



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

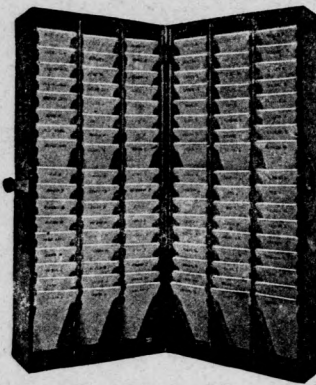
Kirkwood Short Credit System of Accounts

It earns you 52½ 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 1, 1898, March 19, 1901.

Pure Cider Vinegar

There will be a great demand for

PURE CIDER VINEGAR

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

Sold Through the Wholesale Grocery Trade

The Williams Bros. Co., Manufacturers

Picklers and Preservers

Detroit, Michigan

Makes Clothes Whiter-Work Easier-Kitchen Cleaner.

SNOW BOY WASHING
POWDER.

GOOD GOODS — GOOD PROFITS.

MICHIGAN TRADESMAN

Twenty-Fourth Year

GRAND RAPIDS, WEDNESDAY, JUNE 19, 1907

Number 1239

The Kent County Savings Bank

OF GRAND RAPIDS, MICH

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

3½ Per Cent.

Paid on Certificates of Deposit

Banking By Mail

Resources Exceed 3 Million Dollars

Commercial Credit Co., Ltd.

Credit Advices and Collections

MICHIGAN OFFICES

Murray Building, Grand Rapids

Majestic Building, Detroit

ELLIOT O. GROSVENOR

Late State Food Commissioner

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

2321 Majestic Building, Detroit, Mich.

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

THIRD RAIL SYSTEM

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

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

GRAND RAPIDS FIRE INSURANCE AGENCY

THE McBAIN AGENCY

Grand Rapids, Mich. The Leading Agency

Fire and Burglar Proof

SAFES

Tradesman Company
Grand Rapids

STILL BLUNDERING.

Again have the business men of Grand Rapids demonstrated their readiness and ability to co-operate and get together in unqualified fashion when any really definite demonstration is desired.

The final surrender after forty-nine years of stubborn effort to pull the main business district of the city a mile and a quarter northward to their suburban depot yard—and to their proposed profitable investment in suburban property in that neighborhood—the Grand Trunk magnates have dismounted from their high horse and have acknowledged that their struggle against Public Opinion has proven to be a failure.

This very late acknowledgment was emphasized when the Grand Trunk people bowed to the will of the commonalty by extending the line down to Bridge street and erecting at that point a very handsome and quite expensive station building.

Canal street had won its fight beyond any qualification and so, also, the entire city had shared in the victory. Therefore, it was extremely popular and proper for the gentlemen constituting the Canal street Improvement Association to take the initiative by preparing a celebration of the opening of the new station and the coming of the first passenger train to that station.

The losing fight so long carried on by the Grand Trunk crowd was a hard one and for many years was most exasperating because, upon its face, it was a display of pure cussedness upon the part of alien stockholders who did not know nor care as to conditions in this city. For nearly twenty years Secretary Van Asmus, of the Grand Rapids Board of Trade, had argued in season and out of season to induce the Grand Trunk people to abandon the miserable shacks and shanties at the north end of town and run a line down to the center of the city. Four years ago the late Mrs. Clara Quimby Morley took up the matter of extending the line down town and finding, after a year of individual effort, that she needed help she came to the Grand Rapids Board of Trade and the late Abraham May, then President of the Board, together with Secretary Van Asmus, joined Mrs. Morley in formulating a campaign which was soon receiving the support of the Canal street Improvement Association. The campaign thus begun closed last Saturday evening with one of the largest public demonstrations ever seen in Grand Rapids.

The citizens in general turned out en masse. Canal street from Pearl to Hastings street was aglow with the national colors during the day and in the evening it was roofed with a continuous panoply of electric lights.

The parade, led by the National Guard, was an imposing one and upward of 50,000 persons packed Canal and Bridge streets and the bridge as never before. Distinguished citizens and city officials gave of their presence and eloquence, and in every way the citizens of Grand Rapids contributed toward the success of the occasion. Naturally, no officer of the Board of Trade was invited to take part in the celebration, because such an arrangement would be a recognition of the efforts of the Board—and Grand Trunk officials have never known what it was to cherish anything but resentment toward Grand Rapids and her enterprising populace.

Of course, the Grand Trunk people couldn't enthuse emphatically because it is no small affair to not only give up a half century contention, but to be required to expend several hundred thousands of dollars as a sort of confession of the error of their ways. And yet as a mere bit of policy it would have been wise for them to light up their new passenger station sufficiently to prevent its being thrown entirely in shadow by the brilliant illumination of the Valley City Milling Co.

And, also, it would have been at least interesting if some notable official of the Grand Trunk Company had been present as evidence that the railway company esteemed the welcome that was extended to their enterprise by the citizens of Grand Rapids. How much better—for the company, that is—it would have been had their distinguished President, Mr. Hayes, been present to offer a few words of appreciation.

And he might have been present easily and without enormous expense of cash or time. Mr. Hayes was in Milwaukee buying terminals in that city the day before the Grand Rapids demonstration. And he was in good health and vigorous as to pocket. An all-night ride across Lake Michigan and the short run from Grand Haven to Grand Rapids would have solved the problem had the head of the corporation cared a picayune for the opportunity to display recognition of the good will of the people of our city. And it is useless, silly blunders of like character which have continuously marked the relations of the Grand Trunk line with the citizens of this community.

Isn't it about time to wake up and to realize that the arrogance, impudence and indifference of our Canadian and English railway magnates are by no means fictitious?

In the light of Heaven we may find the greatest heroes have been hidden from earth.

There is little to admire in the man who despises the good.

MORE APOLOGIES DUE.

At the regular meeting of the Grand Rapids Board of Trade last evening General Manager Hughart arose to a question of privilege and read the editorial in the Tradesman of last week, calling attention to the fact that the management of the G. R. & I. had refused the Board of Trade the privilege of installing an information booth on the depot grounds during Merchants' Week. Mr. Hughart stated that the refusal was due to a misunderstanding of the situation and that appeal should have been taken to one of the higher officers. As a matter of fact, the subject was brought to the attention of Mr. Hughart's assistant, who not only sustained the action of the head clerk in the office of the General Superintendent, but volunteered the statement that if he had had anything to do with the locating of the electric sign in the depot it would not have been permitted. Mr. Hughart presented the abject apology of the G. R. & I. Railroad for its affront to the Board of Trade, which was accepted in the same spirit in which it was offered.

While Mr. Hughart is in the apologizing business it might be well for him to apologize also to the Board for his action in the Baillie matter in sending paid lobbyists to Lansing to prevent the repeal of the law condemned by the Board of Trade. It might also be in order for him to apologize for his action in the two-cent bill and the railway commission bill and the change in venue bill, all of which were endorsed by the directors or committees of the Board of Trade and which were fought to a finish by Mr. Hughart. Every bill Mr. Hughart sought to have enacted was defeated and every bill which he opposed was enacted. As a legislative lobbyist he appears to be about as conspicuously successful as he is as a railway manager.

AT LAST.

The Grand Rapids Railway has, by long continued effort and supreme persistence, at last succeeded in securing a sufficient number of 90-pound rails to relay their Ionia street track. In other words, after two or three years of disgraceful imposition upon the business houses along the chief jobbing thoroughfare in the city, the Street Railway Co. is good and ready; they have notified the Common Council and that august body has discovered that it is also ready and somewhat good.

And the work of putting down new tracks and new pavement on Ionia street is well under way.

The man who has robbed his brother of a dollar imagines that the angels hold their breath in admiration when he gives the church a dime.

WINDOW TRIMMING

Animal Exhibit Which Speaks for Itself.

Who but a window dresser with the gift of inventiveness would have thought of working out for a trim the small picture on the outside cover of a pamphlet broadcasted by a firm whose goods the store carries—to specialize, refrigerators and ice chests manufactured by the Alaska Refrigerator Company, of Muskegon, Michigan!

And yet that is just what Mr. Humphrey, with the Heyman Company, 47-61 Canal street, has accomplished. Hampered by difficulty in obtaining as large sheets of paper as he wished, this versatile young man yet attempted—and carried out—a wonderfully attractive display. The exhibit was so much admired during Merchants' Week that it was allowed to remain for that of the Grand Trunk and Canal street Celebration.

Taste was used in not crowding this window. There are but three pieces of the Alaska people's goods: A tall refrigerator in the center of the window, a smaller one on the left and an ice chest on the right. The central refrigerator is farther from the glass than the other units. There are two Polar bears made life size. They were copied directly from the picture on the Alaska Company's pamphlet, being drawn to a scale and painted in water colors. They are very lifelike, particular attention being given to the shading; the long red tongues in their half-open mouths give them a fierce look that would bode no friendliness to an intruder in their natural habitat. The icy cave in the window is of paper cut and painted a greyish-green, successfully imitating icicles. The frozen waves—on the floor of the window next to the sidewalk—are also of paper (but soft) and painted to resemble the real congealed aqueous fluid. Small boxes are stationed underneath this at irregular intervals, to hump up the paper in the shape of blocks of ice. Tall screens of paper are introduced at the sides of the window and in the background and are also shaded to appear like ice. Here the cold tones do not show up well on account of the unavoidable reflection of the buildings on the opposite side of the street. Back of the refrigerators is a shirred curtaining of cherry red cambric, to imitate the red in the copied picture. Two neat signs of exactly the same size bear (no pun intended) the words:

|| Alaska Refrigerators ||

Mr. Humphrey had trouble to obtain paper sufficiently large for his Polars, so he deftly pieced them. They are braced all over their backs with wooden slats, that of course do not show from the front; neither do the strong wooden standards that support the bears like an easel. The icicles, also, are pieced.

This window aptly illustrates the

advantages possessed by a window trimmer who can handle the brush as well as properly arrange merchandise. Mr. Humphrey finds his previous training along this line no handicap in his present position.

I stood long enough to take in the details of this admirable and unusual window, on the night of the Celebration, and in the meantime was listening with wide-open ears—although apparently oblivious to surroundings—to the talk of others, who were drawn to the window out of curiosity instead of business. Every one who stopped—and there were many—was commenting favorably on the bears, saying that they looked like a "really-truly menagerie." One little awestruck fellow clung to his mother with a tight grasp.

"Mama, won't they get out and bite me?" he asked, fear in voice as well as posture.

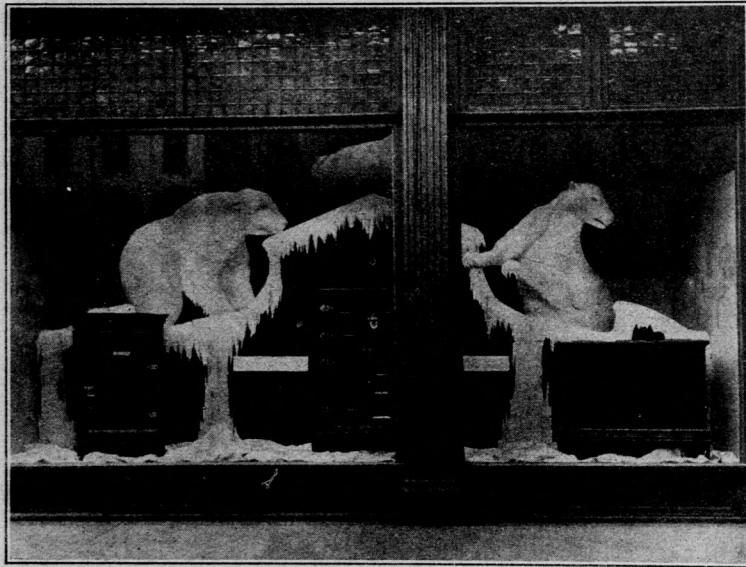
On being assured that the animals were harmless he stood enjoying them about as much as he would their relation over in John Ball Park.

Here is what an eminent authority has to say on the subject:

"To cover or not to cover the window is the question before many window trimmers. Some there be who trim their windows in plain sight of all passers-by. They claim, and there is some truth in their claim, that a trimmer at his work is a sufficient attraction for most people to stop and watch him and carry away an impression of goods seen and the store where these particular goods were being shown.

"This is all very well after the background and other decorations or mechanical pieces are all in and you are arranging or draping the goods, for at this partly-finished stage of the work there are goods to be seen in the window. But to allow people to see you doing the carpenter or electrical work spoils all the illusion of the beautiful finished display.

"The great majority of trimmers hang up some sort of curtain over the glass, behind which they do their work. Some windows are fitted with



The following is an excerpt from the Muskegon company's interesting booklet:

Alaska Circulation.

"The Alaska, by its perfect system of warm and cold air flues, allows nature's principle—that warm air rises and cold air falls—to work in a more perfect manner than any other refrigerator built. The ice rests on a corrugated galvanized iron rack, which is so constructed as to leave an air passage under the iron. The warm air in the provision chamber rises through the flues at each end of the ice chamber, comes in contact with the ice at the central opening in the lid flue, becomes colder and drops under the ice rack, where all moisture is condensed, and falls, cold and dry, through the central opening under the ice into the provision chamber. No other system keeps the air so long in contact with the ice as the Alaska does, consequently the Alaska does its work more thoroughly than any other refrigerator."

* * *

The manoeuvres gone through with in the dressing of a window are seldom made the most of by the one performing the work.

a regular roller shade, while others have the French gathered shade. By far the greater number of stores use the muslin curtain, caught at each end on a hook.

"Many of the boys, on the lookout for every chance, have painted on these curtains appropriate signs, thus compelling the windows to advertise, even although they are covered up. A common thing to paint on the curtain is the name of the store or some wording asking the passer-by to 'Notice Our Next Window' or 'See this window when next you pass by.'"

The article from which I quote is illustrated with a section of a store front covered with a curtain containing the following admonition:

Keep Your

EYE

On This Window

In Old Kentucky.

"I hear Colonel Bourbon's left arm was cut off in the railway accident."

"Yes, suh, a most unfawtunate occurrence, but fawtunately his drinking arm was entirely uninjured."

Many a preacher says he is seeking souls when he is chasing statistics.

The Force of Enthusiasm.

There is one thing more fatal than undertaking to do business without capital, and that is trying to do it without enthusiasm. The man who does not believe in his own goods had better be in some other business, for he will presently be out of business entirely; and the man who can not get a good degree of enthusiasm worked up for the line of goods he actually believes in was never cut out for a business man.

Perhaps there is no better way to increase our enthusiasm than to study the enthusiasm of enthusiasts. When the volatile commercial man rushes in, boiling over with faith in his goods, it will pay to listen to his story, even if it isn't told in the most skillful manner. That faith of his, that enthusiasm, that irrepressible conviction that his are the best ever, that determination to spread the news, are worth more than the platitudes of the shrewdest business man on earth. They warm, they reach out, they convince. They convert the mere talking machine into the man of personality, of magnetism, the man who glows inside and out with the importance of the message he is trying to deliver. Get all you can of him and put it into daily business. It pays, for it is founded upon belief.

No retailer is quite as close in his relationship with the manufacturers as the commercial man is. He comes direct from the factory, perhaps, or at least from the big jobber, who is himself almost a part of the factory's head. He is a part of the cast itself; was run in the same mold as the metal and is himself a part of it. He has become so intimately associated with the goods he handles that he could not be more seriously insulted than by an attempt to disentangle him from them.

Get as close as possible to such a man; he is the inspiration of commercial life. If you are selling his goods he will pump you so full of faith in them that it will not be human nature to fail in your own enthusiasm. If you are selling some other line of goods you will sell all the better by studying the supremely whole-hearted sort of life this fellow throws into his work. It will be an object lesson and an inspiration, both at once.

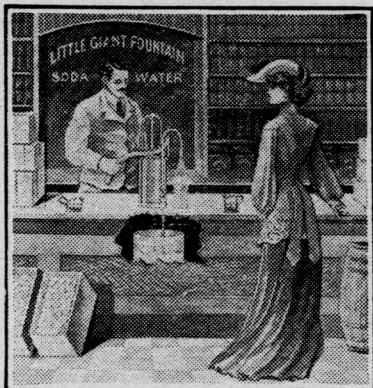
The enthusiast may err in judgment many times, but he some way gets there with his sales; for he breathes the germ of his contagion into the atmosphere of his associates until he fills the hesitating retailer with a belief akin to his own. It is the positive acting upon the negative; faith against uncertainty. It is enthusiasm, the force that always conquers; the invincible, the all-convincing.—Hardware.

The Doctor Knew.

"Doctor, what do you think is the matter with my little boy?"

"Why, it's only a corrustedified exegesis antispasmodically emanating from the germ of the animal refrigerator, producing a prolific source of irritability in the pericranial epidermis of the mental profundity."

"Oh, that's what I told Betsy, but she 'lowed it was wurrums."



Something for Nothing

Mr. Merchant--Rich or poor, big or little, far or near, we offer you something for nothing, and our offer merits your consideration.

We are the Grant Manufacturing Company of Pittsburg, Pa., originators, manufacturers and exploiters of the LITTLE GIANT \$20.00 SODA FOUNTAINS. We have sold thousands upon thousands of them during the past ten years, but this is our LAST YEAR with the LITTLE GIANT be-

cause we are bringing out a brand new idea in soda fountains (The Mammoth) a \$350.00 apparatus which will be ready next year and we are absolutely CLOSING OUT and discontinuing the manufacture of the Little Giant. SO HERE YOU ARE.

1 Little Giant Soda Fountain, regular price, complete	-	-	\$20 00
1 Connecting Tube	-	-	1 00
2 Rubber Connections @ 50c	-	-	1 00
1 Funnel Strainer	-	-	25
1 Book of Syrup Formulas	-	-	10
1 Extra Set of Plunger Valves	-	-	1 00
1 Dozen Ice Cream Soda Spoons (heavy plate)	-	-	4 00
½ Dozen Soda Glass Holders (heavy plate)	-	-	4 00
1 Ice Cream Dish	-	-	50
2 Dozen 10 oz. Soda Glasses	-	-	1 75
Total	-	-	\$33 60
LESS SOMETHING FOR NOTHING	-	-	13 60
Balance, Actual Cost F. O. B. Pittsburg	-	-	\$20 00

Now, just a word about the Little Giant. It is, and always was, the greatest, biggest and best \$20.00 investment extant, but we are ambitious and have outgrown confining ourselves to a \$20.00 apparatus, besides, we think our \$350.00 Mammoth fountain will be a revelation, and the best thing ever in soda fountains.

AGAIN SOMETHING FOR NOTHING. THE LITTLE GIANT \$20.00 FOUNTAIN is not an elaborate apparatus. It is modest in appearance and may not fill the requirements of some who want a big, beautiful fountain. OUR MAMMOTH WILL, and next year we will accept any or every Little Giant fountain sold under this proposition at the full price of \$20.00 to apply on the cost of our new production, the MAMMOTH. This means a Little Giant free for this year for all who buy our Mammoth fountain next year.

WHAT IT DOES. The Little Giant operates without tanks, lead coils or carbon tubes; makes first class soda water from plain water out of your well, hydrant or cistern at a

producing cost, including syrup and all, of less than one-half cent a glass. Always ready for use; any ten-year-old can run it; makes a clear profit of 90c on the dollar; beats the best for ice cream sodas; makes the finest milk shake imaginable from condensed milk; just the thing for any merchant, big or little, who wants a money maker.

NOW AGAIN. \$20.00 buys the whole outfit and you can have it set up and be doing business in ten minutes after you get it. You make your own syrups from granulated sugar, whites of eggs, with extracts or fruit syrups. Mixing them is simple as A-B-C. Our book of formulas tells all about it.

We can ship by freight or express AT ONCE. No delay. Send New York Exchange or Money Order. We will ship C. O. D. if \$5.00 comes with the order, otherwise NO. Our terms are cash. Send for circulars, if you want more information, but you had better send your order now while they last. Money returned at once, if all are gone.

Grant Manufacturing Co. = Pittsburg, Pa.



Movements of Merchants.

Jonesville—S. J. W. Cook succeeds the Jonesville Cigar Co. in business.

Holland—Riksen & Dyke succeed H. DeKruif in the implement business.

Leslie—C. N. Holkins succeeds G. E. Lamb & Son in the lumber business.

Quincy—Finch & Finch are succeeded in business by the Amsden Grocery Co.

Coldwater—G. A. Kemp & Son, grocers, are removing their stock to Bethel Center.

Muskegon—Henry Vandelist succeeds C. J. Durheim in the confectionery business.

Ceresco—The capital stock of the Ceresco Telephone Co. has been increased from \$800 to \$2,000.

Fowlerville—Niles Brothers, of Carsonville, have purchased the stock of general merchandise of Fred A. Rathbun.

Muskegon—H. C. Kitchen has sold his drug stock to Charles B. Braden, formerly an employe of Mr. Kitchen in the store.

Mikado—C. W. Williams has purchased the drug stock of W. H. Case and will open the store for business about July 1.

Zeeland—Edw. Van Eenenaam has taken a half interest in the dry goods and grocery store of his father, T. Van Eenenaam.

Manton—Whitford & Bogart, meat dealers, have dissolved partnership. The business will be continued by Linas Whitford.

Brighton—Fred Rieckhoff, junior partner of the jewelry firm of Rieckhoff Bros., will withdraw from the firm and engage in business for himself.

Woodland—J. N. Covert has sold his clothing stock to E. Flewelling, of Nashville. The business will be continued under the style of E. Flewelling & Co.

Detroit—A. W. Bosley has purchased the furniture stock of W. E. Barker & Co. and will consolidate his stock with the same in the store formerly occupied by W. E. Barker & Co. on Michigan avenue.

South Boardman—The stock of hardware of the Leach Bros. Hardware Co. has been and subsequently sold by him to E. C. Strickler & Co., hardware dealers at this place.

Manistee—Win J. Morgan, of Milwaukee, succeeds Leon J. Wolters in the hardware business and saw works. Mr. Morgan will not give the business his personal attention, but will send a personal representative from Milwaukee.

Kalkaska—T. D. Hobbs, dry goods dealer at this place, and Ed. Raquet, formerly of Detroit, will soon open a men's furnishing store. Forest Wagner will have charge of the new store and Mr. Hobbs will remain at his present location. It is the hope of the owners of the new store to open the first week in July.

Bancroft—B. D. Black has sold his drug stock to C. W. Bennett, of Grand Rapids, and R. T. Cameron, of Flushing, who will conduct the business under the firm name of C. W. Bennett & Co. Mr. Bennett will have the management of the store and Mr. Cameron will continue to manage his store at Flushing.

Pickford—E. S. Taylor has sold his general stock and three-story building to H. P. Hossack & Co., of Cedarville. F. J. Smith & Co., who recently started in the mercantile business, have also sold their stock and two-story frame building to this firm, and this stock will be removed to the big building. The business of H. P. Hossack & Co. at this place will be independent of the Cedarville company and will be under the management of F. J. Smith, the junior member of F. J. Smith & Co.

Muskegon—On the departure of A. P. Conner, who will soon go to Vancouver Island, B. C., the clothing business of the A. P. Conner Co. will be continued by two companies. The clothing department will be owned and managed by Chas. G. Lund, who has been with the Conner Co. for the past five years, while the shoe business will be conducted by Ertell & Veitenheimer, Mr. Ertell taking the management of the same. Mr. Ertell has had charge of the shoe department of the Conner store since 1902.

Manufacturing Matters.

Detroit—The Detroit Register Co. has increased its capital stock from \$50,000 to \$60,000.

Bay City—The Ranney Incubator Co. has increased its capital stock from \$15,000 to \$60,000.

Allegan—The Allegan Mirror Plate Co. has increased its capital stock from \$50,000 to \$75,000.

Flint—The capital stock of the Buick Motor Co. has been increased from \$1,500,000 to \$2,600,000.

Monroe—The capital stock of the Monroe Binder Board Co. has been increased from \$50,000 to \$75,000.

Saginaw—The Saginaw Table & Cabinet Co., recently organized, is building a two-story factory 60x210 feet.

Trout Lake—The Northern Land & Lumber Co. has put its sawmill in condition to cut out 1,000,000 feet of timber.

Detroit—The Pioneer Mantel & Fixture Co. has increased its capital stock from \$25,000 to \$50,000 and changed its name to the Detroit Mantel & Tile Co.

Fremont—W. S. Shaw, of Boyne City, has purchased the Gerber tannery and will resume operations therein as soon as necessary repairs can be effected.

Onaway—The Lobdell & Bailey Manufacturing Co., which manufactures lumber and broom handles, has changed its name to the Lobdell & Churchill Manufacturing Co.

Ontonagon—The Ontonagon Cedar & Lumber Co. has started two camps near this place, where 6,000,000 feet of timber, mostly hemlock, will be logged during the coming season.

Benton Harbor—The Twin City Creamery Co. has been incorporated, with an authorized capital stock of \$8,000, all of which amount has been

subscribed, \$40 being paid in in cash and \$7,960 in property.

Escanaba—The Hoyler Baking Co. has been incorporated to make baked goods, confectionery and ice cream. The authorized capital stock of the company is \$5,000, all of which amount is subscribed and paid in in cash.

Lake Odessa—The Jones & Prichard foundry building and site, recently purchased by Geo. F. Reiser, of Woodland, is being improved by the new owner, who intends to conduct a retail lumber business and will buy and sell hay and purchase stock.

Battle Creek—A corporation has been formed under the style of the Cupid Chewing Gum Co. to conduct a manufacturing business. The company has an authorized capital stock of \$10,000, of which amount \$5,000 has been subscribed and paid in in cash.

Detroit—The Detroit Graphite Manufacturing Co. has been re-incorporated under the style of the Detroit Graphite Co., with an authorized capital stock of \$150,000, of which amount \$75,000 has been subscribed, \$3,000 being paid in in cash and \$22,000 in property.

Lapeer—A. Bostick & Son have merged their manufacturing business into a stock company under the style of the Bostick Stove Co. The company has an authorized capital stock of \$50,000, of which amount \$48,000 has been subscribed, \$27,000 being paid in in cash.

Muskegon—A corporation has been formed under the style of the Grand Rapids Tumbler Washer Co. to conduct a manufacturing business. The company has an authorized capital stock of \$5,000, all of which is subscribed, \$2,000 being paid in in cash and \$3,000 in property.

Detroit—A corporation has been formed under the style of the Detroit Machine & Manufacturing Co. to manufacture machinery, tools and automobile parts. The company has an authorized capital stock of \$10,000, of which amount \$5,000 has been subscribed and paid in in cash.

Vassar—John F. Butcher, formerly engaged in the manufacture of folding crates, boxes and veneers, has removed to this place and merged his business into a stock company under the style of the Butcher Folding Crate Co., with an authorized capital stock of \$60,000, of which amount \$40,000 has been subscribed and paid in in property.

Nolan—The turpentine company operating near this place has been very successful in converting pine stumps into turpentine the last year. It has an entire township of stumps at its disposal, and as this is where heavy lumbering operations were carried on there is an abundance of raw material available. The stumps are pulled with machinery and roots and all are utilized.

Ontonagon—More pine is standing in Ontonagon county than in any other county in the Upper Peninsula. This is due to the imperfect railroad accommodation. The Diamond Lumber Co. is shipping logs from this county to its mill at Green Bay. This is an exceptionally long haul by rail. New camps have been started by this com-

pany for the summer's logging. The timber will be shipped over the new extension of the Chicago, Milwaukee & St. Paul railway.

Menominee—The Daley-Beswick factory is rapidly nearing completion. The factory will turn out all kinds of porch posts, pillars, banisters and planing mill work. About 100 men will be employed by the new concern. Most of the raw material will be cedar. Dennis Daley, the senior partner of the firm, has extensive cedar lands in Dickinson county, which will be cut and shipped to Menominee and used for poles, cut up in shingles at their large shingle mill or turned over to the wood turning machines.

Ontonagon—The Uniform Stave & Package Co., of Minneapolis, has secured an option on the plant of the Ontonagon Stave & Veneer Co.'s plant for a period of five years, with the privilege of buying the factory at any time for a consideration of \$40,000. The terms of the lease are \$2,000 for the first year and \$2,400 for the other four years. The staves on hand, something like 500,000, are to be taken by the Minneapolis concern at the price of \$6.50 a thousand for those in the dry sheds and \$5 for those piled in stock piles.

Alpena—It is now regarded as doubtful if the Boyne City, Gaylord & Alpena Railroad will be extended from Gaylord to Alpena, as expected. Alpena voted to bond itself to the extent of \$62,000 for the extension of the road, but the people behind the project, the White brothers, of Boyne City, have done nothing in the way of pushing the road through, and it is believed they have abandoned it. One of the firm was in Bay City recently for the purpose of organizing a company to erect a hardwood sawmill and chemical plant in connection, and stated his firm were lumbermen and not railroad men and the inference gained was they preferred to bring the logs here and convert them into lumber where the advantages in the way of disposing of the project are regarded as unsurpassed.

Recent Trade Changes in the Hoosier State.

Anderson—J. P. Delaplane is succeeded in the grocery business by J. Q. Sisson.

Portland—Hearn & Watson are the successors of Bosworth & Hearn, grocers.

Rigdon—Fleener & Co. will continue the general merchandise business formerly conducted by Fleener & Hart.

Shelburn—Woods & Boliager succeed H. C. Olwin in the racket store business.

Elkhart—Mrs. Jennie McLean will continue the millinery business formerly conducted by McLean & Dickerhoff.

Evansville—Meeks & Albers are closing out their stock of drugs.

Her Willingness.

"You must have been dreaming of some one proposing to you last night, Laura."

"How is that?"

"Why, I heard you for a whole quarter of an hour crying out, 'Yes!'"



The Produce Market.

Asparagus—65c per doz. bunches.
 Butter—The market shows little change from a week ago. There is an active demand, both for consumption and storage, and the make is gradually increasing. Up to the present time, however, it is not yet normal. The quality of the current receipts is very fine and all grades are meeting with ready sale. The price for the immediate future depends on the make, which should show some increase during June. The market will probably decline somewhat after the make increases. The present market is about 15 per cent. above last year. 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 Mississippi fetches \$3.50 per crate.
 Cocoanuts—\$4 per bag of 90.
 Cucumbers—65c per doz. for hot house.
 Eggs—The market is about steady. The receipts are still in excess of the demand and there is a heavy supply in the warehouses. Speculators are accordingly not buying any more and prices are ruling lower than during the speculative season. Future prices depend on the weather. When we get into seasonable weather the supply will shorten and the price advance. The consumptive demand is very good, but eggs are now selling below the usual basis for this season. The quality of the current receipts is still running very good. Local dealers pay 13c for case count and find no difficulty in getting 14c for candled.
 Green Onions—15c for Silver Skins and 12½c for Evergreens.
 Green Peas—\$1.50 per bu.
 Honey—16@17c per lb. for white clover and 12@14c for dark.
 Lemons—Californias command \$5 @5.50. • Messinas command \$5@5.25. Shipments from California have increased.
 Lettuce—10c 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 \$3.50@4 for extra large stock and \$4.25@4.75 for the more desirable sizes. Mediterranean Sweets range from \$4@4.25. Late Valencias, \$5.
 Parsley—35c per doz. bunches.
 Pieplant—85c per 40 lb. box of hot house.
 Pineapples—Cubans command \$2.32 for 42s, \$3 for 36s, \$3.25 for 30s and \$3.50 for 24s. Floridas fetch \$3.75 for 30s and \$3.50 for 36s.
 Plants—65c per box of 200 for either cabbage or tomato.
 Potatoes—60@65c per bu. for home grown; \$1.10 for new Triumphs from Texas. The demand is a little slow

and it is very unlikely that we shall see any "dollar potatoes," which some have been looking for. The quality of the old potatoes is better than ever before at this time of the year, as the continued cool weather has kept the stock in fine condition and prevented sprouting and mildewing. The new potatoes are beginning to come in quite heavy, receipts at Chicago amounting to fifty and sixty cars a day. The price is too high to move them as fast as they ought to move.

Poultry—Receipts are now so liberal that the market is well supplied and quotations have receded a notch. Local dealers pay 10½c for live hens and 12½c for dressed; 10c for live ducks and 12½c for dressed; 12c for live turkeys and 16@20c for dressed; live broilers, 18@20c.

Radishes—12c per doz. bunches for long and 10c for round.

Spinach—50c per bu.

Strawberries—Illinois fruit fetches \$2.75@3.25 per 24 qts. Cincinnati stock commands \$4@5 per 32 qts.

Tomatoes—\$1.50 per 4 basket crate.

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

Wax Beans—Floridas command \$2.50 per ¾ bu. box.

Local Arrangements for the Pharmaceutical Convention.

Bay City, June 18—I have completed arrangements with the House Committee of the Elks' Club whereby the druggists will have the use of Elks' Hall for their business meetings and also have the privileges of the Club while in this city. This makes an ideal arrangement for the Association, for the reason that the club and lodge room is located right down town in the heart of the city, with reading and pool rooms and cafe in connection. I have not heard from Mr. Calkins, State Secretary, as yet, but I understand that the time is definitely decided upon as July 30 and 31. This will give all attending an opportunity to take in the regatta at Tawas Beach, which starts on July 31, continuing until Saturday, August 3. The excursion rates from this city will be either 50 or 60 cents for the round trip, leaving here at 7 or 7:30 a. m. and returning to this city at 7 p. m. Those wishing to remain at Tawas Beach to attend the social functions will be able to get accommodations at the hotel there.

As for local entertainment before and after the business meetings, as near as outlined, we are arranging for a Dutch lunch after a vaudeville theater attraction at Wenona Beach, the lunch being served in the Elks' Club cafe; automobile rides, launch rides on the river and Saginaw Bay, and a banquet at Wright's pavilion on Wenona Beach.

I shall be glad to send you a programme as soon as I can get it confirmed.

I trust this will be of some benefit to you in spreading the information about the State.

Chas. H. Frantz, Local Sec'y.

The Grand Rapids Hand Screw Co. has increased its capital stock from \$50,000 to \$100,000.

The Grocery Market.

Sugar—Refined shows no change, with a comparatively dull market. Brokers have been looking for no alteration in prices, and little interest is shown in such news as is handed out. Refiners are insisting that the trade withdraw the delayed contracts, and these are fairly well cleaned up, although there are several accounts still open. All refiners are equal on the basis of 4.90c, less 1 per cent. for standard granulated f. o. b. New York.

Teas—Ceylon teas are fully 5c higher than a year ago and Japans are 24c higher than a year ago. One of the best authorities on Japan teas furnishes the following reasons for the advance: "The advance in teas this year can be accounted for in several ways. One is that Japan having become a world power, the people can not live on the same money that they used to, taxes, import duties, etc., being comparatively high now, and, as she is a large manufacturing country, her people can secure more remunerative labor than they have been able to get in the past picking tea at low prices. Another reason is the law of supply and demand. Stocks in this country are very low. In other words, the consumption has caught up with the supply, and teas from all countries are considerably higher than they were a year or two ago. We do not think the so-called Japan tea trust amounts to more at the present time than a combination of about a half dozen up-country firms."

Coffee—There is a good demand for the medium and lower grades and the situation in these grades is steady. The government of Brazil is now a large factor in the purchasing of coffee and is doing its part towards maintaining a steady market.

Canned Goods—Baltimore reports a continued strong market in tomatoes, and about the same growing conditions as at last report. Cleaning up stocks of canned peas goes merrily on. Before the new pack comes on the market there will be very few medium and low grade canned peas. Asparagus eased off a little from the opening prices but continues so high as to be almost prohibitive. String beans are scarce and high. More than usual interest developed in canned corn during the past week. It looks as if this article would improve materially from now on. Instead of being a dull proposition it looks as if natural conditions would brace the price considerably. Cheaper grades of the smaller fruits continue to be called for but the supply is short. Eastern canners report the outlook rather "blue." Growing conditions are very poor in the fruit raising district. This situation gives more strength to the situation in spot stocks. California goods are very firmly held and stocks are badly broken. Everything indicates a year of high prices in canned salmon. Jobbers' prices have been advanced some during the past week in nearly all Western wholesale markets, and this advance includes almost the entire West. There will be a few snaps in salmon during the coming year.
 Dried Fruits—Apricots will not

figure much during the coming season, being scarce and high. Currants are about unchanged and the demand is slow. Spot raisins are slow, but very scarce. Futures are high, and the coast market is exceedingly strong. Apples are firm and in fair demand. Prunes are very strong and high. For future goods a 5c basis is asked, though it is probably possible to get a few at 4¾c, with 5c for 40s. The demand is active, though not large. Spot prunes average 4c—are in fair demand. Peaches are scarce, high and in light demand on that account. Growers are holding out for a price that means 11c for standard fruit and 14@15c for fancy.

Cheese—The market shows a decline of about ½c for the week, due to the increased supply which is characteristic of the season. A still larger production can be looked for and lower prices within the near future. Cheese is still 10 per cent. above a year ago, and the consumptive demand is good. The receipts clean up on arrival, and the quality shows a grass flavor. Cheese will probably be good enough to store in two weeks.

Syrups and Molasses—Sugar syrup is in fair demand, particularly for manufacturing purposes. Prices are unchanged. Molasses is in very fair demand at ruling values.

Provisions—There has been a very good consumptive demand for everything in the provision line, but the receipts have been large enough to keep prices from advancing. Prices are even now about 10 per cent. above a year ago. The present outlook is for a firm market at probably unchanged prices for some days at the least. Pure lard is steady and unchanged. Compound lard is firm at an advance of ½c, due to the shortage in cotton oil. The manufacturers of compound lard prophesy a shortage in raw material until the new crop is available in September, and until that time there will be no relief in prices. Barrel pork, dried beef and canned meats are unchanged and in fair demand.

Fish—Cod, hake and haddock are all quiet and unchanged. Domestic sardines are firm at ruling prices, the demand being only fair. Imported sardines are unchanged in price, but firm and moderately active. There has been quite a confirmation business done on new Columbia River salmon, at prices reported last week. Red Alaska salmon are firm. The demand for Norway mackerel is really very good just now, but stock is very hard to get. There is also a demand for spring caught shore mackerel, but practically none are to be had. The weather has made the catch very late, and up to the present time almost none have been caught.

Ben E. West, the local druggist, very generously offers to donate the right of way through his land adjoining Reed's Lake any time concerted effort is made to provide for a boulevard around the Lake. The offer is an extremely liberal one and will be greatly appreciated by the people.

GREAT DISCOVERIES.

Some Marvels Which Are in Store For Us.

Some years ago Lord Kelvin, that master mind of British science, remarked to my uncle, the late Henry Field, I can not quote his exact words, but the substance of them was this: "Great as have been the discoveries of the past fifty years, those that are coming will make the next half century as far ahead of the last as it was in advance of the previous period. We are on the brink of discoveries greater than have been dreamed of and of highest importance to mankind."

I am not a scientist like Lord Kelvin. I know little about inventions and discoveries. But already I can see the forerunners of some of the marvels that are in store for us. What a weird thing is wireless telegraphy, sending our messages mysteriously over the sea! The airship seems to be a practical possibility of the near future. The telegraph and the telephone already have enabled us to accomplish a valuable saving of time. Think what it means this one thing of saving time in our human existence. It gives us more opportunity to think, to study, to work, to accumulate wealth, to carry on trade and commerce and more time also to devote to helping others and promoting peace and happiness in the world.

Here is a little incident in my own house: A telegram arrives. It is from Leavenworth, Kas., addressed to my secretary. He chances to be out in the country. I call him on the telephone and read the message. It concerns some documents required quickly in that western city. By telephone the keeper of the document room in the capitol is reached. He has not the papers, but the government printing office is at work on them. The public printer is called by telephone, the necessary instructions are given and within three hours the documents are on their way to Leavenworth.

See what that process of telegraphing and telephoning means! It enables the detailed affairs of life to be dispatched in a few moments, saving the time of everybody concerned in the transaction.

The merchant of the past was confined principally to his isolated community. The merchant of the future may deal with the whole world, reaching out into every country, buying, selling, trading in faraway lands, carrying on enormous transactions that could not be undertaken but for the inventions of science, that save his time at home and bring the other side of the world instantaneously to his door.

We have millionaires to-day and billionaires to-morrow. Perhaps we shall have trillionaires third. Let us have them if their wealth is used for increasing the welfare and the happiness of humanity. I do not view with alarm the accumulation of wealth because I believe that the spirit of humanity and the sense of responsibility are growing among us.

The greatest hope for the future of the American nation is the develop-

ment of its conscience. Some people say that religion is on the decline and point to the half-empty churches. But I hold to the contrary. My views may not be good theology, yet I think the spirit of religion is growing stronger—the religion of the Golden Rule and the Good Samaritan. It is the development of these two principles among the people that will help remedy our evils, prevent the misuses of wealth, and contribute to the checking of that abuse of corporate power of which there is so much complaint.

I look forward to the day when every man, woman, and child in this United States shall have the blessings of physical comfort, the happiness of plenty; when there shall be no dire poverty and want; when suffering shall be reduced to a minimum. I do not anticipate a millennium, but I do think that in this great country, with its riches of resource that are being discovered and added to every day, with its prosperity, with the increasing spirit that man must have regard for the rights and wellbeing of his fellow man—with these conditions added to the work of science and discovery, we can know and enjoy peace and happiness.

We have heard much in recent years concerning the power of wealth in corporations. There is no objection to a man or a corporation making the profits of trade, if it is done openly, fairly, and without injury to others. But it is because many transactions in the corporate world are secret and hidden from the light of day and the knowledge of men not within the inner circle that these complaints have arisen. We have had notable examples of this in railroads and in insurance.

In the railroad world the people have had reason to cry out not so much against the rates themselves as against the secret practices behind the management of transportation companies. As a rule, the schedule rates charged have not been outrageous, although, of course, there have been exceptions, but on the average goods were carried for reasonable sums.

It has not been the profits made from legitimate carrying of traffic against which the public protests; not that some roads have paid large dividends to their stockholders. Such things are the legitimate profits of business. The evils have been in the rebates, the granting of special privileges that gave unfair advantages in competition and in the manipulations of stocks and bonds by those in control.

There is the case of the Union Pacific. A large surplus had been accumulated in the treasury of which the public had no accurate knowledge. But those in control knew it. They knew that an increased dividend was to be declared on the stock by reason of these accumulated funds. They could take advantage of the fluctuations in the stock market caused by this dividend to speculate and secure large profits for themselves, the opportunity for which was not given to other men. Publicity would not have permitted this.

Publicity has a tendency to prevent

schemes and questionable transactions in corporate life. Publicity is one of the things that make it dangerous for men to practice such things. Publicity is not a new force in our national life, but its power is greater to-day than in the past.

David Brewer.

The First Air Brake Trial.

The air brake was ushered into actual use in most dramatic fashion. The trial trip occurred in April, 1869. The train selected was the Steubenville accommodation running between Pittsburg and Steubenville, Ohio. When the train was going at full speed, suddenly, as he came around a sharp curve, the engineer saw a stalled wagon in the middle of the track dead ahead. With hand brakes only nothing could have prevented a terrible smash-up. The formal time for the trial of the air brake had not come, but the brake was there, and in desperation, not believing for a moment that the thing could possibly avail, the engineer threw on the air. But it did avail. The observers in the rear were almost catapulted out of their seats by the shock of the sudden stop. But when they saw the engine fairly poking its nose into the wagon bed, no narrow had been the margin between safety and disaster they forgot all about their shock and stood in awed silence. The air brake had come into its own.

He Began To Get Wise.

It is related that on the occasion of Bishop McCormick's last visit to Chicago he was accosted on Michigan avenue by a neat but hungry stranger. The Bishop, so runs the yarn, took the needy one to a hotel and shared a gorgeous dinner with him, yet, having left his episcopal wallet in the pocket of a different episcopal jacket, suddenly faced the embarrassment of not possessing the wherewithal to pay up. "Never mind," exclaimed the guest, "I have enjoyed dining with you, and I shall be charmed to shoulder the cost. Permit me." Whereupon the stranger paid for two. This worried the prelate, who insisted, "Just let me call a cab, and we'll run up to my hotel, where I shall have the pleasure of reimbursing you." But the stranger met the suggestion with, "See here, old man! You've stuck me for a bully good dinner, but hanged if I'm going to let you stick me for cabfare!"

Almost Worth Their Weight in Gold.

Philadelphia, June 18—Apples that were gathered from Pennsylvania and Delaware orchards last fall, and since then have been kept in cold storage, are selling on the stalls in the Reading Terminal Market at 80 cents to \$1 a dozen. Wholesale they are quoted at \$12 to \$15 a barrel by Dock street commission merchants.

These apples are a choice variety of fruit, known as the Stamen and York Imperials. The former are grown in Kent county, Del., and the latter in Adams county, Penn. Other varieties, prominent among which are the Baldwin, Spitzenberg and Rome Beauties, range all the way from 25 to 60 cents a half peck, according to size and condition.

Enjoying Steady Growth and Gaining Trade.

Marshall, June 18—Beyond the mere statement that this city is growing, there has never been anything within the last two years to really prove that the city is enjoying a steady growth. But with the report of the State Labor Commissioner comes absolute proof.

According to this report last year Marshall factories were employing in all about 500 men. This did not include the Marshall School Furniture Co., which was not then running and which is now employing about seventy-five men, nor did it include the New Process Steel Co., which is now employing forty men. Neither of these concerns was running a year ago when the District Factory Inspector made his inspection here. In addition to that all the factories are employing now more men than a year ago, according to the statements of the superintendents.

Two new factories in one year add not a little to the commercial progress of the town, and Marshall is fast getting back to the days when it was the headquarters of the Michigan Central.

The school census shows that there are 1,030 children in this place, as against 960 a year ago at this time, this being the first time that the census ever showed the city to have 1,000 or more school children.

One of the immediate probabilities is a new brewery, in which local capital alone will be invested. There are seventeen saloons in Marshall, nearly all of which are using outside beer, and the liquor men are considering the proposition of building a brewery on a co-operative plan and not only make the retail profits but the wholesale as well. In fact, that deal is about closed and the promoters promise to announce the plans sometime this month.

Marshall business men are seriously considering the good roads proposition as a means of diverting country trade to this city that has been going to the neighboring cities. The city is doing all it can to fix up the entering roads, and the co-operation of the Pathmasters and Supervisors is being secured for the obtaining of better roads leading to this city. The business men are also working in conjunction with State Highway Commissioner Earle and by a year from now it is expected that marked progress will be shown in this line.

Facts.

Not long ago a city editor in Ottumwa, Ia., was told over the telephone that a prominent citizen had just died suddenly. He called a reporter and told him to rush out and get the "story." Twenty minutes later the reporter returned, sat down at his desk and began to rattle off copy on his typewriter.

"Well, what about it?" asked the city editor.

"Oh, nothing much," replied the reporter, without looking up. "He was walking along the street when he suddenly clasped his hands to his heart and said, 'I'm going to die!' Then he leaned up against a fence and made good."

How To Start a Grocery Store.

The grocer who opens up in a new neighborhood generally finds trade pretty slow at the start. As a rule, few customers enter his store, and often the majority of those who are first to take notice of his arrival on the scene of neighborhood commercial activity are the gentry whose credit at the old established stores in that part of town has about played out. It's always dead easy to get customers from the slow pay class, but these people are not the kind the newly arrived retail dealer in the necessities of life is looking for. He wants the trade that pays cash, or at the least that settles at the end of each week or month. How to "cut in" on the trade of the grocers who have been doing business in that locality right along for months or years is the problem that the newcomer has to solve, and as his capital usually is not much more than enough to pay for his stock of goods—sometimes even that is bought of the wholesaler on credit—and the rent of the store for a month or two, hence the necessity of getting business right at the jump.

The grocer possessed of some capital over and above his investment sometimes doesn't feel that he must hurry in capturing a portion of the trade from the grocers who preceded him in the locality in which he has opened up. Sometimes such a one "takes it easy" for awhile; but the better plan is to begin a lively hustle from the start.

The grocer who seeks to win the patronage of people in a neighborhood in which he is a newcomer makes a fatal mistake if he does not advertise his advent as fully as possible. It is always well to adopt some plan for attracting the attention of the housewives within a radius of a few blocks; he wants to let them know that he has arrived, and his plan will be such as to create a favorable first impression, for there is a whole lot in first impressions, especially in the case of the grocer, and if he makes a hit right in the beginning it helps him mightily along the road to success, which can not be achieved unless the new arrival is able to wean a sufficient number of women away from the grocers with whom they already are dealing to give him enough business so that his profits on it will pay expenses and leave a margin besides.

A grocer opened a store on the West Side and for a day or two stood in the doorway waiting for customers. Three or four drifted in by chance, but he had to have more, so he resolved to make a house to house canvass covering a radius of five blocks of his store. It took him several days thoroughly to cover this territory, but he made the visits himself and knew that nobody was missed. At the end of the second day the clerk he had hired to run the store while the proprietor was out making calls on every housewife for five blocks around reported that he needed an assistant. At the end of the third day both chief clerk and helper were "up to their ears" in orders.

The proprietor was a man of pleas-

ing personality and that, combined with ability to talk well, made an impression that in less than a month built up for him a trade bigger than that enjoyed by some of the grocers who had been years in the neighborhood but never had considered it necessary to make an extra effort to coax business to their stores. At each house the new grocer called he made a neat little talk and pledged himself to deal liberally with his customers and to right all errors without argument.

There are grocers who prefer to build up a business among people of moderate means, while others would rather cater to the "swell" trade, as the patronage of the rich is called. A grocer who opened a store on the fringe of an aristocratic neighborhood in the East End compiled, with the aid of the Blue Book and the telephone directory, a list of some 300 or 400 people of means and more or less social prominence. Every morning thereafter there would be sent to each address contained in the list a tastefully printed announcement concerning the fine food products the new grocer had to offer. The announcements were printed on a fine quality of stationery, neatly addressed in longhand, and besides mentioning specific delicacies and other appetizing articles "just received," wound up with a politely worded sentence or two setting forth reasons why the new grocer was entitled to a share of the patronage of "the best people."

A. M. Spoonish.

Do Things in the Best Way.

The wise dealer will devote himself to doing things with the least number of motions. This is to save himself work, and also to get the things done in the quickest possible time. When a dealer becomes proficient in this respect he can have a number of customers waiting their turn and none of them will get impatient.

When a customer, in a hurry or not, sees that a man is doing his best, and a pretty good best at that, he seldom makes a kick. And if along with this the dealer is careful to serve each customer in the turn in which he entered the store, playing no favorites, he will find things will run smoothly.

He Was Fired.

The railroad President was hearing complaints.

"What is the charge against this brakeman?" he enquired.

"Please, sir," responded the spotter, "I have frequently heard him calling the names of stations so clearly that people could understand what he said."

"This is a direct violation of one of our chief rules," observed the President warmly. "Fire him."

A Practical Reason.

Investigating Teacher—Do any of you boys know why "X" stands for an unknown quantity?

Wise Little Aleck—I know! 'Cause my pa says when you lend an "X" you never know when you're going to get it back.

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.



DEVOTED TO THE BEST INTERESTS
OF BUSINESS MEN.

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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 19, 1907

"The law of reciprocal demurrage is founded in the soundest common sense and the highest spirit of equity."—Mississippi Supreme Court.

PURE SENSATIONALISM.

As was asserted in the Tradesman a week ago, the Japanese imbroglio which the Associated Press is trying so hard to develop is merely a tempest in a teapot and will not assert itself. Driven to its wits' end to find good readable stuff for which they can charge toll, the Associated Press is not from a purely business standpoint open to severe criticism, perhaps, if, relying upon their representatives at Tokio, San Francisco and Washington, they accept and send broadcast unreliable information as to the alleged grouch of the Japanese government against our own Government. The guilt rests with the daily papers which, having the A. P. franchises, feel it incumbent upon themselves to print everything they receive.

After all, the Japanese press seem to have better judgment than is displayed by members of our own American guild. In New York, Boston and Washington live a number of university-bred Japanese, especially bright men who hold degrees from Oxford, Cambridge, Harvard, Yale, Princeton, Michigan, Pennsylvania and other well known institutions of learning, and who are well known as able and fair writers in their own language and in the English, French and German languages. These men write regularly and well upon American politics and the politics of their own country, and they constitute what is known as the Japanese Press Association of New York. Last Monday evening this Association held a meeting in New York, the chief topic under discussion being the persistently reckless campaign in this country to foment trouble between the American and Japanese governments. Scores of illustrations were cited to show the "whole cloth" character of a very large proportion of the alleged Japanese news items originating in Tokio and San Francisco and finally resolutions were unanimously adopted pledging the members to disregard all rumors of war between the United States and Japan as being absolutely groundless.

At this meeting, also, was discussed the possibility of the home government recalling Ambassador Aoki from his post at Washington. Admitting that it was a possibility, the Association expresses the opinion that it is very improbable because of his peculiar fitness for the position. A graduate of the Berlin University and for several years Minister of Foreign Affairs at Tokio, Ambassador Aoki is known as a diplomat of the first order and conservative in all matters of national and international import—just the kind of a statesman as will best serve the interests of the Japanese people at Washington.

PIE AS A PUBLIC QUESTION.

Every person whose memory goes back to the time when the mistress of the home, queen of the family, was accustomed in season every year to preserve or prepare all the jellies, jams, marmalades and other household confections, knows what it was to eat the pies that "mother used to make," and they were good, wholesome and honest pies. There were at that time no great packeries employing skilled chemists to make confectioneries and pie fruits out of gelatine and aniline dyes and other chemicals.

But we have come to an age when science destroys our old faith in everything from church creeds to candies, from the foundations of piety to the purity and integrity of pie. The people are coming to a point where they make no inquiries as to the real virtues of their pie, provided it be pleasing to the palate, and where public opinion condemns no transactions with money in it, if only it do not conduct the operator within the prison doors.

However this may be, the purity of pie has become a public question, and the fabricators of unwholesome material for that important comestible are going to get into trouble. Dr. Wiley, Chief Chemist of the Agricultural Department, and the arch enemy of all things impure in the way of edibles, is at the head of the commission appointed by Secretary Wilson to make a thorough inquiry into the methods of the pie manufacturers and to decide whether their business is to be allowed to flourish or be put under the ban of the Government.

The whole question hinges on whether benzoate of soda is harmful to the human system. In the pie industry the filler, as the fruit part of the product is known, is preserved by the use of benzoate of soda. The manufacturers claim that unless a preservative is used fermentation can not be prevented. They insist that benzoate of soda in the quantities in which they use it is not injurious to health. The filler they manufacture is shipped to pie factories all over the country, and unless fermentation can be prevented it will be unfit for use when it reaches its destination.

Not only is benzoate of soda used as a preservative to prevent fermentation in pie filler, but it is used for the same purpose by many manufacturers of catsup, which it is claimed it is not possible to handle in a commercial way without the assistance of a preservative.

MAKE HASTE SLOWLY.

There are four steam railways which enter the city from southerly directions and one of them passes entirely through the city, continuing north and northeast. There is one road that comes into the city from the east and goes on to the west. Two of the roads first indicated end at Grand Rapids, and one of the roads from the south goes off to the northeast.

Such a condition of transportation geography speaks loudly of switching charges, delays in getting cars, delays in switching, and so on, to the several hundred important manufacturing plants in this city, and, also, it has prompted a corporation to go a long ways toward providing a belt line railway which shall, independent of the other railways, give prompt service in transferring cars from any road in the city to any other road now here.

In their carrying out of the plan proposed the gentlemen have already invested upward of \$60,000 in preliminary surveys and in the purchase of rights of way, and until within very recently the project seemed to have smooth sailing. The plan in question contemplated the purchase of a right of way from Lake avenue on the south at a point about a quarter of a mile west of the Masonic Home, going in a northeasterly direction between Fisk's Lake and Reed's Lake, across Robinson road and so on to the Grand Trunk tracks.

Suddenly and unexpectedly a bill bobs up at Lansing proposing to exempt from the operations of the railroad condemnation laws (The General Railway Laws) the territory between the two lakes named, thus compelling the belt line people, if they build their road, to run their line south and east of Reed's Lake. No one of the East Grand Rapids citizens or of the Belt Line coterie would confess to having knowledge as to the promoter of this opposition to the Belt Line. It seems to be a measure which, like "Topsy," "just grewed, that's all."

Of course, the camp of the Belt Line builders was thrown into confusion, and in their extremity they appealed to the Board of Trade for help. The matter was taken up jointly by the Industrial Committee and the Committee on Legislation, and after going over the proposed route of the Belt Line they unanimously adopted a resolution that in their judgment the proposed bill would, if enacted into law, kill the Belt Line enterprise, a project of vital importance to the industrial interests of Grand Rapids. They also unanimously adopted a resolution protesting against class legislation.

Beyond all question the enactment of a law exempting certain specific sections of land from the operation of the condemnation clauses of The General Railway Laws is at least unconventional, and in the opinion of various lawyers of wide experience and good judgment such a law will not stand as constitutional before the Supreme Court. In this view of the case it appears that the Belt Line people will eventually win their case, but at the expense of an unknown

period of time spent in fighting the new law, to say nothing of fees for lawyers and the like. This possibility raises the query: Is it not possible that the bill surreptitiously introduced and rushed through both houses is intended only to postpone competition feared by other interests?

It is agreed by all fair minded persons that a Belt Line railway is greatly needed by the industrial and mercantile interests of our city. It also is admitted by all who have given any thought to the matter that a Belt Line railway passing anywhere between Fisk's Lake and Reed's Lake will greatly injure the park like possibilities of an exceptionally beautiful site and equipment for a great municipal park. Three years ago the Grand Rapids Board of Trade formulated a general park and boulevard system which included the very territory through which the Belt Line desires to pass.

And so the question is: Which will prove more valuable to Grand Rapids—a belt line over the route now desired or a municipal park the like of which few cities in America can possess? There are two sides to the situation and it remains for time and good citizenship to decide between them.

Again, in case the Belt Line people ultimately gain their contention, what guarantee do they offer that when their line is built and in operation it will not be passed over bodily to the Grand Trunk Railway or some one of the other lines already in operation? Or, in case they gain their cause, what assurance is given the people of Grand Rapids that, instead of building and operating their road at once, it will remain for years merely a railway on paper, which is to be manipulated as an influence in behalf of a real estate speculation?

Even although there be well grounded opinions against the constitutionality of the bill which slid through the Legislature so readily and easily, it is, perhaps, a good thing that it so happened. It has, temporarily at least, blocked the Belt Line progress and has awakened our citizens to a lively interest in the matter. And that means an investigation of all phases of the situation. The park and boulevard opportunities will be ascertained more definitely and accurately; whether or not a Belt Line can be successfully built and operated around the south and east shores of Reed's Lake will be demonstrated conclusively; we will find out positively what interests are now opposing the Belt Line and we will learn beyond venture just what the Belt Line project is and whether or not it is, pure and simple, a real estate investment proposition.

There is no cause for fearing, if the gentlemen back of the Belt Line enterprise really mean business and not speculation, that they will abandon the cause in the face of opposition, secret or public. On the other hand, the merits of the park and boulevard project will be brought to the surface in an illuminating fashion. These things done the remainder will be easy.

ONE SORT OF HONESTY.

Is there more than one sort of honesty?

Honesty is commonly held to mean integrity, uprightness, fairness in word and deed, acts based on a sense of duty to one's obligations, fidelity to one's trusts and justice to all with whom one has dealings.

Under this definition there should be only one sort of honesty, and yet it would seem that as human conduct is judged by many of one's fellows there are several sorts of honesty, or what passes for it.

A recent discussion of this subject before the American Economic Association brought out some interesting opinions. Said President Jenks, of the Association: "At no other time in the world's history has there been so kind and intelligent a treatment of the poor and the defective; at no other time have men been so humane in their treatment of animals and in their dealings with their fellowmen in the event of war or of great misfortune; at no other time have deeds of courtesy and acts of mercy been so numerous as now. The fact that within the last few years so many influential business men, not only in the United States, but also in other countries, have engaged in operations that have shocked the sense of justice and honor and fair-dealing seems out of harmony with the general trend of social events. It was certainly not to be expected that men who seem entirely conscientious in all their dealings, public and private, men who apparently in all private relations lead exemplary lives, men who have won universal respect, should suddenly in their business be found engaged in acts illegal and dishonorable."

In explanation it seems that either our standard of business integrity has changed, or that the standard is not applied to matters not under immediate personal attention and control. For instance, business operations are in many cases so vast that to-day the employer does not even know his army of employees. There was a time when the master, in appreciation of the fidelity and industry of his worthy apprentice took him into partnership, gave his daughter in marriage to him, and so the good name and reputation of the business were kept up through generations.

Under existing industrial conditions a large proportion of the business of the country is carried on by great trusts and corporations, and affairs are managed by one or three men, so that not even the directors, much less the stockholders, know what is being done—their chief care is for the dividends and the profits. Thus it is that conditions are different from what they once were, and if there is any wrong-doing it is repudiated by those who share the proceeds, since they are able to claim that they had no part in the acts complained of.

As to the employees of great corporations and trusts, they are so far separated from their employers that there is no association, no contact between them, and no personal interest is created. Some employees render faithful service from a high sense of duty; others seek to do as little as

possible for the wages they receive.

To-day, too, politics come extensively into business in ways that were formerly impossible. It becomes necessary for corporations to make use of public franchises, such as the right to use the public streets for railway tracks, for the laying of pipes and conduits and for the stringing of wires, and to occupy public lands and places for depot and warehouse buildings, and for the use of public landings for commercial shipping. Then there are contracts for public works given out to bidders, and the whole of this vast business offers opportunity for no end of bribery, corruption and graft, in which private citizens and public officials are equally guilty.

The people who engage in that sort of corruption, if they are shrewd enough while pocketing their share of the "swag," and are able successfully to escape criminal liability, so far from forfeiting the respect of their fellows, are often held in the highest esteem. Therefore, it is clear that the standard of honesty which can complacently regard such a condition of affairs is not very high, although those who are foremost in such schemes are often loudest in their claims to honesty and respectability.

What are the remedies for the sort of dishonesty which makes at the same time criminals who escape punishment, and hypocrites who know in their own hearts that they are rascals?

Of course, the ready answer is: Reform must be set in motion by proper laws. But it is the experience of the world that people can not be made upright and honest by law, and any reform based on proposed legislation is no reform at all. The more violent the laws enacted against graft and corruption, the more certain it is that they will not be enforced, and the criminals laugh them to scorn.

Education in honesty and uprightness begins at the mother's knee. The first school of virtue and truth is the family. The laws should promote or assist to carry on the work started in the home. The laws must sternly prevent and crush out every attempt by combinations of either capital or labor to oppress any citizen and to enforce upon the community the atrocious idea that might is right, that the world and all in it belong to the strongest. When any such combination raises its hand to oppress and to dominate, it should at once be met by all the force necessary, even if it were that of the entire nation, to put it into complete subjection.

Publicity in all public business is necessary. The moral sense of the people must be aroused. Human society can not be successfully carried on without religion, and that religion must teach man's moral and ethical duties. It is certain that there is no legislative panacea for our business ills, but that upon us as individuals rests largely the responsibility for our social improvement. Clear-sighted and impartial observation of facts, including human nature, is our only safe guide in social reforms; our only

methods must be the commonplace ones of preventing abuses and securing justice in specific cases by legislation and judicial action and by compelling men to work in the open—not some elusive scheme of social reorganization.

A Story With a Moral.

A man who was too economical to subscribe for his home paper sent his little boy to borrow the copy taken by his neighbor. In his haste the boy ran over a four-dollar stand of bees, and in ten minutes looked like a warty summer squash. His cries reached his father, who ran to his assistance, and, failing to notice a barbed wire fence, ran into it, breaking it down, cutting a handful of flesh from his anatomy and ruining a \$5 pair of pants. The old cow took advantage of the gap in the fence and got into the cornfield and killed herself eating green corn. Hearing the racket, the wife ran, upset a four-gallon churn of rich cream into a basket of kittens, drowning the whole litter. In her hurry she dropped a \$25 set of false teeth. The baby, left alone, crawled through the spilled cream and into the parlor, ruining a \$20 carpet. During the excitement the oldest daughter ran away with the hired man, the dog broke up eleven setting hens, and the calves got out and chewed the tails off four fine shirts.

When the lawyers for the prisoner declined to cross-examine the witnesses who first saw Governor Steunenberg after the explosion of the bomb they manifested shrewdness. Probably now some of them almost wish they had not undertaken to cross-examine Orchard. He is a remarkable man. In his testimony he attempts to hold back nothing as he tells and repeats his horrible tale. He is more than a match for the attorneys who have tried day after day to break down his evidence and entangle him in contradictory statements. Whether telling the truth or otherwise, he is commanding admiration for the way he carries himself. By questioning him at such length he is compelled to relate his story over and over again and thus it is just so much more brought before and impressed upon the jury. Its force and effect will depend on how much of his testimony can be corroborated by other witnesses. The sustaining testimony

thus far is so much in harmony with the testimony of Orchard as to leave no doubt as to the guilt of the respondent and his associates.

Don't be a grumbler. Some people contrive to get hold of the prickly side of everything, to run against all the sharp corners and find out all the disagreeable things. Half the strength spent in growling would often set things straight. You may as well make up your mind, to begin with, that no one ever found the world quite as he would like it, but you are to take your share of the troubles and bear them sturdily. You will be very sure to have burdens laid upon you that belong to other people unless you are a shirk yourself; but do not grumble. If the work needs doing, and you can do it, never mind about the other person who ought to have done it and didn't. Those workers who fill up the gaps, smooth away the rough spots and finish up the job that others leave undone—they are the true peacemakers and worth a whole regiment of growlers.

President Roosevelt is often spoken of as a Harvard graduate and the ancient institution is very proud to number him among its sons, but mention is rarely made of his college rank. The Harvard Graduates' Magazine says: "It is safe to say that he does not know it, and never did, yet to us it may not be absolutely without interest if only for the mere coincidence—for the fact of course is worthless for purposes of comparison—that his 'number' at Harvard was the same as Grant's at West Point—at the foot of the class." Notwithstanding this handicap, Grant subsequently made his mark on the banks of the James and Roosevelt has shown his mettle in his gigantic battle with grasping and law-defying corporations.

Some Japanese officials are reported on the way to the United States to purchase \$10,000,000 worth of manufactured iron supplies. It is safe to say they will discover no race prejudice or disposition to fight among the people who have the goods to sell.

The best friendship is that which brings out the best in us.

What we call destiny often is only a matter of determination.

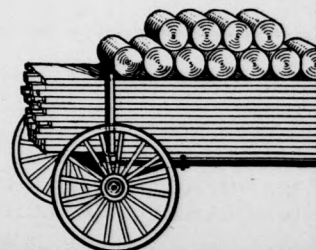
Rolls of Roofing TAKE THE PLACE OF SHINGLES

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



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

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



WOMAN'S HATE.

Discussion of the Enemy's Various Qualities.

Written for the Tradesman.

"It do beat all, remarked the old lady who is long on the quality and short—unconscionably short—on a speaking knowledge of grammar, "it do beat all," she repeated, "what the world is a comin' ter when it comes ter extravagance.

"Now, there's m' darter-'n-law, she is a livin' specimint. She ain't got no more knowingness than a month old critter. I've tried ter l'arn her some things, but she's ez sot in her ways as an old settin' hen. Uv course, I try ter make some 'lowances fer the way she wuz brung up—all book l'arnin' an' no housework to speak uv. She says she l'arned cooking in the school she letf her ma an' went away ter, but I dunno—I dunno how she could l'arn it thar. She don't cook like I do, an' my ways is right, fer I say so; an' I tell her so, too.

"What does she do?"

"She just laughs a little bit an' only says:

"Well, my ways aren't your ways, any more than your ways are mine. We weren't brought up in the same family, an' wouldn't be alike in a thousand years. You an' I were in a different environment an' our ideas can't mix any more than sand and water."

"No, I don't s'pose they ever will. My darter-'n-law dotes on goin' off to her clubs—is gone fer hours at a time.

"Didn't folks spend just as much time a visitin' around in my day?"

"Well—er—er—yes, we did, but, then, that wa'n't clubs. A woman's got no busines a j'inin' uv a club and goin' off a neglectin' uv her household duties.

"My darter-'n-law's a nice house-keeper?"

"Er—er—yes, I can't say but what she keeps things up about ez spic an' span's I could m'self. You never can find a speck uv dirt nowhere, an' she's ez orderly ez a pin. I know, fer when she's gone off to her clubs then's my chance to look around. Uv course she don't know it, but them times when she's galivantin' around I go through all her bureau (she calls it dresser) drawers an' see what I ken find out about things fer my'self. I have a good time then. Uv course, any one might say it's none o' my business what she has got, but I consider it's my place to know what my son's wife spends his money fer; an' if I don't snoop an' spy out fer m'self I ain't agoin' ter know, fer Lizbeth is a closemouthed un about her affairs an' never tells me nuthin' 'less I ask her right out an' out. I s'pose she thinks it's none uv my funeral, but I allus want ter know what's agoin' on around my son's

house. She thinks I don't know about her clo'es, but I ain't gone though her duds fer nuthin', I tell ye I know everythin' she's got: She can't keep things frum me—she thinks she ken, but she ain't smart enough fer that.

"Lock up her belongin's?"

"Yes, she keeps 'em all locked up; but I've got lots o' old keys, an' I'd just like ter see her lock up things that I couldn't get at—I'd just like ter see the drawer er the trunk I couldn't git inter ef I tuk a notion ter.

"Uv course, I never let on ter Lizbeth that I seen her clo'es—she'd be awful mad ef she knew I'd gone an' unlocked her things. But how'm I ever agoin' ter know about her affairs ef I don't do a little investigatin' on m' own account, pray tell? She'd never let me know about anythin'. I d'know why 'tis, but my darter-'n-law seems ter like ter keep matters ter herself. Why can't she show me her new clo'es an' then I wouldn't have ter snoop into 'em?"

"Yes, she's fond uv her gardin. She gets up at 4 o'clock every mornin' an' goes out in it an' weeds an' weeds an' weeds. You can't find a spear uv stuff in it that doesn't belong thar. Yes, I can't deny that Lizbeth is a first-class housekeeper, an' a first-class yardkeeper, an' I ken eat her vittuls.

"She's allus awashin' herself in a long chiny thin' upstairs they call a bathtub. I ain't got no use fer that sort uv a contraption. A washbowl was allus good enough fer me an' I don't approve uv any o' them thar togglements. What's good enough fer me oughter be fit fer her an' her cump'ny ter wash in.

"Lizbeth is 'everlastin'ly adoin' somethin' I don't take ter. She is fond uv stylish folks, fer one thin'. She's great on 'style,' an' I will say, although I don't like her, that she gets herself up so's she looks fine. She's allus got a lot ter say about a 'tailor-made girl looks the best uv anybody,' a' that a 'well-coughed girl is always nice-looking.' It's somethin' about her hair, but what a cough has got ter do with hair I don't see, an' I never could make it out. I don't enjoy ter show m' ignorance, so I look wise an' keep m' mouth tight shut when she says she's 'well-coughed.'

"Lizbeth takes good care uv her clo'es, I will say that fer her, ef I do hate her like pizen. She never switches her nice duds out aputterin' around the kitchen. When she comes home from her clubs an' sich she allus takes off her best bib an' tucker an' slips on a wash dress—she thinks it's smart ter call 'em 'tub dresses'—before she tackles the supper-gittin'.

"Yes, Lizbeth, I s'pose, is good enough ter me, that is, in her way; but

her way ain't my way, an' I knows a sight more'n she does about everythin' under the sun, a'most. Lizbeth never lets me want fer any uv the necesserties of life, but she bothers me ter death with her ways! It's her ways I can't abide. Mebbe I said they wasn't like my ways. Well, they ain't.

"Thar's the theater! (Accent on the ater.) Lizbeth will go ter matinees. I don't care fer matinees—why sh' she like 'em so well? She kin do without theaters, say I. She don't need 'em, an' they cost a heap er money. Why, they're ez much ez twenty-five cents every time she goes inter one! What right has she ter be aspendin' uv my son's money in that fashion, I'd just like ter know?"

"An' Lizbeth likes ter dance, too. Thar's 'nother thing I got agin' her. I never cared ter dance—why sh' she? Yes, she's said ter be a 'pretty dancer.'

"Well, they's jest this about it: Lizbeth is what you call a very capable young woman—I really don't know who kin beat her. But she m' son's wife an' that's the reason I can't abide her! He'd no business ter git married nohow." Erminie Kenyon.

A Noisy Stamp.

O. Henry, the author, vouches for the following:

An effeminate young man daintily placed two cents on a drug store counter and asked the clerk for a stamp. The clerk tore off one and slid it over to him. The young man drew an envelope from his pocket.

"Would you mind licking it for me and placing it on here?" he lisped.

"Sure," said the clerk, as he started to stamp the letter.

"Oh, stay!" cautioned the young man in great alarm. "Not that way, I beg of you. Kindly place the stamp with the top toward the outer edge of the envelope."

"Sure," said the obliging clerk. "But what in thunder's that for?"

"Why, you see," confided the youth

blushingly, "I'm a student in the Cosmopolitan Correspondence School, and that's our college yell."

Point of View.

Young Mother—I don't believe in letting everybody kiss my baby. It's unwholesome.

Bachelor Brother—Oh, I don't know that it's unwholesome, but if the baby has been eating molasses candy it's unpleasant.



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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.

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THOS. E. WYKES
CLAUDE P. WYKES

Divided on the Subject of a Half Holiday.

Muskegon, June 18—This city's grocers are so thoroughly divided over the question of which day shall be officially recognized for the half holiday, that their patrons will probably have to become accustomed during the summer months to two different holidays each week.

It will be bad for any picnic plan which might be brought up, and the dissension which is liable to arise may preclude any unity of feeling among grocers in the future; but is certainly agreeable to the housewife, who will thus find it not impossible to purchase for next day's breakfast on those afternoons when her grocer is taking a half holiday.

The status of affairs is this: All the grocers on Western avenue, Ottawa street, Jackson street, Third street, Clay avenue and the northern end of Terrace street have signed an agreement to close Wednesday afternoon, in conjunction with the meat dealers, after June 26 and until the first Wednesday in August. The remainder of the grocers, including the scattering stores and especially those in the eastern part of the city, do not consider Wednesday the best day to close and announce that they will observe their first holiday on Thursday and will continue to do so on that day throughout the summer.

The sides seem to be about evenly divided, although the Wednesday men are probably a little in the majority.

There is little likelihood now of the differences being adjusted. Louis Christianson, owner of a grocery on Ionia street, is chief among the Thursday holiday grocers. They claim that the Wednesday agreement was made by the down town grocers with the object of dictating to the firms located in other parts of the city, and say that Thursday is the better day to have the holiday.

The other side claims that Wednesday was decided upon at a well attended meeting of all the grocers, and that the action of the others in withdrawing from the agreement is the result of disgruntled feelings.

Pat's Reasoning.

An Englishman and an Irishman were walking along a country road when they crept into a farmyard and stole a horse from the stable. Pat, thinking that the horse was no good without the cart, stole a cart from the same place. The news at once spread about that Farmer Giles had a horse and cart stolen, and the police were soon on their track. The policeman, meeting the Englishman with the horse, enquired of him where he got the horse, the Englishman replying that the animal belonged to him.

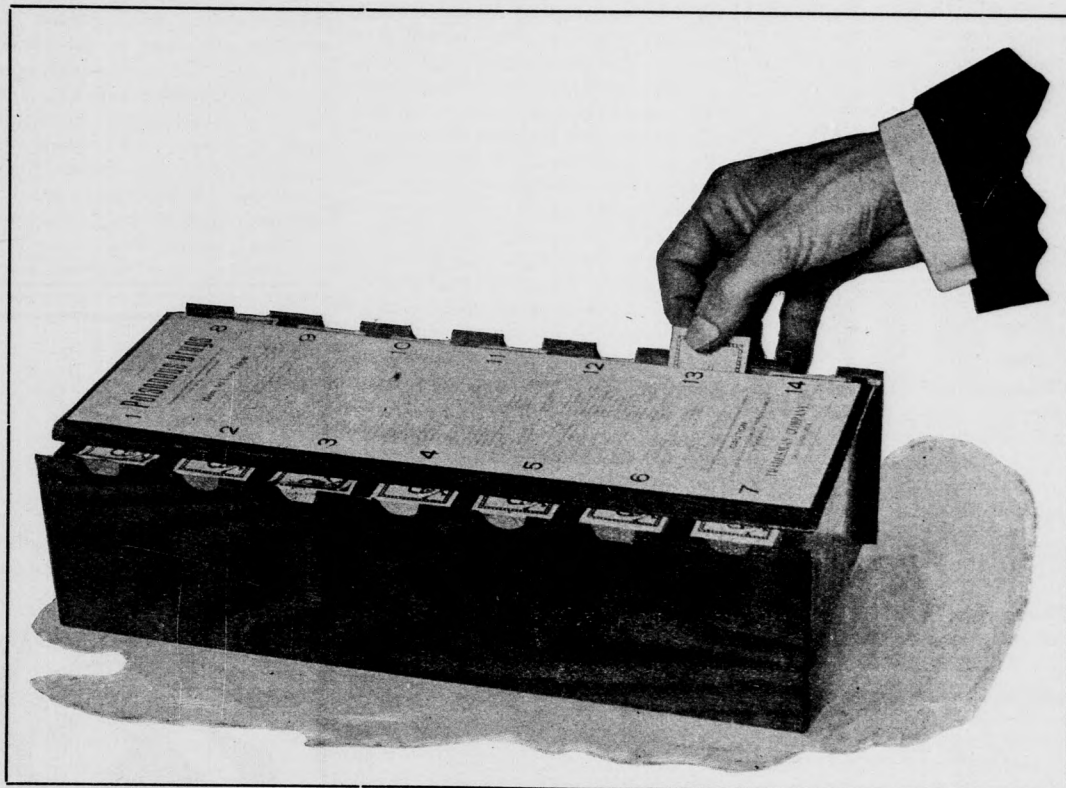
"How can you prove it?" asked the policeman.

"Because I have had it since it was a foal," was the answer.

Pat overheard this conversation. He was pulling the cart along, when the policeman stopped him, asking him if the cart belonged to him.

"Sure," said Pat, "why, I have had this cart ever since it was a wheelbarrow."

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

WHY HE RESIGNED.

Paid Every Cent His Errors Cost Him.

"Simmons & Co., the leather manufacturers, once upon a time had a general manager whose name was Zimmerman," said John Ford, one evening. "I remember Zimmerman principally as a startling example of what an innate fool a man may be and yet win big success in the business world. Zimmerman was a fool. He was a — fool. You take a fool of this sort and put him in a general manager's chair in almost any sort of a house and you've concocted ways and means for trouble. That's one reason why some big houses have so much trouble.

"Zimmerman had complete control of the sales and office departments. The manufacturing end of the house was in the hands of a superintendent, but the rest of it, the selling and the accounting, were directly under the thumb of the general manager. The President and principal owner of the firm held more the position of a figurehead than anything else. Zimmerman was the active power of the firm.

"It wasn't a particularly big firm, none of your colossal plants. They did a \$100,000 business annually and had a good margin of profit on it. They paid Zimmerman \$5000. It was a second class firm, all told.

"Well, I came into contact with them through the solicitation of Zimmerman himself. Things were going wrong, and the head had demanded that the manager straighten them up. He sent for me to help him. That move alone proved him to be a fool of the biggest sort. But I am ahead of the story.

"The trouble seemed to be spread pretty well all over the office and sales department. There was a discrepancy in a whole lot of the accounts that looked mighty ugly. In a new or loosely organized office full of new employees one would have been justified in assuming that there was a big, well fixed ring of thieves among the working force. But Simmons & Co.'s office was an old one, and they prided themselves on their old employees, their system of accounts, and the loyalty of everybody on the pay roll. There weren't any thieves among them, they said; at least they would have to have black and white proof and confessions and everything else to make them believe it.

"The first discrepancy noticed was in the sales department. One of the sales books showed an entry for the sale of 500 leather handbags at \$2 each. The stock-keeper's books showed that only 200 handbags of the kind sold were in stock. But the original billing of them from the plant to the sales department called for the number entered as sold, 500. This looked pretty bad for the stock clerk until he showed his duplicate of the receipt he had signed for the bags. The receipt was for 200. This made it look bad for the teamster who had delivered them, but when the matter was looked up in the shipping room of the plant it was found that only 200 had been shipped. The shipping slip called for that number, the

teamster's book called for that number. But the invoice on file in the office called for 500, as it was received from the plant called for 500, and the superintendent's books showed that 500 of this grade of bag had been manufactured especially to supply the stockroom at this time.

"Three hundred handbags was the discrepancy between the figures of the men who really had handled the bags and the men who merely had handled papers representing them. In a cheap, new office it would have looked like theft, as I say. At Simmons' they were sure 'twas an error, and they were almost as mad over the idea of the office falling down to such an extent as they might have been at the knowledge of robbery.

"Another specific case of trouble that had stirred them was in the buyer's department. A delivery of skins that amounted to \$1,100 was the bone. The invoice called for 900 pieces. The shipment as actually received in the stock room of the plant was '82 bundles,' not any specific number of skins, and the bundles contained just eight skins each, or a total of 656 for the shipment. This left a difference of 244 skins between the invoice and the delivery. Ordinarily it would have been up to the seller, but he showed conclusively that his order was for '82 bundles,' and he was sure that he had billed them so. But there was his invoice on file, and it called for 900 skins. Nothing was said in it about the number of bundles. The entry in the seller's books showed '82 bundles' at so much per bundle. The difference between the charge and the bill on file of Simmons' was about \$250. And the account had been paid and nothing said about it.

"I took the last case as the better example for me to work on. The other might have been the result of some inexplicable error. This one looked like something different to me.

"'Who found the difference?' I asked.

"'I did,' said Zimmerman.

"'Who found it in the other case?'

"'I did. I found it in all of them. I went over the books personally about a month ago and found all this mess in them.'

"'What was the occasion for going through the books at that time?'

"'Why—just a determination that things weren't going as they should in the office. I felt that some of the men were not what they should be and looked them up. This is what I found.'

"'I said: 'I thought you trusted all your men completely.'

"'We did,' said Zimmerman, 'but you see we were mistaken.' Then he went on and told me a lot of things about the office that didn't have anything at all to do with the case, and I came away from him with a bad impression. He had done everything but explain why he decided to go through the firm's books personally.

"'I told you Zimmerman was a fool. If he hadn't been he would never have called any outsider into the case, nor would he in the first place have—but I'm ahead again.

"'I managed to obtain possession of the skin invoice unbeknown to any-

body else. I took it to the invoice clerk of the man who had sold the skins. 'Is this your writing?' I asked, merely showing him the heading and date. 'It certainly is,' said he. Then I showed him all of the bill. 'Is the rest of it yours?' 'Yes,' he said. But a second later he cried: 'No, hold on here. This isn't my writing at all. It looks it all right; got all the extra curves, but it isn't mine. It looks as if somebody had been imitating me.'

"He showed me some specimens of his bills, wrote 'Simmons & Co.' half a dozen times, and I saw that he was right. The writing was a good imitation, but it wasn't the real thing. I thanked him, kept samples of his writing, and went to the cashier of that house. 'How was the last payment from Simmons & Co. made?' I asked. He looked up his records. 'By cash,' said he. 'That's funny; they've always made it by checks. Oh, yes, I remember. Zimmerman, the general manager, was in here one day and said that he'd like to get rid of a lot of money that had been turned in

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by a customer and which he had started to deposit, but had got down to the bank too late. He paid the last bill out of that money.

"I went to Zimmerman and asked him how the firm paid its bills.

"By checks, always," said he. "Never anything else. We keep our records on the checks."

"This bill for skins must have been paid by a check, then?" I said.

"Oh, yes." And he showed me the check. Si I had Mr. Zimmerman in a bad, deliberate lie at the start of the hunt.

"I went to the bank and traced the check. They had cashed the check for somebody in Simmons & Co., but they didn't remember who it was. I came back to the office and got a lot of specimens of Zimmerman's handwriting. I took them and the fatal invoice and the writing of the invoice clerk who didn't make it to a writing expert, an old friend of mine.

"This invoice," said he, "is the work of this man," pointing to Zimmerman's writing, "trying to copy this clerk's hand. He did a poor job of it; an inexperienced hand, I should say."

"I could have worked the case up until it was ironbound at every corner if I had wanted to, but it wasn't necessary. I had been employed by Zimmerman, and I had Zimmerman himself in so tight a hole that he couldn't crawl, sidestep or escape in any way. Had I been employed by the head of the firm I would have gone to him. As it was, I took my proofs, including a signed statement of the handwriting expert and went in to see Mr. Zimmerman, shutting the door of his private office behind him.

"I am not an officer of the law," I said, "or I would have to put you under arrest. I'm simply your agent. Acting in that capacity, I have found these things." And I showed him step by step how I had worked up proof of his positive guilt.

"My position now becomes an unpleasant one. I'll make you this proposition: I'll go with you to the head of the firm and you will say that the trouble has been discovered to be your fault, that you've simply been in error to the extent of whatever the amounts involved are and that you at once will make them good from your own pocket. You'll tell him that I found what was wrong and earnestly recommend him to send for me in case he suspects anything wrong in his office, no matter where or how. If he does that, and I come here again, you know what it means. What do you say?"

"He blustered around a little, but he wound up by saying:

"I—I think I'd better quit here, after making good—those—errors. They don't pay me enough here; I am going to make a change."

"Make two changes," I said.

"How's that?" he asked.

"Change your notions of business morals."

"I think he took my advice all right. After I heard that he had left Simmons & Co. I went to see the head of that firm. Zimmerman had paid up every cent that his 'errors' had cost them, and had said as he

went that he was going to be 'more careful' in his next place of employment."

James Kells.

The Root of Success.

Everything in the world has an origin, emanates from somewhere, can be traced to a source however remote. This fact is so well established, so generally acknowledged, that there is no need of going into detail by giving examples. If we bear this well-founded law of nature in mind and apply it to all things we will probably commence with its application to visible bodies and finish with that to abstract ideas. Thus, success, for instance, decidedly must have an origin; it can not be a mere mood of fate or a freak of coincidence.

From a business man's point of view success originates in a man's character, zeal, industry, application to his business and a good many other points that might be cited. There is a particular point constituting the root from which a packer's success often grows; that is, cleanliness—minute, almost exaggerated cleanliness. If this can be maintained, the quality of the goods will be unquestionable; they will have better keeping qualities, and one of the greatest sources for losses in the business is removed. It may be insinuated that, in spite of the greatest cleanliness, care and attention, it happens that merchandise spoils. This case admits of only one explanation, the existence of mold and mildew in storage rooms. These fungi are the source of continuous trouble, even in establishments that are otherwise classed as model plants.

Many of the most brilliant representatives of the packing business have been puzzled to overcome this difficulty, how to annihilate the mildew, how to make its appearance impossible. Our century, which has brought a solution of so many pending questions of almost insurmountable difficulty, has brought a solution of this difficulty in the trade. Antinonin, if used in whitewash or water at the ratio of one pound to fifteen gallons of liquid, accomplishes the task. The solution should be applied hot to the walls and ceilings of warehouses and storage rooms. Chemically, antinonin is the potassium salt of orthodinitrocresol. So well proved is the antiseptic power of antinonin to destroy and prevent mold, fungi, slimy growths and all other bacteria and micro organisms that it is not necessary to further dwell on this point, but refer to the ample literature published thereon.

If storage rooms and warehouses have been protected by such a disinfectant as antinonin, the minutest traces of which prevent the growth of fungi, the first and most common source of possible damage is removed, the foundation stone for excellence of merchandise, and therefore fairness and justice to the customers, is laid. This fairness creates the reputation, the renown of a business, which, if associated with a shrewd commercial direction, constitutes the origin, builds the bulwark of success, and what else can be the offspring of such roots but wealth, power and honor, the children of success?

"Firing" the Office Boy.

Buddie Goff was an office boy. Or, rather, at the time of which I am speaking, Buddie had an ambition to be an office boy. He never had been one, but was longing for the joys of the position. So Buddie made application to Mr. Fixem, of the firm of Getem & Fixem, and at 9 o'clock entered upon his duties.

At 10 o'clock a customer came in and made a violent kick.

"What!" exclaimed Fixem, "did we do that? Where's that boy? Here, my boy, get out o' here—take your coat and hat and get out! You good—I'm ashamed of you—get out! Go to the cashier and get your salary, and don't let me see you around here again! You, bungler, you!"

Buddie, terrified, and almost crying, left the office and hurried away.

The next morning Mr. Fixem called at Buddie's home.

"Where's Buddie?" he shouted.

Buddie came to the door.

"Did I fire you yesterday?"

"Yes, sir."

"Yes, and I'll fire you every time anybody makes a kick! Come on back to the office with me, and every time I fire you, go around the corner, wait until the customer's gone and then come back."

And that's how Buddie started in business, grew up to be the manager of the concern and now has an office boy of his own, whom he fires regularly with every kick.

A man never has any trouble about his habits when he is carried away by some great work.

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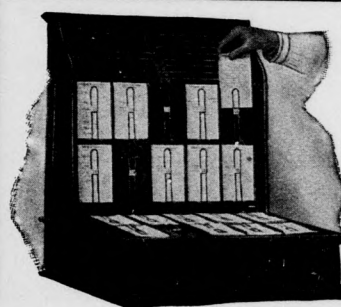
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Weekly Market Review of the Principal Staples.

Domestics—These of all classes are conspicuously high-priced and in many instances scarce. Denims, for instance, are in all probability as scarce as at any time in their history. Other lines, such as gingham, napped goods, etc., are equally strong, yet not sought perhaps as vigorously as are denims for spot delivery by cutters.

Bleached Goods—These goods are being advanced steadily on account of their exceeding scarcity and the steady demand which is operating for them. Particular constructions are exceedingly hard to get and are eagerly sought for. Well-known tickets have advanced from a quarter of a cent to a cent a yard the past week, and the outlook seems to favor still further advances, in view of the condition with which they are immediately surrounded at the mills. The acceptance of the wage schedule in a large center in the East obviated the possibility of difficulty in that section to no small degree and forestalled the further advancing of their goods.

Dress Goods—There is no change in the condition of this market at the present time. It can hardly be said that it halts, because such is not the case. However, its forward motion is, by comparison, hardly more than perceptible. Spring showings are being made all along in the lower end of the market, and goods are being sold, but the volume of business is somewhat hampered by the eminently adverse conditions which find their rise in the unfavorable weather. Sentiment being more volatile in this market than anywhere else, it is only natural that these conditions should be felt here more than elsewhere. The retailer is curtailing his operations and endeavoring to keep down his expenses for the present, and consequently he does not look forward with the confidence that he would do under other circumstances. The consequence of this is that the jobber feels the effect of this condition of affairs in a roundabout way, to be sure, and is affected thereby.

Underwear—The opening of cheap balbriggans overshadowed everything else in this market during the past week, and buyers, who have been coming to this market in increasing numbers for the past few days, have been operating on a very large scale indeed. Considerably advanced prices in most instances mark the showings made, but these in no way interfere with operations generally, as buyers for the most part anticipated them.

Hosiery—The conditions in this market grow more satisfactory as the season develops, although, as a matter of fact, the market as a whole is not doing the volume of business that its advocates might like it to. A great many buyers are in town, and in staples are operating in a comparatively large way, many deeming it expedient to cover before the time ar-

rives when prices must go higher. There are perhaps more restrictions on the selling of goods placed by the mills this year than ever before, and there is no liberty taken in making the statement that a number are still absolutely "at sea" as regards their future policy and what the proportion of profit is to be on business already placed. The varying moods of the yarn market make it impossible for houses not covered to quote a satisfactory price or to name a delivery. Notices are frequent from the mills to their agents, most of which bear the character of the following: "Do not promise deliveries at present prices after," and here a date is indicated, because of a necessity to revise the price schedule. That prices made a month or more ago have been the cause of much dissatisfaction to the makers is a well-known fact, and the figuring out of a profit is an exceedingly difficult matter.

The Way He Should Go.

I was up in Northern Wisconsin looking after a lumber interest and had to solicit lodging with a settler. He hadn't much room to spare, and not much to eat, and when through with supper we lighted our pipes and had a smoke and a talk. He had only one child, and he was a boy of 15. He sat in the chimney corner for an hour, and never said a word, and finally the father remarked:

"Well, Jim, it's time you had your lesson and went to bed. Come up here."

The boy advanced and stood before him and the father opened on him as if terribly indignant. He called him a loafer, a liar, a robber, a swindler and forty other things. He threatened to knock his teeth out—to bat his eye, to knock his eyebrows off, and finally to break every bone in his body. To my surprise, the boy stood and took it as if he had heard the same things every day for a month, and when the father had ended he began. He went over the same ground, repeated every word, shaking his first and throwing his arms about, and finally finished and said good night and went to bed.

"May I enquire what sort of a performance I have just witnessed?" I asked of the settler.

"Certainly, stranger," he replied. "There's 1,000,000 acres of Government land around me here. In the last ten years I have stolen and marketed \$10,000 worth of it. Now and then a Government inspector has come along and tried to stop me, but I've run him off, talking to him as I just talked to Jim. Jim is growing up, and will be big enough to steal timber in a couple of years more. I want him to learn how to talk, so as to hold his own. Land, but you don't think I am going to make a preacher of him, do you? Not any, sir. Timber stealin' beats fifty preachers all holler, but you've got to be provided with a heap of cuss words and bluff to make a go of it."—Denver Republican.

The Best Yet.

"I suppose your auto is one of the six best sellers?"

"I don't know about that, but it is certainly one of the best smellers."

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When To Save and When To Spend.

To the young man what should be the interpretation of the term "saving?" While I never have been an advocate of saving, in the strict mercenary sense of the word, still any man who acknowledges conditions must recognize a true spirit of saving as a necessity. Then, what is saving?

Few general subjects suggested by a question at large might receive as many and varying answers as this one on husbanding one's income. At one extreme would be the person who never lets go of a dollar until he is forced by necessity to do so. At the other extreme I might cite the person who trusts himself so little with money that until he has placed his fixed weekly or monthly sum devoted to the rainy day in the fortress of his savings bank he does not dare walk abroad with purse in his pocket.

Of these two extreme types, too, neither knows the first principles of saving as it should appeal to individual and community welfare.

As an illustration of what saving is not, take the small child who is given a coin to dispose of as he pleases. To him it has no value as money. His first thought is for spending it. So valueless is the coin that if the child has no particular need or desire he will set about studiously to conjure up something for which he can exchange his money in the least possible time. To spend his piece of money—to discover something which he may have in lieu of the useless coin—is his whole thought.

As a first lesson in saving for this child a careful parent at the least will see to it that the little one does not spend it for something wholly useless. "Keep it a little while—keep it until you find something you want," will be his first advice. If the child refuses the advice either parents cease giving it money or they provide one of the myriad small savings receptacles into which the youngster is forced to drop its money for keeping.

How many millions of young and old in this country never have passed this first primary lesson in saving! How many millions never will progress beyond it! As evidence take the remarkable success which comes of certain savings banks distributing broadcast in the homes the small metal banks of which only the receiving teller of a bank has a key.

"You have the bank—we have the key," is the philosophy of these banks in appealing to customers to "learn to save." There is nothing more inimical to the knowledge of saving than is such a makeshift. It is the old child lesson of taking the coin from the person if he can not make up his mind to keep it in his pocket. One of the first tests of true saving is the ability of a person to carry money in his pocket past a thousand things which he might like immensely to have, but which he feels he can not afford to buy.

The one impossible fallacy in the locked bank system of "learning to save" is that in this method of saving the money must be hidden from sight under an impregnable lock. "I must put this where I can't get at it," says the saving person, and with the words

he puts it past tempting him to spend.

Again, not all saving is with the idea of future business needs or the exigencies of the proverbial rainy day. Frequently the person must save from week to week only that he may meet some approaching bill or pressing necessity. This person may have \$5, or \$10, or \$50 in his pocket, and yet, if he has not the true spirit of saving, the having of this money in his pocket may tempt him to repeated small expenditures. Individually these items may be small, but to spend even a few cents idly is evidence of the lack of knowledge of saving, and if this impulse be gratified blindly the totals may shock most that person who has been deceived by the smallness of the individual expenditures.

Under ordinary conditions no man has a true knowledge of saving who can not put out of his mind that amount of money which he has in his possession and which he might spend if he would. Uncounted millions of dollars are spent which should not have been. To distinguish between the dollar which you can't afford to spend and the dollar which you can't afford to save requires the sanest possible sense of proportions. For one of the anomalies of saving is that, while it may be a virtue, also it may be a vice. As between the miser and the shiftless spendthrift the spendthrift is the better citizen.

No fixed rule of saving ever has been set for all men. It never will be framed. It is only in preserving his sense of proportions in everything that a man may hope to fix upon a rule to fit his individual self. And that sense of proportion will be taxed heavily if he can say wisely that he has spent where he should have spent and saved only where he should have saved.

But no man ever has spent where he should and saved where he should who has accepted the strong box system of saving. At the best he has accomplished at only fixed periods enough of resolution to put his money away from him where it may be too difficult for him to get it again to

prove a temptation to spend. And, putting it there, it may make impossible that other duty of spending it when he should. The result?

He merely will have begged the whole question! John A. Howland.

Easy.

"How did Wiggins manage to get a reputation for being so wise?"

"By confining himself to two words. He waits until one of his superiors expresses an opinion and then says, 'That's so.'"—London Tatler.

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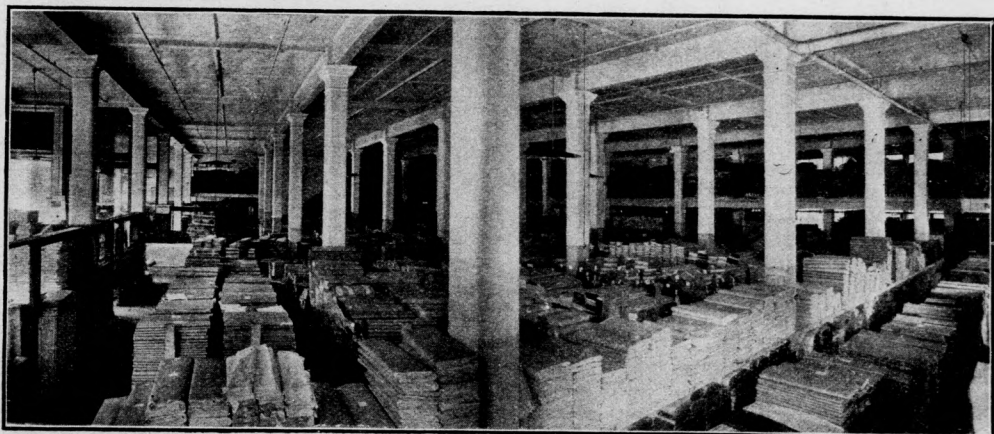
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Special Features of the Grocery and Produce Trade.

Special Correspondence.

New York, June 15—The week in the jobbing coffee market has been one of the dulllest for a long time. Buyers have simply made purchases of enough to "last over Sunday" and seem unwilling to buy ahead of current needs. The supply seems ample, as there are in store and afloat 3,979,207 bags, against 3,506,288 bags at the same time last year. No. 7 Rio is worth 6¼c in an invoice way. Mild grades move along in the usual rut. Sales are fairly satisfactory and quotations are well sustained on previous basis.

Sugar has experienced a very quiet week. In the raw article the refiners were glutted with supplies which they were unable to handle, as there was a "strike" on, and as holders wanted to get rid of stocks some decline has taken place. The weather has been decidedly against the consumption of sugar and business in refined has been confined almost altogether to withdrawals under previous contract. Canners, apparently, will not make any great demand, as the berry crop persists in being a "failure." The closing rate seems to be 4.90c, less 1 per cent. cash for granulated.

The tea market is in pretty good shape. Stocks are not especially large, although there seems to be enough to meet all requirements, and at the moment the situation favors the sellers.

Not an item of interest is to be found in the rice trade. While there might be more business going forward, the condition is by no means discouraging and sellers are very firm in their views. Choice to fancy head, 5@6¼c.

In spices buyers regard quotations as too high and business has been very quiet in consequence. Sales are of small lots and no change is looked for in the near future.

The demand for molasses seems to be at ebb tide. Quotations are without change and the same is true of syrups.

In canned goods tomatoes have been the most interesting article. Futures are quoted very often at 92½c, and while some are still to be found at 90c the chances at this writing are favorable for an advance. Letters to the papers and to private parties are of a generally sober hue. But the tomato in some respects is something like a buzz saw, and it has been proven time and again that the festive plant has powers of recuperation beyond belief, and with some really favorable weather there will be a mighty change in sentiment. Spot goods have reached \$1 in Baltimore for 1896 pack and 95c for older stock. Spot corn is quiet, but quotations for decent goods are firmly sustained. Standard peas are worth \$1.10. Fruits are well sustained all around. Offerings of California goods are light and

quotations are firm. Salmon is in good request and the market shows an advancing tendency.

Butter continues about unchanged. The supply and demand appear to be about equal. Extra creamery, 23½@24c; firsts, 22@23c; seconds, 20@21½c; imitation creamery, 20@21c; factory, firsts, 19¼@19½c; seconds, 18@19c; renovated, 20@20½c; firsts, 19@19½c.

Full cream cheese has been coming in freely, and with increasing receipts has come a decline in price, so that not over 11½c can now be named for either white or colored.

The best eggs are worth 16@16½c for Western, fresh gathered. Firsts, 15½@15¾c.

Training a System of "Under-Studies."

I keep my business in such condition that it can not be interrupted by the resignation or removal of any man in my employ. A few moments at the close of each day is sufficient to give the office details of what has transpired with the trade, a brief synopsis of which in condensed form is available whenever needed. A duplicate of this information should be retained by the salesman. There is a disposition on the part of some managers to avoid letting a salesman "know too much." I believe that a salesman can perform his work more successfully when in possession of all the facts and conditions affecting the business in his own field.

The possibility of his leaving my employ and entering that of a competitor does not alarm me. Business men are, as a rule, broad-gauged men who do not seek advantages from betrayed confidences, and salesmen who undertake to profit by them discredit themselves and only lose caste with their employers. Furthermore, I make it a rule to have an understudy for every man in my employ; one who, if the machine is crippled suddenly or unexpectedly, can take up the broken ends and continue the work without interruption or injury to the business.

I am not inclined to tie up a salesman with a long list of restrictions, rules and regulations. I do not believe a man can do his best work under such conditions, and he loses his individuality, which to a salesman is his most valuable asset. The moment I take away that individuality I curtail his usefulness; at the same time a fine distinction must be drawn between "system" and "red tape." Local conditions which I do not know and can not for the moment learn must always have more or less of an influence on sales, and these can only be understood by the men on the ground.

I know every day what my salesmen have accomplished the previous day, the corresponding day last month, and last year, and a statement of this in condensed form is furnished to each man monthly for his own information and to let him know that I am watching his business. The effect is beneficial, as no conscientious salesman likes to see confronting him evidence of a falling off in business.—System.

Seals--Stamps--Stencils

WE MAKE THEM

Volk Stamp and Stencil Co.
H. J. VOLK. J. P. SOLOMAN.

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Detroit

SHERWOOD HALL CO., LTD. GRAND RAPIDS, MICH.

Our harness are strictly up-to-date and you can make a good profit out of them.

Write for our catalogue and price list.

Summer Shoes

For

Men, Women and Children

Oxfords or Lace

All Leathers, in White, Black or Brown

Michigan Shoe Company, - Detroit, Mich.

A GOOD INVESTMENT

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

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

E. B. FISHER, Secretary.

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.

Four Kinds of Coupon Books

are manufactured by us and all sold on the same basis, irrespective of size, shape or denomination. Free samples on application.

TRADESMAN COMPANY, Grand Rapids, Mich.

ONE THING WELL.

The World Bows Down To the Specialist.

Once in a while a man appears like Da Vinci, who, besides his devotion to painting and sculpture, excelled in architecture, engineering, mechanics generally, botany, anatomy, mathematics and astronomy. He also was a poet and a splendid performer on the lyre. But such men are the exception and prove the contrary condition to be the rule.

Goethe said: "Wherever thou art, be all there." Agassiz was asked his opinion touching the chemical analysis of a plant. He answered: "I know nothing about chemistry." He was a naturalist. This is the age of the trained man—even specialists have their specialty. It does not pay to know everything. Only sophomores are omniscient.

The men who have been most successful in their callings have been the men of one idea, an all controlling idea, of which they made a hobby and which they rode to the mill, to market, and meeting—about which they dreamed, talked, laughed, wept and prayed. Columbus rode a hobby from court to court until he found two Jews, Louis de Santangel and Gabriel Sanchez, enormously rich merchants, who supplied the funds needed to fit out Columbus' caravels. Isabella did not sell her jewels to fit out Columbus. She already had pawned them to defray the wars then devastating her country.

Morse was in Washington riding his hobby, the telegraph. One day, on leaving a Congressman, the Representative said to one of his constituents: "What do you think that old fool wants me to do. He wants me to help him get a bill through Congress so as to stretch a wire from Baltimore to Washington, so that one fool over in Baltimore can talk to another fool over here in Washington."

Morse kept on riding his hobby until the telegraph encircles the globe and makes thought omnipresent. Harvey is distinguished for the circulation of the blood, and that alone; Arkwright, the cotton gin; Watts, the steam engine; Fulton, the steamboat; Jenner, vaccination; Edison, electricity; Howe, the sewing machine; Garibaldi, liberty; Bismarck, the unification of Germany; Wendell Phillips, the abolition of slavery; Lincoln, emancipation.

President Hayes said to Major William McKinley on his entrance into Congress: "To achieve success and fame you must pursue some special line. You must not make a speech on every motion offered or bill introduced. You must confine yourself to one particular thing—become a specialist. Take up some branch of legislation and make that your specialty. Why not take up the subject of the tariff? Being a subject that will not be settled for years to come, it offers a great field for study and a chance for ultimate fame."

McKinley began studying the tariff, became the foremost authority on the subject, and the McKinley

tariff bill made William McKinley President of the United States.

As with knowledge, so with work. The successful worker to-day is he who singles out from a vast number of possible employments some specialty, and to that devotes himself thoroughly. The specialist does not have to look for a job. The job is looking for him.

America is a poor country for the average man. Everything is crowded—downstairs. There is room at the top. The men who climb to lofty positions over the heads of a hundred others not always are men of conspicuous ability, but availability. The man who knows how to take hold of things by the handles has the call. The secret of most men's failure is mental dissipation, wandering energies, squandering energies upon a distracting variety of objects, instead of condensing them into one. It is not the diffused electricity but the concentrated thunderbolt that is terrible in its power.

The gunnery that is most successful must play continually upon one point. Young's phrase, "Time elaborately thrown away," applies to the man who attempts to know or do everything. There is a business which is not business.

A personal friend said to Lincoln, "Mr. President, do you really expect to end this war during this administration?"

"Can't say, sir."

"But, Mr. Lincoln, what do you mean, to do?"

"Peg away, sir; peg away; keep pegging away."

And "pegging away" did it. Cyrus Field spent thirteen years of anxious watchings and ceaseless toil, wandering in the forests of Newfoundland, in pelting rain, or on the deck of ships, on dark, stormy nights, alone, far from home, crossing and

recrossing the ocean fifty times before he at last laid the Atlantic cable.

Industry is a good quality, but it never will win without concentration. The man who dabbles in too many things, who scatters himself on several lines, divides his purpose, wastes his energies, smothers his enthusiasm and usually fails. To succeed you must be unanimous with yourself. An old German proverb says: "To change and to change for the better are two different things."

It seldom is that the most brilliant men achieve the highest success, but the stickers. Persistency is more effective than brilliancy. When President Johnson tried to drive Stanton from the Cabinet Charles Sumner sent the Secretary this message: "Stanton, stick." He stuck, and the nation benefited.

The men at the summit were not pulled into their positions. They pushed their way there. When Daniel Webster was speaking at Bunker Hill the crowd pressed so hard towards the platform, endangering those seated thereon, that Webster, seeing their peril, shouted to the people, "Keep back!" "It is impossible!" cried some one in the crowd. The orator exclaimed, "Nothing is impossible at Bunker Hill!"

And few things are impossible to the persevering, invincibly determined American man. You must carry a thing through if you want to be anybody or anything. The world admires and crowns the determined doer. Like the postage stamp—stick until you get there. The only "good time coming" you are justified in hoping for is that which you make for yourself. Madison C. Peters.

You can tell the character of any age by the place it gives to character.

HATS

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



The "Ideal" Girl in Uniform Overalls

All the Improvements
Write for Samples

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

IT WILL BE YOUR BEST CUSTOMERS,

or some slow dealer's
best ones, that call for

HAND SAPOLIO

Always supply it and you
will keep their good will.

HAND SAPOLIO is a special toilet soap—superior to any other in countless ways—delicate enough for the baby's skin, and capable of removing any stain.

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

AIM AT THE NORMAL.

Sharp Tongue and Offensive Peculiarities Don't Pay.

Written for the Tradesman.

I know a man who lost a splendid position as manager by having two things which are all right under ordinary circumstances, but which are all wrong when combined with business. He has a sense of humor and a sharp tongue. He likes to say funny things which, besides being descriptive, are usually cutting. The job he lost was worth about \$10,000 a year, which is more money than one can pick up in the ordinary walks of life in a twelvemonth.

He was manager of a big corporation, and had control of a large number of men. His men liked him, as a rule, but they did not like his sarcastic tongue, so a good many of them were not angry when he was let out. It came about in this wise:

One day a man who practically owned the concern visited St. Louis, where the plant was situated, and was entertained by the manager, then stopping at a fine hotel, because he had the price. The owner of the controlling interest is not a smooth man, having worked his way up from the bottom. He knows how to handle men, and is wise in the manipulation of stocks, but he isn't much on the society function. His wife, who is the daughter of a multi-millionaire, attends to all that sort of thing for him. The man's table manners are particularly bad.

Now, the manager had always lived at swell places, and is one of those

fellows with a fastidious nose and a critical ear. While the owner was his guest, he thought it would be a fine thing to invite a few friends in to assist in entertaining him at dinner. So he picked out a lot of bright fellows and gave them a bid. To one of them, a man who never loses a good story because of friendship, he said:

"Come up to dinner to-night and hear Tom Carston eat."

That was all, but it was enough. The invited guest ought to have had more sense than to repeat the remark, but, as has been said, he never lost a good story on any account. To a chum he told the story, and the chum thought it was a good story, descriptive of the ways of a man who was at the head of numerous banks, so he repeated it to one of his chums. So the remark went the rounds, and finally came to the ears of the owner. One may imagine the result. He did not fire the manager right there. He left St. Louis with a smile on his face, but in a few weeks the manager found himself looking for a job, instead of sitting back in a leather chair and passing sentence on men who wanted to get on somebody's payroll. The punishment was severe, for no offense was intended, but men who pay out money to people won't stand for being made fun of by those same people.

This is true in all walks of life. It doesn't matter whether the payor is the customer at a corner grocery or the custodian of numerous bank accounts. They simply will not stand for having uncomplimentary refer-

ence to their habits or thoughts passed behind their back by those who are depending upon them for their bread and butter. As all men and women are in chase of the elusive dollar, it seems that they ought to keep down to the normal as closely as possible.

I presume that every person who reads this article has known of the discharge of competent men because of the cigarette habit. Few don't object to smoking cigarettes. If people want to brown their fingers and give the foolish-house glare to their eyes, and make the air foul in their immediate vicinity by rolling and puffing cigarettes, let them do so, provided they do not interfere with the rights of others by so doing. But all employers of men are not tolerant of the cigarette habit. It does look idiotic to see a man rolling a bit of tobacco in a rice paper, with a bag of doped weed hanging from his lips by a yellow string. It does offend the decent to see the floor all littered up with flake tobacco. There are employers who will not stand for anything of the sort, and they are not far from right.

You all know the man who nudges you in the ribs whenever he thinks he makes a point in conversation, and you all know what a nuisance he is. The modern business man is a nervous, high-strung fellow, as a rule, and doesn't want those chaps around him. One in this row must be pretty solid with the foreman to keep his job, loaded down with this rib-punching habit. It reeks of the plow, and informs the punchee that the puncher

has lived most of his life among people who have to be reminded of a joke with a club. Yet there are hundreds of these chaps floating about the cities, and most of them are always looking for a job.

You have seen the merchant or salesman who gives his hands a dry wash whenever he stands before a customer taking orders. I used to know a man who had this dry-wash habit. The way he would rub his hands and twist them in and out of one another was a sight for the gods to weep over. I don't know how he kept his trade as long as he did, although he bought a fine grocery business on a good corner. In time he moved out to another location, and the last I knew of him he was messenger or something of that kind for a trust company. He certainly had the dry-hand-wash habit to a finish, and it is possible that it cost him his business. People should not judge a man by such peculiarities, but they do, and will as long as the world stands, so beware of offensive little singularities. They do not pay, whether you are a merchant or a clerk.

And then there are the people who have the yawn habit. It makes you sleepy to be with them. They do not yawn because they are sleepy, but because they have the habit, probably born in self-consciousness and maintained unconsciously. I knew an editor, a good one, who lost a good job by yawning. The boss said he made him have bad dreams, and that he didn't believe a man who kept yawning could keep wide awake long

Your Customers Will Ask For ATLAS Fruit Jars

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

Atlas Special Jars

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

E. Z. SEAL JARS (Lightning Trimmings)

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

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

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

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

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



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

enough to be of any service to a newspaper.

There are few people in the world who do not know the man with the iron-grip. He is abnormally strong in the hands, and when he shakes with a friend he shuts down like the hand of the iron maiden in the Spanish Inquisition. He does not mean to be cruel, but he wants to show that he has a strong hand. Perhaps that is the only thing he has that is not below the standard of other men, and wants to exhibit it. Such men always have hosts of enemies. Not long ago a man who was crushing another man's hand in an iron-grip was killed by his victim. The strong man had the victim twisted down to the pavement, and was laughing at his misery, when the abused man drew a revolver from his pocket and shot him dead. The jurors who tried the man for murder must have had iron-fisted friends on their list, for they acquitted him. I know a dozen men who have this habit, and know a hundred people who would attend their funerals with pleasure.

And there are the people who wink at one. Oh, those awful winkers! Sometimes they are men. Sometimes they are women. Even young girls have the habit sometimes. It is a habit, and should be accepted as such, but people won't stand for the assumption that there is a secret understanding between themselves and the winker. And this is what the wink is supposed to mean. The wink is the shadow of the nudge in the ribs, only it is more offensive.

There was once a drug clerk who used to stand in the doorway of the store, which was on the corner in a country town, and greet his friends and customers as they passed along. This clerk was a good fellow, and wanted everybody to know it. He called out to acquaintances across the street, and winked at the girls as they walked by his place of business. The young people of the town knew the fellow's failings, and paid no attention to them. They permitted him to call out and wink in peace.

One spring there came to this country town a couple of young ladies who went down in the books of the young fellows as "peaches," whatever that may mean. They were taken to picnics, dinners, parties and had carriage rides galore. For a long time they were it, to the exclusion of the girls of the town. They met the drug clerk at a picnic, and captivated him, as they had all the rest.

They wandered into the store one day to buy perfumery, and the clerk winked at them, of course, one of those slow, sly winks which he had been cultivating for a good many moons. He would have winked at a man who bought a gallon of oil just the same, but the girls did not know that. They turned to leave the store, but one of them was too angry to let what she considered an insult pass without prompt and immediate resentment, so she threw a glass from the soda fountain at his head. The other said:

"Our brother will call on you to-night."

And brother did call that night. There was no time for explanation.

The clerk did not even have time to wink at him. After the first minute there was no chance to wink, for the big brother got busy, and the clerk was in the discard among wrecked phials under the counter. In time the matter was explained, but the chances are that the clerk was cured of his winking habit. In a large city he would have been out of a job most of the time. But this is only one case where offensive peculiarities met with just reward.

It is always the normal, always the line of least resistance, that counts in the world of business. If you have a hobby, keep it out of your business hours. If you can't get along without exhibiting your mannerisms, wait until you get away from the store. Don't make yourself conspicuous in any way. As long as you are after trade, get it if you can, and put off the other until you get rich.

Alfred B. Tozer.

Making Horseshoes by New Method.

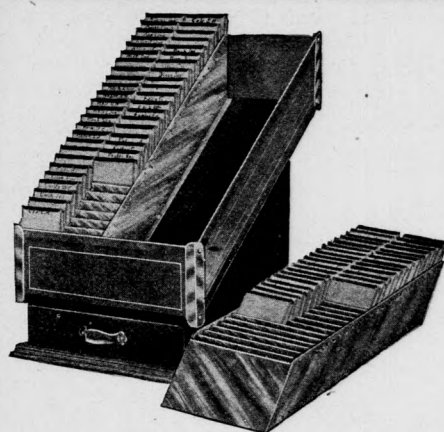
A new company has been organized in Rhode Island for the purpose of manufacturing horseshoes by a new method. The machine, which is to do the work, is invented by a man who has for a number of years been engaged in the horseshoe business. It operates on what machinists term the rotary principle, and is said to be capable of turning out perfect shoes with a single handling of the bar, taking the bar directly from a rolling mill, cutting it the required length and running it while still at red heat between dies, working against each other on circular beds, which punch the holes and fashion the style of shoe. It is stated that shoes with calks, toe and side weights, and, in fact, every kind of a shoe now made by machine or by hand can be turned out, simply by changing the dies, at the rate of fifteen to sixty shoes a minute for each machine. The new company will build its own machines as well as manufacture the shoes.

Loftiest of Mines.

It is thought that the old Caylloma silver mines in Peru are probably situated at a greater elevation than any other considerable mines in the world. Their altitude varies between 14,000 and 17,000 feet. They were worked by the Spaniards in the sixteenth century, and before that, it is believed, by the Incas. An English company is now preparing a hydro-electric plant for them. This plant will be situated at an altitude of between 15,000 and 16,000 feet. It will derive its power from a waterfall on the Santiago River, and in a dry season from Lake Huailacho, one of the sources of the Amazon. The power will be transmitted by cable about three miles. At the highest mines the pressure of the atmosphere is only 8½ pounds a square inch, and water boils 24 degrees below the ordinary boiling point.

Many pulpits waste so much time on an invisible devil that there is neither light nor heat left for men.

A man is likely to quit talking about magnates as soon as he buys his first block of stock.



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

Stop Wasting Your Time and Money

If you are still using the day-book and ledger system of accounting, STOP IT.

If you are using some dangerous Loose Leaf system, STOP IT. Why?

With the former you spend too much valuable time posting to your ledger and your bills are not always ready for settlement when your customers are. This means **bad accounts** from over-trading and a loss in business generally.

With the latter you eliminate a certain amount of labor but you sacrifice safety for it. The slips are **lost, destroyed** or manipulated by unscrupulous persons, entirely **forgotten, mixed** or wrong totals carried forward, which means confusion and a loss generally in your business.

Our Keith system avoids all these weaknesses, does all your book-keeping with one writing and does it right.

Write to-day and let us tell you **HOW**.

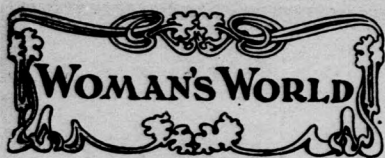
THE SIMPLE ACCOUNT SALESBOOK CO.

Sole Manufacturers, Also Manufacturers of Counter Pads for Store Use

Fremont, Ohio, U. S. A.

IF YOU WON'T SEND
ME MY
ARBUCKLES'
COFFEE
VOUCHERS





Weeping Weapon Abandoned by the Modern Woman.

To me one of the most interesting and significant phases of the evolution of woman is that she is ceasing to weep. I don't know how science explains it, but it is a self-evident fact, that every observing person must have noted, that as women have developed backbone their tear ducts have dried up.

Time was, and not so long ago, when the very name of the feminine sex was synonymous with crying. It was woman's hereditary destiny to weep, just as it was mans to work, and she did what was expected of her by sitting down and howling whenever she came up against any of the hard propositions of life.

More than that, it was considered proper and elegant and womanly. All the heroines in old-fashioned novels bedew every page with their tears, and the real women of the period seem to have been no better, but to have existed in a kind of sodden condition. Their tears were always on tap and they were ready to turn the waterworks on whenever anything was to be gained by doing it.

The modern woman has changed all that. You hardly ever see a woman weep now. There are—God help us—just as many things to wring a woman's heart to-day and just as many causes for tears as there ever were, but if she weeps, she weeps in private. It is almost as unusual and startling to see a woman now give away publicly to emotion as it is to see a man do so, and I can think of no other one thing that so emphatically marks the progress of my sex. It measures all the distance between hysteria and reason. It marks the immeasurable difference between the spoilt child crying impotently for forbidden sweets and the strong adult who takes what life gives with unflinching bravery and cheerfulness.

It seems likely that women always overvalued the effectiveness of tears anyway. Tears were supposed to always be an unanswerable argument, so far as men were concerned. Unfortunately, few women can weep effectively. In poetry a pearly drop that makes a blue eye look like a violet drowned in dew gathers slowly and rolls gently down the alabaster cheek and the man goes down before it. In everyday life the woman who weeps gets red-eyed and her nose swells and she looks purple and apoplectic and the man gets up and slams the door behind him and goes downtown until the water-spout is over. In these prosaic and common sense days weeping has played out as a fascination and tears are a fizzle. No man wants to be salted down in brine as if he were a dried herring.

Tears were always a coward's weapon. It was playing upon the best and tenderest in other people for your own selfish ends. I heard a woman say not long ago that she always got her way in the family by

crying. "When I want a thing," she said, "I just go to bed and have hysterics until I get it." One understands, of course, how a man gives in to that kind of a woman—his very manhood makes him powerless to deal with her as she deserves, but what a withering and blighting contempt he must have for her. How he must despise the little soul that trades on his pity, his chivalry, his very reverence for womanhood.

In a humble rank of society I have seen that kind of a woman permanently and instantaneously cured by a sound thrashing and when I have observed other hysterical and unreasonable women in a more exalted station of life, it has occurred to me that perhaps we are unduly prejudiced against wife-beating and that there may be times and occasions when it makes for peace and righteousness.

The trouble with women's tears in the past has been that they wept too much, and in the wrong way. A tear as a tear is as ineffective as any other drop of salt water, yet people make the mistake of reverencing it as if weeping over a thing were going to perform some kind of a miracle. You might weep over a starving family until you shed an ocean of tears, yet it wouldn't keep them from perishing of hunger. It is only when you begin to sob with your pocketbook that you do any good. It isn't the people who come to weep with us when we are unfortunate and poor and downcast who help us. It is those who have learned to sympathize with their bank book and personal interest and assistance. Nothing else on earth is so plentiful and cheap and useless as tears, but until they are backed up with good deeds and money nobody has a right to attempt to sustain a reputation for charity on them. Plenty of people do. I have seen women sit up in a fashionable church and sniffle into a point lace handkerchief all through a charity sermon and then drop a plugged nickel into the contribution plate.

Then there is poverty. If all the tears women have shed over being poor had been brought to account it would make a water power that would turn the wheels of the machinery of the world. And it has all been wasted. Tears roll back no vanished dollars. Nobody ever heard of a woman lamenting herself into a fortune, yet they go on making themselves perfect Niobes over their spilt milk. I had a friend once who lost her money and who thereafter did nothing but weep. "What shall I do?" she demanded. "I shall starve." "If you would put in as much time and energy mopping a floor as you do in mopping your eyes, you could make a fortune as a charwoman," I answered, brutally. She never forgave me. People never do when you tell them the truth, but it is a fact, nevertheless, that the only tears that can conjure back prosperity are the tears we weep with our hands at some good, honest labor.

Sometimes I amuse myself by speculating on what the state of affairs would be if mothers wept less over their wayward children and spanked more. Often woman will speak of her children when they turn out bad as

a mysterious dispensation of Providence. It is a sneaky way of trying to get out of her responsibility. She has been too weak or too selfish or too lazy to raise them right. Then the day comes when she discovers that the girl is meeting fast young men on the sly or the boy comes home staggering drunk. It is one of the tragedies of life when the young lives that are dearer than her own and the young souls that she would give her own to save hang trembling in the balance and the mother can meet the situation with nothing but impotent tears.

Sentimentalists have embalmed a mother's tears in song and story and made them sacred, but I tell you the tears a mother sheds over an ill-raised son or daughter are shameful. There should be no cause for them and there would be no cause for them once in a million times if she had done her duty. When I hear of a heart-broken mother trying to float her son out of the penitentiary on a stream of tears, I don't pity her half so much as I pity him for having his life wrecked by an injudicious mother. In strict justice, the mother ought to be indicted as an accomplice before the crime. Weep with strict authority, mothers, sob with a switch while your children are little, and when they are grown you will not have to shed salt and bitter tears over sons and daughters who have brought shame upon you.

It has also always appeared to me that women have wasted quite an unnecessary amount of tears on their husbands. For a thousand genera-

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Best Equipped
Firm in the State

Steam and Water Heating
Iron Pipe

Fittings and Brass Goods
Electrical and Gas Fixtures
Galvanized Iron Work

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18 Pearl St. Grand Rapids, Mich.

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Pure Food Laws is Serial No. 90

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

48 HIGHEST AWARDS
in Europe and America

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

LAWN HOSE
20 KINDS

Goodyear Rubber Co.

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W. W. Wallis, Manager

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

One Vast Exchange

is what the State of Michigan has become
through the efforts of the

**Michigan State Telephone
Company**



On April 30th there were 121,683 subscribers connected to this service in the State. Are you one of them?

For rates, etc., call on local managers everywhere or address

C. E. WILDE, District Manager
Grand Rapids, Mich.

tions wives have clung to the theory that a man could be wept into all the virtues of the Beatitudes. When a woman had a drunken husband she opened the door for him in the early hours of the morning and bedewed him with her tears. When she had a brutal one she wept when he mistreated her, but she forgave him and let him go on doing it. Men don't weep any over women. They make their wives behave themselves or else they haul them up before the divorce court, and that is why the percentage of good conduct is so largely in favor of the fair sex.

Any way you look at it, it is a hopeful sign that women have abandoned doing the baby act. It was always weak and useless. We owe it to the world to give it smiles and sunshine, not showers, and we best do our part in it when we meet the misfortunes of life with that brave attitude that nothing can daunt. Dorothy Dix.

Forgetting Something.

When the train that conveyed President Roosevelt through Virginia on his last trip South stopped at Charlottesville a negro approached the President's car and passed aboard a big basketful of fine fruit, to which was attached the card of a prominent grower.

In course of time the orchardist received a letter of acknowledgment from the White House expressing the President's appreciation of the gift and complimenting the donor upon his fruit. The recipient of the letter was, of course, greatly pleased, and feeling sure that his head gardener would be much interested in the letter, he read it to him. The darky who served in the capacity mentioned listened gravely, but his only comment was:

"He doan' say nuthin' 'bout sendin' back de basket, do he?"

Could Stand the Disgrace.

Walter Howard, the London dramatist, was leaving the stage door of a theater one evening when an anaemic looking youth stepped up and said: "Are you Mr. Howard?" The author replied in the affirmative, whereupon the young fellow said he wanted to go on the stage. Noticing his evident unfitness for such a life, Howard advised him to stick to his present occupation, whatever it was. "I am an assistant to the pawnbroker across the way," said the ambitious young man. "And what do your people think of your going on the stage?" asked Howard. "Oh, they are right against it," was the jaunty reply, "but I shouldn't mind the disgrace myself."

Satisfied.

A seedy-looking loafer, having ordered and eaten a large and sumptuous dinner, explained to the waiter that he had no money.

The waiter immediately told the restaurant proprietor, who sent for a policeman.

The proprietor, going up to the unwelcome guest, explained that he had sent for a policeman.

"Thank goodness you didn't send for a stomach pump!" the seedy one replied, with huge contentment.

Ultimate Outcome of the Family Jar.

We never so plainly indicate that we are but children of a larger growth as when we indulge in those pettish half-way family quarrels that we euphoniously describe as "spats." Prompted by nervousness, or ill-temper, or irritation born of the moment, they bloom into just such a condition of affairs as makes one child say to another, "I hate you! I am never going to speak to you again. I am going to take my doll rags and go home."

The child returns in an hour all smiles, and, oblivious of the unpleasantness, takes up the thread of the intimacy again. With a grown person there is no such thing as forgiving and forgetting. We may cease to be angry and to cherish animosity—we may keep up all the outward forms of friendship—but the beautiful thing itself lies dead upon the altar and never again can the spirit of life be breathed into it.

Nor is this less true in the more intimate relations of life. In a moment of anger a parent reminds a child of a defect or an affliction, or the child turns on the parent with some reproach that is like a knife thrust in the heart. The moment passes; the little squall of anger is over and the family relationship goes on as before, but between the parent and child has opened up a chasm that nothing on earth will ever bridge again.

With husbands and wives it is the little spat that undermines all domestic happiness, just as the constant jarring of a piece of machinery out of gear can shake the strongest building until it topples into ruins. It begins in a childish exhibition of unreasonableness, and one or the other says nasty, little mean things which haven't the dignity of a real grievance, but which smart and sting, nevertheless. A woman will flash out: "I wish I had never married you!" The husband will retort: "You can not possibly regret it as I do!" Neither means it, and after a bit they kiss and make up, and think, as diplomats say, the matter is closed, and that a spat amounts to nothing, anyway.

Fatal mistake! The cruel words, although spoken in anger, live in the memory. Love has been wounded and, although the hurt may heal, it leaves a scar. Day by day these wounds multiply and the time surely comes when it can bear no more; it has been slowly tortured to death.

There is nothing more pathetic in life than that we should all go ceaselessly searching for love, as the one great treasure. Yet when it is given us we recklessly throw it away. For less than the mess of pottage—for the poor privilege of exhibiting a fish wife's tongue and temper—we barter that which would have made all our days sweet and beautiful.

Cora Stowell.

An abnormal sense of your own rights soon will hide your neighbor's righteousness.

Many a man who is proud of being wicked is really only weak in the head.

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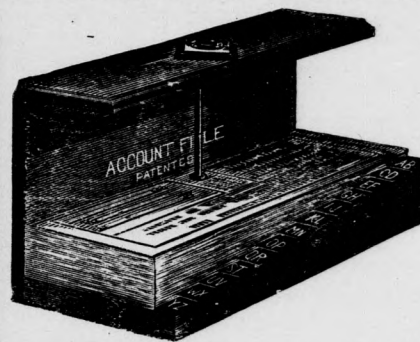
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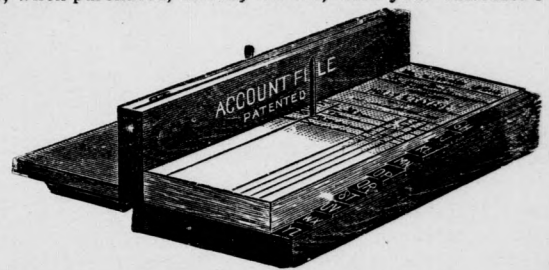
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TRADESMAN COMPANY, Grand Rapids

SENSIBLE SEXAGENARIAN

Has Preserved Youthful Feelings by
Right Living.

Written for the Tradesman.

As I came to the brow of the hill on my way down town the other morning, I noticed one of the city's substantial business men hustling with a springy step down his wide walk.

He is one of our—you might say—"young-old" men. You know it's a great deal finer to be a "young-old" man than an "old-young" one. About the former the Germans would say, "He has music in him," while the latter is "all played out" at 25 or 30.

I was within an easy stone's throw of the s. b. man above referred to and he looked in my direction.

"Odd Mr. Blank has no morning salutation for me," thought I. "I wonder, can I unconsciously have done something to offend him?"

"How well he is looking," I mused, sauntering along, by this time within hailing distance, for my young-old acquaintance had stopped to flick an imaginary leaf off his sloping velvet lawn.

"Shall I speak?" I questioned myself.

As I was walking at my usual brisk pace and the leaf-flecking had delayed the other's progress a bit, I decided to sing out a cheery

"Good morning, Mr. Blank? How are you this beautiful day?"

At the sound of a familiar voice Mr. B. turned quickly, waited for me a couple of instants, reached out his hand cordially, grasping mine with that warm grip of friendliness that comes from the heart, between which and the limp handshake of the man with the "fish-paw" there lie worlds of difference.

As Mr. Blank caught step and we swung down the hill together I said:

"No need for me to have asked how you are, Mr. Blank, for you look the perfect picture of ruddy health, and, as for your spirits—why, bonhomie is written all over your face!" and I smiled as I read his pleasant countenance.

"But, do you know, I came very near not speaking to you as I trudged along down and almost overtook you!"

"Why so?" demanded Mr. B. severely.

"Because I thought you saw me and that for some reason unknown to me you did not wish to speak," I answered.

"Why, you mustn't ever get such a notion as that into your head," declared Mr. Blank.

"You looked right at me as you came down your walk, and not a gleam of recognition shot into your eyes," I asseverated.

"Well, well, well!" exclaimed my pedestrian companion.

"Now I'll have to tell you something," he went on. "I'll have to tell you a little secret. But you must promise very faithfully never to let it get out."

There was a twinkle of blue eyes as I made the stout assertion—I weigh one hundred sixty, so couldn't very readily make any other sort:

"Honest true,
Black an' blue,
Lay me down
An' cut me in two'

'f I tell!"

"I guess I can trust you—anyway I'll venture it," laughed Mr. Blank.

"It's just this:

"I'm beginning to grow old!"

I smiled incredulously.

"Yes, I'm just beginning to grow old—now, remember, you promised not to give it away—but the only way I know it is from that very fact you touch on: I can't see without m' glasses. Truth! I have to have m' 'nearbys' to read with an' m' 'far-offs' to distinguish things at a distance. And that's the only difference I can see between this fellow of 60 and that young fellow that wrote his name like mine thirty-five years ago! I don't feel a particle older than I did in those faraway days."

"Certainly, any one would believe you if you prevaricated all you felt inclined to about your age," said I. "You've evidently taken excellent care of yourself and are reaping the benefit."

"Yes, I've always kept pretty regular hours and I've paid strict attention to the other laws of health," observed Mr. Blank. "I'm not one of those 'health cranks' you hear about, but I have always lived like a rational human being: I've had my full quota of sound sleep and I haven't been in the habit of making my stomach howl. Another thing: I don't worry now, and I never made a practice of it. I take life as it comes and make the best of everything."

"That accounts for the absence of wrinkles across your forehead," I remarked.

"You're right—worry plows deep furrows in the forehead.

"I'm not what you'd call a rich man," deprecated Mr. Blank.

"First one you've told this morning!" I chipped in.

"No, I'm not wealthy, but I have enough gold to keep me fairly comfortable—at least I never lay awake nights over going to the poorfarm. I've lived right physically, I possess a good home, I love my family, am fond of my friends, try to observe the Golden Rule in every situation, my hope of the future life is well grounded—why shouldn't I seem the embodiment of good health and good spirits, and my looks not belie my feelings?"

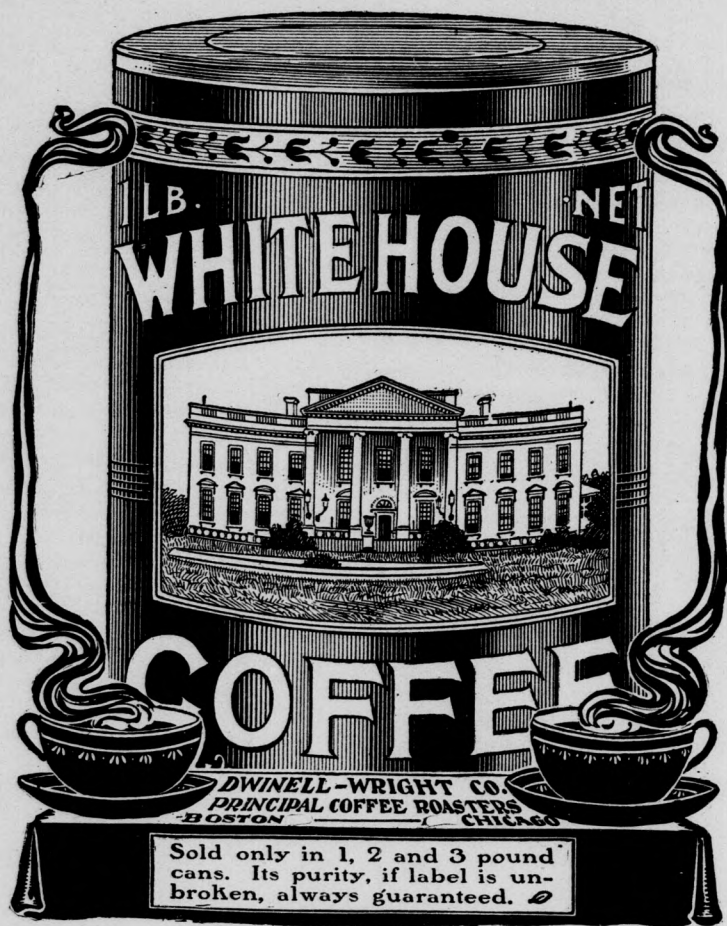
"Sure enough—why not?" said I.

And here our paths diverged and Mr. Blank walked along his with the sprightly step of the boy he is at heart.

H. I. S.

Origin of the Word Trunk.

The word trunk, as applied to a traveling receptacle for clothes, had its origin in the crude wooden boxes used for carrying money and valuables during the time of William the Conqueror. The lids were made of half a tree trunk, and from this primitive construction the word trunk originated. There is one of these trunks in an old Kentish church in England, and it is said to be the one in which the Conqueror kept money for the pay of his soldiers.



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MUTUAL RELATIONS.

Two Heads Are Always Better Than One.

The best way to expand an enterprise is to allow the various people associated together to have a hand in the general scheme of development. This is to infer that employer and employee should get together often and discuss the merits and demerits of such matters as may come up from time to time.

Many employers make the fatal mistake of holding things to themselves which if talked over with their employees would bring about a mutual understanding and purpose that would prove of great benefit to all concerned. Of course, it happens many times that certain questions are best kept under cover, especially if they concern particular deals of moment. In such events it is sometimes best that one or a few men hold the secret.

On general lines of discussion, though, it has been found by many business men that it is wise to take the employees into their confidence, as it promotes a general feeling of good will all around, besides bringing out the best ideas and efforts on the part of everybody in the house.

Too much stress can not be laid upon the fallacy of choking off original thought among employees, because, after all, if the thing is properly cultivated and handled by the employer, it will work for the general good of the cause. Some proprietors and their immediate associates, or "chosen ones" of the "inner circle," seem to be imbued with the idea that secretiveness and an air of mystery about their movements is the big thing to adhere to.

When such a policy is carried out it has a tendency to stultify rather than to expand a business, because it is one-sided, and single-sided things are not usually to be reckoned among the truly broad principled schemes. When an employee shows an interest and a willingness to enter into a business heart and soul, then it is up to his employer or manager to aid him in his efforts to get ahead and "make good," as the modern commercial slang expresses it.

Ideas are something that belong to no one person; they are part and parcel of the universe, and humanity is the instrument that gives voice to them. No one individual can be the "whole show" in this world, no matter how smart he may be. It takes the combination of the many to produce the whole result, therefore it is wise to collaborate with others for the purpose of bringing forth their views.

When the employees are made to feel that their ideas are regarded with favor by the "boss," it puts them upon a plane of action that redounds to the good of the enterprise. It ceases to be a one man concern, and everybody feels his personal responsibility in the good of the cause.

Supposing the employee is even filling a modest position? He may be full of originality that might be just the thing to infuse into the house. The wise business man is aware of all this, and he is broad enough to

lend an ear to the remarks of his salaried people.

There used to be a house out West that practiced the habit of hiding the general "good of the cause" discussions from its employees. The manager would take the ideas of the clerks and work them over or knead them into the dough of his own supposedly original wisdom, and then go before the high tribunal of proprietors and show them "what a great man I am."

The employees used to kick and complain, of course, because they came to realize that the manager would ever stand between them and the heads of the establishment, and continually arrogate to himself the originality of others, or those under him in service. For many years that manager was regarded as a very brilliant man, and it was one, two, three for him to get just about whatever he wished from headquarters.

The employees finally got so that they felt the uselessness of trying to develop any new ideas, because the identity of the author of such would not reach the "boss." When they got to headquarters they were introduced by the manager of the department as another one of his fine schemes. It was a simple case of injustice and theft on the part of that manager, who kept his fellow associates in oblivion that he might wax fat on their efforts, and get ahead at their expense.

The yeast of discontent could not be prevented from working in the dough of injustice, and finally the people at headquarters were enlightened as to certain facts that did not tend to augur well for the manager. By and by the manager severed his connections with the house, and then the unvarnished facts came to light. The employees felt a decided sense of relief when he said farewell to them, because they knew that their chances of fair treatment commenced at that hour.

After the manager had left, his successor, chosen from the ranks of the employees, knew the situation thoroughly and he never failed to apprise headquarters whenever one of his associates brought out an idea that was worth while. The whole atmosphere of the place was changed, for everybody felt his chances for recognition to be solid, and they all pulled together strong for a common purpose. The results soon were manifest in the volume of business, while the harmony that prevailed among the employees was one of the clearly apparent features of the house.

The heads of the institution adopted the policy of discussing important matters with their employees, that is, with those employees who had proved their worth and ability, and the expansion seeds, once planted, soon grew forth into a healthy tree of activity and prosperity that still characterizes the house in question, and every year the business grows bigger.

A certain shoe dealer went out of business a few months ago. He could not help it, as he is one of those contracted individuals who can not see through a knot hole in the fence of broad gauged modern commer-

cialism. He wraps himself up in the cloak of conceit and tiny ideas and then wonders, perhaps, why it is that he could not make a go of the shoe business. He would not deign to take his employees into his confidence. Oh, no! What he knows is for his own safe keeping, and he would not trust his silly views—for they must have been silly—in the keeping of others. He placed no confidence in his employees; they placed no confidence in him. Like attracts like, so there you are. When a man gives out his confidence to others, they feel it. When he crawls into his shell of distrust, that act also reflects itself in the nature of distrust in him by those from whom he seeks to hide his ideas.

It is a case of give and take, and when this practice is put into vogue it proves of much assistance to the men in business, whether it be the shoe or any other line of effort.

Collaborating with employees is a healthy line of action. Try it and see how it works. This getting together is often productive of much benefit to all concerned, and it brings out the best mental fruits of all parties to the transaction.

One little head can not contain all. "Two heads are better than one," says the proverb, and it might be added in the way of modernizing that

axiom that several heads are better than one or two.

Trust your employee and he will trust you, and he will work for you with a will and purpose that will aid the enterprise greatly.—Shoe Trade Journal.

The true man fears the power of sin more than its punishment.

Mending your ways is the best way of mourning over them.

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DETECTIVE'S DISCOVERY.

Learns Secret That Leads To Enemy's Ruin.

There is nothing like having a zest for one's meals. Or an appetite for the game before the hunting starts. Not that these introspective notions came to Salston.

He had come on to Chicago to satisfy a good grudge, and that was business enough for his mind without bothering about figurative illustrations. But we from the gallery overlooking the run of the hunter and the unwitting quarry have the chance to ornament a plain situation to suit our itching fancies. So on with the chase.

A few months had brought many changes. Instead of being a weaponless man, thrown out of a job by an intriguing superior, Salston now was possessed of money enough for the moment, an influence which would count for more money in the future, and many kinds of help of more present importance than money itself. Particularly he had time enough for enquiring around, and for following the trail of the one he sought.

That person, Dillwell, the manager, had not forgotten Salston's threats, but much time had passed, he saw no signs of attack, and his mind was gaining in ease. Moreover, he looked for the approach from the side of his defenses which he knew to be his weakest—his personal character and certain indiscreet official doings.

Salston would have liked to have known about these blemishes, but they were well hid.

Besides, as he had told Dillwell with melodramatic bravado, he intended to aim at his heart through his pocketbook.

Salston sat himself down and sent forth an emissary to delve. He did not clothe himself in mystery. He merely went to the head of a detective agency, showed credentials that insured speed and diligence for his service, and asked for the business history of Dillwell.

"You will have the report one week from to-day, at this hour," said the formally courteous manager.

"Suits me perfectly," replied Salston. "I want to run down into Indiana for a week."

He spent the week with his family, made plans for a removal to New York, his chosen future home, and then returned to keep the agency appointment.

There was delivered into his hands a concise typewritten statement, at the head of the first page of which was written: "Data—Ichabod Dillwell."

Salston grinned when he came to the sentence, "In August, 19—, he secured discharge of Robert Salston by withholding letters which still are in the third pigeonhole from the west end of his desk."

"The fool ought to have destroyed the letters," he commented, "but I don't want them now unless I can't find anything better."

A moment afterwards he whistled in sudden surprise, then rose, tucked the report in his pocket, paid the fee, went to his hotel room, spread

the sheets on a table, and studied several pages intently.

"Dillwell," he read, "had no outside interests until two years ago in January, when he became part owner of a patent stock car, equipped with automatic devices for watering and feeding stock in transit. The patents were secured by Jonas Smiley, who came to Dillwell with the project because he had known him as a boy in the Iowa town of L—, and believed through him that he could get the car the attention of the Consolidated Packing Company. Dillwell, after satisfying himself that the car was practical, instead of bringing it before the company, surprised Smiley by offering to advance the funds necessary for the building of a moderate number of the cars. He told him that they could organize a stock company afterwards, build on a big scale, and get immensely rich together. The only thing necessary for a start, he said, was the operation of a few cars on a stock hauling railroad line as an advertising proof of their perfections. He told Smiley that he need not put up a cent, his patents being his contribution to the assets of the firm. The partnership agreement was drawn up by Dillwell's lawyer.

"Smiley made all the contracts for the building of the cars. Four months later Dillwell called Smiley into his office and told him that he had lost \$50,000 by getting at the wrong end of a May wheat deal, and that the loss exhausted his cash funds.

"It is a good thing I didn't get bumped earlier," he said to Smiley. 'If I had we two would be up against it. As it is this car bonanza will pull me out. Only I think we had best cut the number of cars to be built from ten down to five. That is enough for a demonstration.'

"But the contracts have been let for ten," was the stammering response of Smiley. 'Oh, they will release us,' said Dillwell. The construction company, however, would not release them, but insisted on finishing the cars. Later it attached them and sued the firm of Smiley & Dillwell. Later still it levied on the judgment secured, and the patents themselves were among the assets seized, and afterwards sold at auction. An inspection of the articles of partnership showed their limited nature, and Dillwell's liability was restricted to the cash investment he had made.

"He loudly mourned this loss to Smiley and said that they were two men ruined by an unhappy chance. Smiley was stunned by the loss of his patents and begged Dillwell to intercede with the Consolidated Company to loan the money to purchase them back from the auction buyer, who seemed to be a small speculator in the assets of bankrupts. Smiley empowered the offer of one-half of his former half interest to the Consolidated if Dillwell would induce the company to act. Dillwell said that he did not dare to, as the explanation would show that he had tried in the first instance to make private capital out of the invention.

"If the company finds out the

truth,' he replied, 'I will lose my job, the only source of income left to me. You have been the innocent means of my losing the last of my fortune. You surely don't want me to ruin myself utterly.'

"Smiley made no further requests, and the next day he disappeared from Chicago. He is now a broken man, working as a switchman in Y—, eighty miles out of Chicago.

"Dillwell kept quiet for over a year, but a few months ago he informed a few of his closest acquaintances that he had made a lot of money in the stock market on a lucky tip. He also told them that by a streak of the same success he had been able to buy back certain patent rights of which he had been 'defrauded' a year before. The patents, as can be proved, if necessary, were in his possession one hour after the auction sale, and were placed immediately by him in a box which he rented at the Sub-street Safe Deposit company under an assumed name.

"In February of this year Dillwell organized the East and West Stock Transportation Company, and has been busy ever since in promoting plans for an extensive issue and sale of stock. He has interested considerable capital and it is rumored is about to leave the Consolidated, but that he hesitates until he can secure a powerful financial ally. In spite of his activities as a promoter he has been able thus far to keep his schemes a secret to the Consolidated. He hopes, however, to escape the enmity of the corporation when he comes out as a financier, as he looks

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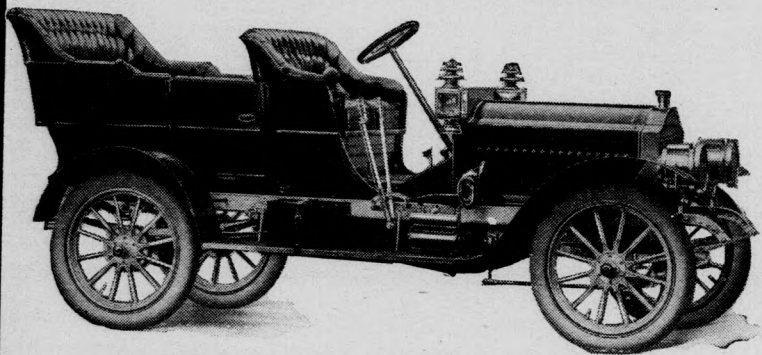
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The car above shown has engine in front under hood, shaft drive, selective type of sliding gear transmission, three speeds forward and one reverse, 104 inch wheel base, 24 H. P.—a large, roomy, comfortable, quiet, powerful car for only \$1,750. Ask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

Adams & Hart

47-49 No. Division St.

Grand Rapids, Mich.

upon the concern as a likely customer for his stock cars."

Salston reread the whole report twice and the last paragraph three times. Then he repeated out loud the half sentence, "He hesitates until he can secure a powerful financial ally." With the words still on his lips, he rose, smiled happily, and said alertly, "I'll help him to that ally."

A La Salle street broker with an inquisitive turn of mind and a discreet tongue secured in two days for him all the exact information he needed concerning the promotional plans of the E. & W. Transportation Company. He himself went down to Y—, found a gray haired switchman at his toil in dreary railroad yards, won his confidence by slow degrees, talked with him through the afternoon and all of the night, and the next day brought him to Chicago. That evening Jonas Smiley, alive once more, counseled with the broker and with Salston. Looking now and again at the lined face and glowing eye of the old inventor, Salston felt the satisfaction of a hunter who has set a trustworthy hound on guard.

"If I didn't have a grudge of my own, I would stay in the game now," he mused, "just to see him get justice."

The flyer took him to New York next day, and Smiley was left on watch.

Before President Upjohn of the Stamp Company Salston placed a quantity of exhibits, the purport of each one of which he explained. In the end Upjohn laughed so heartily that he found it difficult to sputter out the decisive "Yes" with which he sanctioned the whole of Salston's plan.

Salston played no role on the open stage in the next act, the stellar part of which fell to Dillwell. And for Dillwell it was a brimming, joyous role. To think that just when he needed Wall street help it should come to him almost unasked! What good fortune it was that his broker should run across a broker who had New York connections anxious to get in on the ground floor of a sound young enterprise!

Of course, he reflected, Wall street millions did not work for charity, but what, after all, was the qualm of parting with a considerable amount of stock at a ridiculously low price to the satisfaction of knowing that the balance of the stock would be disposed of to the public at par or better later on. Soon the cars would be a-building by the thousand.

Out from the wing of the astonished and much displeased Consolidated stepped Dillwell. Out into the unprotected open, where only the strong may battle and live. He was a financier now. But not of the ordinary brand. No water pail for him. Every dollar of stock sold would represent a dollar invested. He had felt it necessary, on Wall street advice, to capitalize the patents (coupled quite justly with their future earning capacity) for \$2,000,000, represented by 20,000 shares, but he was not going to speculate in the shares, and neither was Wall street, not until the stock cars were in actual

operation, in any event, and then speculation would be just a matter of judgment, not of gambling.

There naturally was the need to establish a fair market value for the shares, and it was in accord with sanctioned practice that he bought some stock of his allies, that they bought it back from him, and he again from them, each time at a nice advance.

But that was not dangerous manipulation, for three allotments of share certificates, 4,000 each, lay in three depositories, one lot nominally his, to be claimed in that hastening, successful future, one for the Chicago capitalists, and one for the Wall street ally, the holders pledged not to sell. The working capital was secured from 3,000 shares, also equally divided in three parts, and paid up. The Wall street ally got its extra 4,000 shares for the enticing price of \$10 a share. As Dillwell said, there was no charity in Wall street.

For the public there were left 5,000 shares, and for this market Dillwell and his partners sold and resold until the quotation was 65. A good price, agreed Dillwell, for a new untried stock. But he did not expect real operations in it, and he was both surprised and alarmed when two and then three brokers began to sell the stock short. He reached New York after a nervous trip, to be mightily chirked up, however, by the attitude of his Wall street ally.

"Selling short, are they? Well, let them sell short, and they'll settle at our own price. Any set of fools that sells 8,000 shares when there are only 5,000 shares in the market will have to eat from our hands if we support our stock."

So Dillwell went home comforted, leaving the Wall street ally to handle the market.

Accordingly when his Chicago partners realized that the stock they were buying for 70 and upwards to 75 was the same stock that the Wall street ally had secured for 10 he was in reach of their wrath. They could have taken their medicine, but the betrayal had shaken their nerves and rather than pay the price each tried to get out first.

And at that crisis, with all the holdings dumped on the market, the Wall street ally did its buying so judiciously that much of its majority of stock was secured at 6 and 8 and the rest at 10, 12 and 15.

The few who hung on saw the stock bound merrily at the opening next day to 60, but Dillwell was not among them.

To the shattered bankrupt that night came two telegraph messages. One read:

"I was the man behind the Wall street ally."

It was signed "Salston."

The other read:

"I am the new President of the East and West Transportation Company."

It was signed "Jonas Smiley."
Edgar G. Sisson.

It is a good deal easier to preach things heroic and divine than it is to practice things ordinarily human and decent.

It Was His Dog.

The boys are telling a good story on C. D. Crittenden, which originated while he was dashing along a country road with his automobile. Turning a curve, he came suddenly upon a man with a gun on his shoulder and a weak, sick looking old dog beside him. The dog was directly in the path of the motor car. Mr. Crittenden sounded his horn, but the dog did not move—until he was struck. After that he did not move.

The automobile stopped, and Mr. Crittenden got out and came forward. He had once paid a farmer \$10 for killing a calf that belonged to another farmer. This time he was wary.

"Was that your dog?"

"Yes."

"You own him?"

"Yes."

"Looks as if we'd killed him."

"Certainly looks so."

"Very valuable dog?"

"Well, not so very."

"Will \$5 satisfy you?"

"Yes."

"Well, then, here you are." He handed a five-dollar bill to the man with the gun, and added, pleasantly, "I'm sorry to have broken up your hunt."

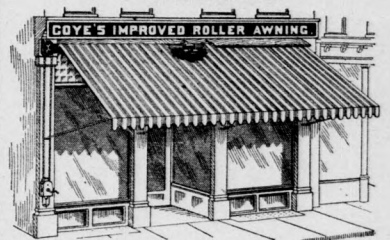
"I wan't going hunting," replied the other, as he pocketed the bill.

"Not going hunting? Then what were you doing with the dog and the gun?"

"Going down to the woods to shoot the dog."

Chas. A. Coye

Manufacturer of

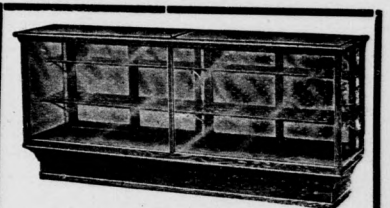


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Intending purchasers are invited to call and inspect the line. If inconvenient to call, full particulars and prices will be sent by mail on receipt of detailed information as to the exact size and description desired.

PERSONAL MAGNETISM.

It Furnished the Capital To Start a Business.

Jeff Peters has been engaged in as many schemes for making money as there are recipes for cooking rice in Charleston, S. C.

Best of all I like to hear him tell of his earlier days when he sold liniments and cough cures on street corners, living hand to mouth, heart to heart with the people, throwing heads or tails for fortune for his last coin.

"I struck Fisher Hill, Ark.," said he, "in a buckskin suit, moccasins, long hair, and a thirty carat diamond ring that I traded an actor out of in Texarkana. I don't know what he ever did with the pocket knife.

"I was Dr. Waugh-boo, the celebrated Indian medicine man. I carried only one best bet just then, and that was Resurrection Bitters. It was made of life giving plants and herbs accidentally discovered by Ta-qua-la, the beautiful wife of the chief of the Choctaw nation, while gathering truck to garnish a platter of boiled dog for the annual corn dance.

"Business hadn't been good at the last town, so I only had \$5. I went to the Fisher Hill druggist and he credited me for half a gross of eight ounce bottles and corks. I had the labels and ingredients in my valise, left over from the last town. Life began to look rosy again after I got in my hotel room with the water running from the tap and the Resurrection Bitters lining up on the table by the dozen.

"Fake? No, sir. There was 50 cents' worth of fluid extract of cinchona and a dime's worth of aniline in that half gross of bitters. I have gone through towns a year afterwards and had folks ask for 'em again.

"I hired a wagon that night and commenced selling the bitters on Main street. Fisher Hill was a low malarial town, and a compound hypothetical pneumo-cardiac antiscorbutic tonic was just what I diagnosed the crowd as needing. The bitters started off like sweetbreads on toast at a vegetarian dinner. I had sold two dozen at 50 cents apiece when I felt somebody pull my coat tail. I knew what that meant; so I climbed down and sneaked a \$5 bill into the hand of a man with a German silver star on his lapel.

"'Constable,' says I, 'it's a fine night.'

"'Have you got a city license,' he asks, 'to sell this illegitimate essence of spooju that you flatter by the name of medicine?'

"'I have not,' says I. 'I didn't know you had a city. If I can find it to-morrow I'll take one out if it is necessary.'

"'I'll have to close you up until you do,' says the constable.

"I quit selling and went back to the hotel. I was talking to the landlord about it.

"'Oh, you won't stand no show in Fisher Hill,' says he. 'Dr. Hoskins, the only doctor here, is a brother-in-law of the Mayor, and they won't allow no fake doctor to practice in town.'

"'I don't practice medicine,' says I. 'I've got a State peddler's license, and I take out a city one wherever they demand it.'

"I went to the Mayor's office the next morning and they told me he hadn't showed up yet. They didn't know when he'd be down. So Doc Waugh-hoo hunches down again in a hotel chair and lights a jimpson weed regalia, and waits.

"By and by a young man in a blue necktie slips into the chair next to me and asks the time.

"'Half past 10,' says I, 'and you are Andy Tucker. I've seen you work. Wasn't it you that put up the Great Cupid Combination package on the Southern States? Let's see, it was a Chilian diamond engagement ring, a wedding ring, a potato masher, a bottle of soothing syrup, and Dorothy Vernon—all for 50 cents.'

"Andy was pleased to hear that I remembered him. He was a good street man; and he was more than that—he respected his profession, and he was satisfied with 300 per cent. profit. He had plenty of offers to go into legitimate drug and garden seed business; but he never was to be tempted off of the straight path.

"I wanted a partner; so Andy and me agreed to go out together. I told him about the situation in Fisher Hill and how finances was low on account of the local mixture of politics and jalap. Andy had just got in on the train that morning. He was pretty low himself, and was going to canvass the town for a few dollars to build a new battleship by popular

subscription at Eureka Springs. So we went out and sat on the porch and talked it over.

"The next morning at 11 o'clock, when I was sitting there alone, an Uncle Tom shuffles into the hotel and asks for the doctor to come and see Judge Banks, who, it seems, was the Mayor and a mighty sick man.

"'I'm no doctor,' says I. 'Why don't you go and get the doctor?'

"'Boss,' says he, 'Doc Hoskins am done gone twenty miles in de' country to see some sick persons. He's de only doctor in de town, and Massa Banks am powerful had off. He sent me to ax you to please, suh, come.'

"'As man to man,' says I, 'I'll go and look him over.' So I put a bottle of Resurrection Bitters in my pocket and goes up on the hill to the Mayor's mansion, the finest house in town, with a mansard roof and two cast iron dogs on the lawn.

"This Mayor Banks was in bed all but his whiskers and feet. He was making internal noises that would have had everybody in San Francisco hiking for the parks. A young man was standing by the bed holding a cup of water.

"'Doc,' says the Mayor, 'I'm awful sick. I'm about to die. Can't you do nothing for me?'

"'Mr. Mayor,' says I, 'I'm not a regular preordained disciple of S. Q. Lapius. I never took a course in a medical college,' says I. 'I've just come as a fellow man to see if I could be of assistance.'

"'I'm deeply obliged,' says he. 'Doc Waugh-hoo, this is my nephew, Mr. Biddle. He has tried to alleviate my distress, but without success. Oh, Lordy! Ow-ow-ow!' he sings out.

"I nods at Mr. Biddle and sets down by the bed and feels the Mayor's pulse. 'Let me see your liver—your tongue, I mean,' says I. Then

'Fun for all—All the Year.'

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

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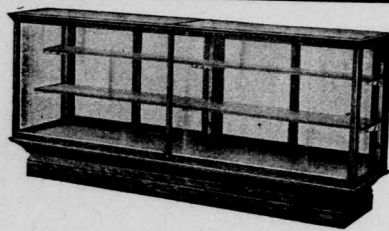
The Wabash Limited—A safe, speedy, geared car—a regular flyer. Built low down and well balanced so there is no danger of upsetting. 26 inch frame, with Wabash 11 inch steel wheels. Handsomely painted in red and green. Affords sport and exercise combined. Recommended by physicians.

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TRADESMAN COMPANY, Grand Rapids, Mich.

I turns up the lids of his eyes and looks close at the pupils of 'em.

"How long have you been sick?" I asks.

"I was taken down—ow-ouch—last night," says the Mayor. "Gimme something for it, doc, won't you?"

"Mr.—Fiddle," says I, 'raise the window shade a bit, will you?"

"Biddle," says the young man. "Do you feel like you could eat some ham and eggs, Uncle James?"

"Mr. Mayor," says I, after laying my ear to his right shoulder blade and listening, 'you've got a bad attack of superinflammation of the right clavicle of the harpsichord!"

"Good Lord!" says he, with a groan, 'can't you rub something on it, or set it or anything?"

"I picks up my hat and starts for the door.

"You ain't going, doc?" says the Mayor with a howl. 'You ain't going away and leave me to die with this—this superfluity of the clapboards, are you?"

"Common humanity, Dr. Whoa-ha," says Mr. Biddle, 'ought to prevent your deserting a fellow human in distress."

"Dr. Waugh-hoo, when you get through plowing," says I. And then I walks back to the bed and throws back my long hair.

"Mr. Mayor," says I, 'there is only one hope for you. Drugs will do you no good. But there is another power higher yet, although drugs are high enough," says I.

"And what is that?" says he.

"Scientific demonstration," says I. 'The triumph of mind over sarsaparilla. The belief that there is no pain and sickness except what is produced when we ain't feeling well. Declare yourself in arrears. Demonstrate."

"What is this paraphernalia you speak of, doc?" says the Mayor. You ain't a socialist, are you?"

"I am speaking," says I, 'of the great doctrine of psychic financing—of the enlightened school of long distance, subconscious treatment of fallacies and meningitis—of that wonderful indoor sport known as personal magnetism."

"Can you work it, doc?" asks the Mayor.

"I'm one of the Sole Sanhedrims and Ostensible Hooplas of the Inner Pulpit," says I. 'The lame walk and the blind rubber whenever I make a pass at 'em. I am a medium, a coloratura hypnotist, and a spirituous control. It was only through me at the recent seances at Ann Arbor that the late President of the Vinegar Bitters Company would revisit—the earth to communicate with his sister Jane. You see me peddling medicine on the streets," says I, 'to the poor. I don't practice personal magnetism on them. I do not drag it in the dust," says I, 'because they haven't got the dust."

"Will you treat my case?" asks the Mayor.

"Listen," says I. 'I've had a good deal of trouble with medical societies everywhere I've been. I don't practice medicine. But, to save your life, I'll give you the psychic treatment if you'll agree as Mayor not to push the license question."

"Of course I will," says he. 'And now get to work, doc, for them pains is coming on again."

"My fee will be \$250, cure guaranteed in two treatments," says I.

"All right," says the Mayor. 'I'll pay it. I guess my life's worth that much."

"I sat down by the bed and looked him straight in the eye.

"Now," says I, 'get your mind off the disease. You ain't sick. You haven't got a heart, or a clavicle, or a funny bone, or brains, or anything. You haven't got any pain. Declare error. Now you feel the pain that you didn't have leaving you, don't you?"

"I do feel some little better, doc," says the Mayor, 'darned if I don't. Now state a few lies about my not having this swelling in my left side, and I think I could be propped up and have some sausage and buckwheat cakes."

"I made a few passes with my hands."

"Now," says I, 'the inflammation's gone. The right lobe of the perihelion has subsided. You're getting sleepy. You can't hold your eyes open any longer. For the present the disease is checked. Now you are asleep."

"The Mayor shut his eyes slowly and began to snore."

"You observe, Mr. Tiddle," says I, 'the wonders of modern science."

"Biddle," say he. 'When will you give uncle the rest of the treatment, Dr. Pooh-pooh?"

"Waugh-hoo," says I. 'I'll come back at 11 to-morrow. When he wakes up give him eight drops of turpentine and three pounds of steak. Good morning."

"The next morning I went back on time. 'Well, Mr. Riddle," says I, when he opened the bedroom door, 'and how is uncle this morning?"

"He seems much better," says the young man.

"The Mayor's color and pulse were fine. I gave him another treatment, and he said the last of the pain left him."

"Now," says I, 'you'd better stay in bed for a day or two, and you'll be all right. It's a good thing I happened to be in Fisher Hill, Mr. Mayor," says I, 'or all the remedies in the cornucopia that the regular schools of medicine use couldn't have saved you. And now that error has flew and pain proved a perjurer, let's allude to a cheerfuler subject—say the fee of \$250. No checks, please. I hate to write my name on the back of a check almost as bad as I do the front."

"I've got the cash here," says the Mayor, pulling a pocketbook from under his pillow.

"He counts out five \$50 notes and holds 'em in his hand."

"Bring the receipt," he says to Biddle.

"I signed the receipt and the Mayor handed me the money. I put it in my inside pocket carefully."

"Now do your duty, officer," says the Mayor, grinning much unlike a sick man."

"Mr. Biddle lays his hand on my arm."

"You're under arrest, Dr. Waugh-hoo, alias Peter," says he, 'for prac-

ticing medicine without authority under the State law."

"Who are you?" I asks.

"I'll tell you who he is," says Mr. Mayor, sitting up in bed. 'He's a detective employed by the State Medical Society. He's been following you over five counties. He came to me yesterday and we fixed up this scheme to catch you. I guess you won't do any more doctoring around these parts, Mr. Fakir. What was it you said I had, doc?" the Mayor laughs, 'compound—well, it wasn't softening of the brain, I guess, anyway."

"A detective?" says I.

"Correct," says Biddle. 'I'll have to turn you over to the sheriff."

"Let's see you do it," says I, and I grabs Biddle by the throat and half throws him out of the window, but he pulls a gun and sticks it under my chin, and I stands still. Then he puts handcuffs on me and takes the money out of my pocket."

"I witness," says he, 'that they're the same bills that you and I marked, Judge Banks. I'll turn them over to the sheriff when we get to his office, and he'll send you a receipt. They'll have to be used as evidence in the case."

"All right, Mr. Biddle," says the Mayor. 'And now, Doc Waugh-hoo, he goes on, 'why don't you demon-

strate? Can't you pull the cork out of your magnetism with your teeth and hocus-pocus them handcuffs off?"

"Come on, officer," says I, dignified. 'I may as well make the best of it.' And then I turns to old Banks and rattles my chains."

"Mr. Mayor," says I, 'the time will come soon when you'll believe that personal magnetism is a success. And you'll be sure that it succeeded in this case, too."

"And I guess it did."

"When we gets nearly to the gate I says, 'We might meet somebody now, Andy. I reckon you better take 'em off, and—' Hey? Why, of course, it was Andy Tucker. That was his scheme, and that's how we got the capital to go into business together."

O. Henry.

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GET THE RIGHT START.

Too Many Men Place Earning Above Learning.

Written for the Tradesman.

To the old book-keeper came the cub clerk, tired after the work of the day, and a little disgusted with the grocery business and the strenuous life in general.

"I'm going to quit," he announced.

The old man whirled around on his stool and looked the boy over.

"What's the grouch?" he asked.

"Same old trouble," replied the boy.

"All I get here is my eatings and sleepings, and I go about looking like a tramp. I'm going to quit and go where I can earn more money."

"You need a guardian," said the book-keeper.

"I need a rich guardian," grinned the boy, "one that would give down for a new line-up of clothing."

"You've quit, in your mind, about a dozen times within the last six months," said the book-keeper. "Once you were going into the subscription book business. Once you were going to work in a brick yard. Once you were going West to grow up with the scenery. What are you going at this time—when you don't quit again?"

"I'm going to drive a team for the city—\$10 a week. How is that for a raise? Makes my little old \$5 and sleep in the barn look like change out of a cent, eh?"

"Young man," began the book-keeper, settling back for a monologue for the benefit of the cub clerk, "you certainly have birds in your top branches. What would you make by taking up the city job? You would spend the extra money, and in a few years, when you wanted to get into something better, people would look you over and say that you were too old to take up their work, or any new work. I don't care how old and gray and senile an employer is, he wants a lot of young men around him."

"And the young men mock his aged ways, and make fun of his infirmities," laughed the boy.

"Of course they do, and serves him right, but that is not the point. I started to talk to. What you, or any young man, ought to do is to get over the thought of making money until a good trade, business or profession is learned. You shouldn't build your house until you get the foundation well laid. Look about you. Half the workers you know are dissatisfied with their jobs. Isn't that true? I don't refer to the young men now, but to the older ones who have settled down to their life work. When a man has worked long enough at one thing to see that he will never get rich at it, and that he has got as far up the ladder as he can get, he begins to cuss himself for not choosing some other occupation. He will tell you that he was a fool when he was young and tried to get big wages instead of trying to get an insight into some business that would in time make him independent. Perhaps I have talked with you before on this same subject, but I am going to talk again, for here is a truth that can not be too deeply implanted in the

brain of youth: Start right. Find out what you can do best, what you like to do best, and stick to that in spite of low wages. If you do this you will have congenial employment all your life, and you will make money, too. If you don't you will be quarreling with your job until you die.

"Youth is the time to take stock of things. Then you have time to look about and choose the work you are to do in the world. You can do the work you want to if you don't grab after the big iron dollar and take the biggest pay envelope in sight. When you discover what you want, go after it. Of course there may be no chance right at your home, but there are miles of steel rails stretching out from most every home. If you have no money for the cushions, as the hobos say, there are the ties. Walk 'em! The point is to get at the thing you wish to do all your life, the thing you like to do, and which you have special talent for. This is starting right."

"I guess there are few people who have any such well-defined talent as you talk about," said the cub clerk. "If I should make a grab at what I would like to do all my life, I'd be riding in a circus parade!"

"You'll get over that foolishness in time, if I can hold you down until your head begins to harden on top. Then you'll want to be an expert in something or other, perhaps in the grocery business. There are more people who have talent than the world knows of. Inclination goes with ability, young man. If you can do a certain thing a little better than your friends, you like to do that. If a boy is a good boxer he wants to put the gloves on with his friends and box them all over the room. If he is at home in figures he wants to start the talk in that line. It is easy enough to see what a young man is best fitted for just as soon as he begins to work. I know a very successful business man, worth a quarter of a million, I take it, who grew up in a country town with the notion in his head that he wanted to be a newspaper man. There was no chance for him where he lived, and so he started a little amateur sheet of his own. In this way he got a little training in the thing he was best fitted for, in managing the business end of a newspaper. Finally he got into a larger city and got on a real newspaper as reporter. He didn't drink, he didn't smoke, he didn't gamble. He saved his money and started a paper of his own, and the paper gave him money for all sorts of successful investments. If that boy had given up, discouraged because he couldn't get some one to give him a show in his country town, he might have been a very poor mechanic now, grumbling at his luck, and wondering why he hadn't made a fight in youth for the place he wanted."

"Of course there are young men who do well to grab for the dollar, and to work for the biggest pay they can get, no matter what it is, for they are only the common clay, and will never get to the top of anything. I wouldn't like to think this was true of you, young man. I want to think

that you have some sort of talent for something, and that you will find it in time to put it in the right place. You certainly won't find it driving team for the street commissioner. It is up to you right now to look upon the next five years as merely a continuation of your education. What you want now is to learn rather than earn.

"And while you are learning you can't afford to fool away your time in foolish efforts to compete with Rockefeller in the expenditure of money. You can't afford to work at anything which does not teach you something. You can't afford to drink whisky, to gamble, to smoke cigarettes. You can't afford to make yourself think that the world is against a poor boy. All the rich men you read about were poor boys once. They got into the business which has made them rich, made them rich because it was something for which they were fitted. As I have already said about a dozen times, you look about and find out what you can do best, get at it, and then stick. Don't offer your poorest side to the world. Present your best talents when you ask for the rewards the world gives."

"This looks very nice, as you say it, but there's others got a say about what a fellow does in the world," grumbled the cub clerk.

"Certainly there are, but I don't see how that affects you unless you are a quitter. If you don't get scared at the cars whenever you find things going wrong, you'll get into the place you are fit for if you keep trying. The place you are fit for is the place


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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

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Same old price, but an additional profit for the grocer

Why?

Because of our Profit Sharing Plan
which applies to

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Oats Twos
Oats, Family Size
Cornmeal

Encourage economy by pushing these brands
and make MORE PROFIT

The Great Western Cereal Co.
Chicago

you want, unless you wish to be a serf all your days, depending on others for your feed and, lastly, for your coffin and your little six-foot-two of land. Get this place now, while you are young. If you go driving team for the city I'll come out and turn the hose on you. I'd rather see you begin sweeping out a bank at \$2 per and find yourself, if you had any notion of being a banker.

"You have often talked to me about selling something. Perhaps that is what you can do best—sell things. If so, you can learn that right here. And let me tell you that it is the man who sells things who gets to the front. I can hire a million men who can make things. How many men are there who can put the things made on the market? I know men who are getting \$20,000 a year because they know how to get rid of the things other people make. Anyway, whether you ever become great or not, it is a good thing to be able to sell things, I don't care whether it is advertising space, breakfast foods, steam pumps or industrial stocks. Look into this while you are choosing an occupation to last you all your life.

"I don't care how much an employer likes a superintendent in his factory, a managing editor in his printery, an inventor in his inner offices, the man he likes best is the fellow who brings in the big wads of yellowbacks and plumps them down on his desk. Don't you ever forget that, me son. It is the man who turns things into money that receives consideration. The inside men may make it possible for the salesman to succeed; but that makes no difference. It is the man who brings in the wad who gets all the sugar in this incarnation.

"Therefore, you go dump that job driving a wagon and find something you would like to do all your life, something you can do a little better than any one else. Then go at it, even if you have to work for nothing and board yourself. I know a fairly successful writer of fiction who ran away from a stove mill in a swamp to learn to set type because he thought that would teach him to write. When he got a place he worked for \$25 a year and did chores to pay for board. You are young. Locate yourself before you get old. Close the door when you go out."

Alfred B. Tozer.

Not So Scared as He Seemed.

A smart young drummer was driving his hired team along a difficult bit of Wyoming road when he overtook a rather dignified old gentleman who was walking in the direction in which he was driving.

"Have a lift?" enquired "our Mr. Simpson" genially.

"Thank you, sir;" and the old gentleman took a seat in the buggy beside the drummer.

The team happened to be a pair of half-broken broncos—a fact upon which the drummer enlarged gleefully as he slackened the lines and gave the horses their heads a trifle. They were off at a jump, and as the buggy swung violently around a curve the old gentleman was all but thrown out

—to the great amusement of the smart young drummer. When this occurred a second time the old gentleman said politely:

"If it is all the same to you, sir, I should be obliged if you would drive a little more slowly."

"Oh, if you are afraid," sneered the young man unpleasantly, "perhaps you had better do the driving."

The old gentleman looked at him for a moment with a look in his eyes which the drummer never forgot.

"Perhaps you are right, sir," he said, with the utmost politeness, as he took the lines. Then he reached for the whip in the whip socket, and, leaning over the dash-board, he lashed first one bronco and then the other.

"Are you afraid, sir?" he demanded, turning upon the drummer; but before the terrified drummer could reply he threw both lines out of the buggy, and the runaway horses, with the lines dragging, tore around the curves at a pace at which "our Mr. Simpson" never had ridden.

Both men were thrown out and the buggy was splintered. The old gentleman, the first to arise from the wreck, stood over the prostrate drummer as he returned to consciousness, and again demanded:

"Are you afraid, sir?"

The smart young man learned ultimately that his passenger was Major Wolton, whose reckless courage is a byword throughout Wyoming.

Caroline Lockhart.

A Short Interview.

A number of years ago a somewhat sensational journalist was making a flying trip round the world for her newspaper. She stopped in San Francisco. Among other assignments for her brief stay there was a visit to Robert Louis Stevenson, who was then living in that city.

Calling at his home she was told that he was too ill to see any one that day. She wrote him an appealing little note on the back of her card, explaining that her schedule would not permit her to remain over to see him later, and that as an interview with him was one of the chief objects of breaking her journey in California, she begged for at least two minutes' conversation.

Permission was granted for her to ascend to his room, and when she saw him propped up in bed with pillows, looking pitifully white and frail, she was much shocked and regretted her persistence. For once her usual assurance deserted her and she stood silent and shy before the writer.

Stevenson, too, seemed at a loss, and after a moment or two of embarrassed silence, during which his hands were fumbling beneath the counterpane, he drew forth an unfinished woolen stocking, and beginning feverishly to push the steel needles in and out, he asked:

"Do you knit?"

"No," answered the reporter, and glancing at the mantel clock she realized with chagrin that the interview was ended.

Kindness is a seed that never finds a barren soil.

Michigan, Ohio And Indiana Merchants

have money to pay for what they want.

They have customers with as large purchasing power per capita as any state. Are you getting all that trade you want? The Tradesman can "put you next" to more possible buyers of your goods than any other method you can adopt. The dealers of Michigan, Ohio and Indiana

Have The Money

and they are always in the market. If you want it, put your advertisements in the Tradesman and tell your story. If it is a good one and your goods have merit, our subscribers are ready to buy. We can not sell your goods, but we can introduce you to our people—eight thousand of them—then it is up to you. We can help you. Use the Tradesman, use it right, and you can not fall down on results. Give us a chance.



The Cardinal Principles of Business Which Bring Success.

It is estimated that 95 per cent. of those engaged in commercial vocations fail in their pursuit. This does not imply that all such become bankrupt, or make assignments with a lack of assets to pay their liabilities. An individual or firm may have been in business for forty years, but if he has made no progress, if it is the same old corner store, dirty, unkempt and uninviting, his business life has been a failure, and, if he is not already, he soon will be relegated to the past. This is a progressive age, and the man in any line of business who does not keep fully abreast of the times can never catch the spirit after a Rip Van Winkle sleep. It is much easier to keep up than to catch up. The country is full of live, active, energetic men, who are pushing on in the world, and who will soon crowd out those who still pursue the methods of the past.

The successful mechanic uses the gray matter in his brain more, and his muscle less each year, that he may meet competition. The publisher is a back number unless he has typesetting machines. And so all around us, and in our midst, are evidences that the world moves, and the people therein are vying one with another for supremacy.

The retail hardware dealer belongs to the genus homo, is both human and humane, has red corpuscles in his blood, and some gray matter in his brain. You may see some evidences of his energy in his soiled clothes and hands, and, occasionally, a dark spot on his face, but he is here in full force to-day, and can be seen, so that a further description is unnecessary. He is undoubtedly influenced and governed by the same conditions which prevail in other industrial lines.

The qualifications necessary for the conducting of a successful retail hardware business are many and varied, and call for the best efforts of every individual who makes a success of it.

Location and the necessary capital are no small factors to be considered, but do not constitute by any means all of the essentials needed; in fact, they may be classed among the minor considerations when compared with the other qualities that go to make up success.

Among the first requisites to success is absolute honesty with the customer, first, last and all the time, even at the expense of losing a good sale. Your reputation for honest and fair dealing will grow in the community, and, as a result, you will get the trade of many a newcomer in your locality. Strangers in a community ask their neighbors where is the best place to trade, and will they not always point out the most reputable house, knowing that their own reputation for truth and veracity will not suffer thereby?

Again, you should always have

your goods priced as low as your competitors'. This will inspire confidence in time, and customers will learn that they do not have to watch the markets so closely for protection. It is not so much the size of the margins on sales, but the volume of your business that will contribute the largest per cent. on your investment. People buy in a hurry these days, and do not like to learn they have paid too much for goods later on.

Do not hesitate to follow the market down if goods decline, as the newspapers spread the report rapidly, and your competitor may do so first. It is hard to submit gracefully, but I have never found occasion to regret so doing. It will enable you to advance prices when goods go up, as the public realize you do not control the markets, and your competitor will surely do likewise when he is convinced of your doing so.

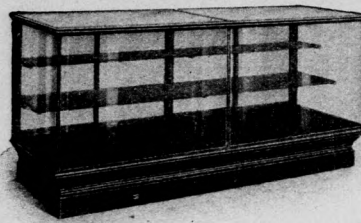
A cheerful manner toward the public on the street as well as behind the counter will do much toward helping you along, as every one likes a cheerful person and dislikes a grumbler. Personal attention to the details in filling an order counts not a little. See that locks and butts are fitted with screws. Have your goods well wrapped, make deliveries promptly, set the stove up properly, and do not have to be asked to correct mistakes of careless employees. Spare no expense in giving satisfaction. If complaint is made, investigate at once, and rectify the same, even if you submit to some injustice with unreasonable people. You have gained a point in having the crankiest man in the community say that you do his work to his satisfaction. This will constitute one of the best advertisements you can have.

This careful attention to details is absolutely necessary to permanent success. For example, observe the care, or so-called "red tape," of the large institutions of the country, sparing no trouble nor expense with the most minute detail.

Do not despise the little things, such as small sales, customers with little money, children with their penny purchases, bargain hunters and pricers. They all add their quota to your business, and represent as strong an influence for or against your place as the wealthiest man in the community, perhaps more, with their lack of other multitudinous duties that harass the lives of men of means.

In looking after detail, care should be taken not to overlook the main lines and definite objects one has in view. It is well to place the detail work in the hands of a subordinate where possible, thus giving more time and opportunity to broaden out in every direction. Business, like mankind, must either grow or retrograde.

There is no limit to the side lines of hardware a dealer may handle. It is much like the famous poker game Bill Nye spoke of with "No limit but the ceiling." Each and every line should add a profit or be cast aside and that same energy spent on something else. It is well directed energy and enthusiasm that make things



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Narrow Top Rail. Graceful Proportions.

Your Show Case Needs

You will find them in our catalogue "G," yours for the asking. Let us figure on your requirements. With one thousand cases in stock we can give you prompt service. All sizes and styles to meet your requirements. Shall we send you our catalogue "G" today?

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The Largest Show Case Plant in the World



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

Jennings' Extract Vanilla

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

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

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Complete stock of up-to-date
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Use Tradesman Coupons

go, and, having them, no one can surpass you.

Employ good help and pay them liberally. They will reciprocate. Employees who are paid what they earn are not watching the clock, but are watching the interests of the house. They will explore new fields, and, under your direction, may make revelations that will be of value to you. Advise with them and help them. Do not make the mistake of trying to hold them back from learning. You can use their energy to your own and their profit. Push these young men out. Give one of them charge of the advertising, another of the stoves, another paints, and so on. If your business is small, combine two or more of these, and hold one personally responsible for the success of this or that branch. With an occasional word of commendation from you, he is sure to make it win. Expand your business in every legitimate way possible. Your patrons like to trade with an energetic and progressive man. W. A. McIntyre.

How To Become a Good Stock-Keeper.

In stock-keeping, as in most other kinds of work, one can be always learning. There is no greater mistake than to suppose that cleanliness and methodical arrangement are the only qualifications of a well-kept stock. Yet this is a common error among both assistants and employers. Properly considered, stock-keeping is by no means such prosaic work as some regard it. A great deal of interest, and even fascination, lies in the repletion and depletion of one's stock if the process is watched with an intelligent eye. Tidiness and spotlessness are important, but not the only points. Good stock-keeping begins in good buying or ordering. It is no use to keep nicely spick and span what you can't sell. Variety and salability are chief aims, but efforts to maintain variety sometimes result in bad stock. Beware of special orders. Don't stock unsalable goods to oblige a faddist. If a stranger requires something out of the ordinary, it is best, as a rule, to order only just what he wants, and to have a deposit. Failing this precaution, the customer may forget to call for what he has ordered, and you may have the stuff left on hand. It is always advisable to take no such chances.

If the stock is well classified and kept so that any article could almost be found in the dark, it will save time in serving. The less time there is spent in keeping the stock nice, the more will have to be taken up rummaging through to find what is wanted. It is impossible to save time or trouble by neglecting stock-keeping. Stock well kept is in better condition, more pleasing to the eye, and therefore the more easily disposed of. Always bear this fact in mind.

Feed your stock judiciously by increasing your good selling lines. Do not trouble to push what, perhaps, you may be obliged to keep, but are only asked for once in six months. Arrange your stock with an eye to its effect on customers, as well as

with a view to your own convenience. Keep your goods as fresh looking as possible. Stock well kept is an advertisement in itself. Prune your stock wisely by throwing out unprofitable lines. Stuff that hangs fire too long you are far better off without. Such stock brings no profit nor credit, but spoils the looks of better appearing stuff. In clearing old stock don't hesitate to sacrifice a little—or a great deal, if that is necessary. A little cash is better than much lumber.

When serving customers don't make the mistake of trying to move off old stock by showing it first. Most shoppers expect this, and are accordingly wary. Better to mingle old and new goods, and let customers take their choice. But don't show old goods in old boxes, papers, or wrappers, nor bearing old tattered labels or tickets. Many will pounce on the last thing shown, thinking it has been purposely held back. Ancient stock, newly and smartly boxed or labeled, can often be unloaded by showing it last, with the quiet, confident air of presenting a trump card as a climax.

See that the bulk of your stock gets its fair share of seasonable display—in the windows, in the show cases, and on the counters before customers. Bad stock is usually made by one, two or three things: Bad buying, bad keeping, or insufficient display. Bad buying more often consists in buying too much rather than the wrong kind of goods. But this is no reason for shirking the keen study of your local requirements. Beware of unnecessarily ordering the same goods twice. This is done sometimes through overlooking goods already on order or goods laid aside in stock out of their proper place. The best way to keep a close hold on one's stock is to serve from it one's self as much as possible; not delegate too much to subordinates. By serving frequently an intimate knowledge of the stock, its limitations and its possibilities is best maintained. Personal knowledge leaves no perplexities.

If you get hold of a good line and it sells rapidly be careful about repeating the experiment. The second consignment will almost certainly sell less quickly. You may have great difficulty to clear it. In reordering a novelty which has sold well it is generally wise to obtain half the original quantity, unless you were extremely cautious with the first order. It is better to have to order a third or fourth time than to have enough left on hand to spoil the profits on what has been sold. You will be able to make all the bad stock you want without any help from others. If you have an unsalable line try a special display in the window and in the shop, ticketed well at a tempting price. Be careful, but not too cautious. Buy what you can sell without regard to your rival. Take stock every six months, and reduce it as far as possible before doing so, employing every reasonable means to that end.—Haber-dasher.

Onions as Germ Killers.

Not long ago a Scotch teacher gave this advice to her pupils: "If you have cholera or scarlet fever in the house put some onions under the bed and they will sweep away all disease." The onion proved its virtue in a remarkable way forty years ago, when cholera raged throughout London. It was noticed with surprise that one of the most unsanitary districts was almost exempt from the visitation. The majority of the inhabitants, being Italians, were great onion eaters, and strings of this vegetable were found suspended from the ceiling of nearly every room. The medical officer of health concluded that the onion, among its many virtues, contains a powerful antidote against cholera morbus and possibly other diseases.

A Coveted Hat.

"I've gone every day this week," sighed little Mrs. Wallace, "to look at a perfect love of a hat in Smith's window. Such a darling white chiffon affair, Edward, with great big bunches of perfectly exquisite white roses and such heavenly lace! But the price—well, I wanted it tremendously, but I just couldn't afford to buy it."

"Perhaps—"

"You're a dear, but, alas! that isn't any perhaps, Edward. I paid the cook this noon, and, what do you think? She marched right down and bought herself that very hat!"

If you would lose all force think always of your own feelings.

Saves Oil, Time, Labor, Money

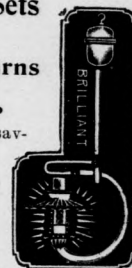
Bowser Self Measuring Oil Outfit

Full particulars free. Ask for Catalogue "M"

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

The Sun Never Sets where the Brilliant Lamp Burns

And No Other Light HALF SO GOOD OR CHEAP It's economy to use them—saving of 50 to 75 per cent. over any other artificial light, which is demonstrated by the many thousands in use for the last nine years all over the world. Write for M. T. catalog, it tells all about them and our systems.



BRILLIANT GAS LAMP CO.

24 State Street Chicago, Ill.

CROWN PIANOS are made in a factory that has the finest and most complete privately compiled piano-building library in the country. Piano dealers know what this means. Piano players realize what it means when they play on a Crown Piano.

Geo. P. Bent, Manufacturer

Chicago

GRAND RAPIDS PAPER BOX CO.

MANUFACTURER

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

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

Estimates and Samples Cheerfully Furnished.

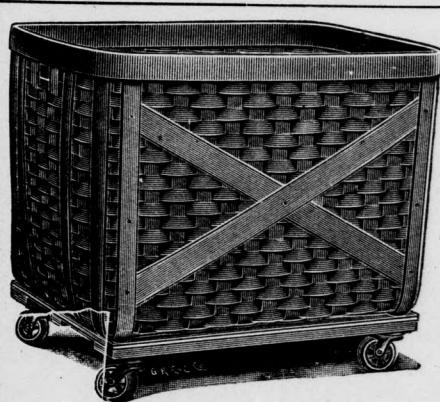
Prompt Service.

Reasonable Prices.

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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.



Extravagant Sums Paid for Shoes and Hosiery.

For some years past the American woman's extravagance in the matter of footwear has been increasing at a rapid rate and if it were possible to obtain statistics concerning the amount of money paid out in this country each year for high grade shoes and hosiery the figures would surprise even the women themselves.

Perhaps the vogue of the short skirt has had something to do with the prevailing taste for dainty shoes and hosiery, although the footwear associated with the long and trailing skirts is as elaborate and coquettish as that displayed by the trotting skirt. It is a brave woman who can preserve her serenity when she is conscious that her walking skirt is leaving in evidence shabby and shapeless boots or shoes; and to-day even the practical, common sense walking shoe is out of favor with short skirted femininity.

A surprising number of smartly dressed women display French heeled shoes below instep length skirts, and the broad comfortable toes have gone the way of all rational fashions, giving place to shapes which, even if fitted wide enough at the ball of the foot, taper sharply toward the ends of the toes.

Where a French heel is too radical the Cuban heel effects a compromise. This heel undoubtedly is more comfortable than the French heel for walking purposes, but, if high enough, it pushes the foot forward into the pointed toe in a way promising profitable return for the chiropodist.

However, this is not a lecture on feminine vanity, merely a chronicle of fashions in shoes and slippers; and, after all, there is no denying that the modish woman to-day goes daintily and attractively shod, even although she may suffer for it.

The brown and russet shoes, so unexpectedly revived last summer, are having a triumphant career this season and will be undeniably the rough wear shoe for the summer season. Comparatively sensible shoes with moderately heavy soles and medium high Cuban heels are made up in these leathers and in many shapes.

The ordinary oxford, the two hole tie, the pump and the two hole tie with pointed tongue are all shown in these heavier shoes, and the pump still has a large following. But the regular oxford is a much more comfortable walking shoe and the two hole tie is a happy compromise 'twixt pump and oxford, staying on the foot more firmly than the former and being much lower in cut than the latter. In fact, this two hole tie is considered by a majority of the fashionable shoemakers the smartest of the heavy brown shoes.

The brown leathers are made up in light weight, flexible sole shoes, also pointed of toes, Louis Quinze of heel and often ornamented by a

buckle covered with the same leather, but with a tiny edge of gold metal. This leather covered, metal edged buckle is especially favored by one exclusive and high priced firm and is used especially upon pointed tongue two hole or one hole ties in brown, champagne or black leather and in suede of all colorings.

The pump with flat bow, universally worn last summer, has a rival in the pump with little folded bows of leather, either in self-color or in contrasting color.

Fancy color effects are, by the way, much in evidence, white and black, white and brown, white and champagne, gray and white and gray, and black being popular combinations. The brown and white idea is liked both for boots and for shoes, smart looking boots with brown vamps and white uppers trimmed in brown being shown by all the fashionable shoemakers; while low shoes of white trimmed in brown or made with brown vamps and white uppers edged with brown are proving extremely successful. These are worn either with white or brown hose, although with a white frock white hose are perhaps the wiser choice.

One maker has a particularly chic white and brown model which has taken readily with his fashionable customers despite its high price. This is a fine white kid oxford with pointed toe and pretty high French heel. A very narrow line of light brown runs around the top of the shoe, down each side of the front and along the upper edge of the vamp. Two of the narrow brown lines cross the toe and the Louis Quinze heel is of brown.

Another shoe with which the same maker is having success has a heel, an oddly slender toe tip and narrow borders of champagne leather, the rest of the shoe being white.

Black patent leather in combination with white is almost as modish as the brown and white idea, though not so new. A black patent leather pump with a half inch line of white along its upper edge and a tiny folded bow of white kid in front is chic, and, by the way, this same idea is carried out in all the colored leathers and white, while the same model is also made up in white with band and bow of color. In this latter case the hose should, of course, match the colored leather.

Suede is much used both in grays and browns, and although it soils readily, it makes a dressy and comfortable shoe.

Patent leather is rather less worn than in past seasons, but is always practical for the woman who feels she can not go in for dainty and fancy shoes yet wants something more dressy than the ordinary black or brown shoe.

White duck shoes have not yet had their innings, but are hardy perennials, sure of favor in their season, as are the more expensive white edge calf and kid shoes affected by the women with whom expense need not be considered. Shoes of hand embroidered linen, too, are on the schedule for summer wear, and some of the suede shoes and slippers are beautifully embroidered in self-color

with perhaps gleams of metallic thread throughout the design.

Evening slippers of satin are often embroidered in silk, in beads or in paillettes, but the plain slipper of satin with some exquisitely dainty little bow or buckle for toe finish is the general favorite. One pretty model in white satin has a minute band of lace in whose center is set a single large cabochon amethyst showing the merest thread of gold around its edge. The effect is extremely happy and it is easy to imagine the idea worked out charmingly in other colorings and other tones.

For the June bride is the white satin slipper with the tiny lace bow and a spray of orange blossoms as tiny, and for the June bride, too, are white satin mules for boudoir wear, with a little ruche of real lace edging them and a gold or silver cord running along the middle of the ruche and knotting with the bow and tasseled ends in front.

The daintiness of the boudoir slippers shown in the smart shops is but one more straw showing the swiftness of current which feminine extravagance has achieved in the matter of footwear. Such satin mules as those mentioned are designed not only for the bride but are made up in all the delicate colors for use of maid or matron.

They are made, too, in exquisite brocades, with perhaps a touch of silver or gold in the design, and, again, one sees them in pale pink or blue or lilac satin with soft narrow ribbon instead of lace quilled round the top and tied well to the left of the front in perky little bows. These trifles cost anywhere from \$8.50 to \$20, but they sell readily and are needed to harmonize with the lovely boudoir gowns of silk or crepe or chiffon or lace which are sold by the hundred now where once they were relegated to the stage and to the pages of Ouida's novels.—New York Sun.

Careful Work Always Pays.

Careless habits often are formed by the employe for the reason that they appear to answer. It does not seem as if special attention to the small things would be noticed by the powers that be. But they are.

Some time ago a young man went from a large city to take a responsible position with a widely known manufacturing concern located in a small village. The nature of the new business was entirely different from any in which the young man had had any experience. He realized it would take hard work and great care and detail to succeed.

The custom among the few manufacturing in the town was to open office at 7 o'clock in the morning and close at 6 p. m. In the large city the hours had been from 8 to 5:30. As he knew it would require earnest application in order to "make good," the young man conformed to conditions as he found them without a word. Every morning 7 o'clock found him at his desk at work. Becoming accustomed to the hours it was as easy to reach the office at 7 as form-

erly it had been at 8, so he never asked for a change of hours.

Some years later at the close of a successful career as manager of his department his employer said to him: "When you came to work for me I did not think you would make a success of it, as you never had had previous training in our line. You had been recommended to me, however, as a capable man, so I gave you a trial. I would not have considered it any reflection upon your ability if you had not been able to handle the proposition, as ours is a peculiar technical line. The first month or two you made blunders which appeared foolish from our experienced standpoint. I observed, however, your earnestness and enthusiasm. I liked the way you applied yourself. I knew you had been accustomed to shorter hours. Nineteen out of twenty chaps coming out here would have requested them. If you had asked I would have acceded. I noticed you took home with you nearly every evening printed matter on the line. I noticed that you were careful to observe the exact lunch hour of the other office men, although the special nature of your work easily would have given you a longer lunch time if you had cared to take it. In short, I saw that the thoroughness and carefulness with which you handled everything that came to you for attention soon would counterbalance your lack of experience in our line."

In speaking about this instance the young man said, "The 'boss' mentioned little things that I hardly was conscious of performing, much less did I think they had been noticed by any of my business associates, and least of all by the manager."

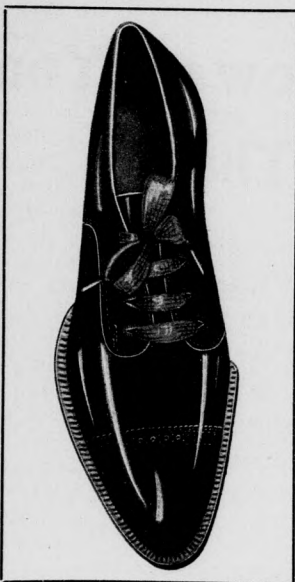
Employers are conservative and seldom show audible appreciation of good work. However, they notice and remember the thoroughness and carefulness with which employes handle the little duties to a far greater extent than many people think. It pays to be thorough in all work, for if this kind of service does not bring satisfactory promotion where it is rendered it sooner or later comes to the attention of some employer who places proper value on such work.

Berton Elliot.

A Needed Invention.

"In the way of needed inventions," said a merchant, "the man who will perfect an automatic wrapping machine that will handle packages of all sorts, shapes and sizes will be a benefactor. He will, besides, make a fortune in quicker time than any of the merchants who sell the goods that are wrapped. The difficulty of keeping expert hands at the work of wrapping in some businesses and the time now occupied even by the most expert of these has long been recognized as calling for a substitute. Here is a more immediate and lucrative field than that of the flying machine, even although it be a more humble one, but it seems a long time in being filled."—Philadelphia Record.

Success often means to get what others want, but what you no longer have any appetite for.



OXFORDS

There will be a phenomenal large sale on summer footwear for the next four weeks. Order NOW while our stock is complete.

Patent Leather, Kid and White Goods in Men's, Women's, Misses' and Children's.



310—Pat. Vp. and Fox, 3 Str., Dull Top, E2-5½.....	.60
351—Dong. Vp. and Qtr., Blue Ox. M. S. S. S., E2½-8..	1.00
312—Pat. Vp., 2 Str. Sandal, Dong. Qtr., E2-5½.....	.42½
313—Tan Kid, 1 Str. Sandal, E2-5½.....	.40
323—Kid, 2 Str. Sandal, E6-8.....	.60
333—Kid, 2 Str. Sandal, E8½-12.....	.75
343—Kid, 2 Str. Sandal, E12½-2.....	.80
334—All Patent Leather, Gibson Ox., Int. Tip, E8½-12	1.00
344—3 Strap Sandal, Pat. Vp., Turn, E12½-2.....	.80
315—Pat. Vamp, 1 Strap Sandal, E2-5½.....	.40
326—Pat. Crome Vp. and Fox, Mat. Cf., Top, Tip, M.	
S., L. H. E5-8.....	.80
336—Pat. Crome Vp. and Fox, Mat. Cf. Top, Tip, M.	
S., L. H., E8½-12.....	1.00
346—Pat. Crome Vp. and Fox, Mat. Cf. Top, Tip, M.	
S., L. H., E12½-2.....	1.15
317—White Canvas 2 Strap Sandal, Turn, E2-5½.....	.45
337—Vici Kid Vp. and Fox, Mat. Cf. Top, Pat. Tip, M.	
S., L. H., E8½-12.....	1.00
347—Vici Kid Vp. and Fox, Mat. Cf. Top, Pat. Tip, M.	
S., L. H., E12½-2.....	1.15
357—Pat. Crome Vp. and Fox, L. H., M. S. E2½-6.....	1.40
318—White Kid, 1 Strap Sandal, E2-5½.....	.45
328—White Kid, 1 Strap Sandal, E6-8.....	.55
338—White Kid, 1 Strap Sandal, E8½-12.....	.65
348—White Kid, 1 Strap Sandal, E12½-2.....	.75
358—White Kid Beaded Vamp, Strap Sandal, D2½-7.....	1.00
359—White Kid, 1 Strap Sandal, E2½-7.....	.80
3101—Blue Canvas, 1 Strap Sandal, Turn, E2-5½.....	.45
3305—Pat. Vp. and Fox, Dull Kid Top, Blue Ox., M. S.	
L. H., E8½-12.....	.90
3405—Pat. Vp. and Fox, Dull Kid Top, Blue Ox., M. S.	
L. H., E12½-2.....	1.00
3505—Pat. Int. Blue Ox., Cf. Qtr., D2½-7.....	1.35
3507—Pat. Vp. Court Tie, Dull Top, Stitched Sides,	
Plain Toe, M. S., E2½-7.....	1.35
3508—Dong. Vp., 1 Str. Sandal, C. S., Kid Lined, E2½-7..	.85
3510—Dong. Vamp, 3 Bar Strap Sandal, E2½-7.....	.85
3511—3 Point Sheep Slipper, EE3-8.....	.45
3512—Dong. 3 Point Slipper, EE3-8.....	.65
3513—Glazed Colt Gore Buskin, EE3-8.....	1.00
3216—Dong. Blue Ox., Pat. Tip, M. S., L. H., E5-8.....	.70
3316—Dong. Blue Ox., Pat. Tip, M. S., L. H., D8½-11..	.80
3416—Dong. Blue Ox., Pat. Tip, M. S., L. H., D11½-2.....	1.00
3516—Pat. Vp. Whole Qtr., Blue, Dull Stay, M. S.	
D&E2½-7.....	1.35
3517—Pat. Vp. and Qtr. Sailor Pump, Pl. Toe, M. S.	
D&E2½-7.....	1.35
3321—Pat. Vp., 1 Str. Sandal, Dull Qtr., M. S., L. H.	
E8½-11.....	.70
3421—Pat. Vp., 1 Str. Sandal, Dull Qtr., M. S., L. H.	
E11½-2.....	.80
3223—Dong. 1 Strap Sandal, L. H., M. S., E6-8.....	.55
3323—Dong. 1 Strap Sandal, L. H., M. S., E8½-12.....	.45
3423—Dong. 1 Str. Sandal, L. H., M. S., E12½-2.....	.75
3125—Barefoot Sandal, 1-5.....	.35
3526—Dong. Blue Tie, Pat. Tip, 3 Eye, M. S., E2½-7....	1.15
3528—Dong. Vp. and Qtr. Blue Ox., Pat. Tip, M. S., L.	
H., 2½-6.....	1.15
3529—Pat. Vp. Blue Ox., Pat. Tip, L. H., M. S., E2½-6..	1.20
3530—Dong. Juliet, Crimp Front, R. H., Pat. Tip, Turn,	
E3-8.....	1.17½
3533—Dong. Vp. and Qtr., Dull Kid Top, 4 Eye, Blue,	
Pat. Tip, D&E2½-7.....	1.55
3535—Pat. Vp. Blue Ox., Dull Dong. Qtr., Pat. Fox and	
Tip S. S., D2½-7.....	1.55
3537—Gun Metal Blue Ox., ½ D. S., St. Tip, D&E2½-7..	1.55
3543—Grey Sea Island, Gibson Tie, Wood Heel, Turn,	
C, D & E2½-7.....	1.17½
3544—Pat. Blue Ox., Turn, Int. Tip, E2½-7.....	1.35
3546—Pat. Gibson Tie, Cf. Qtr. Turn Pl. Toe, D2½-7....	1.20
3248—Tan Ping Pong Blue, White Stay, St. Tip, L. H.,	
E5-8.....	.60
3348—Tan Ping Pong Blue, White Stay, St. Tip L. H.,	
E8½-12.....	.70
3448—Tan Ping Pong, Blue, White Stay, St. Tip, L. H.,	
E12½-2.....	.80
3548—Dong. Blue Ox., Pat. Tip, M. S., S. S. E2½-7.....	1.15
3252—White Canvas Blue Ox., E5-8.....	.65
3352—White Canvas Blue Ox., E8½-12.....	.70
3452—White Canvas Blue Ox., E12½-2.....	.75
3552—White Canvas Blue Ox., E2½-7.....	1.00
3553—White Canvas Blue Ox., G. W., D&E2½-7.....	1.50
3554—White Canvas Blue Ox., S. S., Cap. Leather Heel,	
E2½-7.....	.80
3555—Dong. Vp. and Fox, Dull Cf. Top, Welt, Pat. Tip,	
D2½-7.....	1.85
3562—White Canvas, Sailor Tie, Pl. Toe, M. S., D &	
E2½-7.....	1.15
3563—Dong. Vp. Blue Ox., Pat. Tip, ½ D. S., M. S.	
E2½-7.....	1.00
3564—White Canvas Blue Ox., ½ D. S., F. S., Cap,	
E2½-7.....	1.00
3565—White Canvas Blue Ox., S. S., L. H., E2½-6.....	1.00
3566—White Poplin Side Lace, Pl. Toe, Covered Heel,	
E2½-7.....	1.15
3567—Dong. Vp. Fox, Pat. Tip Blue, M. S., D & E2½-7	1.60
3268—Pat. Vp. and Qtr., White Kid Faced, L. H., M. S.	
S. S., E5-8.....	.80
3568—Pat. Vp. and Fox, Gibson Tie Pl. Toe, Dull Top,	
S. S., M. S., D & E2½-7.....	1.55
3571—Pat. Vp. and Fox, 4 Eye, Blue, ½ D. S., Dull Top,	
D & E2½-7.....	1.55
3572—Pat. Vp. and Fox, 4 Btn., Pat. Tip, ½ D. S., F. S.,	
D & E2½-7.....	1.60
3573—Pat. Pmp. Pl. Toe, M. S., S. S., D & E2½-7.....	1.55
3576—White Poplin Pump, Pl. Toe, Covered Heel, D &	
E2½-7.....	1.15
3579—Pat. Diamond, 3 Strap, M. S., Btn., D & E2½-7..	1.35
3583—Dong. Vp. and Qtr. Ox., M. S., E2½-7.....	1.15
3586—Pat. Vp., Dull Qtr. Blue, M. S., E2½-7.....	1.15
3587—White Canvas, Blue Ox., M. S., Pl. Toe E2½-7....	1.15
3390—Pat. Crome Vp., Dull Kid Qtr., Welt, Blue, E8½-11	1.50
3490—Pat. Crome Vp., Dull Kid Qtr., Welt, Blue, E11½-2	1.75
3591—Pat. Crome, 3 Btn., Dull Qtr., Pl. Toe, M. S., D.	
& E2½-7.....	1.60
3593—Pat. Crome and Qtr., Btn., Ox., Pl. Toe, Welt, D	
& E2½-7.....	2.00
3394—Dong. Vp., Pat. Tip, M. S., ½ D. S., E8½-12.....	1.00
3494—Dong. Vp., Pat. Tip, M. S., ½ D. S., E12½-2.....	1.15
3594—Pat. Crome Vp. and Qtr. Blue Ox., Pl. Toe, Welt,	
D & E2½-7.....	2.00
3397—Pat. Colt, Dull Qtr., 3 Btn., M. S., E8½-11.....	1.20
3497—Pat. Colt, Dull Qtr., 3 Btn., M. S., E11½-2.....	1.40
502—White Canvas Blue, Oxf., E6-10.....	1.00
505—Pat. Chrome Blue, Dull Stay, E6-11.....	1.75
508—Pat. Chrome Blue, Oxf., E6-10.....	1.50
512—Vici Kid Blue, Oxf. St. Tip, E6-11.....	1.50
525—Dong. Kid Oxf. Stock Tip, ½ D. S., M. S., Eng.	
Welt, 6-11.....	1.20
535—Vici Kid Blue, M. S., F. S., ½ D. S., E6-11.....	1.80
539—Pat. Chrome Blue Oxf. Welt, 6-11E.....	2.25
545—Pat. Colt Blue Oxf. Welt, E6-11.....	2.25
551—Vici Blue Oxf. Mat. Cf. Top, Welt, D & E6-10..	2.50
596—Confederate Grey Lace, ½ D. S., M. S., F. S. E6-11	1.00

HIRTH-KRAUSE CO., Shoe Manufacturers, Grand Rapids, Mich.

Debates of the Lasterville Boot and Shoe Club.

It was a very pretty spring evening and the clans gathered at our store rather slowly for the regular semi-monthly meeting of the Lasterville Boot and Shoe Retailers' Club.

Old Mr. Laster had brought his chair out on the sidewalk, and as the clerks and I dropped back from supper, one by one, each of us went into the store and dragged out a chair for ourselves so that when Mr. Ball and Mr. Kip strolled up together Sizer and Willie gave up their chairs and brought out a settee or two and the thing resulted in a meeting on the sidewalk in front of the store.

Mr. Ball stood treat to ice cream soda, which we had brought around from the store, and then Mr. Rustelle slipped away somewhere and got a box of cigars, and the result was that instead of a formal debate we business rivals just sat there and talked until away past bedtime.

Everybody gave experiences and we discussed new schemes and had a general good time, most of which wouldn't be worth making a chronicle of for boot and shoe readers, when who should happen along but George Stark, the shoe salesman.

Of course he had to have his soda and his cigars, and he told a lot of old stories and some new ones. Finally he said:

"Has the co-operative window dresser struck Lasterville yet?"

"The which?" queried Mr. Rustelle.

"The co-operative window dresser—or rather, one of them?"

"It's a new one on us," replied Mr. Tanner.

"Haven't heard of it," said Mr. Oaks.

"Is it a new sell?" asked Mr. Schumann.

"Not a bit of it," replied Stark. "The first one I heard of was down at Morgan City, and then I ran across another up at Cleveport, and another down at Millis, and two of them were working at Lane. It is spreading like this craze for the five-cent vaudeville, with three moving pictures and two illustrated songs and a show every fifteen minutes from 2 until 11."

"What is the scheme?" queried Mr. Hyde.

"Nothing but what I called it, co-operative window dressing. Some young fellow, somewhere, found out that he had a talent for dressing windows artistically, and getting up trade-pulling displays. He was probably in a town where such people are not employed as they are in the big cities where the window trimmer is as much a part of the staff as the cashier. Well, this first young fellow, whoever he was, conceived the idea that if one merchant couldn't employ a clerk to do nothing but dress windows, perhaps several could, so he started out. Got a shoe dealer and a dry goods house, a hardware store and a few others, and for a stated sum per week each he agreed to give them a change of trim every so often, possibly twice a week, and spend his time studying up new schemes for his patrons. I suppose it was hard work to get them started at first in the small towns where

expense of that sort is looked upon as money thrown away, but after he got started they were after him, but taking only one customer of a business the first one who got him had the best of it, and the rest were all crazy, and that let in the second man, and, before they get through with it, I don't see any good reason why there shouldn't be as many fellows working the plan as there are dealers in any one of the leading lines of business.

"No clerk can get as good effects in a window as a man who is giving his whole attention to it, and if a firm paid only \$2 or \$2.50 per week per window, that would make a very tidy salary for a man if he had fifteen windows on his string. The man down at Morgan City hires an assistant to help him and do the rough work while he does the fine work and studies up the effects."

"Does he do anything besides just the ordinary window trims?" queried A. Small Sizer, into whose eyes had come a far away, dreamy, speculative look.

"Why, no, the Morgan City man doesn't, but I heard that the man at Lane got up guessing contests and essay matches, and all that sort, as well, and the man, or one of them, at Cleveport, writes the advertising for some of his stores."

"I've always wondered," remarked Mr. Ball, "speaking of co-operation, why more bright advertisement writers, particularly those who have such talent and are living at their own homes, didn't attend to the advertising for a chain of store on the same plan. Now, a good many of us business men, some of us who are pretty successful after our own fashion, too, are no earthly use when it comes to keeping our space filled in the local papers. I delegate the work to my partner, but with all of the other demands on his time I often notice that the same advertisement appears day after day in the little evening paper, and week after week in the weeklies. It is too much to expect otherwise. It is pretty hard for a man with a hundred things to think of to settle down to such a particular piece of business as preparing an interesting and trade fetching advertisement."

"Well," said Mr. Stark, "as a matter of fact there are, in the cities, many advertising men who handle the advertising of two or more firms, devoting their entire time to it, and I do not know that I ever heard of a small town where a man had charge of the advertising of a number of firms. I don't see why the scheme is not feasible for some bright youngster in every town—or half of a dozen of them for that matter."

"I have heard," said Mr. Rustelle, "of numerous daily papers which had, in their advertising department, men who would solicit advertising, and as an inducement, agree to keep the matter changed at stated periods."

"Oh, yes. That is common. And a mighty good plan, too, but there are great chances for bright young fellows in the small cities and big towns. I wouldn't hesitate, if I were out of a job, to brace right into the first city of less than 50,000 inhabitants that I could think of and work up just the



We Know and You Know That—

no footwear of any kind has to stand harder abuse than the shoes worn by boys, girls and children.

With this fact ever before us we make some shapely shoes for little folks of both sexes that we calculate will stand the test—severe hard service—in a manner entirely satisfactory to all parties concerned: parents, offspring and merchant.

The importance of satisfactory shoes of this sort can hardly be overestimated.

Dealers who have sold them for years declare that we calculate right.

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

It is up to you to carry a complete line of Men's **TRIPLEFIT** shoes in stock, now being advertised in all the leading periodicals and journals, and you will undoubtedly have calls for this shoe. Retails for \$3.50. Write us for proposition.

FITS THE EYE---FITS THE FOOT---FITS THE POCKET-BOOK. (TRIPLEFIT.)



Satisfaction for Consumer

Look for the Name on Sole Of Every Shoe — Here is a Comfortable Last — Write for Special Catalogue — We are State Agents



LENOX

Complete Stock of Hood Rubbers at All Times

Geo. H. Reeder & Co.

(Under New Management)

Grand Rapids, Michigan

plan you mention. I'll wager it would lead to great things for a smart young fellow, and I'll gamble any such fellow could make his living right from the start, and that the plan might lead to great things."

"But to return to the window dressing," remarked Willie Fitem. "A fellow jumping around from store to store, how does he arrange the time to decorate each window?"

"When he comes to it in regular order. One fellow that I heard about worked the first part of the night and forenoons. He would work his ideas out more or less during the afternoon, for, say a dry goods store, and have his material gotten out for him, whatever it was decided to make a special display about, and then after the store closed he'd get to work when it was all quiet and work until the display was complete to spring on the populace the next morning. Shoe store, hardware and grocery windows can be trimmed in the morning as well as any time, but the shoe store window, next to dry goods, is the window which needs quiet and no one to disturb to get the best effects. However, that is one great feature of the man who does nothing else but trim."

"It surely is," said Mr. Stringer. "Many is the time that I have got my plans all laid for a trim, thinking that it would be a dull morning, and then had a rush of trade come in and had to leave the window all in a muss, with, perhaps, the front part of the store considerably disarranged, so that I could help wait on a sudden rush of customers."

"The co-operative trimmer doesn't have any of that to bother about. No matter how much of a flurry there is in the store," replied Mr. Stark, "it doesn't worry him at all. His business is trimming and his business runs right along with no interruptions. Such a man would take all of the trade papers of the lines in which he was working, or, at least, one for each line, and get all the points he could in that way."

"I should think that the same plan might work out as well in a large city," replied Mr. Rustelle.

"Oh, no, hardly. Those big stores have each a trimmer constantly employed."

"Yes, but all stores are not large, even in large cities. There are hosts of little establishments in all lines that would find such a plan helpful as well as in the country."

"I don't know but you are right," said Stark, "but it really had never occurred to me before. One always thinks of the big establishments when one thinks of the big places, but, as you say, there are ten times as many small ones. However, the plan is best adapted to the smaller cities and the big towns."

"I never could see any sense," said Mr. Izensole, "in much window drim-ming in der shoe pishness like I run it. Schust put a few nice lookin' schobs in der vindow marked, 'Vere \$3.50, now \$1.87,' and I'd rather have it than all the artisticness in the world."

"It all depends on what fish you are after, what bait you use," remark-

ed Mr. Ball, as we lugged our chairs inside and disbanded.—Ike N. Fitem in Boot and Shoe Recorder.

Bonus Experience Which Proved Satisfactory.

Albion, June 18—The Albion Business Men's Association, rejuvenated and reorganized, at a recent meeting decided to begin a strenuous and systematic campaign to boom Albion.

The Association elected new officers for the ensuing year. J. P. Ray, manager of the Albion Gas Light Co., is President; W. S. Kennedy, President of the Recorder Press Co., is Secretary, and D. A. Garfield, Cashier of the Albion State Bank, is Treasurer. It was voted to offer a free site and factory to any plant that can be induced to consider this place as a location. It is even considered possible that bonding the city for new industries may be considered, since Mayor McAuliffe stated to the Association that the municipality is now carrying a bonded debt of only \$75,000.

The sole experience of the city in issuing bonds for such a purpose proved very satisfactory. A number of years ago the Gale Manufacturing Co., now one of the largest farm implement factories in the world, was in somewhat sore straits financially, and considered locating elsewhere. The city came to the rescue and issued \$30,000 in bonds, which amount was turned over to the Gale Co. to help in building a new plant here. It is now a very prosperous concern, employing hundreds of men, and its benefit to the city is almost incalculable. The bonds were all retired some time ago, and the taxpayers of the city would be willing to take a similar step again.

Every factory in the city has for many months been worked to capacity. The big Gale plant has thought it almost impossible to take time for inventory and the making of necessary repairs, but the necessities of the case at last became so urgent that a few of the men have been laid off for a few days only. The immense new additional plant of the Malleable Iron Co. will be completed this summer, tripling the capacity of the plant. The number of employees then required by the company will be about 900.

The National Spring & Wire Co., maker of automobile and buggy seat springs, is constantly rushed with orders, and so great has become the demand for their goods in Canada that the company has just installed a branch plant at St. Catharines, Ont., to give exclusive attention to its Canadian trade.

Care of Salt Fish.

It often happens that packages of pickled fish are roughly handled in transit when shipped by rail or boat, causing the hoops on barrels, half-barrels and kits to loosen and naturally the pickle leaks out. If the packages are left in this condition for a period of five to ten days, the fish are liable to become stained and rusty. It is, therefore, important as soon as mackerel and other kinds of barrel fish are received, to examine the contents of packages, and if they are dry or any of the pickle has leaked

out, to make a brine of salt and water, just strong enough to float an egg or potato, and cover the fish with said brine, which will restore the fish to prime condition if attended to immediately. Barrels and half-barrels of salt and pickled fish when stored should be examined every thirty days, and if packages have leaked any, same should be refilled with brine. Do not pour fresh water into a barrel of fish—this method causes trouble, as it weakens the original brine, and when the pickle is not sufficiently strong to float an egg or potato the fish turn sour. Another important matter regarding all kinds of fish is to keep in a cool place and out of the sun.

The Real Article.

The Youth—Ah! would I were a

glove, that I might hold your pretty hand.

Young Widow—You certainly would be a success in the glove line. The Youth—Do you think so? Young Widow—Yes; you are a genuine kid.

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

SELL

Mayer Shoes

And Watch

Your Business Grow

Our Line of WASH GOODS Is Complete

Ginghams, Prints, Printed Dimities, Galeteas, Colored Dress Linens, Solid Color Lawns and Light Weight Cotton Dress Goods.

Ask to See Our Complete Sample Line

P. STEKETEE & SONS

Wholesale Dry Goods

Grand Rapids, Mich.

The Endurance Test

Is a Good Test for Boys' Shoes

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

Hard Pan Shoes for Boys

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

Our Name on the Strap of Every Pair

Herold-Bertsch Shoe Co.

Makers of Shoes
Grand Rapids, Mich.



Stock No. 887

THEODORE ROOSEVELT.

What Should He Do After March 4, 1909?

"What should Theodore Roosevelt do March 5, 1909?"

This is a question to which the press throughout the country generally is inviting answers, and is one of much interest and a matter, indeed, of no little speculation everywhere.

Will it be the presidency of one of our universities, or will the people prevail upon the President in their insistence upon his accepting another nomination, or will Theodore Roosevelt recognize the old Roman principle that it is perfectly permissible and honorable that a general of yesterday may act as a corporal to-day, if it be that he can, in such capacity, render service to his country?

If Mr. Roosevelt should, upon the expiration of his term, return to Washington as a member of the United States Senate or House of Representatives, he would not be establishing thereby any precedent. In this connection, therefore, it may be of interest to note what all of Mr. Roosevelt's predecessors have done after retiring from the highest office at the gift of the American people.

Washington, after serving two terms, returned to his plantation, Mt. Vernon, in 1797, and spent the remainder of his days in quiet and repose. As best told by Washington himself in a letter which he wrote to a friend, he rose with the sun and first made preparations for the business of the day. "By the time I have accomplished these matters," continued General Washington, "breakfast is ready. This being over, I mount my horse and ride round my farms, which employs me until it is time to dress for dinner, at which time I rarely miss to see strange faces, come, as they say, out of respect to me. And how different is this from having a few friends at the social board! The usual time of sitting at table, a walk and tea bring me within the dawn of candle-light; previous to which, if not prevented by company, I resolve that as soon as the glimmering taper supplies the place of the great illuminator, I will retire to my writing table and acknowledge the letters I have received.

"Having given you this history of the day it will serve for a year."

On the occasion of one of these rides, of which Mr. Washington writes, taken in a hard rain, which later turned to snow, early in December, 1799, or to be exact the 11th of that month, he contracted a severe cold and died December 14th of that year, at the age of 67, leaving a life's history which few have equaled and which none can excel.

John Adams, on the other hand, lived a quarter of a century after relinquishing the reins of government to Thomas Jefferson, and these years were in sad contrast to the last years of some of our other ex-Presidents. While no one will dispute the fact that John Adams served the country as faithfully and guarded its interests as zealously as it was possible to do, still he was unfortunate in that there was such strife among the parties and

that the minds of the people were at that time in such a divided state that none, try as he may, could bring about a conciliation, and he was never a truly popular man. At the latter part of his administration he had become as much estranged from Thomas Jefferson—one of his warmest personal friends—as he was from Alexander Hamilton, both members of his cabinet. And so bitter were his feelings against the former that he departed for his farm at Quincy, Massachusetts, without even viewing the inauguration of Jefferson as President.

Under these circumstances, and especially in view of the fact that he had barely sufficient of this world's goods to live upon comfortably, it may well be imagined how bitter were his days as ex-President. He rarely, if ever, participated in public affairs or politics, and felt most keenly these days of retirement contrasted with the exciting days of his public career. This was somewhat changed toward the last, however, when his old-time relations with Thomas Jefferson were re-established in 1812—not until, indeed, Jefferson, in his noble manner, made the first advances. John Adams lived to be 90 years of age, but the old man's paternal pride was at last gratified by the election of his son, John Quincy Adams, as the sixth President of the United States.

Adams died on the Fourth of July, 1826, and on the morning of that day—he knew he could not survive—when asked if he knew what day it was, he replied that it was "Independence Day. Blessed Independence Day. Jefferson Day—and Jefferson still lives." But it so happened that Jefferson had expired about two hours before.

To Thomas Jefferson retirement to private life at the age of 66, on his estate, "Monticello," was much more pleasing than was the power that was his during the eight years he was President. In a letter written by him to a friend shortly before he turned over the executive office to his friend, James Madison, he said: "In a few days I retire to my family, my books and farms." He loved his home life, and that life was a model for quiet and dignity. His popularity, however, was so great that the many visitors always at "Monticello," which included the most noted in the land, caused him no little amount of financial embarrassment and worry during the last years of his life, and when he died his entire estate had to be sold to satisfy his debts. When it was learned that his daughter—his only child—had been left penniless, the Legislature of Louisiana and South Carolina, each, voted her the sum of \$10,000.

Jefferson expired on the Fourth of July, 1826, at the age of 83 years, which was the 50th anniversary of the Declaration of Independence.

James Madison, like all of the earlier Presidents, was glad to relinquish the reins of government to his successor, that he might pass the remainder of his days in rest and quiet on his beautiful plantation, "Montpelier." As his plantation was only about a day's journey from that of Jefferson's, they considered themselves neighbors and were warm personal friends. He spent the remain-

ing nineteen years of his life there in quiet retirement and died on his estate at the age of 84, on June 28, 1836.

Upon returning to private life in his 68th year, after his eventful eight years as the Chief Executive, during which occurred the Missouri Compromise and his famous message to Congress, better known as the "Monroe Doctrine," James Monroe devoted the six remaining years of his life to his wife, who was in such feeble health that she very rarely appeared in public. They lived at their home, "Oak Hill," in Virginia, until 1830, when they removed to New York to take up their residence with their son-in-law, and it was here Mr. Monroe died in his 73d year on the Fourth of July, 1831, the 55th anniversary of the Declaration of Independence.

John Quincy Adams, who was the fourth successor to his father, John Adams, retired March 4, 1829, after one term as President, to his home in Quincy, with the express purpose and desire of continuing his studies of the law, but within a year he was elected to Congress and served as one of the leading members of the House of Representatives until his death from a stroke of apoplexy which attacked him while occupying his seat on the floor of the House. He was removed to the room of the Speaker adjoining the House Chamber, where he died a few hours later, on February 23, 1848, at the age of 80 years.

After the expiration of his term of eight years as President, General Andrew Jackson resigned to his staunch friend and supporter, Martin Van Buren, and retired to his plantation, "The Hermitage." He never fully recovered from the shock of his wife's death, just before he was inaugurated, and upon his retiring to private life at the age of 70 he became an ardent worker in the church, living thus until he died in his 77th year on June 8, 1845, and was buried by the side of his wife on his beautiful plantation.

After one term, Martin Van Buren was 58 years of age. He returned to his estate, "Lindenwald," at Kinderhook, N. Y., but continued to exert a powerful influence upon the politics of the country. His friends endeavored to nominate him again for the Presidency in 1844, but he was defeated by James K. Polk. He was, however, nominated by his party in 1848, but defeated for election by General Taylor. He spent the remainder of his life in leisure and refinement, dying at his home in his 80th year on July 24, 1862.

General William Henry Harrison died just one month after taking the oath, at the age of 68, and the duties of the office devolved upon Vice-President John Tyler. After a very unsuccessful administration, to the regret of none and without doubt to his own great relief, he retired from public life and took no part in politics for sixteen years. He was forgotten completely by the political world and might have spent the rest of his days in quiet oblivion and died in peace were it not for the troublous times leading up to the Civil War. He re-entered the political arena early in 1861 as President of the

convention which met at Washington with a view to making arrangements for the prevention of war between the North and the South. No agreement could be reached, and, siding with the South, Tyler returned to his home in Virginia and was elected a member of the Confederate Congress, in which he served at Richmond until his death, January 17, 1862, at the age of 72.

It is a much-to-be-regretted fact, but nevertheless true, that ex-President Tyler died while in defense of a flag of rebellion against the Stars and Stripes, the emblem which he had so often sworn to defend and protect.

James K. Polk, at the age of 54 years, rode to the capitol in the same carriage with General Taylor, who succeeded him to the Presidency and, after viewing the inaugural ceremonies, started with Mrs. Polk on their journey to his home in Tennessee. The esteem in which he was held was evidenced by the demonstrations by the people all along his route. While going up the Mississippi, by boat, Mr. Polk showed symptoms of cholera, which was then prevalent in that section of the country, and after arriving at his home near Nashville, he sank lower and lower and expired June 15, 1849.

General Zachary Taylor died in Washington July 9, 1850, in his 66th year, only sixteen months after his inauguration.

Millard Fillmore, who succeeded to the Presidency upon the death of General Taylor, at the expiration of his term, was only 53 years old and resumed his practice of law in Buffalo, N. Y. He continued his interest in politics and was nominated for President in 1856, but was defeated by Mr. Buchanan. After this he lived in retirement, taking no part in politics whatever, and was soon forgotten by both parties. He died in Buffalo March 8, 1874, being 74 years of age.

Franklin Pierce, at the age of 53, retired after the most stormy administration the country had experienced up to that time. He was dropped by both parties and retired to his home in Concord, New Hampshire. His wife and three children all being dead, he devoted the remainder of his days in aiding as much as his means would permit in alleviating the suffering and need of his townspeople. Thus he spent the remainder of his life, dying October 8, 1869, at the age of 65 years.

On March 4, 1861, the long-looked-for deliverance came when James Buchanan relinquished the Presidency to Abraham Lincoln, after four years of such storm and strife as the country had never before known. After remaining in Washington long enough to witness the inauguration of his successor, Buchanan then retired to his farm at "Wheatland," in Pennsylvania, and remained there until his death at the age of 77, June 1, 1868. Such had been his administration that not even his closest personal friends could regret his political demise. It is the general opinion to-day that not once during the whole Civil War did Mr. Buchanan express a wish that the Union, the Presidency of which he had just re-

linquished, might be preserved and that this is almost as much a stain in the country's history as is the record of John Tyler. However, this is wholly incorrect, for, in a letter to his friend, Mr. Dix, dated April 19, 1861, shortly after the fall of Fort Sumter, Mr. Buchanan wrote: "The present administration had no alternative but to accept the war initiated by South Carolina or the Southern Confederacy. The North will sustain the administration almost to a man; and it ought to be sustained at all hazards." Thus it will be seen that Mr. Buchanan's sympathies were heartily in favor of the North—of the Union.

Amid the mourning and universal grief and sorrow caused by the assassination of Abraham Lincoln, it devolved upon Andrew Johnson to take the oath of office as President. After the impeachment proceedings against President Johnson, he was regarded but very little the remainder of his term, and upon his retirement he returned to his home in Greenville, Tennessee. He took no active part in politics until in January, 1875, when, on the 26th of that month, he was elected to the United States Senate and was a member of that body when he died July 31, 1875, at the age of 67.

At the end of his two terms as President, General Grant was only in his 55th year. After his term expired he devoted two years in a tour around the world. In 1880 his friends failed in their endeavors to again nominate him for the Presidency. In 1883 General Grant removed to New York and became a silent partner in the banking firm of Grant & Ward (his son, Frederick D., being a member of the firm). In addition to his entire fortune, General Grant was induced by Ward to borrow \$100,000 to be invested in the business, but it transpired that the explicit confidence this great man had imposed in Ward had been misplaced and most of the money was spent in wild speculation by Ward, of which both the General and his son were kept in ignorance, which left General Grant and his family bankrupts.

If it had not been for this misfortune the country might have been cheated out of the wealth it has in Grant's "Personal Memoirs." It was at this time when a publishing company induced him to write his memoirs, which he did while suffering from a cancer on his tongue and which he completed only a few days before his death. Mrs. Grant received royalty for these memoirs amounting to nearly a half million dollars. The General died at Mt. McGregor, N. Y., July 23, 1885, and his remains now rest in Grant's Tomb, Riverside Park, New York, having been transferred thereto April 29, 1897, upon the completion of that magnificent monument.

Rutherford B. Hayes, at the age of 50, and after a very successful administration, considering the fact that he was declared elected President by one vote over Samuel J. Tilden, the Democratic nominee, retired to his home, "Spiegel Grove," in Ohio, and devoted his time to the education of his children, the different Grand Army organizations and the Nation-

Hardware Price Current

AMMUNITION.				
Caps.				
G. D., full count, per m.	40			
Hicks' Waterproof, per m.	50			
Musket, per m.	75			
Ely's Waterproof, per m.	60			
Cartridges.				
No. 22 short, per m.	2 50			
No. 22 long, per m.	3 00			
No. 32 short, per m.	5 00			
No. 32 long, per m.	5 75			
Primers.				
No. 2 U. M. C., boxes 250, per m.	1 60			
No. 2 Winchester, boxes 250, per m.	1 60			
Gun Wads.				
Black Edge, Nos. 11 & 12 U. M. C.	60			
Black Edge, Nos. 9 & 10, per m.	70			
Black Edge, No. 7, per m.	80			
Loaded Shells.				
New Rival—For Shotguns.				
No.	Drs. of Powder	oz. of Shot	Size	Gauge
120	4	1 1/2	10	10
129	4	1 1/2	9	10
128	4	1 1/2	8	10
126	4	1 1/2	6	10
135	4 1/2	1 1/2	5	10
154	4 1/2	1 1/2	4	10
200	3	1	10	12
208	3	1	8	12
226	3 1/2	1 1/2	5	12
265	3 1/2	1 1/2	5	12
264	3 1/2	1 1/2	4	12
Discount, one-third and five per cent.				
Paper Shells—Not Loaded.				
No. 10, pasteboard boxes 100, per 100.	72			
No. 12, pasteboard boxes 100, per 100.	64			
Gunpowder.				
Kegs, 25 lbs., per keg	4 90			
1/2 Kegs, 12 1/2 lbs., per 1/2 keg	2 90			
1/4 Kegs, 6 1/4 lbs., per 1/4 keg	1 60			
Shot				
In sacks containing 25 lbs.				
Drop, all sizes smaller than B.	2 10			
AUGERS AND BITS				
Snell's	60			
Jennings' genuine	25			
Jennings' imitation	50			
AXES				
First Quality, S. B. Bronze	6 00			
First Quality, D. B. Bronze	9 00			
First Quality, S. B. Steel	7 00			
First Quality, D. B. Steel	10 50			
BARROWS				
Railroad	16 00			
Garden	33 00			
BOLTS				
Stove	80			
Carriage, new list	70			
Plow	50			
BUCKETS				
Well, plain	4 50			
BUTTS, CAST				
Cast Loose, Pin, figured	70			
Wrought, narrow	75			
CHAIN				
Common	7 1/2	1/4 in. 5-16 in. 3/4 in. 1 in.	5 3-10c	
BB.	8 1/2	1/4 in. 5-16 in. 3/4 in. 1 in.	7 c. 6 1/2	
BBB.	9 c.	1/4 in. 5-16 in. 3/4 in. 1 in.	7 1/2 c. 7 c.	
CROWBARS				
Cast Steel, per lb.	5			
CHISELS				
Socket Firmer	65			
Socket Framing	65			
Socket Corner	65			
Socket Slicks	65			
ELBOWS				
Com. 4 piece, 6 in., per doz.	net 65			
Corrugated, per doz.	1 00			
Adjustable	dis. 40 & 10			
EXPANSIVE BITS				
Clark's small, \$18; large, \$26	40			
Ives' 1, \$18; 2, \$24; 3, \$30	25			
FILES—NEW LIST				
New American	70 & 10			
Nicholson's	70			
Heller's Horse Rasps	70			
GALVANIZED				
Nos. 16 to 20; 22 and 24; 25 and 26; 27, 28				
List 12 13 14 15 16 17				
Discount, 70.				
GAUGES				
Stanley Rule and Level Co.'s	60 & 10			
GLASS				
Single Strength, by box	dis. 90			
Double Strength, by box	dis. 90			
By the light	dis. 90			
HAMMERS				
Maydole & Co.'s new list	dis. 33 1/2			
Yerkes & Plumb's	dis. 40 & 10			
Mason's Solid Cast Steel	30c list 70			
HINGES				
Gate, Clark's 1, 2, 3	dis. 60 & 10			
Pots	50			
Kettles	50			
Spiders	50			
HOLLOW WARE				
HORSE NAILS				
Au Sable	dis. 40 & 10			
HOUSE FURNISHING GOODS				
Stamped Tinware, new list	70			
Japanese Tinware	50 & 10			

IRON	
Bar Iron	2 25 rate
Light Band	3 00 rate
KNOBS—NEW LIST	
Door, mineral, Jap. trimmings	75
Door, Porcelain, Jap. trimmings	85
LEVELS	
Stanley Rule and Level Co.'s	dis. 50
METALS—ZINC	
600 pound casks	9 1/2
Per pound	10
MISCELLANEOUS	
Bird Cages	40
Pumps, Cistern	75
Screws, New List	85
Castors, Bed and Plate	50 & 10 & 10
Dampers, American	50
MOLASSES GATES	
Stebbins' Pattern	60 & 10
Enterprise, self-measuring	30
PANS	
Fry, Acme	60 & 10 & 10
Common, polished	70 & 10
PATENT PLANISHED IRON	
"A" Wood's pat. plan'd, No. 24-27	10 80
"B" Wood's pat. plan'd, No. 25-27	9 80
Broken packages 1/2 c per lb. extra.	
PLANES	
Ohio Tool Co.'s fancy	40
Sciota Bench	50
Sandusky Tool Co.'s fancy	40
Bench, first quality	45
NAILS	
Advance over base, on both Steel & Wire	
Steel nails, base	3 00
Wire nails, base	2 35
20 to 60 advance	Base
10 to 16 advance	5
8 advance	20
6 advance	30
4 advance	45
2 advance	70
Fine 3 advance	50
Casing 10 advance	15
Casing 8 advance	25
Casing 6 advance	35
Finish 10 advance	25
Finish 8 advance	35
Finish 6 advance	45
Barrell 1/2 advance	85
RIVETS	
Iron and tinned	50
Copper Rivets and Burs	30
ROOFING PLATES	
14x20 IC, Charcoal, Dean	7 50
14x20 IX, Charcoal, Dean	9 00
20x28 IC, Charcoal, Dean	15 00
14x20 IC, Charcoal, Allaway Grade	7 50
14x20 IX, Charcoal, Allaway Grade	9 00
20x28 IC, Charcoal, Allaway Grade	15 00
20x28 IX, Charcoal, Allaway Grade	18 00
ROPES	
Sisal, 1/2 inch and larger	9 1/2
SAND PAPER	
List acct. 19, '36	dis. 50
SASH WEIGHTS	
Solid Eyes, per ton	30 00
SHEET IRON	
Nos. 10 to 14	3 60
Nos. 15 to 17	3 70
Nos. 18 to 21	3 90
Nos. 22 to 24	3 00
Nos. 25 to 26	4 00
No. 27	4 10
All sheets No. 18 and lighter, over 30 inches wide, not less than 2-10 extra.	
SHOVELS AND SPADES	
First Grade, Doz.	6 50
Second Grade, Doz.	5 75
SOLDER	
1/4 @ 1/2	30
The prices of the many other qualities of solder in the market indicated by private brands vary according to composition.	
SQUARES	
Steel and Iron	60-10-5
TIN—MELYN GRADE	
10x14 IC, Charcoal	10 50
14x20 IC, Charcoal	10 50
10x14 IX, Charcoal	12 00
Each additional X on this grade	1 25
TIN—ALLAWAY GRADE	
10x14 IC, Charcoal	9 00
14x20 IC, Charcoal	9 00
10x14 IX, Charcoal	10 50
14x20 IX, Charcoal	10 50
Each additional X on this grade	1 50
BOILER SIZE TIN PLATE	
14x56 IX., for Nos. 8 & 9 boilers, per lb.	13
TRAPS	
Steel, Game	75
Oneida Community, Newhouse's	40 & 10
Oneida Com'y, Hawley & Norton's	65
Mouse, choker, per doz. holes	12 1/2
Mouse, delusion, per doz.	1 25
WIRE	
Bright Market	60
Annealed Market	60
Coppered Market	50 & 10
Tinned Market	50 & 10
Coppered Spring Steel	40
Barbed Fence, Galvanized	2 85
Barbed Fence, Painted	2 55
WIRE GOODS	
Bright	80-10
Screw Eyes	80-10
Hooks	80-10
Gate Hooks and Eyes	80-10
WRENCHES	
Baxter's Adjustable, Nickeled	80
Coe's Genuine	40
Coe's Patent Agricultural, Wrought	70-10

Crockery and Glassware

STONEWARE

No charge for packing.

Butters

½ gal. per doz.	52
1 to 6 gal. per doz.	6½
8 gal. each	60
10 gal. each	75
12 gal. each	90
15 gal. meat tubs, each	1 28
20 gal. meat tubs, each	1 70
gal. meat tubs, each	2 38
30 gal. meat tubs, each	2 85

Churns

2 to 6 gal. per gal.	7½
Churn Dashers, per doz.	84

Milkpans

½ gal. flat or round bottom, per doz.	52
1 gal. flat or round bottom each..	6½

Fine Glazed Milkpans

½ gal. flat or round bottom, per doz.	60
1 gal. flat or round bottom, each..	7

Stewpans

½ gal. fireproof, ball, per doz.	85
1 gal. fireproof, ball per doz.	1 16

Jugs

½ gal. per doz.	68
¼ gal. per doz.	51
1 to 5 gal., per gal.	8½

SEALING WAX

Pontius, each stick in carton.	Per doz. 40
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LAMP BURNERS

No. 0 Sun	38
No. 1 Sun	40
No. 2 Sun	50
No. 3 Sun	37
Tubular	50
Nutmeg	50

MASON FRUIT JARS

With Porcelain Lined Caps

Pints	Per gross 4 45
Quarts	5 80
½ gallon	6 70
Caps.	3 35

Fruit Jars packed 1 dozen in box.

LAMP CHIMNEYS—Seconds.

Per box of 6 doz.

Anchor Carten Chimneys

Each chimney in corrugated tube

No. 0, Crimp top	1 70
No. 1, Crimp top	1 85
No. 2, Crimp top	2 85

Fine Flint Glass in Cartons

No. 0, Crimp top	3 00
No. 1, Crimp top	3 25
No. 2, Crimp top	4 10

Lead Flint Glass in Cartons

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

Pearl Top in Cartons

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

Rochester in Cartons

No. 2 Fine Flint, 10 in. (85c doz.)	4 60
No. 2 Fine Flint, 12 in. (\$1.35 doz.)	7 60
No. 2 Lead Flint, 10 in. (95c doz.)	8 50
No. 2 Lead Flint, 12 in. (\$1.65 doz.)	8 75

Electric in Cartons

No. 2, Lime (75c doz.)	4 20
No. 2, Fine Flint, (85c doz.)	4 60
No. 2, Lead Flint, (95c doz.)	5 50

LaBastie

No. 1, Sun Plain Top, (\$1 doz.)	5 70
No. 2, Sun Plain Top, (\$1.25 doz.)	6 90

OIL CANS

1 gal. tin cans with spout, per doz.	1 20
1 gal. galv. iron with spout, per doz.	1 60
2 gal. galv. iron with spout, per doz.	2 50
3 gal. galv. iron with spout, per doz.	3 50
5 gal. galv. iron with spout, per doz.	4 50
3 gal. galv. iron with faucet, pe rdoz.	4 50
5 gal. galv. iron with faucet, per doz.	5 25
5 gal. Tilting cans	7 00
5 gal. galv. iron Nacefas	9 00

LANTERNS

No. 0 Tubular, side lift	4 50
No. 2 B Tubular	6 75
No. 15 Tubular, dash	6 75
No. 2 Cold Blast Lantern	7 75
No. 12 Tubular, side lamp	12 00
No. 3 Street lamp, each	5 50

LANTERN GLOBES

No. 0 Tub., cases 1 doz. each	55
No. 0 Tub., cases 2 doz. each	55
No. 0 Tub., bbls. 5 doz. each, per bbl.	2 25
No. 0 Tub., Bull's eye, cases 1 dz. e. 1 25	

BEST WHITE COTTON WICKS

Roll contains 32 yards in one place.

No. 0, ¾ in. wide, per gross or roll.	28
No. 1, ½ in. wide, per gross or roll.	38
No. 2, 1 in. wide, per gross or roll.	60
No. 3, 1½ in. wide, per gross or roll.	90

Coupon Books

50 books, any denomination	1 50
100 books, any denomination	3 50
500 books, any denomination	11 50
1000 books, any denomination	30 00

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

Coupon Pass Books

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

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

CREDIT CHECKS

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

al Prison Association, of which latter he was President. From this it will be seen that time did not lie idle on his hands, and besides he was a trustee of several of the universities and charitable institutions throughout the country. The degree of LL. D. was conferred upon him by Yale, Harvard and Johns Hopkins Universities and Kenyon College, he having graduated from the latter in 1842. Thus did General Hayes live still, in his several capacities, a servant of the people until his death January 17, 1893, in his 71st year.

Again one of our Presidents—James A. Garfield—was shot by an assassin on July 2, 1881, and upon his death at Long Branch, September 19 of that year, when only 50 years of age and only six months after his inauguration, Vice-President Chester A. Arthur succeeded to the Presidency.

Although he had the authority, under the constitution, to take hold of the reins of government as acting President the two and a half months during which President Garfield lingered, his refusal to do so or to commit any act that might irritate the suffering President won him the love and respect of the American people, which he still held at the expiration of office. He returned to his home in New York with every hope of receiving more honors in public life, or perhaps with the intention of making a tour around the world, as General Grant had done, but he suddenly died of apoplexy the following year, November 18, 1886, at the age of 56 years.

Grover Cleveland, at the expiration of his first term, March 4, 1889, was a comparatively young man, being only 52 years of age. He resumed the practice of law in New York and continued to exercise great influence in the Democratic party during the whole of General Harrison's administration.

Benjamin Harrison retired from the Presidency while still in the 60th year of his life. After his defeat by Cleveland for re-election, he took no further active interest in politics, but resumed the practice of law in his home in Indiana and was considered one of the most able lawyers in the State. He thus spent the remaining eight years of his life in quiet dignity. He died March 13th, 1901.

Grover Cleveland is the only ex-President living to-day and although he was at many times at variance with his party, he has the distinction of being the only man in the political history of the country who was the Presidential nominee of his party for three successive times. At the expiration of his second term he took up his residence at Princeton, New Jersey, and has devoted a large part of his time since in literary work. Mr. Cleveland has just celebrated the 70th anniversary of his birth.

Again and for the third time in the history of the country was our President killed by the bullet of an assassin. William McKinley, beloved by all the world, was shot at the Buffalo Exposition on the 5th of September, 1901, and died on the 14th of that month at the beginning of his second term.

Vice-President Theodore Roosevelt

took the oath of office as President, as prescribed by the constitution, on the day of the death of Mr. McKinley, and on the 4th of March, 1909, will have held the office of Chief Executive for seven and a half years and, at the of almost two terms, he will be but in his 51st year.

And the question now remains not what should, but what will Theodore Roosevelt do at the expiration of his present term as President of the United States? No matter what amount of speculation the people of the country indulge in, the correct answer can be given by but one man.

Edward S. Glavis.

Improvement in the Make of Creamery Butter.

I have been invited to look at a good deal of creamery butter during the past week, and I notice a decided improvement in the quality of many marks. Inspector Barrett also confirms this statement, adding that some shipments have improved from three to five points since he looked at them two weeks ago. It is now easy enough to get butter that scores 93 points, which is the minimum for extras, and some of the favorite whole milk creameries are showing a score of 94 to 95 points. Unfortunately there are a lot of goods that still fall below extras, anywhere from 91 points down to 86 points, and as I look over these parcels I try to imagine the difficulties under which so many of the buttermakers are laboring. At the same time there are numerous cases where the workmanship might be a great deal better.

It seems to me that this is a good time to say a few words on the question of quality. Within the next week or two operators will be storing butter to a more or less extent, and if present indications are realized the surplus summer product will go into the freezers at considerably higher prices than for several years past. Granting that such will be the case it is morally certain that buyers will draw the lines closer on quality. If they must pay extreme prices they will insist on getting goods that will compete well with the fresh make next fall and winter. In a long series of years there have been a few times when the secondary grades have come out of storage and found ready sale at very satisfactory prices, but as a rule it is the highest class stock that has best sale, and when the poor markets come only the finest goods stand anything like a chance of getting out even.

I have talked with a number of operators recently and this feeling that really fancy butter will stand in a class almost by itself is growing daily. It is now generally known that the proportion of strictly whole milk creameries has become comparatively small, and the distributors who have the finest trade are making a strong drive for these, bidding big premiums over current quotations. This is because better quality is promised from these than from the regular centralized factories. Some of the latter by using greater care in receiving and handling cream are turning out a pretty creditable arti-

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

Fresh Dairy Butter We Want It

Either your ordinary fresh packing stock or table selections.

Any quantity and highest price.

The Old Reliable Dudley Butter Company

E. F. Dudley, Gen. Manager

159 Jefferson Ave., Detroit

209 N. Tilden St., Saginaw

ALL KINDS OF CHEESE

At Prices That Sell the Goods

Write or Phone

C. D. CRITTENDEN CO.

41-43 S. Market St.

Grand Rapids, Mich.

Ship Your Eggs to Egg Specialists

We handle nothing but eggs; we study nothing but eggs; we think of nothing but eggs; we give our whole time to eggs. That's why our service is so good—why it is better than you can get elsewhere. THEN WHY NOT SHIP TO US?

Stencils and cards furnished on application.

L. O. SNEDECOR & SON, Egg Receivers, 36 Harrison St., New York

Established 1865. We honor sight drafts after exchange of references.

SEEDS

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.

cle and naturally compete more strongly for the high price custom, but the great bulk of stock that is made from the hand separated cream still comes in the classifications of second to firsts. I am fully convinced, however, that almost the entire product can be raised to a higher level by more careful work all along the line, and everybody should be working in that direction.

I repeat what I said before, that quality will be a greater factor than ever before, and the creamery that keeps its product up to the point of greatest attraction will be well paid for it.

Mr. Creameryman or Buttermaker, wake up to the opportunities that lie before you. Clean up everything about your plant, keep it scrupulously clean all the time, and use every possible means at your command to have the milk and cream delivered in good shape, and then bring to play upon this raw material the most skillful treatment. Be satisfied with no grading below an extra, and work the score upward just as far as you can. There will be dollars in it this year.—N. Y. Produce Review.

New Company To Make Printing Presses.

Jackson, June 18—A company capitalized at \$200,000 has been organized to manufacture the new Cox press, a flat-bed perfecting newspaper press of high speed, the invention of Paul F. Cox, formerly of Battle Creek. The new press combines all the essential qualities of the Cox Duplex press, manufactured at Battle Creek, with many important improvements.

About 100 prominent Jackson citizens subscribed to the stock, which will insure what is believed to be an important industry for this city. The company proposes to manufacture a press of a speed of approximately 6,000 an hour, printing from type from a continuous roll, without stereotyping, and another of half this capacity, and a lower price, especially designed for dailies of smaller circulation.

A meeting of the stockholders will be held within a few days, when the organization of the company will be perfected. It is planned to begin the manufacture of a press as soon as possible. Paul F. Cox and Joseph Cox are connected with the new enterprise.

Like Severing Family Ties.

Carleton, June 18—John Ziegler, of Waltz, one of the old general merchants of Wayne county, who has been connected with the firm of Waltz & Ziegler since 1892, has retired from business. Mr. Ziegler became associated with Mr. Waltz in 1892. He took the management of the business and tried to make a home market for all kinds of produce, and after so many years of service to his patrons, Mr. Ziegler says retirement from business is like breaking family ties, so close in touch was he with neighbors and customers. Mr. Ziegler is at present Oil Inspector for the First District.

Virtue for profit will become vice for more profit.

Your appreciation may be another's inspiration.

How To Draw Poultry.

When birds are to be drawn the operation should be performed immediately after the pin-feathering is finished or after they have become slightly cooled, as it is more difficult after they are thoroughly chilled. A sharp knife is essential, although some dressers prefer to make the necessary incision with curved scissors similar to those used by surgeons. Drawn fowls usually have the head removed also, and this should be done first. Sever the neck close to the head, taking care not to cut the windpipe and gullet, which can be more easily pulled out if left attached to the head. Draw the neck skin back and remove a short section of the bone, thoroughly washing out any blood that may collect. Finally draw the skin forward, and tie firmly. Remove the intestines through a small opening, as a large aperture is unsightly as well as unnecessary. Cut carefully through the walls of abdomen, making the incision entirely around the vent, then hook the first finger into the loops of the intestines and thus pull them out. Usually the heart, liver, lungs and gizzard are left attached in their natural position, as ordinarily the removal of the intestines is considered sufficient. After this has been accomplished the cavity should be thoroughly washed to remove all blood and other secretions. A select private trade often demands that poultry be even more carefully prepared, in which case the giblets should be removed and cleaned. Cut the gall sack from the liver, the blood vessels from the heart and remove the contents of the gizzard. Cut off the shanks after first removing the strong sinews which run up through the leg to injure the quality of the "drum stick." To take out these sinews run a knife blade down the back of the shank, between it and the sinews. Remove the skin above the sinews, and pull the latter out singly by means of a strong fork or skewer. A still easier way is to have a strong hook fastened to the wall at the proper height. Place the point of the hook under each sinew, which can then be easily drawn out. The bird is now ready for tying up. Replace the giblets in the body cavity, draw the end of the drum sticks down to the "pope's nose," and there tie firmly. Finally fold the wings behind the back. Birds so tied are usually attractive, always appearing plump and chunky, due to the absence of sprawling legs and wings. Broilers may be attractively prepared for private trade as follows: Pluck carefully and remove the legs and sinews as above. With a heavy sharp knife make a cut each side and the entire length of the backbone, severing the ribs. Let these incisions meet in front of the neck and below the vent. This permits the removal of the head, neck, backbone and entire intestinal tract, and the bird opens out flat in convenient form to be placed upon the broiler. The giblets should be cleaned and should accompany the remainder of the carcass.—Butchers' Advocate.

Butter and Eggs

and count. Mark your shipment for

STROUP & CARMER, Grand Rapids, Mich.

Get our prices. Empties and check returned promptly. Full weights

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.

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 12c; Dressed 14c; Veal 8½c; Eggs 14½c; Butter 17½c. "SHIP US."

Prompt Returns

BRADFORD & CO., 7 N. Ionia St., Grand Rapids, Mich.
(The New Commission House)

Butter

We would like all the fresh, sweet dairy butter of medium quality you have to send.

American Farm Products Co.
Owosso, Mich.

Printing for Produce Dealers



Sell the Dealer and Help Him Sell.

Both the house and the salesman want the dealer to succeed. There is no money for the house in a customer who is constantly on the ragged edge. The salesman who sells the successful dealer has more respect for himself and his business. What is more practical, he makes better sales, and better sales mean better salary or commissions.

Petty annoyances mean death to profits. Kicks on the line, claims for shortage, negligence in paying bills, cancelled orders, deliberate waste of the traveling salesman's time—all these annoyances do not come up in selling to the successful dealer.

The aim and end of selling is not to unload the goods upon the dealer, but to get him to resell at a profit the goods sold him.

A good part of the salesman's campaign is that of education. He has to educate all his trade in order to sell them. He has to educate a part of his trade in order to keep them in business.

Now, what stand does the trade take on these educative processes? Every possible attitude, from resentment to solicitation.

The small-bore constantly has on hand his stock phrase, with which he meets the least tinge of suggestion: "You can't tell me how to run my business."

The broad-gauge dealer often opens the salesman's interview with, "Glad to see you, I want you to post me on some selling methods for what's left of my last order, so I can put in a larger line." And salesman and dealer are soon head over ears in a discussion of best method to move the line.

In general if the average dealer could be brought to a realization as to what a mine of information the salesman has at his command, every traveler would be importuned for new selling points and methods.

A traveling salesman's experience is as broad as possible. He sees thousands of retail stores, their arrangement of stock, their displays and their specific selling schemes. He is often a graduate retail salesman himself. At any rate he has observed the good and bad points of retailers over a large territory.

Many a dealer who would not think of making a legal move without consulting his lawyer goes into some selling scheme on which is risked thousands of dollars, without a thought of employing expert sales counsel. He attempts an expensive selling campaign, perhaps, that has been tried out by dealers similarly situated and is bound to fail. The salesman could tell him why. He has seen that same sales plan fail too many times not to have analyzed the incoherent weakness of its organization and difficulty in its detail. The salesman stands in the position of being able to give expert business counsel—counsel from knowledge derived

first hand from successful business men. Such counsel to the dealer usually falls under one of three heads:

1. Buying the line.
2. Selling the goods.
3. Finances.

Come to think of it, this is almost the entire scope of retailing. With the exception of keeping records—of which few salesmen would have any knowledge, or would care to mix in—these three heads take in all the problems which perplex the dealer.

The time is past when the salesman was wont to load up the retailer with a larger line of goods than would sell profitably. In buying few retail merchants pretend to know it all, but are coming to depend upon the good judgment of the salesman. This is as it should be. The dealer has a large number of lines to carry. The salesman has one line, which he makes a study. Every new feature, every new process of manufacture, every probable change in demand, the salesman must know—or get off the road to make way for the man who does. So it is that in buying the line the dealer—guarding himself to some extent, it may be, from being "overloaded"—has but to utilize the knowledge which the salesman has and is glad to give.

But it is on the selling end that the salesman can render the greatest service to the retailer. Selling goods is the salesman's business. He knows what every man in his territory is doing with his line—what kinks are being used to make the goods move at a profitable figure. This knowledge he shares without stint with the retailer to the latter's great benefit. When competition invades, when sales are generally slow, when the dealer seems to be "stuck" on a consignment—the traveling salesman is there with advice, sales arguments and a batch of selling schemes and pointers, to be used in advertising special sales.

It is a regrettable fact that the average country retailer often does not push his selling plans any further than he thinks necessary to keep up with competitors. He is especially weak when it comes to creating business. He fears competition and fights it—uses defensive measures. But he does not plan to create business—use expansive measures. Instead of planning his business and bringing it up to a certain mark, he lets the business push him. It is well within the province of the salesman to do a considerable part in getting the dealer to realize the possibilities that he in "creating trade." Human needs are all the time growing, as shown by the continued purchase of cameras and phonographs, top buggies and automobiles, and a great part of these needs are satisfied through the dealer. The creation of this business—in which the dealer shares the benefit—logically lies with the dealer because he is nearest to and in closest touch with the demand. Once he is made to grasp this simple fact—and who other than the salesman shall be the educator?—the salesman has earned his salary as a missionary as well as an exponent of trade.

Financing a retail business is not a large proposition, in a comparative

sense, but it makes up in burden and detail what it lacks in size. A retailer who "opens up" to the traveling man, telling him when he has a little extra cash in the bank that he would like to turn over, and when he is short because of slow collections or dull business, is doing a wise act. Not only will such a dealer never have his trust betrayed, but he will often be able to put in a line which may be picked up at a bargain.

In financing his proposition the dealer is not confined alone to credits in the good he can gain from the traveler. Many dealers owe their real start in business to the inspiration of some versatile traveler who induced them to try a new location or make some other radical move which proved to be the thing long needed—an instance of the salesman furnishing the courage.—R. E. Noble in Salesmanship.

Devices To Save Time and Labor.

The season finds on the market many new mechanical devices of convenience to owners and drivers of cars. Most of these have been designed for the purpose of saving time and labor, both on the road and in the garage. Many of them are striking examples of ingenuity.

To puncture a tire on the road is, sooner or later, the lot of every driver of a car. The most difficult part of putting in a new tube is rolling the shoe off and on the rim. A new tire tool has been designed which makes this much-dreaded operation mere child's play. The tool is provided with a clamp to force the tire from the rim and to lift the shoe for the insertion of lugs. Once the tool is placed in position, the simple turning of a handle rolls the shoe on and off.

All operators of multiple motors know that it is absolutely essential that the compression be uniform in all its cylinders. The old method of determining whether valves required grinding, piston rings were stuck or cylinders were carbonized was to take the engine apart. A new compressor has been invented which will do all this work in a few minutes without taking the motor to pieces. The instrument screws into the cylinder in place of the spark plug. The motor is then turned over and the exact pressure in the cylinder is registered on the dial.

A new instrument has also been placed on the market for timing the igniting or firing point of a motor with absolute accuracy. The value of this timing rod is apparent to all who are familiar with gasoline engines.

For automobilists on the road there is a new cement which promises to be a great boon. It is a chemical iron compound, which will withstand fire, water, gasoline, steam and oil. When hard it becomes a metallic iron that expands and contracts the same as iron. With this preparation motorists can repair on the road in twenty minutes cracked water jackets, leaky radiators, leaky exhaust pipes or mufflers, pipe connections and loose nuts. Hot and cold pipes alike can be permanently repaired.

A practical electric vulcanizer for owners, garage and general repairing is also one of the season's offerings. For mending inner tubes, outer casings and kindred work this vulcanizer is designed. It can be attached to any electric light socket and carried to any required place. By means of this vulcanizer shoes can be kept in perfect shape for an indefinite period, as whenever a cut or crack appears the injured spot can be filled with liquid rubber and the shoe is as good as new. It is said that work equal to the best of vulcanizing plants can be done with this simple outfit.

John Lurie.

An Unkind Cut.

Seedy Gentleman (to butcher)—You say you have cuts to suit all purses. What description of a cut have you for an empty purse?

Butcher (running him out)—The cold shoulder, to be sure.

Congratulations

A man's first congratulation is on our friendly reception. He congratulates himself a second time when he enters his room, and a third time after his first meal.

**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.

Peace Declared Between Buchanan and Chapin.

Buchanan, June 18—Buchanan citizens are deriving great satisfaction over the settlement that has been formally effected of the long standing litigation with Chas. A. Chapin, the multi-millionaire iron magnate and developer of power rights on the St. Joseph River. An agreement has been entered into whereby Mr. Chapin withdraws all suits against the village and pays all costs, surrenders his judgment against the village for \$6,000 and gives the village \$8,000 in cash besides; also gives them a rate power to operate their water works that will save the village \$500 every year.

In return, Buchanan releases all rights and benefits accruing to the township or village, by ownership in any shape or form, compromises Chapin's village assessment and gives Chapin an extension of the lighting contract for ten years. Mr. Chapin agrees to do all in his power to promote the industrial conditions of the village.

The Rich Manufacturing Co., an iron works, is to be given \$6,000 for a new factory building and will pay interest on the same until the sum of twenty times \$6,000 is paid out in wages, or \$120,000, when the building is to become their own. This will be done by private subscription.

The peace thus proclaimed follows a decade of practical war between the village and Mr. Chapin, in which the points in the dispute were the alleged over taxation of the big power property and a contention on the part of the village that Mr. Chapin had no legal right to transmit power away from the village.

Some fifteen years ago the idea of building a dam at this place was conceived by some of the present and most prominent and energetic citizens.

The idea grew until the voters decided to bond the city to the amount of \$50,000 for the purpose of building the proposed dam. The village, however, was prevented from spending this amount on such an undertaking by a state law, consequently another election was held and it was voted to spend \$50,000 in building a water works plant. The plant was built, and also the dam, Peter English, of Benton Harbor, doing the work. English was interested in the dam and after the completion of the structure he entered into a contract with the city that no power obtained from the dam should be transmitted outside of the city. Eventually English disposed of his interest in the dam to the Lees, of Dowagiac. Later the Lees sold their holdings to Charles A. Chapin for \$100,000. The last purchaser spent all of \$300,000 in improvements on the dam.

Following the purchase of the dam by Chapin there were years of litigation. The village boards looked with disfavor upon the new owner. In running the power outside of the village it was claimed that the contract which had been made with Peter English at the outset was being violated. The case was taken into the court and bitterly fought.

In retaliation for the trouble which was given him, Chapin instituted legal proceedings against the village in a number of cases, and in one or two instances secured judgment.

The Grain Market.

Wheat prices have made a net loss for the week of about 1c per bushel, Chicago September touching 91c per bushel, while at present it is selling at from 94@95c per bushel. There has been some improvement in flour trade, both for foreign and domestic shipments. The general market news has been more bullish the past two or three days. The world's visible supply, according to Bradstreet's reports, shows a decrease of 3,512,000 bushels, as compared with a decrease a year ago for the same period of 2,330,000 bushels. The European visible decreased 1,208,000 bushels, compared with 300,000 bushels one year ago. On the other hand, the weather has been more favorable for the growing crop and spring wheat in the Northwest is gaining daily. Reports of harvest in Texas and Oklahoma are more encouraging. There will still be some wheat in those States in spite of the crop killing reports of the past month.

Corn has strengthened up 1c per bushel, largely in sympathy with wheat, partly because of lighter receipts. Growers have been busy with other work and the deliveries the past few days have been running rather light. At the same time it must be taken into consideration that corn is now the cheapest commodity on the whole list, and may be subject to more activity than in the past.

Oats are stronger, now quoting 1c per bushel higher for cash, with better demand and receipts only moderate. We do not anticipate any material decline in old oats for the next two or three weeks at least. The outlook for the new crop is much improved. The Government report, placing the condition of oats on June 1 as 81.6 per cent, makes a crop of 979,000,000 bushels. This report was considered a little strong, but on the strength thereof future or new oats were discounted a couple of cents per bushel. The condition has certainly improved considerably since June 1.

Feed stuffs hold firm, bran and middlings being in good demand, and prices are unchanged.

Buckwheat grain is having its inning again, as the seeding time is now close at hand and the outlook is for a good acreage, from 20 to 25 per cent. increase over last year.

L. Fred Peabody.

The wholesale boot and shoe business formerly conducted under the style of Geo. H. Reeder & Co. will be continued hereafter under the name of the Grand Rapids Shoe & Rubler Co.

Chas. N. Remington has retired from the firm of C. L. Reed & Co. The business will be continued by C. L. Reed and A. I. Hefferan under the same style.

The man who never thinks of the feelings of others is sure to be devoid of epidermis himself.

Recent Business Changes in the Buckeye State.

Toledo—The Buckeye Store Fixture Co. has merged its business into a stock company under the same style.

Toledo—The creditors of Max Harrison, dealer in dry goods, have filed a petition in bankruptcy.

Zanesfield—B. C. Bates will continue the general merchandise business formerly conducted by Bates & Davis.

Jackson—The implement business formerly conducted by Claar & Baker will be continued by C. H. Claar.

Ashtabula—Application has been made for a receiver for the Harris-King Fence Machine Co.

Cincinnati—A. H. Freiberg & Bro. succeed Freiberg & Brown in the men's furnishing business.

Columbus—Dewey & Kearney are succeeded in the grocery business by L. W. Perdew.

Columbus—Morris Polster will continue the hardware business formerly conducted by M. & M. Polster.

Columbus—E. E. McMahl is succeeded in the drug business by Drayner & Hutton.

Eagle City—H. L. Detrick succeeds W. S. Neese & Co. in the flour mill business.

Malvern—Fred Buel & Son will continue the lumber business formerly conducted by Buel & Klotz.

Mechanicsburg—The Long Mill & Elevator Co. is succeeded by the Long Manufacturing Co.

Plattsville—Atkins & Sims succeed P. L. Frazier in the general merchandise business.

Springfield—The department store business formerly conducted by G. M. Salzer will be continued by G. M. Salzer & Bro.

Van Wert—H. A. Westenbarger succeeds R. P. Jones in the cigar business.

Van Wert—Weissenberger & Ireland are succeeded in the cigar business by J. M. Weldy.

Wellston—The F. D. McMinnis Co. succeeds R. F. Goddard in the wholesale grocery business.

Columbus—A. S. McBryde succeeds S. D. Snyder in the cigar business.

Mansfield—Frankeberger & Bradford succeed Wm. F. Frankeberger in the cigar business.

Metamora—E. S. Smith succeeds W. C. Wickham, meat dealer.

Osborne—F. E. Glenn, dry goods dealer, is succeeded in business by H. R. Kendig.

The Drug Market.

Opium—Is steady.

Morphine—Is unchanged.

Quinine—Has declined 2c per ounce. The last sale of Cinchona bark was at a decline on account of very heavy offerings.

Carbolic Acid—Has declined 1c per pound.

Cocoa Butter—Is very firm and tending higher.

Gelatine—Stocks are light and the prices tending higher.

Menthol—Is very firm and tending higher.

Oil Bergamot—Is very firm at the advance noted last week.

Oil Peppermint—Is steady. There is

still a question as to the damage to the growing crop.

Oil Cassia—Is advancing on account of small supplies.

Oil Pennyroyal—Continues very high. The distillation will soon commence and lower prices rule.

German Chamomile—The crop is reported short and prices have advanced about 50 per cent.

Gum Camphor—Has declined 4c per pound on account of better supplies and backward consuming season.

Balsam Copaiba—Is weak on account of large supplies.

Juniper Berries—Have advanced and are very firm.

Cloves—Are advancing.

Butter, Eggs, Poultry, Beans and Potatoes at Buffalo.

Buffalo, June 18—Creamery, fresh, 20@23½c; dairy, fresh, 17@19c; poor to common, 16@17c.

Eggs—Choice, 16c; candled, 16½@17c.

Live Poultry — Broilers, 22@24c; fowls, 12@13c; ducks, 12@13c; old cox, 10c; turkeys, 12@14c.

Dressed Poultry—Iced fowls, 13@14½c; 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, 65@70c; mixed and red, 60@65c. Rea & Witzig.

The National Association of Employers of Skilled Labor held a conference at Indianapolis last week. Representatives from all parts of the country advocated measures for the establishment of schools where boys may learn how to earn a living. The present system of apprenticeship in factories is inadequate, as the boy is taught only how to run a machine and knows nothing of the finished product on which he works. James W. Van Cleave, of St. Louis, President of the National Manufacturers' Association, thought a manual training department should be attached to every public school in the United States. Industrial high schools also were advocated.

Potatoes are now being used in Germany in place of cedar wood for the manufacture of lead pencils. The product is a trifle heavier than cedar, but the pencils are the same size as those now in use, and the cost is much less. According to recent statistics, the export from Germany to foreign countries equaled 15,166 tons, with the total number of pencils at 3,033,200,000. The cedar wood used at present in the manufacture of lead pencils is expensive, and the quantity limited, while, on the other hand, the cultivation of potatoes is advancing each year. For these reasons this invention may mark the beginning of a new era in the production of lead pencils.

Home Brand.

"Say, paw."

"Well, son?"

"What is a diplomat?"

"Well, son, I'm a diplomat whenever I succeed in making your mother believe what I tell her."

DRUGS

Michigan Board of Pharmacy.
President—Henry H. Helm, Saginaw.
Secretary—Sid. A. Erwin, Battle Creek.
Treasurer—W. E. Collins, Owosso; J. D. Muir, Grand Rapids; Arthur H. Webber, Cadillac.

Michigan State Pharmaceutical Association.

President—John L. Wallace, Kalamazoo.
First Vice-President—G. W. Stevens, Detroit.
Second Vice-President—Frank L. Shiley, Reading.
Third Vice-President—Owen Raymo, Wayne.
Secretary—E. E. Calkins, Ann Arbor.
Treasurer—H. G. Spring, Unionville.
Executive Committee—J. O. Schlottbeck, Ann Arbor; F. N. Maus, Kalamazoo; John S. Bennett, Lansing; Minor E. Keyes, Detroit; J. E. Way, Jackson.

The Accidental Discovery of Saccharin.

According to Dr. Hugo Schweitzer a pure accident was responsible for the introduction of the first artificial sweetener. Dr. Fahlberg, a pupil of Professor Ira Remsen in Johns Hopkins University, was experimenting with toluolsulphamides from a purely scientific point of view. After having worked diligently the entire day he thoroughly washed his hands in the evening before going home, and was under the impression that he had taken every pains in doing so. He was therefore greatly surprised on finding that during his meal, when carrying bread to his mouth, the hands had a sweet taste. He suspected that his landlady had unintentionally sweetened the bread, and hence called her to account. They had a little dispute about this, from which she emerged the victor. It was not the bread that tasted sweet but his hands, and much to his surprise he noted that not only his hands but his arms had a sweet taste. No other circumstance could have contributed to this that, notwithstanding the washing, he had brought something along with him from the work in the laboratory. Rushing back to the laboratory and thoroughly investigating the taste of all the goblets, glasses and dishes standing on the working table, he finally came across one whose contents seemed to possess a remarkably sweet taste. Thus was made the discovery of a substance of eminent sweetening power. What remained to be done was accomplished by later researches with this substance. He found very soon that saccharin, as the product was named, when diluted with other diluents, assumed the taste of cane sugar. In watery solution, for instance, it tasted like agreeable sugar water. The product seemed to be worthy of use, provided its other properties permitted it.

It is said that genius is the capacity for taking infinite pains, and viewed from this standpoint Dr. Fahlberg's discovery was that of a genius. To the ordinary man the mere fact that his food had a particularly sweet taste would have meant nothing, and hence he would make no effort to determine the cause. On the other hand, to the scientific investigator this trivial incident became one of the steps leading to a great discovery. Unfortunately at that time Dr. Fahlberg was

unable to induce an American firm to undertake the manufacture of this complicated product, and was obliged to go to Germany, where the coal-tar industry was already in a high stage of development, and where he succeeded in founding a company for the exploitation of this new substance.

Diluting Syrups.

The American taste has been educated and the time has passed when highly colored and artificially flavored syrups are wanted by the public. Most dispensers have realized this fact for a long time, and fruit flavored syrups are generally served. However, there is always room for improvement. It may be that the quality is all right, but that you do not handle it right. Some dispensers buy good material but thin it to such an extent with simple syrup that it is useless. One reason for this is in the fact that the formulas on most jars supplied by the manufacturers give a greater dilution than their product will really stand. This is often true of the best, they being compelled to do so because others have made weak syrup a standard. Never go by these formulas unless upon trial they prove to have sufficient strength of flavor. Every flavor should be carefully tested until you have produced a syrup that you believe will please the public taste. The pure food law has come to our aid in the matter of weeding out the poorer products or compelling the producers of them to make better goods. If you have not given much thought to quality before, do so this year.

Finds New Use for Stenographer.

A New York physician, a specialist in children's diseases, is posing the ubiquitous stenographer in a new role. Whether an office call or a house visit, the stenographer is always present and takes verbatim notes of all that is said as to the care of the child, the diet, giving of medicines, exercise, etc. These notes are transcribed the same day in duplicate, one copy being sent at once to the home of the patient and the other kept on file in the doctor's office for reference.

"Before I adopted this plan," said this physician, "I was bothered continually by telephone messages from distracted mothers and governesses who had forgotten just what I said as to this or that detail. Everything is printed in black and white now, and every word I have said during my visit which bore on the case appears in the typewritten copy of directions."

Consult the Weather.

Many pharmaceutical preparations, perfumes and some toilet articles, as well as colored wrappers for packages, are damaged by extremes of heat and light. Pharmacists, in determining on a window display, should take this into consideration as well as the lines of goods especially in demand at that particular season of the year. The show-window, like a clerk, may become a dangerous as well as a poor salesman.

Decree Hard on Small Retailer.

The fear is entertained in some quarters that the recent Indianapolis decree abrogating all contracts and combinations to prevent price demoralization will mean practical extinction for the small retailer, whose resources are limited and who is not in a position to buy stocks in any quantity. He will be shut out by the competition of the cutter with his larger capital, and must either sell patent and proprietary medicines at a loss or discontinue keeping them in stock.

It is also thought that the decision will operate to the injury of the traveling salesman whose salaries are regulated by the amount of goods they sell or who are engaged on commission. If the margin of profits is still further cut down, small as it has been, the wholesale houses will be compelled to do business at a loss or stop handling patent medicines. The adoption of the latter expedient would result in forcing out of the ranks of the drug trade a large number of active and competent salesmen, because they could no longer be profitably employed.

Great Inflammability of Carbon Bisulphide.

So great is the inflammability of carbon bisulphide that numerous instances have been recorded where it has taken fire spontaneously. In a recent case described by M. Pape, the chemical became ignited when being poured through a metal funnel into a glass carboy, in the open air, and far away from any source of flame. The day was very hot and dry, and the immediate cause appears to have been an electric discharge caused by the friction of the liquid falling upon the iron funnel, which was insulated by the glass of the carboy. Other cases of spontaneous ignition have taken place while the bisulphide was being poured into iron drums. An electric discharge has also been looked upon as the chief cause of these accidents, although it has been suggested that the heat produced by oxidation of iron sulphide may have had a share in the process.

Contagion from Returned Bottles.

Physicians in Austria are reported to have found it necessary to specify that in case of refilling all prescriptions used in infectious diseases a new bottle shall be used. A number of suspicious cases of infection have emphasized the possible danger of infection from bottles taken from the sick-room. In a recent case in this country a drug clerk raised the question whether or not bottles returned from scarlet fever patients might have been the cause of his taking the disease. The possibility is certainly a present one, especially if the bottle were wrapped in the patient's room and in paper that had been handled by the patient. The conveyance of any one of several diseases by this means should be borne in mind by physicians and pharmacists.

A Handsome Background.

A retailer recently fixed up his window, covering all the woodwork at the back, the floor and the iron pillars with red burlap. The result was a rich, wholesale background for the

merchandise. When the burlap became stained and unattractive, he changed it for another shade. Sometimes, for a change, he took crepe paper and put it over the burlap, tacking it in place with brass tacks. He cut the paper in widths of about ten inches or a foot and in laying it overlapped the edges, which he pulled out somewhat, in order to impart a fullness or sort of ruffle. Around the iron pillars he wound the paper in spirals. The effect was attractive and inexpensive. When the crepe paper faded or became soiled he took it off, and the burlap which was underneath served its purpose again.

Druggist Attacks Proprietary Medicines.

Stolz Bros., druggists of Syracuse, N. Y., have created considerable talk by the following advertisement which they placed in a number of street cars. It reads: "Do not take patent medicines; when you are ill go to your physician. We compound prescriptions accurately." This is the first time that a Syracuse druggist has come out against patent medicines and everybody is wondering what the result will be. From the time they opened the store Stolz Bros. never displayed any patent medicines in their windows and made no attempt to push their sale.

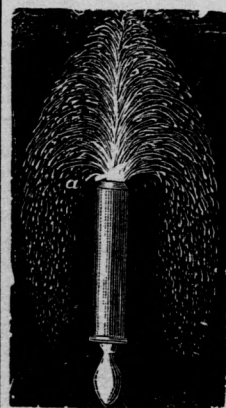
Mr. Stolz, in a recent interview, declares that their business has greatly increased since they took this stand.

A Revised Version.

Two medical students recently left a boarding house in which they had found cold comfort and meager fare. Their landlady was considerably startled to discover after their departure that they had pinned beneath a hideous crayon portrait of herself a card bearing this impious wish: "Peace to her hashes."

The possession of the vocabulary of virtue often is mistaken for its practice.

Fireworks



For Public Display

Pleasing and Satisfactory Displays for Any amount Supplied on Short notice From our Own stock.

As the time is short, state the amount you desire to invest and order one of our

SPECIAL ASSORTMENTS with program for firing, giving the best possible effects. Satisfaction guaranteed.

FRED BRUNDAGE

Wholesale Drugs
Stationery and Celebration Goods
MUSKOGON, MICH.



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

WHOLESALE DRUG PRICE CURRENT

Advanced—

Acetium	6@	7	opaiba	.....	.1	75@	1	85	Sollia Co	.....	9	56
Benzoleum, Ger.	70@	75	Cubebae	.....	1	35@	1	40	Tolutan	.....	9	56
Boracic	.....	17	Evechthitos	.....	1	00@	1	16	Prunus virg	.....	9	56
Carbolium	26@	29	Erigeron	.....	1	00@	1	16				
Citricum	65@	70	Gaultheria	.....	2	50@	4	00				
Hydrochlor	3@	5	Geranium	.....	oz	.....	75		Tinctures			
Nitrosum	8@	10	Gossypii Sem gal	.....	70@	75			Aconitum Nap'sR	.....	90	56
Oxallium	14@	15	Hedeoma	.....	5	50@	6	00	Aconitum Nap'sF	.....	56	56
Roseophorum, dil.	.....	18	Junipera	.....	40@	21	30		Aloes	.....	56	56
Salicylicum	44@	47	Lavendula	.....	30@	35	60		Alrica	.....	56	56
Sulphuricum	14@	15	Limonis	.....	2	20@	2	40	Aloes & Myrrh	.....	56	56
Tannicium	75@	85	Mentha Piper	.....	2	25@	2	40	Asafoetida	.....	56	56
Tartaricum	38@	40	Mentha Verid	.....	3	50@	3	60	Atrope Belladonna	.....	56	56
			Morrhuae gal	.....	1	60@	1	85	Avanti Cortex	.....	56	56
			Myrica	.....	3	90@	3	50	Benzoin	.....	56	56
Aqua, 18 deg.	4@	6	Olive	.....	75@	30			Benzoin Co	.....	56	56
Aqua, 20 deg.	6@	8	Picls Liquida	.....	10@	13			Barosma	.....	56	56
Carbonas	13@	15	Picls Liquida gal	.....	6@	35			Cantharides	.....	75	56
Chloridium	13@	14	Ricina	.....	1	06@	1	10	Capsicum	.....	75	56
Aniline	2	00@	Rosmarini	.....	1	01@	1	60	Cardamon	.....	75	56
Black	2	00@	Rosae oz	.....	5	00@	5	00	Cardamon Cr	.....	75	56
Brown	80@	10	Succini	.....	40@	45			Castor	.....	1	00
Red	45@	60	Sabina	.....	9@	1	80		Catechu	.....	56	56
Yellow	2	50@	Santal	.....	.....	4	50		Cinchona	.....	56	56
			Sassafras	.....	90@	95			Cinchona Co	.....	56	56
Baccae	22@	25	Snapi, ess, oz.	.....	.....	65			Columbia	.....	56	56
Jiniperus	8@	10	Tigil	.....	1	00@	1	30	Cubebae	.....	56	56
Kanthoxylium	30@	35	Thyme	.....	40@	50			Cassia Acutifol	.....	56	56
			Thyme, opt	.....	.....	1	60		Cassia Acutifol Co	.....	56	56
			Theobromas	.....	15@	20			Digitalis	.....	56	56
Balsamum	1	15@							Ergot	.....	56	56
Copaiba	.....	25	Potassium						Ferri Chloridum	.....	56	56
Peru	.....	60	Bi-Carb	.....	15@	15			Gentian	.....	56	56
Terabin, Canada	60@	65	Bichromate	.....	13@	13			Gentian Co	.....	56	56
Tolutan	40@	45	Bromide	.....	25@	30			Guaiac	.....	56	56
Cortex	18		Carb	.....	12@	15			Guaiac ammon	.....	56	56
Ammon, Canadian	18		Chlorate	.....	po. 12@	14			Hyocyamus	.....	56	56
Cassiae	20		Cyanide	.....	34@	38			Iodine	.....	75	56
Cinchona Flav.	20		Iodide	.....	2	50@	2	35	Iodine, colorless	.....	75	56
Eucynmus atro.	60		Potassa, Bitart pr	.....	30@	32			Kino	.....	56	56
Myrica Cerifera	20		Potass Nitras opt	.....	7@	10			Lobelia	.....	56	56
Prunus Virginl.	12		Potass Nitras	.....	6@	8			Myrrh	.....	56	56
Quillaja, gr'd	15		Prussiate	.....	23@	26			Nux Vomica	.....	56	56
Sassafras	po 25	34	Sulphate po	.....	15@	18			Opil	.....	75	56
Ulmus	26								Opil, camphorated	.....	56	56
			Radix						Opil, deodorized	.....	1	50
Glycyrrhiza Gla.	24@	31	Aconitum	.....	20@	25			Quassia	.....	56	56
Glycyrrhiza, po	28@	35	Althae	.....	30@	35			Rhatany	.....	56	56
Haematox	11@	12	Anchusa	.....	10@	12			Rhel	.....	56	56
Haematox, 1s	13@	14	Arum po	.....	.....	25			Sanguinaria	.....	56	56
Haematox, 1/4s	14@	15	Calamus	.....	20@	40			Serpentaria	.....	56	56
Haematox,	16@	17	Gentiana po 15	.....	12@	15			Stromonium	.....	56	56
			Glycyrrhiza pv 15	.....	16@	18			Tolutan	.....	56	56
Carbonate Precip.	15		Hydrastis, Canada	.....	1	90			Valerian	.....	56	56
Citrate and Quina	2	00@	Hydrastis, Can. po	.....	.....	2	00		Veratrum Veride.	.....	56	56
Citrate Soluble	55		Hellebore, Alba.	.....	12@	15			Zingiber	.....	20	20
Ferrocyanidum S	40		Inula, po	.....	18@	23						
Solut. Chloride	15		Ipecac, po	.....	2	50@	2	60				
Sulphate, com'l	2		Iris plox	.....	35@	40						
Sulphate, com'l by	7@		Jalap, pr	.....	25@	30						
tbl. per ewt.	7@		Maranta, 1/4s	.....	.....	35						
Sulphate, pure	7@		Pedophyllum po.	.....	15@	18						
Flora	15@	18	Rhel, opt	.....	1	05@	1	20	Miscellaneous			
Anthelmis	40@	50	Rhel, cv	.....	70@	75			ether, Spts Nit 3f 30@	.....	85	85
Matricaria	30@	35	Spigelia	.....	1	45@	1	50	Aether, Spts Nit 4f 34@	.....	38	38
Folia	40@	45	Sanguinari, po 18	.....	.....	15			Alumen, grd pr 30@	.....	4	4
Barosma	40@	45	Serpentaria	.....	50@	55			Anatto	.....	40@	56
Cassia Acutifol,	15@	20	Senega	.....	85@	90			Antimoni, po	.....	4@	5
Cassia, Acutifol.	25@	30	Smilax, off's H.	.....	.....	43			Antimoni et po T	.....	40@	50
Salvia officinalis,	18@	20	Smilax, M.	.....	.....	25			Antipyrin	.....	.....	25
1/4s and 1/2s	18@	20	Scilla, po 45	.....	20@	25			Antifebrin	.....	.....	20
Uva Ursi	8@	10	Symplocarpus	.....	.....	25			Argentii Nitras oz	.....	.....	58
			Valeriana Eng	.....	.....	25			Arsenicum	.....	10@	12
Gummi	.....	65	Valeriana, Ger.	.....	15@	20			Balm Gilead buds	.....	60@	66
Aloe, 1st pkd.	.....	65	Zingiber a	.....	13@	14			Bismuth N. M. 1	.....	85@	90
Aloe, 2nd pkd.	.....	65	Zingiber j	.....	22@	25			Calcium Chlor 1s	.....	.....	9
Aloe, 3rd pkd.	.....	65							Calcium Chlor 1/4s	.....	.....	10
Aloe, sifted sts.	.....	65							Calcium Chlor 1/2s	.....	.....	12
Aloe, po.	45@	60							Capaci Fru'e's af	.....	.....	20
Aloe Barb	23@	25							Cap'i Fru'e's B po	.....	.....	22
Aloe, Cape	.....	25							Carphylus	.....	25@	25
Aloe, Socotri	.....	45							Carmin, No. 40.	.....	.....	25
Ammoniac	55@	60							Cera Alba	.....	50@	55
Asafoetida	35@	40							Cera Flava	.....	40@	42
Benzoinum	55@	65							Crocus	.....	1	30@
Catechu, 1s	.....	13							Cassia Fructus	.....	.....	35
Catechu, 1/4s	.....	14							Centraria	.....	.....	20
Catechu, 1/2s	.....	16							Cateacore	.....	.....	35
Comphorae	1	40@							Chloroform	.....	34@	54
Euphorbium	.....	40							Chloro'm Squibbs	.....	.....	90
Galbanum	.....	10							Chloral Hyd Crsl	.....	35@	61
Gamboge	.....	35@							Chondrus	.....	20@	25
Guaiacum	.....	35							Cinchonidine P-W	.....	33@	48
Kino	.....	45							Cinchonid'e Germ	.....	33@	48
Mastic	.....	75							Cocaine	.....	3	05@
Myrrh	.....	45							Corks list D P Ct.	.....	.....	75
Opium	2	25@							Creatum	.....	.....	45
Shellac	60@	70							Creta	.....	.....	2
Shellac, bleached	60@	65							Creta, prep	.....	.....	5
Tragacanth	70@	1							Creta, precip	.....	9@	11
									Creta, Rubra	.....	.....	8
Herba	.....	25							Crocus	.....	80@	85
Absinthium	.....	60							Cudbear	.....	.....	24
Eupatorium oz pk	4	50@							Cupri Sulph	.....	84@	12
Lobelia	.....	28							Dextrine	.....	.....	10
Majorum	.....	25							Emery, all Nos.	.....	.....	8
Mentha Pip. oz pk	.....	23							Emery, po	.....	.....	6
Mentha Ver. oz pk	.....	25							Ergota	.....	po 65	60@
Rue	.....	39							Ether Sulph	.....	70@	80
Tanacetum	.....	22							Flake White	.....	12@	15
Thymus V. oz pk	.....	25							Galla	.....	.....	23
									Gambler	.....	.....	8@
Magnesia	.....	25							Gelatin, Cooper	.....	.....	60
Calced, Pat	15@	20							Gelatin, French	.....	35@	60
Carbonate, Pat.	55@	60							Glassware, fit box	.....	.....	75
Carbonate, K-M.	18@	20							Less than box	.....	.....	70
Carbonate	18@	20							Glue, brown	.....	11@	13
									Glue white	.....	15@	25
Oleum	.....	90							Glycerina	.....	16@	25
Absinthium	.....	90							Grana Paradisi	.....	.....	25
Amygdalae, Dulc.	75@	85							Humulus	.....	35@	60
Amygdalae, Ama	8	00@							Hydrarg Cl. Mt	.....	.....	90
Anisi	1	75@							Hydrarg Cl. Cr	.....	.....	90
Aurant Cortex	2	75@							Hydrarg Ox Rub	.....	.....	90
Bergamuti	3	55@							Hydrarg Amm'o	.....	.....	90
Caraputi	3	55@							Hydrarg Ungue'm	.....	50@	60
Carophylli	1	60@							Hydrargyrum	.....	.....	75
Cedar	1	60@							Ichthyobolla, Am.	.....	90@	100
Chenopadi	3	75@							Indigo	.....	75@	100
Cinnamonl	1	85@							Iodine, Resubi	.....	3	55@
Citronella	1	85@							Iodoform	.....	3	55@
									Lupulin	.....	.....	40
									Lycopodium	.....	70@	75

Liquor Arsen et			Rubia Tinctorum	12@	14	Vanilla	.....	9 00@	
Hydrarg Iod	2@	25	Saccharum La's	22@	25	Zinci Sulph	.....	7@	8
Liq Potass Arsin	10@	12	Salachin	.....	4 50@	Oils			
Magnesia, Sulph.	2@	3	Sanguis Dra'ca's	40@	50	Whale, winter	...	bbl. gal.	
Magnesia, Sulph bbl	1@	1 1/2	Sapo, W	13 1/2@	16	Lard, extra	....	70@	70
Mannia, S F	45@	50	Sapo, M	16@	12	Lard, No. 1	....	60@	80
Menthol	2 30@	3 00	Sapo, G	.....	15	Linseed, pure raw	46@	49	
Morphia, W & W	2 65@	2 90	Seidlitz Mixture	20@	22	Linseed, boiled	..	.47@	50
Morphia, SNYQ	2 65@	2 90	Sinapis	.....	18	Neat's-root, w str	65@	70	
Morphia, Mal.	2 65@	2 90	Sinapis, opt	.....	30	Spts. Turpentine	.....	Market	
Moschua, Canton	.....	40	Snuff, Macaboy,			Paints		bbl. l.	
Mysticista, No. 1	2 28@	30	DeVees	.....	51	Red Venetian	.....	1 1/2	1
Nux Vomica po 15	.....	10	Snuff, S'h DeVoe's	.....	51	Ochre, yel Mars	.....	1 1/2	1
Os Sepia	2 28@	28	Soda, Boras	.....	11	Ocre, yel Ber	.....	1 1/2	1
Pepsin Saac, H &			Soda et Pot's Tart	25@	28	Putty, common	1 1/2@	1 1/2	1
P D Co	.....	1 00	Soda, Carb.	1 1/2@	2	Putty, strictly pri	1 1/2@	1 1/2	1
Picis Liq N N 1/4	.....	2 00	Soda, Bi-Carb	.....	5	Vermillion, Prime	.....	13@	15
gal doz	.....	1 00	Soda, Ash	.....	4	American	.....	75@	80
Picis Liq qts	.....	60	Soda, Sulphas	3 1/2@	4	Vermillion, Eng.	.....	29 1/2@	33 1/2
Picis Liq. pints.	.....	18	Spts. Cologne	.....	55	Green, Paris	.....	1 1/2@	1 1/2
Pil Hydrarg po 80	.....	34	Spts. Ether Co.	50@	55	Green, Penninsular	1 1/2@	1 1/2	1
Piper Nigra po 23	.....	15	Spts. Myrcia Dom	.....	2 00	Lead, red	.....	7 1/2@	7 1/2
Piper Alba po 35	.....	3	Spts. Vinl Rect bbl	.....	1 1/2	Lead, white	.....	7 1/2@	7 1/2
Pix Burgum	.....	12@	Spts. V'l Rect 1/2 b	.....	1 1/2	Whiting, white S'n	.....	8@	8
Plumbi Acet	13@	15	Spts. V'l R't 10 l	.....	1 1/2	Whiting Gliders'	.....	8@	8
Pulvis Ip'e et Opti	1 30@	1 50	Spts. V'l R't 5 gal	.....	1 1/2	White, Paris Am'r	.....	1 1/2@	1 1/2
Pyrethrum, bxs H			Strychnia, Crystl	1 05@	1 25	Whit's Paris Eng	.....	1 1/2@	1 1/2
& P D Co. doz	.....	75	Sulphur Subl	2 1/2@	4	clift	.....	1 1/2@	1 1/2
Pyrethrum, pv	20@	25	Sulphur, Roll	2 1/2@	3 1/2	Universal Prep'd	1 10@	1 20	
Quassia	.....	10	Tamarinds	.....	8@	Varnishes			
Quina, S P & W	20@	30	Cerebrieth Venice	28@	30	No. 1 Turp Coachl	10@	1 20	
Quina, S Ger	20@	30	Theobromae	65@	70	Extra Turp	1 20@	1 20	
Quina, N Y	20@	30							

Full Protection To Our Customers

The Secretary of Agriculture has accepted our guarantee and has given us the number

599

This number will appear on all packages and bottles from us on and after December 1st.

**Hazeltine & Perkins
Drug Co.
Grand Rapids, Mich.**

GROCERY PRICE CURRENT

These quotations are carefully corrected weekly, within six hours of mailing, and are intended to be correct at time of going to press. Prices, however, are liable to change at any time, and country merchants will have their orders filled at market prices at date of purchase.

ADVANCED

DECLINED

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Flavoring Extracts	1	1
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Gelatine	1	1
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Herbs	1	1
Hides and Pelts	1	1
Jelly	1	1
Licorice	1	1
Matches	1	1
Meat Extracts	1	1
Mince Meat	1	1
Molasses	1	1
Mustard	1	1
Nuts	1	1
Olive	1	1
Pipes	1	1
Pickles	1	1
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Petash	1	1
Provisions	1	1
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Salad Dressing	1	1
Saleratus	1	1
Salt Soda	1	1
Salt	1	1
Salt Fish	1	1
Seeds	1	1
Shoe Blacking	1	1
Snuff	1	1
Soap	1	1
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Spices	1	1
Starch	1	1
Syrups	1	1
Tea	1	1
Tobacco	1	1
Wine	1	1
Vinegar	1	1
W	1	1
Wicking	1	1
Woodenware	1	1
Wrapping Paper	1	1
Yeast Cake	1	1

ARCTIC AMMONIA

12 oz. ovals 2 doz. box .75

AXLE GREASE

Frazer's

1 lb. wood boxes, 4 dz. 3 00

1 lb. tin boxes, 3 doz. 2 35

3 1/2 lb. tin boxes, 2 dz. 4 25

10 lb. pails, per doz. 6 00

15 lb. pails, per doz. 7 20

25 lb. pails, per doz. 12 00

BAKED BEANS

1 lb. can, per doz. 90

2 lb. can, per doz. 1 40

3 lb. can, per doz. 1 80

BATH BRICK

American 75

English 85

BLUING

Arctic

6 oz. ovals 3 doz. box 40

16 oz. round 2 doz. box 75

Sawyer's Pepper Box

Per Gross.

No. 3, 3 doz. wood boxes 4.00

No. 5, 3 doz. wood boxes 7.00

BROOMS

No. 1 Carpet 2 75

No. 2 Carpet 2 35

No. 3 Carpet 2 15

No. 4 Carpet 1 75

No. 5 Carpet 1 40

Parlor Gem 2 40

Common Whisk 85

Fancy Whisk 1 20

Warehouse 3 00

BRUSHES

Scrub

Solid Back 8 in. 75

Solid Back, 11 in. 95

Pointed Ends 85

Stove

No. 3 75

No. 2 1 10

No. 1 1 75

Shoe

No. 8 1 00

No. 7 1 30

No. 4 1 70

No. 3 1 90

BUTTER COLOR

W. R. & Co.'s, 15c size. 1 25

W. R. & Co.'s, 25c size. 2 00

CANDLES

Electric Light, 8s. 9 1/2

Electric Light, 16s. 10

Paraffine, 6s. 9

Paraffine, 12s. 9 1/2

Wicking 20

CANNED GOODS

Apples

3 lb. Standards 1 00

Gallon 2 90

Blackberries

2 lb. 90@1 75

Standards gallons @ 50

Beans

Baked 80@1 30

Red Kidney 85@ 95

String 70@1 15

Wax 75@1 25

Blueberries

Standard @1 45

Gallon @7 50

Brook Trout

2 lb. cans, spiced 1 90

Clams

Little Neck, 1 lb. 1 00@1 25

Little Neck, 2 lb. @1 50

Burnham's 1/2 pt. 1 90

Burnham's pts. 3 60

Burnham's qts. 3 60

Cherries

Red Standards 1 30@1 50

White 1 50

Corn

Fair 60@75

Good 85@90

Fancy 1 10

French Peas

Sur Extra Fine 22

Extra Fine 19

Fine 15

Moyen 11

Gooseberries

Standard 90

Hominy

Standard 85

Lobster

1/2 lb. 2 25

1 lb. 4 25

Picnic Tails 2 75

Mackerel

Mustard, 1 lb. 1 80

Mustard, 2 lb. 2 80

Soused, 1 1/2 lb. 1 80

Soused, 2 lb. 2 80

Tomato, 1 lb. 1 80

Tomato, 2 lb. 2 80

Mushrooms

Hotels 19@ 20

Buttons 24@ 25

OYSTERS

Cove, 1 lb. @1 05

Cove, 2 lb. @1 85

Cove, 1 lb. Oval @1 20

Plums

Peas

Marrowfat 85

Early June 1 25@1 60

Early June Sifted 35@1 65

Pineapple

Pumpkin

Fair 80

Good 90

Fancy 1 00

Gallon 2 60

Raspberries

Russian Caviar

1/2 lb. cans 3 75

1/2 lb. cans 7 00

1 lb. cans 12 00

Salmon

Col'a River, falls 1 80@2 00

Col'a River flats 2 10@2 20

Red Alaska 1 25@1 35

Pink Alaska @1 00

Sardines

Domestic 1/2 s 3 1/2@3 1/2

Domestic, 1/2 s 5

Domestic, Must'd 6 @ 9

California, 1/2 s. 11 @14

California, 1/2 s. 17 @24

French, 1/2 s. 7 @18

French, 1/2 s. 13 @28

Shrimps

Standard 1 20@1 40

Succotash

Fair 85

Good 1 00

Fancy 1 25@1 40

Strawberries

Standard 1 10

Fancy 1 40@2 00

Tomatoes

Fair @1 10

Good @1 20

Fancy @1 40

Gallons @3 75

CARBON OILS

Barrels

Perfection 10 1/2

Water White 10

D. S. Gasoline 16 1/2

Gas Machine 24

Deodor'd Nap'a 25

Engine 29

Black, winter 16 @22

Black, winter 8 1/2 @10

CEREALS

Breakfast Foods

Bordeau Flakes, 36 lb. 2 50

Cream of Wheat, 36 lb. 4 50

Egg-O-See, 36 pkgs. 2 85

Evello Flakes, 36 lb. 4 50

Evello, large pkgs. 4 50

Force, 36 2 lb. 4 50

Grape Nuts, 2 doz. 2 70

Malta Ceres, 24 lb. 2 40

Malta Vita, 36 lb. 2 85

Mapl-Flake, 36 lb. 4 05

Pillsbury's Vitos, 3 dz. 4 25

Ralston, 36 lb. 4 50

Sunlight Flakes, 36 lb. 2 85

Sunlight Flakes, 20 lbs 4 00

Vigor, 36 pkgs. 2 75

Volgt Cream Flakes 4 50

Zest, 20 2 lb. 4 10

Zest, 36 small pkgs. 2 75

Crescent Flakes

One case 2 50

Five cases 2 40

One-half case free with ten cases

One-fourth case free with 2 1/2 cases

Freight allowed

Rolled Cuts

Rolled Avenna bbl. 5 60

Steel Cut, 100 lb. sks. 2 80

Monarch, bbl. 5 35

Monarch, 90 lb. sacks 2 55

Quaker, 18-2 1 55

Quaker, 20-5 4 20

Cracked Wheat

Bulk 3 1/2

24 2 lb. packages 2 50

CATSUP

Columbia 25 pts. 4 50

Columbia, 25 1/2 pts. 2 60

Snider's quarts 3 25

Snider's pints 2 25

Snider's 1/2 pints 1 30

CHEESE

Acme @13

Chimax @14 1/2

Mile @14

3

Emblem	@
Gem	@13 1/2
Ideal	@14
Jeany	@13 1/2
Peery	@13
Riverside	@13
Springdale	@14 1/2
Warner's	@13 1/2
Brick	@15
Lelden	@15
Limburger	@15
Pineapple	40 @60
Sap Sago	@22
Swiss, domestic	@16
Swiss, imported	@20

CHEWING GUM

American Flag Spruce	50
Beeman's Pepsin	55
Adams Pepsin	55
Best Pepsin	45
Best Pepsin, 5 boxes	2 00
Black Jack	55
Largest Gum Made	55
Sen Sen	55
Sen Sen Breath Perf	1 00
Sugar Loaf	55
Yucatan	55

CHICORY

Bulk	
Red	
Eagle	
Frank's	
Schener's	

CHOCOLATE

Waiter Baker & Co.'s	
German Sweet	24
Premium	33
Caracas	35
Walter M. Lowney Co.	
Premium 1/2 s	32
Premium 1/4 s	30

COCOA

Premium 1/4s	32
Premium, 1/2s	36
COCOA	
Baker's	40

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 29 50 Cottonseed Meal 30 00 Gluten Feed 27 00 Malt Sprouts 21 00 Brewers Grains 24 00 Molasses Feed 21 00 Dried Beef Pulp 16 50 Oats Michigan, carlots 49 Less than carlots 50 Corn Carlots 59 Less than carlots 61 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 10 15 lb. pails, per pail. 45 30 lb. pails, per pail. 82 LICORICE Pure 20 Calabria 23 Sicily 14 Root 11 MATCHES C. D. Crittenden Co. Noiseless Tip 4 50 @ 4 75 MEAT EXTRACTS Armour's, 4 oz. 4 25 Armour's, 2 oz. 4 50 Liebig's, Chicago, 2 oz. 2 50 Liebig's, Chicago, 4 oz. 5 50 Liebig's Imported, 2 oz. 4 50 Liebig's Imported, 4 oz. 8 50 MOLASSES New Orleans Fancy Open Kettle 40 Choice 35 Fair 25 Good 23 Half barrels 2c extra. MINCE MEAT Per case 2 75 MUSTARD Horse Radish, 1 dz. 1 75 Horse Radish, 2 dz. 3 50 OLIVES Bulk, 1 gal. kegs 1 65 Bulk, 2 gal. kegs 1 60 Bulk, 5 gal. kegs 1 55 Manzanilla, 8 oz. 90 Queen, pints 2 50 Queen, 16 oz. 4 50 Queen, 32 oz. 7 90 Stuffed, 8 oz. 90 Stuffed, 16 oz. 1 45 Stuffed, 32 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. 15, Rival, assorted 1 25 No. 20, Rover enameled 1 50 No. 673, 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 Babbitt's 4 00 Penna Salt Co.'s 3 00 PROVISIONS Barreled Pork Mess 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 11 34 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 3/4 Picnic Boiled Hams 15 1/2 Boiled Ham 21 Berlin Ham, pressed 8 1/2 Mince Ham 9 Lard Compound 8 1/2 Pure in tierces 10 1/2 80 lb. tubs advance 1/2 60 lb. tubs advance 1/2 50 lb. tubs advance 1/2 10 lb. pails advance 1/2 10 lb. pails advance 1/2 10 lb. pails advance 1/2	Sausages Bologna 5 1/2 Liver 6 1/2 Frankfort 7 Pork 7 Veal 7 Tongue 7 Headcheese 7 Beef Extra Mess 9 75 Boneless 11 25 Rump, new 11 25 Pig's Feet 1/2 bbls. 1 10 1/4 bbls., 40 lbs. 1 85 1/2 bbls. 3 25 1 bbl. 7 75 Tripe Kits, 15 lbs. 70 1/2 bbls., 40 lbs. 1 50 1/2 bbls., 80 lbs. 3 00 Casings Hogs, per lb. 28 Beef, middles, set 18 Beef, rounds, set 45 Sheep, per bundle 70 Uncolored Butterine Solid dairy 10 @ 12 Country Rolls 10 1/2 @ 16 1/2 Canned Meats Corned beef, 2 lb. 2 40 Corned beef, 1 lb. 1 35 Roast beef, 2 lb. 2 40 Roast beef, 1 lb. 1 30 Potted ham, 1/2 45 Potted ham, 1/4 85 Deviled ham, 1/2 45 Deviled ham, 1/4 85 Potted tongue, 1/2 45 Potted tongue, 1/4 85 RICE Fancy 7 @ 1/2 Japan 5 1/2 @ 6 1/2 Broken 3 3/4 @ 3 3/4 SALAD DRESSING Columbia, 1/2 pint 2 25 Columbia, 1 pint 4 00 Durkee's, large, 1 doz. 4 50 Durkee's, small, 2 doz. 5 25 Snider's, large, 1 doz. 2 35 Snider's, small, 2 doz. 1 35 SALERATUS Packed 60 lbs. in box. Arm and Hammer 3 15 Deland's 3 00 Dwight's Cow 3 15 Emblem 2 10 L. P. 3 00 Wyandotte, 100 1/2 3 00 SALT 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, 1/2 bbls. 6 00 White Hoop, keg 65 @ 75 Mustard 80 Norwegian Round, 100lbs. 3 75 Round, 40lbs. 1 75 Scaled 12 Trout No. 1, 100lbs. 7 50 No. 1, 40lbs. 3 25 No. 1, 10lbs. 90 No. 1, 8lbs. 75 Mackerel Mess, 100lbs. 14 00 Mess, 40lbs. 5 60 Mess, 10lbs. 1 65 Mess, 8lbs. 1 36 No. 1, 100lbs. 14 00 No. 1, 4 lbs. 5 60 No. 1, 10 lbs. 1 65 No. 1, 8 lbs. 1 36 Whitefish No. 1, No. 2 Fam 100lb. 9 75 4 50 50lb. 5 25 2 40 10lb. 1 12 60 8lb. 92 50 SEEDS Anise 10 Canary, Smyrna 4 1/2 Caraway 9 Cardamom, Malabar 1 00 Celery 15 Hemp, Russian 4 1/2 Mixed Bird 4 Mustard, white 8 Poppy 9 Rape 5 1/2 SHOE BLACKING Handy Box, large, 3 dz. 50 Handy Box, small 1 25 Bixby's Royal Polish 85 Miller's Crown Polish 85	SNUFF Scotch, in bladders 37 Maccaboy, in jars 35 French Rappie in jars 43 SOAP J. S. Kirk & Co. American Family 4 00 Dusky Diamond, 50 8 oz 2 80 Dusky D'nd, 100 6 oz 3 80 Jap Rose, 50 bars 3 75 Savon Imperial 3 50 White Russian 3 50 Dome, oval bars 3 50 Satinet, oval 2 15 Snowberry, 100 cakes 4 00 Proctor & Gamble Co. Lenox 3 25 Ivory, 6 oz. 4 00 Ivory, 10 oz. 6 75 Star 3 25 LAUTZ BROS. & CO. Acme, 70 bars 3 60 Acme, 30 bars 4 00 Acme, 25 bars 4 00 Acme, 100 cakes 3 25 Big Master, 100 bars 4 10 Marseilles, 100 cakes 6 00 Marseilles, 100 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, 100-5c 4 00 Kirkline, 24 4lb. 3 80 Pearline 3 75 Sapline 4 10 Babbitt's 1776 3 75 Roseine 3 50 Armour's 3 70 Wisdom 3 80 Soap Compounds Johnson's Fine 5 10 Johnson's XXX 3 90 Nine O'clock 3 85 Rub-No-More 3 75 Scouring Enoch Morgan's Sons. Sapolio, gross lots 9 00 Sapolio, half gro lots 4 50 Sapolio, single boxes 2 25 Sapolio, hand 2 25 Scourine Manufacturing Co. Scourine, 50 cakes 1 80 Scourine, 100 cakes 3 50 SODA Boxes 5 1/2 Kegs, English 4 1/2 SOUPS Columbia 3 00 Red Letter 90 SPICES Whole Spices Allspice 12 Cassia, China in mats. 12 Cassia, Canton 16 Cassia, Batavia, bund. 28 Cassia, Saigon, broken. 55 Cassia, Saigon, in rolls. 55 Cloves, Amboyana 25 Cloves, Zanzibar 20 Mace 55 Nutmegs, 75-80 45 Nutmegs, 105-10 35 Nutmegs, 115-20 30 Pepper, Singapore, blk. 15 Pepper, Singap. white. 25 Pepper, shot 17 Pure Ground in Bulk Allspice 16 Cassia, Batavia 28 Cassia, Canton 55 Cloves, Zanzibar 24 Ginger, African 15 Ginger, Cochon 18 Ginger, Jamaica 25 Mustard 65 Pepper, Singapore, blk. 17 Pepper, Singap. white. 28 Pepper, Cayenne 20 Sage 30 STARCH Common Gloss 1lb. packages 4 @ 5 8lb. packages 4 @ 1/2 6lb. packages 6 @ 1/2 40 and 50lb. boxes 1 1/2 @ 3 1/2 Common Corn 20lb. packages 5 40lb. packages 4 @ 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 Basket-fired, fancy 48 Nibs 22 @ 24 Sifts 9 @ 11 TOBACCO Fine Cut Cadillac 54 Sweet Loma 34 Hiawatha, 5lb. pails 55 Telegram 30 Pay Car 33 Prairie Rose 49 Protection 40 Sweet Burley 44 Tiger 40 Plug Red Cross 31 Palo 35 Hiawatha 41 Kylo 37 Battle Ax 37 American Eagle 33 Standard Navy 37 Spear Head, 7 oz. 47 Spear Head, 14 1/2 oz. 44 Nobby Twist 55 Jolly Tar 39 Old Honesty 43 Tody 34 J. T. 38 Piper Hedsick 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 44 Chips 33 Klin 21 Duke's Mixture 40 Duke's Cameo 48 Myrtle Navy 44 Yum Yum, 1 1/2 oz. 39 Yum Yum, 1lb. pails 40 Cream 38 Corn Cake, 2 1/2 oz. 25 Corn Cake, 1lb. 22 Plover Boy, 1 1/2 oz. 39 Plover Boy, 3 1/2 oz. 39 Peerless, 3 1/2 oz. 35 Peerless, 1 1/2 oz. 38 Air Brake 36 Cant Hook 30 Country Club 32-34 Forex-XXXX 30 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 18 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 1 60 Market 40 Splint, large 3 50 Splint, medium 3 25 Splint, small 3 00 Willow, Clothes, large 8 25 Willow, Clothes, me'm 7 50 Willow, Clothes, small 6 50 Bradley Butter Boxes 2lb. size, 24 in case 72 3lb. size, 16 in case 68 5lb. size, 12 in case 63 10lb. size, 6 in case 60 Butter Plates No. 1 Oval, 250 in crate 30 No. 2 Oval, 250 in crate 35 No. 3 Oval, 250 in crate 40 No. 5 Oval, 250 in crate 50 Churns Barrel, 5 gal., each 2 40 Barrel, 10 gal., each 2 55 Barrel, 15 gal., each 2 72	Gunpowder Moyune, medium 30 Moyune, choice 32 Moyune, fancy 40 Pingsuey, medium 30 Pingsuey, choice 30 Pingsuey, fancy 40 Young Hyson Choice 30 Fancy 36 Oolong Formosa, fancy 42 Amoy, medium 25 Amoy, choice 32 English Breakfast Medium 20 Choice 30 Fancy 40 India Ceylon, choice 32 Fancy 42 TOBACCO Fine Cut Cadillac 54 Sweet Loma 34 Hiawatha, 5lb. pails 55 Telegram 30 Pay Car 33 Prairie Rose 49 Protection 40 Sweet Burley 44 Tiger 40 Plug Red Cross 31 Palo 35 Hiawatha 41 Kylo 37 Battle Ax 37 American Eagle 33 Standard Navy 37 Spear Head, 7 oz. 47 Spear Head, 14 1/2 oz. 44 Nobby Twist 55 Jolly Tar 39 Old Honesty 43 Tody 34 J. T. 38 Piper Hedsick 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 44 Chips 33 Klin 21 Duke's Mixture 40 Duke's Cameo 48 Myrtle Navy 44 Yum Yum, 1 1/2 oz. 39 Yum Yum, 1lb. pails 40 Cream 38 Corn Cake, 2 1/2 oz. 25 Corn Cake, 1lb. 22 Plover Boy, 1 1/2 oz. 39 Plover Boy, 3 1/2 oz. 39 Peerless, 3 1/2 oz. 35 Peerless, 1 1/2 oz. 38 Air Brake 36 Cant Hook 30 Country Club 32-34 Forex-XXXX 30 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 18 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 1 60 Market 40 Splint, large 3 50 Splint, medium 3 25 Splint, small 3 00 Willow, Clothes, large 8 25 Willow, Clothes, me'm 7 50 Willow, Clothes, small 6 50 Bradley Butter Boxes 2lb. size, 24 in case 72 3lb. size, 16 in case 68 5lb. size, 12 in case 63 10lb. size, 6 in case 60 Butter Plates No. 1 Oval, 250 in crate 30 No. 2 Oval, 250 in crate 35 No. 3 Oval, 250 in crate 40 No. 5 Oval, 250 in crate 50 Churns Barrel, 5 gal., each 2 40 Barrel, 10 gal., each 2 55 Barrel, 15 gal., each 2 72	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 35 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, 5 holes 65 Rat, wood 80 Rat, spring 75 Tubs 20-in. Standard, No. 1 8 25 18-in. Standard, No. 2 7 25 16-in. Standard, No. 3 6 00 20-in. Cable, No. 1 9 00 18-in. Cable No. 2 8 00 16-in. Cable No. 3 6 75 No. 1 Fibre 10 80 No. 2 Fibre 9 45 No. 3 Fibre 8 55 Wash Boards Bronze Globe 2 50 Dewey 1 75 Double Acme 2 75 Single Acme 2 25 Double Peerless 3 90 Single Peerless 3 00 Northern Queen 3 25 Double Duplex 3 00 Good Luck 2 75 Universal 3 40 Window Cleaners 12 in. 1 65 14 in. 1 85 16 in. 2 30 Wood Bowls 11 in. Butter 75 13 in. Butter 1 25 15 in. Butter 2 10 17 in. Butter 3 50 19 in. Butter 4 30 Assorted, 13-15-17 2 30 Assorted, 15-17-19 3 25 WRAPPING PAPER Common Straw 1 1/2 Fibre Manila, white 2 1/2 Fibre Manila, colored 4 No. 1 Manila 3 Cream Manila 3 Butcher's Manila 2 1/2 Wax Butter, short c't. 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 10 Yeast Foam, 1 1/2 doz. 58 FRESH FISH Per lb. Whitefish, Jumbo 20 Whitefish, No. 1 11 Trout 10 Halibut 10 Ciscos or Herring 7 Bluefish 15 Live Lobster 25 Boiled Lobster 25 Cod 10 1/2 Haddock 7 Pickrel 9 Pike 9 1/2 Perch, dressed 8 Smoked, White 12 1/2 Red Snapper 16 Chinook Salmon 16 Mackerel 17 HIDES AND PELTS Hides Green No. 1 8 1/2 Green No. 2 7 1/2 Cured No. 1 9 Cured No. 2 9 Calfskin, green, No. 1 12 Calfskins, green No. 2 10 1/2 Calfskin, cured No. 1 13 1/2 Calfskin, cured No. 2 12 Pelts Old Wool 30 Lambs 30 @ 50 Shearings 25 @ 50 Tallow No. 1 @ 5 No. 2 @ 4 Wool Unwashed, med. @ 26 Unwashed, fine. @ 21	CONFECTIONS Stick Candy Standard 7 1/2 Standard H H 7 1/2 Standard Twist 8 Cases Jumbo, 32 lb. 7 1/2 Extra H H 10 Boston Cream 10 Big stick, 30 lb. case 13 Mixed Candy Grocers 6 1/2 Competition 7 Special 7 1/2 Conserve 8 Royal 8 1/2 Ribbon 10 Broken 10 Cut Leaf 1 1/2 Leader 8 1/2 Kindergarten 10 Bon Ton Cream 9 French Cream 9 1/2 Star 11 Hand Made Cream 15 Premio Cream mixed 13 O F Horehound Drop 10 Fancy-In Pails Gypsy Hearts 14 Coco Bon Bons 13 Fudge Squares 13 Peanut Squares 10 Sugared Peanuts 11 Salted Peanuts 13 Starlight Kisses 11 San Blas Goodies 12 Lozenges, plain 9 1/2 Lozenges, printed 10 Eclipse Chocolate 12 Eclipse Chocolates 14 Eureka Chocolates 14 Quintette Chocolates 13 Champion Gum Drops 8 1/2 Moss Drops 9 Lemon Sours 10 Imperial 11 Ital. Cream Opera 12 Ital. Cream Bon Bons 11 Golden Waffles 13 Old Fashioned Molasses Kisses, 10lb. box 1 20 Orange Jellies 10 Fancy-In 5lb. Boxes Lemon Sours 65 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, Crys. 60 A. A. Licorice Drops 90 Lozenges, plain 55 Lozenges, printed 55 Imperial 60 Mottos 60 Cream Bar 60 G. M. Peanut Bar 60 Hand Made Crms. 30 @ 90 Cream Buttons 65 String Rock 68 Wintergreen Berries 60 Old Time Assorted 2 75 Buster Brown Goodies 3 50 Up-to-date Assmt. 2 75 Ten Strike No. 1 6 64 Ten Strike No. 2 6 60 Ten Strike, Summer assortment 6 75 Scientific Ass't 13 00 Pop Corn Dandy Smack, 24s 65 Dandy Smack, 100s 2 76 Pop Corn Fritters, 100s 50 Pop Corn Toast, 100s 50 Cracker Jack 2 25 Checkers, 5c pkgs. case 1 20 Pop Corn Balls, 200s 1 20 Cicero Corn Cakes 5 per box 60 Azulikit 100s 3 00 Oh My 100s 3 50 Cough Drops Putnam Menthol 1 00 Smith Bros. 1 25 NUTS-Whole Almonds, Tarragona 17 Almonds, Avica 17 Almonds, California sft. shell 10 1/2 Brazilis 15 @ 17 Filberts @ 13 Cal. No. 1 @ 16 Walnuts, soft shelled @ 16 Walnuts, Grenoble @ 15 Table nuts, fancy @ 15 Pecans, med. @ 16 Pecans, ex. large @ 18 Pecans, Jumbos @ 20 Hickory Nuts per bu. Ohio new @ 5 Cocoanuts @ 5 Chestnuts, New York State, per bu. Shelled Spanish Peanuts 9 @ 10 Pecan Halves @ 75 Walnut Halves @ 32 Filbert Meats @ 27 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 Hur35
Perfection35
Perfection Extras35
Londres35
Londres Grand35
Standard35
Puritans35
Panatellas, Finas35
Panatellas, Bock35
Jockey Club35

COCOANUT

Baker's Brazil Shredded



70 1/4 lb. pkg. per case 2 60
85 1/2 lb. pkg. per case 2 60
88 1/4 lb. pkg. per case 2 60
16 1/4 lb. pkg. per case 2 60

FRESH MEATS

Beef

Carcass6 1/4 @ 9
Hindquarters7 1/4 @ 10
Loins8 @ 14
Rounds7 @ 8
Chucks5 @ 6 1/4
Plates5 @ 5
Livers8 @ 8

Pork

Loins@ 11
Dressed@ 8 1/2
Boston Butts@ 10 1/2
Shoulders@ 9 1/2
Leaf Lard@ 9 1/2
Trimnings@ 8

Mutton

Carcass@ 9 1/2
Lambs@ 14 1/2
Spring Lambs ..

Veal

Carcass6 @ 8 1/2

CLOTHES LINES

Sisal

60ft. 3 thread, extra..1 00
72ft. 3 thread, extra..1 40
90ft. 3 thread, extra..1 70
60ft. 6 thread, extra..1 29
72ft. 6 thread, extra..

Jute

60ft.75
72ft.90
90ft.1 05
120ft.1 60

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 25
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 1/2 to 2 in.7
1 1/2 to 3 in.9
1 1/2 to 4 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
Pineapple Brand95

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

Peaver 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.

For Sale or Trade—30 Elk cigar machines, 25 placed. Also bill sale \$800 on stock dry goods, payable \$25 per month. Want to get rid of them as I am unable to attend to them, owing to sickness. Ed. Raquet, Kalkaska, Mich. 973

For Sale—Drug store, a never heard of before proposition. Finest and best in state. Family will move to California. Sell at 85c on dollar. Invoice about \$10,000. 1/2 cash and arrange balance. Equip- ment ice cream plant, full prices. Address H. C. Fueller, Box 1271, Grafton, W. Va. 972

Young man of experience wants position as salesman in grocery or general store. References furnished. Address Salesman, care Tradesman. 974

For Sale—A successful country dealer in good town, located in fine farming country, is going West. Has a good store building, with living rooms on ground floor, which he will sell or rent on reasonable terms. Would sell stock entire or in part at a bargain to anyone wishing a good country town merchandise business. Address No. 971, care Michigan Tradesman. 971

For Sale—A1 county newspaper at a bargain. Address Lock Box 146, Moroco, Ind. 970

For Sale—Two drawers, two counter National Cash Register, total adder for both drawers. Been used one year. Good as new. Cost \$350, will sell for \$250. Also 1 Enterprise coffee mill, cost \$28, good as new, will sell for \$12. Jos. O'Laughlin, Big Rapids, Mich. 969

For Sale—Stock of men's clothing, furnishings and shoes. Inventories about \$10,000. Annual sales \$30,000. County seat in new rich irrigated country. Great future. Best reasons for selling. Box 233, Twin Falls, Idaho. 968

Sprinklers—Walworth Sprinkler Heads for sale. Apply at once to Shearman Brothers Company, Jamestown, N. Y. 965

For Sale—Drug stock in Michigan, will invoice about \$4,000. Located in a beautiful little country town of 1,000 population. Excellent farming country. Reason for selling, too much outside business. Address No. 964, care Michigan Tradesman. 964

For Sale—Established restaurant, bakery, and ice cream parlors combined. Excellent business in all departments. For particulars address the proprietor, Willet Wolfraim, Cadillac, Mich. 963

For Sale—Well-established millinery business in town 10,000 southern Kansas. Choice location. Millinery store in same building for 20 years. Only three stores in town. Nice clean staple stock, including fixtures. Will invoice around \$2,200. Not a forced sale or bankrupt stock. Have very best reasons for selling. Will sell at a bargain for cash or will consider farm or desirable city property in trade if they are priced right. Particulars address M. M. Fulkerson, Alva, Okla. 962

Cash for your business or real estate. No matter where located. If you want to buy or sell address Frank P. Cleveland, 1261 Adams Express Bldg., Chicago, Ill. 961

Wanted—Best price paid for coffee sacks, flour sacks, sugar sacks, etc. Address William Ross & Co., 57 S. Water St., Chicago, Ill. 960

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

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

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—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—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—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

For Sale—Dry goods business, for cash only. Clean, up-to-date stock with or without fixtures. Three years' lease optional; new store building finest in town. Best location, established trade; cause, want to retire. Call or address Mark Ruben, Lowell, Mich. 927

For Sale—Grocery, meat market and small stock crockery in a live town of 5,000 in Southwestern Michigan. Stock and fixtures up-to-date. Would invoice about \$5,000. Proprietor has been in business for 27 years and wants to retire. Stock could be reduced to suit buyer. Did \$60,000 business 1906. Address No. 926, care Michigan Tradesman. 926

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 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

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

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—\$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

39 1/2 acres near Interurban, good markets; \$2,370 for shoes, dry goods, furnishings. McOmber & Co., Berrien Springs, Mich. 914

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

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—Grocery and crockery business. Last year's sales \$20,000. Good opportunity. Stock invoices about \$3,000. Address Lock Box 610, Neillsville, Wis. 910

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

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 \$2,500; 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

For Sale—My stock of general merchandise located in Ithaca, Mich., county seat of Gratiot county. The best town of its size in the state. Consisting of clean up-to-date goods, amount of stock \$8,000. Location the best. Rent reasonable. A rare chance for some one. Reason, selling on account of health. Address F. W. Balch, Ithaca, Mich. 886

Wanted—Two thousand cords basswood and poplar excelsior bolts, green or dry. Highest market price paid, cash. Excelsior Wrapper Co., Grand Rapids, Mich. 859

For Sale—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

For Sale—Small country store, doing strictly cash business. A money-maker. Address No. 770, care Michigan Tradesman. 770

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. 953

For Sale—A clean stock of drugs, fixtures, etc., complete. Everything up-to-date. Stock inventories 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 \$3,600. If taken before April 1st, will sell at rare bargain. Must sell on account of other business. Geo. Tucker, Fennville, Mich. 538

For Sale—Stock of shoes, dry goods and groceries located in Central Michigan town of 350 population. Living rooms above store. Rent, \$12 per month. Lease runs until May 1, 1908, and can be renewed. Last inventory, \$2,590. Sales during 1905, \$8,640. Good reasons for selling. Address No. 386, care Michigan Tradesman. 386

Wanted—A good, bright grocery clerk for general store. Must be of good habits and well recommended. Address Clerk, care Michigan Tradesman. 587

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

HELP WANTED.

Agents Wanted—To sell Pieced, Stamped and Japanned tinware on commission basis to hardware and house furnishing goods trade and to scheme trade. Iron City Tin & Japan Co., McKees Rocks, Pa. 966

Agents Wanted—To sell our specialties in enameled ware, to hardware and house furnishing goods trade. Enamel Specialty Mfg. Co., Box No. 609, Pittsburg, Pa. 967

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—A man that understands the butcher business to assist in retail shop. Must be able to cut meat and be of good character and well recommended. Address Meat Shop, care Tradesman. 896

Salesmen Wanted—Salesmen in every section with established trade to handle as a sideline on liberal commission basis, W. H. Goodger's well-known infants soft-sole shoes. Fall and holiday samples now ready. State territory desired. Enclose reference. Address W. H. Goodger, Rochester, N. Y. 904

Fireman and brakeman on railroads in Michigan vicinity, to fill vacancies caused by promotions. Experience unnecessary. Age over 20; over 140 pounds; 5 1/2 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

The Tradesman Company
Engravers and Printers
ILLUSTRATIONS OF ALL KINDS
STATIONERY & CATALOGUE PRINTING
GRAND RAPIDS, MICHIGAN.

THE JAPANESE AGITATION.

Within the past few days there appears to have been a concerned attempt again to stir up an anti-Japanese sentiment in the United States. The appeal to race prejudice originating in San Francisco during the winter having met with no general response elsewhere than in that particular strip of the Pacific coast, it was supposed that the anti-Japanese crusade had been abandoned with the passage by Congress of the amended immigration bill. The anti-Japanese campaign as a national movement was utterly discredited by the character of its leaders on the Pacific coast and by its purpose, if not for any other reasons. The present sponsors, who evidently prefer to remain anonymous, issuing their compositions with the vague statement that they emanate from "authoritative" or "semi-official sources," have changed their base of operations to Washington. This, perhaps, is to give the false impression that statements contained in the dispatches inspired or sent out are based on information gleaned from official Government sources. It is a crafty, stealthy method of conveying the impression to the public that relations between the governments of the United States and Japan are not as smooth as they would appear on the surface. Unquestionably the rumors of the past few days that have been sent out with a Washington date have raised suspicion in many minds that there may be more or less truth in the hints dropped or suggested by these dispatches. Secretary Root's positive refusal to give these rumors official notice by a denial ought to set at rest any suspicion as to the completeness of the understanding between the two governments and the absolute harmony of views existing between them. Certainly there has been no development of recent date that justifies anything remotely resembling war rumors. And the very absence of such a thing would indicate that the anti-Japanese industry now in operation in Washington is a branch or a complete transfer of the plant recently working over time in San Francisco. Either the sponsors of the Washington movement are the same as on the coast or else they are jingoes who are succeeding in keeping their identity concealed.

Coincident with the campaign in Washington, there is an agitation going on in Tokio. It is waged by the party out of power anxious to secure the downfall of the governing ministry. The party of the outs there calls itself Progressive, and it is using the government's acceptance of the exclusion of Japanese laborers from the United States and the San Francisco disturbances as means of discrediting the ministry with the people. The Progressives are saying that this concession by Japan is, in effect, an admission that Japanese laborers are to be ranked with Chinese coolies by the United States and that, too, with the official acquiescence of Japan. Naturally this is designed to inflame the Japanese, who are sensitive on the point of equality. This is party poli-

tics in Japan, and it is not one whit different from party politics in the United States. One does not have to explain it by characterizing it as Asiatic or Oriental. It is just plain politics, and if it is peculiar to or characteristic of any people or part of the earth then it certainly is American and Occidental. This movement in Japan is not in intent anti-American. It is directed at the overthrow of the party in power. Naturally it has the aid of the Progressive party's newspapers and the editorials of these take on an anti-American tone to further the purpose aimed at. This political campaign in Japan and the anti-Japanese agitation of the San Francisco and Washington bureaus work as beautifully together as if they had been conceived and organized for the purpose. The ammunition supplied by the Japanese Progressive papers is fired in the United States by the anti-Japanese bureaus here and likewise that manufactured in the United States is used by the Progressives against the government in Japan. Such a joint crusade, should it continue, contains elements of serious trouble. It is the more dangerous because neither can be held to any accountability and in pursuing such a dangerous agitation both are without conscience and, of course, reck not of consequences. The two governments will, of course, do all they can to combat and neutralize the mischievous agitation, but if the peoples of the two countries hearken to this clamor of irresponsible demagogues rather than the wisdom of their statesmen, an open breach could not long be postponed.

THE FRUITS OF UNIONISM.

It is confidently believed that the conviction of her trades union mayor will have a salutary influence upon general conditions in San Francisco. Before the earthquake and fire corrupt organizations had the city by the throat and were exacting more and more every day. Following the great catastrophe millions of money were sent by the generous people of the country and the union grafters got after that, too. In rebuilding operations the labor unions put up the prices to exorbitant figures after agreeing not to, and municipal corruption improved the disaster to levy still greater tribute. These things worked together to create a lack of confidence throughout the country, to the end that no one cared to invest any money, thinking altogether that the place was unsafe. What San Francisco needs just now more than anything else is Eastern capital. The conviction of Mayor Schmitz may mean the beginning of reform and the dawn of better and more honest days, providing every union grafter is relegated to the background. If that is done and the East can be so convinced, it is a most important occurrence and the result may be of great substantial value and advantage to that city. If this should be followed by other convictions and by the election of proper men for municipal offices, then it might be said that confidence had been fully restored.

RENEWING OLD TIES.

It is wonderful how time and trade interests heal old feuds and antagonisms between nations. There was a time when the Latin-American countries felt great bitterness towards the mother country, Spain, and in the case of Brazil towards Portugal. When these countries were merely dependencies and colonies of the Old World nations they probably had good reason to feel bitterness owing to the systematic plundering of the colonies by adventurers from the mother countries sent out to lord it over the dependencies. During the long period of revolution and revolt, finally ending in the independence of the colonies, much bitterness was created which was enduring. But all these sentiments of ill will and sense of injury have passed away, and the bond of sympathy which a common language and common customs and habits of life engenders have gradually re-established an entente cordiale between the old countries and their former colonies.

During the coming fall Brazil expects to celebrate the centennial anniversary of the opening of her ports to general commerce, and the Brazilian Government has decided to invite King Carlos of Portugal to visit Brazil for the occasion, promising him an enthusiastic welcome. It is reported that the King of Portugal has accepted the invitation, although the good taste of such acceptance is somewhat open to question, as it is not a generation ago that an Emperor of the Braganza dynasty was dethroned in Brazil, and his descendants are still exiled from their native country.

Not to be outdone by Brazil, several of the former Spanish colonies, including Peru and Chili, and it is said even Mexico, have requested King Alfonso of Spain to make a tour of the Latin-American countries, visiting in turn each of the former Spanish colonies. While sentiment has a good deal to do with this desire on the part of the people of the Latin-American countries to honor the sovereign of the mother country, there is probably also a trade motive in the movement and a political motive as well. Most of the South American countries resent the growing influence of the United States, and they believe that a closer relationship with Spain would counteract the growing trade and political influence of the powerful Northern Republic.

It is said that the government at Madrid is seriously considering the advisability of accepting the invitations coming from South America and arranging for a tour of the former Spanish colonies by King Alfonso, accompanied by a suitable suite. Despite the distrust of our South American friends, the United States will sympathize with their desire to do honor to the King of the country that established them as colonies, and which ruled them for so long a time. The renewal of a kindly sentiment towards the mother country on the part of the former Spanish colonies, now that her old-time authority is no more and her power to hamper and restrain them has lapsed, is much to be commended. The time has come

for the former Spanish possessions to remember the previous greatness of the mother country and the benefits she conferred on civilization, and particularly upon her colonies, and to forget the era of her decadence and colonial oppressions. The people of this country will watch the outcome of the invitations to Spain with sympathetic interest rather than with jealousy.

Nikola Tesla has a firm belief that he will some day be in communication with the people on the planet Mars. He has expended a fortune in electrical experiments and the erection of an odd looking structure of steel and cement, sunk 150 feet in the ground and 150 feet high. It is known in the neighborhood as "the wonder tower," because no one is allowed to witness the operations inside, but it is believed that it is used to demonstrate his theory of communicating with the Martians. The sheriff of Suffolk county, N. Y., has advertised the mysterious tower for sale to satisfy a judgment of \$1,108.20. Mr. Tesla says the matter will be settled and there will be no interference with his work. It is hoped his creditors will be patient and await developments. He may find a friend in Mars who will be pleased to advance the funds required for his relief.

A Seattle capitalist is erecting a modern apartment house at a cost of \$250,000, which has some novel features that will make it popular and probably profitable. Tenants without children are not desired. On the roof there will be gymnastic apparatus for the older children, and in the court there will be swings and teeter boards for the younger children. Supplemental, every time a family in the building has an addition to its number a receipt for a month's rent will be presented. Such a building would have no lack of tenants in any Eastern city, and it is hoped the experiment of the Western public benefactor may be sufficiently profitable to induce others to go and do likewise.

The repeal of the Baillie law is a matter of general congratulation to all the people of Michigan outside of the railway corporations. No more iniquitous measure was ever placed on the statute books than this one and no more reprehensible methods were ever resorted to than those utilized two years ago by the railway companies in securing its enactment. The passage of the repeal bill through the House was due largely to the personal efforts of Representative Campbell, who exercised a degree of shrewdness and adroitness in this connection which entitles him to great credit.

Convert preachers to absolute sincerity and you can convert people from their sins.

BUSINESS CHANCES.

For Sale—Established up-to-date dry goods, gent's furnishings, notions, hosiery, shelf hardware, tinware. Stock can be reduced to suit purchaser. An exceptional opportunity as an investigation will prove. Five years' lease. The cleanest, newest stock in Alpena. Will sell cheap. Good reason for selling. Address James Yeon, Alpena, Mich. 975



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.

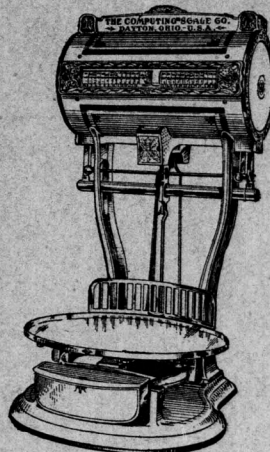
Roasters and Packers
 Grand Rapids, Michigan



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 Handle Most of Our Lines

On a Commission Basis

Saving You the Middleman's Profit

Decorated China

There seems to be no limit to human ingenuity in the production of

**New Shapes
Artistic Designs
And Beautiful Decorations**

in the lines of German, Austrian, French, English and Japanese China.

Every succeeding year brings a host of new and tempting creations of the potter's art far surpassing the preceding ones in artistic conception and richness of design. The decorations for this season are exceedingly rich and handsome, **rivaling nature in exquisite beauty of coloring and endless diversity**, tempting to the eye and irresistible to lovers of beautiful china.

We have now on display in our showrooms the most interesting values we have ever offered in

**Berry Sets
Bread or Cake Sets
Sugars and Creams, Tete-a-tete Sets
Chocolate Sets, Berry Bowls
Plates, Cups and Saucers
Plate Sets
Nut Bowls, Cracker Jars
Bread and Milk Sets
Chop or Meat Plates, Etc.**

These goods sell every day in the year and are especially desirable for wedding or anniversary gifts, etc.



**10 Quart I C Tin
Flaring Pails at
\$1.04 Per Dozen**

the steady advance in all kinds of tinware notwithstanding. These pails are not bought at auction but contracted for early in the season and guaranteed

Full Standard Size and Weight

**Heavy Tin Dairy Pails
With IX Bottoms**



These pails are made of heavy quality bright tin and called IX by some. A point of advantage over most pails is the raised bottom, which is made of extra heavy IX tin. The edges are well strengthened by a wire. Bail attached to riveted metal ears. Black enameled handle.

10 Quarts—Doz....\$1.48 | 12 Quarts—Doz....\$1.68
14 Quarts—Doz....\$1.87

IX TIN DAIRY PAILS—Sold as IXX by Some
These are made of best IX tin. Have raised bottoms, heavy wire-strengthened tops, riveted metal ears, wire bail with black enameled handle.
12 Quarts—Doz....\$1.92

IXX TIN DAIRY PAILS
12 Quarts—Doz....\$2.32 | 14 Quarts—Doz....\$2.72

IX TIN DISH PANS—Best Heavy Quality



14 Quarts—Doz....\$2.40 | 17 Quarts—Doz....\$2.82
21 Quarts—Doz....\$3.42

Decorated Parlor Lamps

Now is the time to make your selections for the coming season. Our lines are ready and make a most beautiful display in our salesroom.

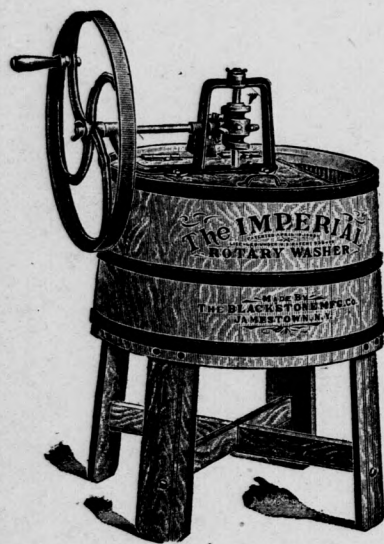
**All Previous Efforts
Are Outdone**

both in style and artistic decorations. Our display presents a most brilliant arrangement of exceedingly rich and beautiful colorings, and there is enough variety to suit every taste, even the most fastidious. They cover every range of price from the cheapest to the more expensive.

**Our New Line of
Shades for Gas Portables**
is unusually attractive both in styles and prices

Lamps and Shades
are shipped from Grand Rapids or from the factory on a
Commission Basis

Sample lines will be shipped to merchants upon request



"The Imperial" Rotary Washer

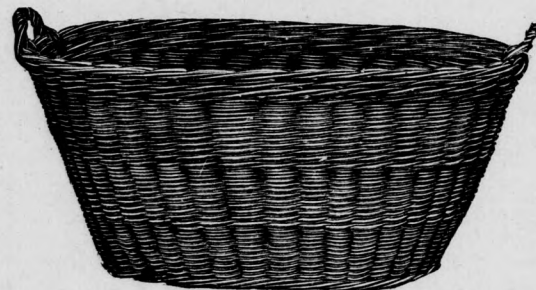
**Best and Easiest
Running Machine
On the Market**

Runs like a sewing machine with high speed and little effort. Roller bearings. Dasher post is made of galvanized iron, dasher of hardwood. The two working together will not wear off the galvanizing and this prevents rusting. The tub is finely finished and all castings are aluminum bronzed. Legs are bolted on and can be removed if necessary. See page 45 of catalogue No. 190 for lowest prices.

High Grade White Peeled Willow CLOTHES BASKETS

These baskets are made especially for us of extra heavy whole white willow stock (not split) and are offered at

**Factory
Prices**



27 1/2 inches
\$6.30

29 inches
\$7.35
Per Dozen

31 inches
\$7.90

**We Make
No Charge for
Package and Cartage**

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**