2 lb. 2 40 Corned beef, 1 lb. 1 35 Roast beef, 2 lb. 2 40 Roast beef, 1 lb. 1 30 Potted ham, 1/4 45 Potted ham, 1/2 45 Deviled ham, 1/4 45 Deviled ham, 1/2 45 Potted tongue, 1/4 45 Potted tongue, 1/2 45 RICE Fancy 7 @ 1/2 Japan 5 1/2 @ 3 1/2 Broken 6 1/2 @ 3 1/2 SALAD DRESSING Columbia, 1/2 pint 2 25 Columbia, 1 pint 4 00 Durkee's, large, 1 doz. 4 50 Durkee's, small, 2 doz. 5 25 Snider's, large, 1 doz. 2 35 Snider's, small, 2 doz. 1 35 SALERATUS Packed 60 lbs. in box. Arm and Hammer 3 15 Deland's 3 00 Dwight's Cow 3 15 Emblem 2 10 L. P. 3 00 Wyandotte, 100 1/4 3 00 SAL SODA Granulated, bbls. 85 Granulated, 100lb. cs. 1 00 Lump, bbls. 80 Lump, 145lb. kegs 95 SALT Common Grades 100 3 lb. sacks 2 10 60 5 lb. sacks 2 00 28 10 1/2 lb. sacks 1 90 56 lb. sacks 30 28 lb. sacks 15 Warsaw 56 lb. dairy in drill bags 40 28 lb. dairy in drill bags 20 Solar Rock 56lb. sacks 24 Common Granulated, fine 80 Medium, fine 85 SALT FISH Cod Large whole 7 Small whole 6 1/2 Strips or bricks 7 1/2 @ 10 1/2 Pellock 4 1/2 Hallbut Strips 13 Chunks 13 1/2 Holland Herring White Hoop, bbls. 11 00 White Hoop, 1/4 bbls. 6 00 White Hoop, keg 65 @ 75 White Hoop mchs. 80 Norwegian 75 Round, 100lbs. 3 75 Round, 40lbs. 1 75 Scaled 12 Trout No. 1, 100lbs. 7 50 No. 1, 40lbs. 3 25 No. 1, 10lbs. 90 No. 1, 8lbs. 75 Mackerel Mess, 100lbs. 14 00 Mess, 40lbs. 5 60 Mess, 10lbs. 1 65 Mess, 8lbs. 1 35 No. 1, 100lbs. 14 00 No. 1, 4 lbs. 5 60 No. 1, 10 lbs. 1 65 No. 1, 8 lbs. 1 35 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. 60 Handy Box, small, 1 dz. 25 Bixby's Royal Polish 85 Miller's Crown Polish 25	SNUFF Scotch, in bladders 37 Maccaboy, in jars 35 French Rappie in jars. 43 SOAP J. S. Kirk & Co. American Family 4 00 Dusky Diamond, 50 8 oz. 2 80 Dusky D'nd, 100 6 oz. 3 80 Jap Rose, 50 bars 3 75 Savon Imperial 3 50 White Russian 3 50 Dome, oval bars 3 50 Satinet, oval 2 15 Snowberry, 100 cakes 4 00 Proctor & Gamble Co. Lenox 3 25 Ivory, 6 oz. 4 00 Ivory, 10 oz. 6 75 Star 3 25 LAUTZ BROS. & CO. Acme, 70 bars 3 60 Acme, 30 bars 4 00 Acme, 25 bars 4 00 Acme, 100 cakes 3 25 Big Master, 100 bars 4 10 Marseilles, 100 cakes 6 00 Marseilles, 100 cakes 5c 4 00 Marseilles, 100 ck toilet 4 00 A. B. Wrisley 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, 100-50 4 00 Kirkoline, 24 4lb. 3 80 Pearline 3 75 Soapine 4 10 Babbitt's 1776 2 75 Roseine 3 50 Armour's 3 70 Wisdom 3 80 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 gr lots 4 60 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. 18 Cassia, Saigon, broken. 40 Cassia, Saigon, in rolls. 25 Cloves, Amboyina 25 Cloves, Zanzibar 25 Mace 25 Nutmegs, 75-80 45 Nutmegs, 105-10 35 Nutmegs, 115-20 35 Pepper, Singapore, blk. 15 Pepper, Singp. white. 15 Pepper, shot 27 Pure Ground in Bulk Allspice 16 Cassia, Batavia 22 Cassia, Saigon 25 Cloves, Zanzibar 24 Ginger, African 15 Ginger, Cochiti 18 Ginger, Jamaica 25 Mace 65 Mustard 18 Pepper, Singapore, blk. 17 Pepper, Singp. white. 18 Pepper, Cayenne 20 Sage 20 STARCH Common Gloss 1lb. packages 4 @ 5 3lb. packages 4 1/2 6lb. packages 5 1/2 40 and 50lb. boxes 8 1/2 @ 2 1/2 Barrels 23 Common Corn 20lb. packages 5 40lb. packages 4 1/2 @ 7 SYRUPS Corn Barrels 27 Half Barrels 29 20lb. cans 1/2 dz. in cs 1 90 10lb. cans 1/2 dz. in cs. 1 85 5lb. cans 2 dz. in cs. 1 95 2 1/2 lb. cans 2 dz. in cs 2 00 Pure Cane Fair 16 Good 20 Choice 25 TEA Japan Sundried, medium 24 Sundried, choice 32 Sundried, fancy 36 Regular, medium 24 Regular, choice 32 Regular, fancy 36 Basket-fired, medium 31 Basket-fired, choice 38 Nibs 22 @ 24 Siftings 9 @ 11	Gunpowder Moyune, medium 30 Moyune, choice 32 Moyune, fancy 40 Pingsuey, medium 30 Pingsuey, choice 30 Pingsuey, fancy 40 Young Hyson Choice 30 Fancy 36 Oolong Formosa, fancy 42 Amoy, medium 25 Amoy, choice 32 English Breakfast Medium 20 Choice 30 Fancy 40 India Ceylon, choice 32 Fancy 42 TOBACCO Fine Cut Cadillac 54 Sweet Loma 34 Hiawatha, 5lb. pails. 55 Telegram 30 Pay Car 33 Prairie Rose 49 Protection 49 Sweet Burley 44 Tiger 40 Plug Red Cross 31 Falo 35 Hiawatha 41 Kyle 35 Battle Ax 37 American Eagle 37 Standard Navy 37 Spear Head, 7 oz. 47 Spear Head, 14 oz. 55 Nobby Twist 55 Jolly Tar 39 Old Honesty 43 Toddy 34 J. T. 38 Peter Heldsick 66 Boot Jack 80 Honey Dip Twist 40 Black Standard 40 Cadillac 40 Forge 34 Nickel Twist 52 Mill 32 Great Navy 36 Smoking Sweet Core 34 Flat Car 32 Warpath 26 Bamboo, 16 oz. 25 I X L, 5lb. 27 I X L, 16 oz. pails. 31 Honey Dew 40 Gold Block 40 Flagman 40 Chips 33 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. 39 Cream 38 Corn Cake, 2 1/2 oz. 22 Corn Cake, 1lb. 22 Plover Boy, 1 1/2 oz. 39 Plover Boy, 3 1/2 oz. 39 Peerless, 3 1/2 oz. 35 Peerless, 1 1/2 oz. 38 Air Brake 36 Cant Hook 30 Country Club 32-34 Forex-XXXX 30 Good Indian 25 Self Binder, 16oz. 8oz. 20-22 Silver Foam 24 Sweet Marie 32 Royal Smoke 42 TWINE Cotton, 3 ply 22 Cotton, 4 ply 22 Jute, 2 ply 14 Hemp, 6 ply 13 Flax, medium 20 Wool, 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 6lb. 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	Clothes Pins Round head, 5 gross bx 50 Round head, cartons. 70 Egg Crates and Fillers. Humpty Dumpty, 12 doz. 20 No. 1 complete 32 No. 2 complete 32 Case No. 2 fillers 15 sets 1 30 Case, mediums, 12 sets 1 15 Faucets Cork lined, 8 in. 70 Cork lined, 9 in. 80 Cork lined, 10 in. 90 Mop Sticks Trojan spring 90 Eclipse patent spring. 85 No. 1 common 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, all 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, 6 holes. 65 Rat, wood 80 Rat, spring 75 Tubs 20-in. Standard, No. 1 8 25 18-in. Standard, No. 2 7 25 16-in. Standard, No. 3 6 00 20-in. Cable, No. 1 9 00 18-in. Cable, No. 2 8 00 16-in. Cable No. 3 6 75 No. 1 Fibre 10 80 No. 2 Fibre 9 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 4 Cream Manila 3 Butcher's Manila 2 1/2 Wax Butter, short c't. 13 Wax Butter, full count 20 Wax Butter, rolls 15 YEAST CAKE Magic, 3 doz. 1 15 Sunlight, 3 doz. 1 00 Sunlight, 1 1/2 doz. 50 Yeast Foam, 3 doz. 1 15 Yeast Cream, 3 doz. 1 00 Yeast Foam, 1 1/2 doz. 58 FRESH FISH Whitefish, Jumbo Per lb. 16 Whitefish, No. 1 11 Whitefish, smoked 11 Trout 9 1/2 Halibut 10 Ciscos or Herring 7 Bluefish 10 Live Lobster 30 Boiled Lobster 30 Cod 9 Haddock 9 Pickered 7 Pike 9 1/2 Perch, dressed 6 1/2 Smoked, White 12 1/2 Red Snapper 11 1/2 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 Loaf 7 1/2 Leader 8 1/2 Kindergarten 8 Bon Ton Cream 10 French Cream 9 1/2 Star 11 Hand Made Cream 15 Premio Cream mixed 12 O F Horehound Drop 10 Fancy-in Pails Gypsy Hearts 14 Coco Bon Bons 13 Fudge Squares 13 Peanut Squares 9 Sugared Peanuts 11 Salted Peanuts 13 Starlight Kisses 11 San Blas Goodies 12 Lozenges, plain 10 Lozenges, printed 10 Champion Chocolate 12 Eureka Chocolates 14 Eureka Chocolates 14 Quintette Chocolates 13 Champion Gum Drops 8 1/2 Moss Drops 10 Lemon Sours 10 Imperial 11 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, Cry. 60 A. A. Licorice Drops. 90 Lozenges, plain 55 Lozenges, printed 55 Imperial 60 Mottos 60 Cream Bar 60 G. M. Peanut Bar 55 Hand Made Cr'ms. 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. 3 75 Pop Corn Fritters, 100s 50 Pop Corn Toast, 100s 50 Cracker Jack 3 25 Checkers, 50 pkg. case 3 50 Pop Corn Balls, 200s 1 20 Cicero Corn Cakes 6 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 15 @ 17 Brazil 15 @ 17 Filberts 13 Cal. No. 1 13 Walnuts, soft shelled 16 Walnuts, Greenoble. 15 Table nuts, fancy. 15 Pecans, Med. 16 Pecans, ex. large. 18 Pecans, Jumbos 20 Hickory Nuts per bu. Ohio new 5 Cocoanuts 5 Chestnuts, New York State, per bu. Shelled Spanish Peanuts 9 @ 10 Pecan Halves 7 1/2 Walnut Halves 32 Filbert Meats 37 Alicante Almonds. 42 Jordan Almonds 47 Peanuts Fancy, H. P. Suns 7 1/2 @ 7 1/2 Fancy, H. P. Suns Roasted 8 1/2 @ 8 1/2 Choice, H. P. Jumbo 9 1/2 Choice, H. P. Jumbo Roasted 10 1/2

Special Price Current

AXLE GREASE



Mica, tin boxes....75 9 00
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, Boek35
Jockey Club35

COCOANUT

Baker's Brazil Shredded



70 1/2 lb. pkg. per case 2 60
85 1/2 lb. pkg. per case 2 60
88 1/2 lb. pkg. per case 2 60
16 1/2 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
Livers5 @ 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..

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 1/4 to 2 in.9
1 1/4 to 2 in.11
2 in.15
3 in.20

Cotton Lines

No. 1, 10 feet5
No. 2, 15 feet7
No. 3, 15 feet9
No. 4, 15 feet10
No. 5, 15 feet11
No. 6, 15 feet12
No. 7, 15 feet15
No. 8, 15 feet18
No. 9, 15 feet20

Linen Lines

Small20
Medium26
Large34

Poles

Bamboo, 14 ft., per doz. 55
Bamboo, 16 ft., per doz. 60
Bamboo, 18 ft., per doz. 80

GELATINE

Cox's 1 qt. size1 10
Cox's 2 qt. size1 61
Knox's Sparkling, doz. 1 20
Knox's Sparkling, gro. 14 00
Knox's Acidu'd. doz. 1 20
Knox's Acidu'd. gro. 14 00
Nelson's1 50
Oxford75
Plymouth Rock1 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
Halford, small2 25

Use

Tradesman

Coupon

Books

Made by

Tradesman Company

Grand Rapids, Mich.

If you want to sell
your business.

If you want to buy
a business.

If you want a
partner.

If you want a sit-
uation.

If you want a good
clerk.

If you want a
tenant for your
empty store-
room.

If you would trade
your stock for
real estate.

If you want at any
time to reach
merchants,
clerks, traveling
salesmen, brok-
ers, traders—
business men
generally

Try a
Michigan Tradesman
Business
Want
Ad
On Opposite Page

BUSINESS-WANTS DEPARTMENT

Advertisements inserted under this head for two cents a word the first insertion and one cent a word for each subsequent continuous insertion. No charge less than 25 cents. Cash must accompany all orders.

BUSINESS CHANCES.

Special Attention—Drug stores and positions anywhere desired in United States or Canada. F. V. Kniest, Omaha, Neb. 951

Cash Carriers For Sale—Four-station Air Line Carrier system, nearly new, cost \$240, will sell cheap. Address G. C. Lindquist, Greenville, Mich. 950

For Sale—120 acres; best of Palouse land. 409 E. Montgomery Ave., Spokane, Wash. 949

Rare opportunity for an energetic dry goods man who has been successful in a small town and is looking for a large field of action, Niagara Falls is by great odds the largest power center in the world. It is destined to be a second Pittsburg, and, unlike Pittsburg, with a possibility of natural gas giving out, the electrical energy generated at Niagara is unfailing. Five immense power companies are now generating electrical power and already thousands of workmen have come to Niagara to man the mills now in operation—thousands more must come, as new mills are in process of construction and the industrial growth is a certainty. Already Niagara Falls is a noted business center, and its wonderful growth and promise induced the undersigned to erect a handsome business block, which will be completed and ready for occupancy about June 25th. It is especially designed for a department store, having three floors, each 50x100 ft., high ceilings, exceptionally light and modern in every point. Though the location is one of the best, the rent is very moderate and the owner will either rent outright or consider furnishing part of capital with a thrifty and congenial partner. Apply direct to L. S. Silberberg, Niagara Falls, N. Y. 948

For Sale—The best money-making general merchandise stock in Indiana; invoice \$20,000 of good, clean, merchandise; bought right and well cared for; in town of 800 people in the best country in Indiana. This is the big store of the surrounding country, and they all come here; stock could be reduced to \$16,000 but would advise keeping up the stock; corner room, 40x100, with basement; rent \$35 per month. Good hotwater furnace; electric light and fixtures up-to-date. No trades considered, as actual invoice is 25 per cent. below what it should sell for; practically no competition; sales last year, \$41,000, at a good clean profit. Owner intends retiring. Mack Foster, Wayne-town, Ind. 947

For Sale—Our west side grocery store. Doing \$35,000 business, rent \$35, two-year lease. Stock and fixtures invoice \$4,000. Net profit last year over \$2,500. Reason for selling, too much other business to attend to. We mean business and nothing but cash proposition considered. Stock can be reduced some. Jno. Masek & Bro., 194 Concord St., St. Paul, Minn. 946

For Sale—Corn mill and electric light plant in a thriving town of 2,000 inhabitants in Indian Territory. Will sell together or separately. For particulars write A. B. Bellis, 107 North Third St., Muskogee, I. T. 944

Come South And Prosper—We sell established businesses in New Orleans, any line—grocery, restaurants, factories, etc. Louisiana Business Co., New Orleans. 941

For Sale—A \$500 stock of drugs and store building in city of Au Gres on main street. Address F. A. Warren, Au Gres, Mich. 940

Winter home, game preserve, truck farms, 2,600 acres, 2,100 acres timber, will cut 8,000,000 feet pine, 10 crops turpentine, some hardwood. Soil alluvial and sandy loam, very fertile. Colonial residence, some 15 outbuildings and tenant houses, artesian well, on navigable river, 25 miles from Charleston, S. C. \$20 an acre. Lodowick J. Hill, 313 Century Bldg., Atlanta, Ga. 938

Coal Rights—4,475 acres, 4 veins 3 to 6 feet, high-grade steam and domestic coal, on trunk line railroad in Kentucky. For quick sale, \$17 an acre; half cash, balance to suit at 6%. Lodowick J. Hill, 313 Century Bldg., Atlanta, Ga. 939

For Sale—Finest drug store in Central Michigan. Invoice \$3,500, average sales \$30 per day. Rent \$20 per month. This is a chance of a lifetime. Address No. 937, care Michigan Tradesman. 937

For Sale—A drug store in Grand Rapids, doing nice business in good growing locality. Sales \$7,200 last year, with net profit of \$2,000. Rent reasonable. Business can be increased. Can be bought for \$3,500 or less. Part down, balance on time. Will inventory to suit buyer. Address No. 954, care Tradesman. 954

An easy way to keep account of daily business, simple, accurate, gives all details. Book sent on approval, if satisfactory, remit \$1, if not, return. Use business stationery. Write Hicks' Store, Macedon Center, N. Y. 936

For Sale—Clean stock groceries and furnishing goods. Enquire of E. D. Wright, c-o Musselman Grocer Co., Grand Rapids, Mich. 935

For Sale—Best two town country newspaper plant in Illinois; covers ten towns with no papers or job offices. Papers filled with contract ads, 3 power presses, cutters, stapling machines, gas engine, typewriter and other excellent material. Index, Williamsville, Ill. 934

For Sale—The best coal and wood business in the hustling city of Alma, Mich. One of the best equipped yards in the State. Ill health cause for selling. Address 203 E. Superior St., Alma, Mich. 952

Merchants—Have you any out of date goods (especially shoes) that you can not sell in your town? If so, send them to us. We can sell them for you. Ask for particulars and references. Chicago Sales & Auction Co., 169-171 W. Adams St., Chicago, Ill. 933

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 Northwestern 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

I WANT TO BUY

From 100 to 10,000 pairs of SHOES, new or old style—your entire stock, or part of it.

SPOT CASH

You can have it. I'm ready to come.

PAUL FEYREISEN, 12 State St., Chicago

For Sale—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 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

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 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

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

39½ acres near Interurban, good markets; \$2,370 for shoes, dry goods, furnishings. McOmber & Co., Berrien Springs, Mich. 914

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 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—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 312, 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

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

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

Wanted—Two thousand cords basswood and poplar excelsior bolts, green or dry. Highest market price paid, cash. Excelsior Wrapper Co., Grand Rapids, Mich. 859

Cash for Sellers—Bargains For Buyers. If you want to buy, sell or exchange any kind of business, factory, store, farm land, shop or real estate, anywhere at any price I can save you time and money. Write to-day. Frank P. Cleveland, 1261 Adams Express Bldg., Chicago, Ill. 851

For Sale—A1 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

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

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

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

For Sale—Stock of groceries, boots, shoes, rubber goods, notions and garden seeds. Located in the best fruit belt in Michigan. Invoicing \$3,500. If taken before April 1st, will sell at rare bargain. Must sell on account of other business. Geo. Tucker, Fennville, Mich. 538

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—Situation as manager in a grocery store or wholesale grocery house. Have had 15 years' grocery experience. Can furnish No. 1 reference. Box 12, Middlebury, Ind. 942

Wanted—Position as manager of clothing or furnishings department. Eight years' experience. Excellent references. Box 153, Ithaca, Mich. 920

HELP WANTED.

Wanted—Men of character and ability to devote all or a portion of their time selling interest-bearing securities on commission for an old and well-known New York City corporation. Bankers, ministers, life insurance agents and professional men preferred. Experience not necessary. This is an unusual opportunity for men of ability. All correspondence treated in strictest confidence. Address Supt. of Agencies, Ross-O'Neil Bldg., Binghamton, N. Y. 945

Wanted—Registered druggist or pharmacist. Good position for young single man of good habits. No paints, soda fountain or wall paper, little or no Sunday work. A. W. Gleason, Newaygo, Mich. 943

Salesman—Hustler, to sell latest improved gasoline lighting systems. Address Allen-Sparks Gas Light Company, Lansing, Mich. 933

Wanted—A tailor, one capable of cutting, fitting and making a good suit. A good all around man. A good job for the right man. Graham & Leonard, Rockwell City, Iowa. 932

Wanted—An experienced, reliable salesman to take State agency for our line. Quick seller; good commissions. Address Caledonia Chemical Co., Caledonia, N. Y. 923

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-soled 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

Want Ads. continued on next page

Opportunities Trifled With Are Soon Lost.

Written for the Tradesman.

Why are there so many clerks employed in stores who do not understand what they are there for? It puzzles an ordinary citizen to understand why Tom Bilton won't do his best when he has found a job in a mercantile establishment. Even the high-up stores on the best streets of Grand Rapids are no exception. Noodle clerks are to be found even there.

A case in point:

A lady from out of town came to the city with her mind fixed on certain purchases. She is an effective housewife and has ideas. She knew exactly what she wanted and sought to find it: a rug for a cozy corner and a slumber robe for the lounge ensconced therein. Think you she had any trouble to find what she wanted in a city like Grand Rapids? "Certainly not," you will say. "Certainly yes," we say.

Now Mrs. Blank isn't a millionaire, nor a thousandaire, for that matter; yet she has fair taste and is anxious to appear well at home and abroad.

The rugs were mostly expensive affairs and there were none of the right size. As for that robe?

"We don't keep anything cheap," said one clerk. "It is far better to pay a good price and get something worth while."

He tried to smile and appear interested. It was fair time, however, and he may have had his thoughts riveted on the wheel of fortune or the races; in fact, he rather thought his customer was a cheap sort and her patronage not worthy of cultivating.

From one store to another the lady went. The last establishment she visited was one of the largest in town. Nothing here was shown that suited; everything was so high and even then not the figure and quality desired.

"I am sorry, but that's all we have, madam," said the last clerk.

Mrs. Blank looked about. She hated to return home without that robe—she had planned for it so long. Not to find her ideal in the big city seemed strange to her.

"I don't quite understand why such things are not kept by the big stores," said the little woman.

"Nobody uses them now, madam."

"Oh, but I have seen them. A neighbor bought a handsome robe when she was visiting at Evanston last fall, just the kind I want. It is strange—"

The clerk frowned, then laughed. He searched a little again, but to no purpose.

Mrs. Blank suddenly espied a pile of goods in a corner. The colors attracted her, and she stepped over at once and began to examine them.

"Here is something!" she exclaimed, drawing out a handsome robe of feathery texture, durable yet not costly. "Exactly what I have been looking for."

"What, those?" gasped the clerk. "Ah, yes, to be sure. I forgot we had them."

The price was right and the lady bought the robe, going away highly

pleased at finding the desired article at last. Now no doubt most of the stores she had visited were supplied with the article wanted, but the indolent clerks were too lazy to hunt it out as well as too simple-minded to carry a knowledge of the goods in stock in their craniums.

J. M. Merrill.

Recent Trade Changes in the Hoosier State.

Bordens—McKinley & Co. are succeeded in the men's furnishings business by Elrod & McKinley.

Corydon—E. P. Lotich will continue the hardware business formerly conducted by Lotich & Adams.

Danville—A. G. Kelleher is succeeded in the drug business by C. O. Haines.

New Carlisle—May & Livzey will continue the meat business formerly conducted by May & Irwin.

Oxford—Simon Fry succeeds R. W. Darr & Son in the meat business.

South Bend—Paul J. Stypczynski, baker, is succeeded in the bakery business by Geo. Niedbalski.

Terre Haute—O. H. Treadway will continue the clothing business formerly conducted by Watson & Treadway.

Indianapolis—J. T. Schoen is the successor of Wm. D. Albertmeyer in the grocery business.

Indianapolis—E. W. Pierson, druggist, is succeeded in business by John Eitel.

South Bend—A receiver has been appointed for the Kreighbaum-Martin Candy Co., which conducted a manufacturing business.

Connersville—John Stoll will continue the grocery business formerly conducted by Stoll Bros.

Francesville—E. H. Applegate has discontinued his general merchandise business.

Terre Haute—E. F. Hippelhauser & Co., wholesale hay dealers, have discontinued business here.

Bethel—J. E. Thies succeeds C. E. Wiley & Son in the grocery business.

Cayuga—The business formerly conducted by the Acme Brick Works will be continued by the Acme Brick Co.

Kokomo—E. E. Reynolds is succeeded in the grocery business by A. E. McGlone.

Marion—C. I. Bristol has opened a new grocery store and meat market.

Butter, Eggs, Poultry, Beans and Potatoes at Buffalo.

Buffalo, June 12—Creamery, fresh, 20@23½c; dairy, fresh, 18@20c; poor to common 16@18c.

Eggs—Choice, 16c; candled, 16½@17c.

Live Poultry—Broilers, 24@26c; fowls, 12@13c; ducks, 13@14c; 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, \$1.85; marrow, \$2.40@2.50; medium, \$1.80; red kidney, \$2.40@2.50; white kidney, \$2@2.25.

Potatoes—White, 80@85c; mixed and red, 70@75c. Rea & Witzig.

Folks who always are looking for faults always are far sighted.

The less religion in some men the more theology they can hold.

The Irrepressible Youngster.

It was in the dead of night, and a cold night at that. Mr. Smith was away, and Peterson Smith, aged 6, was getting over the measles.

"Mother, may I have a drink of real cold water?" he asked, waking Mrs. Smith from a refreshing slumber.

"Turn right over and go to sleep!" commanded Mrs. Smith. "You are a naughty boy to wake mother up when she put a pitcher of water on your table the very last thing before you went to bed."

Ten minutes later the small voice piped up again, "Mother, I want a drink of water."

"Peterson," said Mrs. Smith, sternly, "if you say that again I shall get up and spank you!"

There was five minutes' silence, and again Peterson spoke:

"Mother," he said cheerfully, "when you get up to spank me, may I have a drink of water?"

Formula for a Tasteless Cascara Extract.

Prof. Aweng gives the following method for preparing a tasteless but active extract of cascara: One kilo. of coarsely powdered bark is digested for six hours with two successive quantities of about 1,500 c. c. of water at near boiling temperature. After pressing the bark the mixed liquids should measure about 2,500 c. c. To this is added 200 c. c. of ammonia, and the liquid is evaporated to about 800 c. c. The extract, which should not smell of ammonia, is then rendered distinctly alkaline with milk or

lime, and shaken occasionally during four days. The emodin glucoside is thus precipitated, and the liquid is filtered. The filtrate is acidified with tartaric acid, and again filtered to remove excess of lime. It is then made up with 200 c. c. of alcohol and sufficient water to make 1,000 c. c.

P. H. Quinley.

It never hurts your grip on a doctrine to lay hold of a duty.

BUSINESS CHANCES.

For Sale—Hardware store, will invoice about \$5,000. Does good business, centrally located on main street of best city of 25,000 in the State. Owner has other business. Confectionery store with fine soda fountain, wall cases, counters, mirrors, seats, etc., for sale. Will invoice \$6,000; will sell for \$3,000; owners devoting time to wholesale end. Alfred E. Poulsen, Battle Creek, Mich. 955

For Sale—Terms easy, a complete laundry outfit, good location. G. B. McCutcheon, Big Rapids, Mich. 956

Wanted—Location for up-to-date drug stock. Will furnish best of references. Also strictly confidential. Address Ginger, care Tradesman. 957

Meat Market for sale; refrigerator and fixtures all first-class and nearly new. Location good. Reason for selling, sickness. Richard Fanson, Fenton, Mich. 958

For Sale—Wholesale and retail fancy grocery and table supply house. Incorporated for \$40,000. Stock all paid in. Established 24 years. Earned 19 per cent. on capital last year. Good reason for selling. F. J. Dettenthaler, Grand Rapids, Mich. 959

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

Wanted—A good, bright grocery clerk for general store. Must be of good habits and well recommended. Address Clerk, care Michigan Tradesman. 587

Coupon Books

are used to place your business on a cash basis and do away with the details of bookkeeping. We can refer you to thousands of merchants who use coupon books and would never do business without them again.

We manufacture four kinds of coupon books, selling them all at the same price. We will cheerfully send you samples and full information.



Tradesman Company

Grand Rapids, Mich.



Boston Breakfast Blend

A delicious coffee
 Retails for only 20 cents
 Put up in red and gold pkgs.
 Never sold in bulk

Judson Grocer Co.

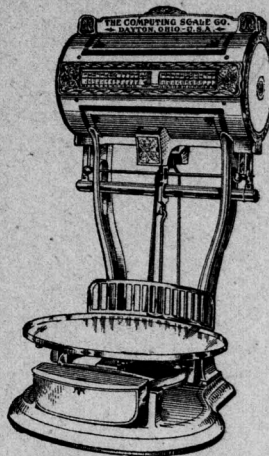
Roasters and Packers
 Grand Rapids, Michigan



The purity of the Lowney products will never be questioned by Pure Food Officials. There are no preservatives, substitutes, adulterants or dyes in the Lowney goods. Dealers find safety, satisfaction and a fair profit in selling them.

The WALTER M. LOWNEY COMPANY, 447 Commercial St., Boston, Mass.

Overweight Problem Solved



Dayton, Moneyweight Scale
 No. 140

Note, the Low Platform

With this 1907 visible, self-weighing, self-computing, **Spring Counter-Balancing Scale**, a child can easily, quickly and correctly divide the wholesale purchase into retail packages **without a grain of overweight**.

This is the **simplest**, easiest to operate form of

Automatic Weighing Machine

Accurate, reliable, durable

Gives the **exact** weight for the exacting dealer.

Gives the **exact** weight to all customers.

True as steel and built for a **lifetime** of exact weighing.

Weighs to an ounce—computes to a cent.

Capacity 30 lbs. Prices per lb. range

from 3½ to 30 cents.

Low platform—only 6½ inches from the counter.

We make both **Spring** and **Springless** scales. We recommend the **Spring** scales as the **more reliable** from the **user's** standpoint.

Our spring scales are equipped with a thermostat, like a watch, which makes them weigh with **absolute accuracy** in **any** temperature.

No swinging pendulum, no moving indicators, no poises to shift, no beams to bother with, no ball to forget, no friction to pay for.

This scale saves time and money.

THE SCALE THAT SAVES IS NO EXPENSE

Drop us a line and see the scale on your own counter.



Moneyweight Scale Co.

58 State St., CHICAGO

Coupon Books

are used to place your business on a cash basis and do away with the details of bookkeeping. We can refer you to thousands of merchants who use coupon books and would never do business without them again. We manufacture four kinds of coupon books, selling them all at the same price. We will cheerfully send you samples and full information.



Tradesman Company

Grand Rapids, Mich.

We Save You the Middlemen's Profit
Because We Handle Most of Our Lines

On a Commission Basis

And Sell Them to You at
FACTORY PRICES
Another Great Advantage is that
We Make No Charge for Package or Cartage
On Any Goods Shipped From Grand Rapids

We Are Selling Agents
for the famous

"Insurance" Gasoline Stoves

and sell them

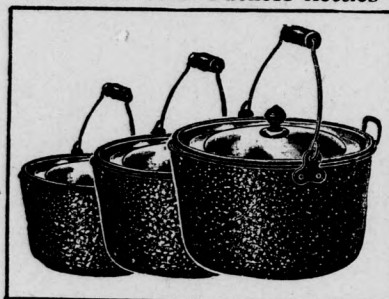
At Factory Prices

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.

Assortment No. 2—Columbia Gray
Enameled Steel Duchess Kettles



4-5 quarts.....	\$0 30	\$1 20
8-6 quarts.....	40	3 20
8-7 quarts.....	45	3 60
4-10 quarts.....	50	2 00
24 pieces		\$10 00

Retails at \$16.80

**We Are State Agents for the
Celebrated**

"Leonard Cleanable" Refrigerators

for home and store use and we
handle them

On a Commission Basis

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
Enameled Ware**

and offer them at these extraordinary low prices until the present stock is exhausted.

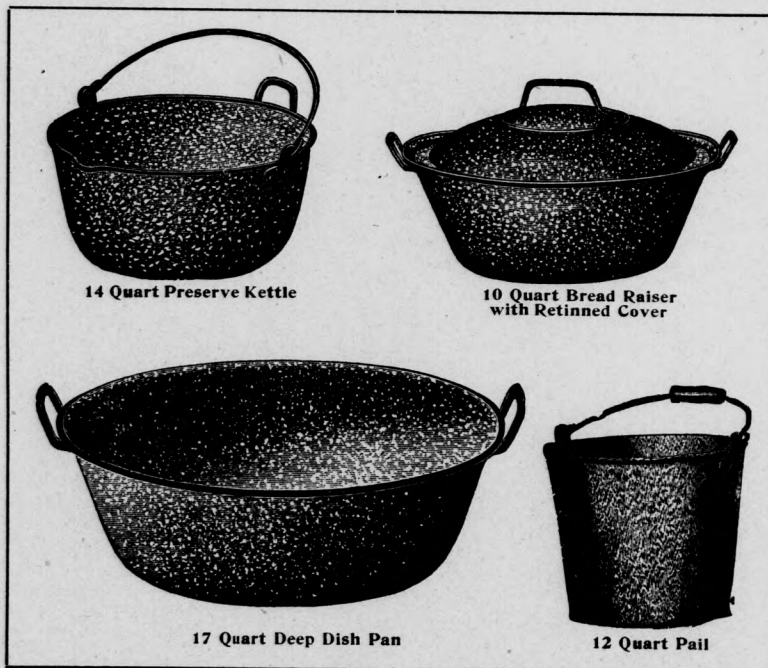
Order Today

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
comprises

**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