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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

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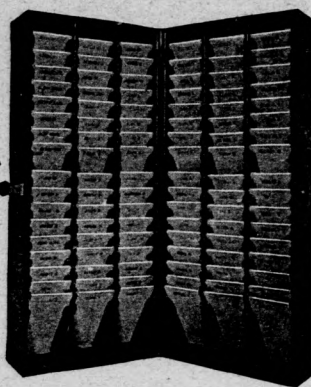
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Pat. March 8, 1898, June 14, 1898, March 19, 1901.

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Twenty-Fourth Year

GRAND RAPIDS, WEDNESDAY, JUNE 26, 1907

Number 1240

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SAFES

Tradesman Company
Grand Rapids

OFF ITS HIGH HORSE.

It is less than six months ago that the Grand Rapids Railway Co. was supremely arrogant and somewhat peevish in its demeanor toward our municipal government whenever street railway extensions were mentioned, and like the haughty old English lord they declared they would if they liked, but would not submit to orders.

Then, in support of their lofty attitude and conscious that the situation required something more than mere bravado, they rallied a lot of shopworn arguments as to cost of rails, cost of cars, cost of operating, cost of new power house, cost of construction and the Lord only knows what else to show that the business at hand would not warrant any such expenditure of money, and that, besides, it was next to impossible to get investors to put any of their money in the street railways of this city or, for that matter, in any railway in Michigan.

Naturally, they said nothing about flat wheels, go-as-you-please time schedules, interminable delays in laying new tracks and the consequent discomfort to patrons of their system. It was simply to the man in the street a forceful example of impudent determination to do as they pleased in spite of franchise provisions, Common Council or common decency.

It was a copy of the display made for so long a time by the traction corporations in Chicago; a replica in miniature of the bluffing campaign so long carried on in New York. In brief, it was as forceful an example of the conventional policy and practice of the street railway magnates in Philadelphia and New York as it is possible to produce in so small a city as Grand Rapids.

And these same gentlemen, well acquainted with possibilities under such circumstances, feared only that some mayor like the late Hazen S. Pingree, of Detroit, and some railway builder like Tom Johnson, of Cleveland, would get together and do to them what Messrs. Pingree and Johnson did to George Hendrie's Detroit railway outfit a few years ago. And, by the way, Detroit's present street railway system, confessedly one of the finest in the country as it is today, is the direct offspring of the Pingree-Johnson combination, and a system which, had Hendrie and his crafty gang retained their grip on the Detroit streets, would not have been developed.

Grand Rapids sorely needs and well deserves a cross-town line on both sides of the river—two routes extending north and south so that the thousands who are continually required to move two or three miles to the north or south, as the case

happens, need not be compelled to lose the time and experience the annoyance of traveling from two to three miles out of their way to reach their destination. More than that, the city railway system needs these cross-town lines. Such lines would not only increase their traffic, but the operating expenses would readily adjust themselves to such an arrangement so that the average cost per car per mile would be less than at present. It would be economy, to say nothing of accommodating the public, for the Street Car Company to locate, build, equip and operate such lines.

And the pot has begun to boil. A petition has gone to the Common Council for a street railway franchise, specifying routes and making up-to-date concessions to the municipality. The routes named are, in general terms, practically the same as were published in the Tradesman nearly a year ago. And the monied interests back of the petition are, presumably, the same as were investigating the Grand Rapids situation a year and a half ago. Moreover, they are men who do things and who are as able in the street railway game as the gentlemen in Philadelphia and New York.

That the Grand Rapids company has its ear to the ground is evidenced by the promptness with which it has dismounted from its altitudinous equine. Now that there is no danger through the city's new charter, and all that, which is bosh, they are going to build, and build within a year, mind you, four extensions—Fifth avenue, both ends of Bridge street and Plainfield avenue. That sounds well, but it is a niggardly makeshift, covering a total of less than three-quarters of a mile—according to the map of the city—of new tracks.

In this connection Mayor Ellis and the Common Council of Grand Rapids are entitled to the thanks of all citizens for their determined, fair and careful protection of the people's rights. If they will only hold on and exact from the Railway Company all that the city is entitled to, instead of the mere bit of bait offered by the Philadelphia capitalists, then they will perfect a record which, as street railway legislation goes, will be well nigh faultless.

CRAFT AND GRAFT.

The adjournment of the Legislature last week was a matter of general rejoicing on the part of all concerned, because the division of the Senate, brought about by the corrupt tactics of the railway corporations and the exigencies of party politics, created a condition which was anything but encouraging to the friends of good legislation. While it is true

that the Legislature passed a number of good laws, it is equally true that many meritorious measures which should have been placed on the statute books were sidetracked. This is especially true in the matter of food legislation. Although Governor Warner placed himself on record in his message as favoring the revision of the State food laws to conform to the Federal regulations, the Food Commissioner strenuously opposed any change in the laws, and Governor Warner, for reasons best known to himself, neglected to put a check rein on his adroit and somewhat shifty lieutenant. The result is that laws found to be obsolete and iniquitous are still on the statute books and a commissioner who might wish to use the laws as a vehicle of blackmail and grafting can be accommodated. The Tradesman lifted up its voice as strongly as possible in behalf of an amendment which would have prevented corrupt practices on the part of any food commissioner, but the underhanded opposition of Mr. Bird was sufficient to defeat the enactment of the measure. The Tradesman does not wish to infer that Mr. Bird is a blackmailer or a grafter, but if he were a blackmailer or grafter he would be likely to take the same stand and pursue the same tactics he did in the case of the proposed amendment to the food laws.

Another measure which should have been enacted was the bill prohibiting the manufacture and sale of cigarettes and absinthe in this State. Both articles are boy killers and man killers. A person who is a slave to the absinthe habit soon develops homicidal and suicidal tendencies and the man who becomes addicted to the smoking of cigarettes acquires the habit of lying and stealing, not to mention other infractions of the moral calendar. Many states have already taken advanced ground on this subject and Michigan should not be the last state to array herself on the side of decency and morality.

The Lake Shore Railroad officials report that the serious accident in which the famous "limited" train was derailed was the work of small boys who tampered with the switch. When railroad officials admit that their switches can be opened by little boys about as easily as a barnyard gate, it is time for some inventor to bring out an actual safety switch. Machinists with tools have been charged with opening switches, but it has rarely been admitted that little boys can do the trick.

The man who always thinks of his rights is the first to forget that they always involve an equal number of responsibilities.

SUCCESSFUL SALESMEN.

M. J. Rogan and His Son, Thomas A. Rogan.

M. J. Rogan was born Sept. 18, 1860, in Berwick-on-Tweed, on the border of England and Scotland, his parents having moved there a short time previous to his birth. Mr. Rogan was one of a large family of children, but he is the only one left, the others having died at an early age.

At the age of 10 years he determined to leave school and go to work, and did so against the wishes of his father, trying five different jobs luring the first three months—tailor, carpenter, grocer, twine spinner and carriage painter. He had spent his evenings for about a year in a small railway station learning telegraphy and at the age of 10 years and 3 months—at which time he would be taken for a lad of 14 years—he secured a position at a small station on the North British Railway Co.'s road, about seventy miles from home, at ten shillings a week (\$2.50), paying \$2 a week for his board. This position he continued to occupy for about three years, when he went into a clothing store to work, where he remained until he was between 18 and 19 years of age. He then accepted a position to travel on the road with a line of clothing, his territory being the north of England and parts of Scotland. In 1888 Mr. Rogan concluded to come to the United States and arrived in New York on June 3 of that year. His first position was with a Poughkeepsie overall and shirt factory, selling goods in Michigan on commission. He continued with this house one year, when he decided to engage in the clothing business at Otsego. After running the store for six months he concluded that he was not adapted to country store life and was eager to again try his luck on the road, thinking that with eighteen months' experience in the United States and his store experience he would be better able to achieve success. He then secured a position with Walter Buhl & Co., of Detroit, to sell their line of hats in Michigan, and Mr. Rogan says that his success dates from that event. He declares that a great deal of the credit belongs to Mr. Hempstead, Mr. Buhl's general manager, who really gave him his first start. As a proof of how well he succeeded for Buhl & Co. he received the first year a salary of \$1,000 and remained with them four years, at the end of which time he was accorded \$2,300 a year, which it is understood is the largest salary paid any Detroit salesman at that time. He then went with a New York hat house for a year, when the old-established hat firm of Moore, Smith & Co., of Boston, had a vacancy in the West. He accepted a position with it in October, 1894, to represent it in Michigan, Ohio, Indiana and Illinois, three-quarters of his time being devoted to Michigan. On leaving the employ of this house he went on the road selling clothing. Five years ago he joined forces with the clothing firm of Solomon Brothers & Lempert, of Rochester. Mr. Rogan is

interested in several retail stores and has an office at 200 Bamlet building.

Mr. Rogan has just gone to Ireland, where he will spend six weeks and visit the scenes of his childhood.

On April 5, 1880, Mr. Rogan was married to Miss Mary McDermott, of Berwick-on-Tweed. They resided in Kalamazoo until about ten years ago, when they removed to Detroit. Mr. Rogan is a Catholic. He is decidedly social, being identified with several fraternal organizations.

While Mr. Rogan is twenty-four years older than his son, Thomas A. Rogan, he says he is just as active and can hustle just as hard as the junior.

Thomas A. Rogan, son of M. J. Rogan, whose biography appears above, was born at Berwick-on-Tweed, England, March 31, 1885, and came to this country with his parents when 6 years of age. He was carefully educated at the Catholic

Michigan, Ohio, Indiana and Illinois. Tom Rogan will continue his office in the Kanter building.

He is married and the union has been blessed by two children.

Promotion of the City's Best Interests.

Grand Rapids, June 25—The suggestion for raising a promotion fund for the use of the Grand Rapids Board of Trade came from a small body of retailers, was picked up by the wholesalers, supported strongly by the real estate men and it looks as if, under proper guidance, we ought to be able, not only to raise the fund which will be necessary to accomplish satisfactory results, but to disburse it in a Catholic spirit. I am as interested as anybody to secure industries that will add to our prestige as a manufacturing city and

I am anxious that we should get more of diversity into our industrial enterprises, but I am more interested to have our people rise to the fact

views of one administration supplemented by the views of a successive administration. To accomplish these most desirable results we must work to a plan. It seems as if a comprehensive plan ought to make a strong appeal to the average business man, and it is with regret that I hear expressions from some of our people that indicate their unwillingness to make contributions to be used in the furtherance of the suggestion that the city aim at the very earliest possible moment to have a comprehensive plan for its future development worked out by experts in whom we have confidence.

I do not wish to be narrow-spirited with regard to my expressed views of this subject; but I do feel that it is hardly fair to have noses upturned at the suggestion of securing a plan for our city at an expense of perhaps eight or ten thousand dollars. Industries may come and go. They may change with the character of times. They may be at ebb or at flow according to the abundance and nearness of raw material. They may be handicapped by stringency in the money market which affects the demand for completed material; but a well thought out plan for the city will be operative in one way or another for a century. Its application will be constantly in evidence; its usefulness will grow with the years; it will touch, if well developed, every phase of our city's growth and will fit itself into all of the changes which may arise with the progress of the years. I should be happy to have the city government take up this thought and provide for its initiation and ask all organizations interested in the betterment of the city to cooperate in crystalizing this comprehensive plan, but in case the city government does not arise to the situation it seems to me that the public-spirited enterprise of our Board of Trade ought to make certain the carrying out of this most important enterprise, even at the sacrifice of some pet notions, good in themselves, but intended to secure immediate results limited in their character and effects.

This word is suggested by thoughtless remarks made during the last few days by some of our active Board of Trade workers who, I fear, have not given thought to the greater things because they have been spending so much energy upon the lesser ones. *

Was Going Some.

He was a good-natured German and his face fairly beamed as he walked into a drug store. The first thing that caught his attention was an electric fan busily buzzing on the soda counter. He looked at it with great interest and then turned to the clerk:

"Py golly!" he said, smilingly, "dat's a tam'd lively squirrel vot you got in dare, don't it?"

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schools of Kalamazoo and at 14 years of age took a position in the hat department of J. L. Hudson, of Detroit, with which establishment he remained for two years, at the expiration of which time he succeeded his father, M. J. Rogan, as traveling salesman for the Moore-Smith Co., wholesale hatter, of Boston, his father having gone on the road to sell clothing. Mr. Rogan accompanied his father on his final calls on his old customers, so that by the time he assumed the active representation of the house he was acquainted with the territory. Tom remained on the road selling hats for three years, when he decided to try the retail business and took charge of his father's store in Cleveland. After six months' experience along this line he came to the conclusion that he preferred to travel and sold pants in Michigan for three years. He has, however, recently returned to his first love, the Moore-Smith Co., and will start out August 1 selling straw hats for next year, covering the principal cities of

that we are on a way to a much larger city than we now have. The momentum which we now have attained will carry us to a greater Grand Rapids. The thing that we will be liable to lose sight of is the balancing of the city's great interests so as to make this growth the most effective in increasing the popularity of our city as a place to live in. The average American likes to live in a place where things are doing. Activity is a strong factor with him, but in connection with this he likes to have another factor of peace, quiet and restfulness which shall be in evidence in connection with the city's growth.

We all of us desire to have our city as it develops utilize the very best methods in giving permanency to our institutions, beauty and convenience to be strongly in evidence and a commendable measure of efficiency as connected with all the plans for the city's betterment. To secure these things we can not go haphazard. We can not depend upon the

DRUG MARKET WEAK.

Man of Medicine Discloses Some of His Troubles.

Written for the Tradesman.

"I don't know what is the matter with me. I work hard all day and feel sleepy when night comes, but as soon as I get to bed I am as wide awake as a corporation lawyer in franchise time. What is it, doctor?"

The doctor and the druggist sat together at the back of the drug store, and the man who couldn't sleep nights stood by the cigar counter yawning.

"Insomnia," replied the doctor.

"But why should I have insomnia?" demanded the patient, who operates a restaurant on a busy corner.

"Perhaps you smoke too much."

"About three a day. Three mild ones."

The patient held up his cigar and pointed to the light wrapper.

"Why don't you take something for it?" asked the druggist.

"I don't know what to take."

"Oh, there's plenty to put you to sleep without doing you any harm," said the druggist. "Ask the doctor."

"Yes," said the doctor, "you might take a cold bath and an air luncheon."

"Look here," began the druggist. "You're plugging against—"

"What's an air luncheon?" asked the patient.

"After you get to your room, and after you have bathed off in cold water, open the window wide and stand there taking in long breaths. Pure, cold air is better than any drug you can take. You stand there by the window and inhale for ten minutes, and when you get into bed you will sleep like a little child."

"The trouble with the air luncheon," said the druggist, with a grin, "is that you can't bottle it and sell it at a quarter an ounce."

"I'll try that," said the patient, walking away, thoughtfully. "I came in here to get something to put me to sleep, but I'll try this natural treatment first."

"That will be added to your bill," said the druggist, as the patient left and the doctor smiled serenely.

"What will be added to the bill?"

"The quarter I would have annexed from that fellow."

"All right," said the doctor. "Here comes Bill Larkin. Perhaps you can make it up on him."

"I thought I'd find you here," said Larkin, limping up to the doctor. "I am all shot to pieces."

"What's the trouble?"

"Indigestion, I guess. Sore across my stomach, and all that. What can I get for it? I can't afford to be sick now."

Larkin has a hundred men working for him, putting up a sky scraper. The doctor glanced at the druggist to make sure that he was listening and then winked at the contractor.

"I don't think you need any drugs," he said. "When you get up in the morning you hold your body rigid and swing about from above the hips. Do this until you feel the muscles of the abdomen getting a little sore. Then throw your arms aloft,

bring them down in front, and touch the floor with your fingers without bending your knees. These simple little movements are better than drugs."

"Say," said the druggist, "if you want an office in this part of the city I'll rig up one for you in the store. I think that it might help trade."

"The trouble with you is that you don't exercise the muscles of the abdomen," said the doctor, without seeming to notice the remark of the druggist. "You are just like all the rest. You let yourself get into bad shape physically and then expect the doctor to fix you up with a pill."

"I haven't noticed any demand for pills—yet," said the druggist.

"Drink plenty of water and eat plain food and you'll be all right if you let drugs alone," continued the doctor, as the contractor left the store.

"That's another addition to the bill," said the druggist as the man disappeared. "That fellow was good for a dollar."

"All right," said the doctor. "I'll get my rake-off from the next one perhaps. Hennessey may have it in his pocket right now."

Hennessey entered the store with one hand held in the opening of his vest.

"What is it, old man?" asked the doctor. "You look as if you were just out of friends."

"Reckon I have broken one of the bones of my wrist," was the reply. "Took a tumble yesterday and landed on this hand. I wish you would look at it."

The doctor swung around in his chair, but the druggist barred the way.

"Let us see you move it," he said, and Hennessey made a wry face and worked the lame wrist up and down.

"Nothing to it," said the druggist, getting in the way of the doctor, who was moving forward. "You sprained the muscles. That's all. Here, I'll fix you out."

The druggist put four ounces of arnica in a bottle, corked it and passed it over to Hennessey.

"Bandage your wrist to-night," he said, "pour the arnica on and put a clean cloth over the bandage. You will be all right in a day or two."

"Hope so. How much is this stuff?"

"Quarter."

"Cheap enough. Thought I would have a doctor's bill with this."

Hennessey laid down the quarter and went out.

"Trade is picking up," said the druggist. "That is a dollar you owe now."

"It is a quarter I owe," said the doctor. "I would have made a dollar there."

The two men smoked in silence for a moment, each wondering how the next round would terminate. Then the druggist said:

"Say, do you know that you are really dropping into the popular notion concerning drugs? You told that fellow about the pure, cold air for insomnia, and you told Larkin about movements for indigestion. It is a mighty dull man who hasn't move-

ments for something. These cure-by-mail fellows are making the mail order houses look like thirty cents. They'll tell you what to do for anything from a pain in the neck to a broken heart. The drug store is not in it any more. I think I'll have to move my drugs into a little old cupboard and enlarge the other departments. We carry about everything now except dry goods and boots and shoes and furnishings. There's a druggist over in the next town who sells individual chicken pies for a dime and serves pie with soda water."

"Cheer up," said the doctor. "The worst is yet to come. Over at Grand Rapids the officials want the druggists to take out a license, like a blooming saloonkeeper. Put in a line of hardware next and sell live stock on the side."

"It is no joke," said the druggist. "This physical culture business is knocking the drug market. If a man has anything wrong with his liver he lifts his legs so many times this way and so many times that way, and swells up so many times and eats so much air every morning before breakfast. You can get a little book that will tell you how to live a hundred years if you send the names of ten of your friends who are getting too fat, or too lean, or too red in the face."

"You let 'em alone," said the doctor. "In time they will all be after drugs. When a man begins to act as his own physician the undertaker grows a cheerful countenance. They will come your way in time."

"I don't want to have an epidemic of disease," said the druggist, "in order to sell my dope, but I wish people wouldn't keep butting into the drug business with their cure-by-mail schemes. You ought to hear the fool enquiries we get for drugs. People come in here and ask for something that no druggist ever heard of. Some one has sent 'em a mail order recipe. These are the philanthropic people who advertise to give you a remedy for consumption free of charge. When they get the name of the sucker they send on a recipe which calls for a drug no druggist keeps in stock. Then the sucker has to send his money on to the philanthropist, and of course he gets soaked good and plenty. You started this natural-method cure as a joke here, but already it is no joke to the druggist, and soon will be no joke to the invalids who try the movements until it is too late for ordinary treatment to do them any good."

"It is a good thing they can't get soda water and ice cream by mail," said the doctor, with a smile. "Here comes a man who wants wall paper. I'll go forward and give him one of Geers, Hawbuck & Co.'s catalogues. That will make up for the surgical case you lost me."

"All right," said the druggist. "He will probably get poisoned paper and then the drug trade will pick up. Now run along and we'll fix you an office on the roof of the coal shed. If you fall off we'll have your broken bones set by mail."

And the session closed for the night.

Alfred B. Tozer.

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The Prompt Shippers



Movements of Merchants.

Fife Lake—J. G. Blake has opened a meat market.

Grand Ledge—Jas. S. Kerr is closing out his implement stock.

Lake Ann—L. H. Hullmantel, grocer, is removing to Traverse City.

Menominee—Alger & Son, grocers, have moved to Green Bay, Wisconsin.

Wooster—Wm. Lubke succeeds Derk Rottman in the produce business.

Chippewa Lake—F. W. Davis is closing out his stock of general merchandise.

Hastings—Rogers & Fuller are succeeded in the ice business by Rogers & Son.

Ludington—Wm. Hathaway is fitting up a new grocery store and ice cream parlor.

Saranac—Geo. Renton is succeeded in the bakery business by A. W. Bennett, of Lowell.

Kalamazoo—Wheeler & Pitkin are succeeded in the plumbing business by the Wheeler-Blaney Co.

Manton—L. Whitford will continue the meat business formerly conducted by Whitford & Bogart.

Charlotte—C. M. Daniels will continue the grocery business formerly conducted by Lamb & Daniels.

Flint—H. R. Hewes will continue the grocery business formerly conducted by Hewes & Hopkins, Ltd.

Grand Ledge—T. W. Astley will continue the implement business formerly conducted by Astley & Rowland.

Waltz—The general merchandise business formerly conducted by Waltz & Ziegler will be continued by Robert Waltz.

Montague—C. L. Streng has sold his stock of dry goods to Potter Bros., of Chicago and Elgin, who will take possession in the near future.

Cassopolis—Coulter & Peck are installing a feed mill at their elevator, having purchased a corn sheller and gasoline engine as part of their equipment.

Port Huron—T. R. Galvin has purchased the shoe furnishing and clothing stock of R. T. Mead, of Tecumseh, and will remove it to this place.

Monroe—J. G. Daeubler has opened his new furniture store, which has been recently remodeled, and will continue his furniture and undertaking business.

Ludington—E. M. Huston has purchased the furniture stock of H. M. Hallett & Co. together with the lease on the building and will consolidate his stock with same.

Belleville—C. M. Ford has purchased the general merchandise stock of C. Dickerson. Mr. Dickerson has resigned from the position he occupied in the Belleville flouring mills.

Alma—Wm. Risch, of Brighton, has purchased the furniture stock of

McCurdy & Son. Mr. Risch has been engaged in the undertaking business in Brighton for some time.

Cassopolis—Samuel Akin, who has conducted a general store at Redfield for thirty-five years and who sold same eighteen months ago to F. D. Lamb, has purchased the stock from Mr. Lamb and is again doing business.

Saginaw—Notice has been filed of the dissolution of the Saginaw House Furnishing Co., signed by J. B. Weadock and John Kelly, a majority of the last board of directors. They show that the company has disposed of its property and gone out of business.

Thompsonville—J. E. Paul and Lowell Paul have sold their general stock, which has been conducted under the style of the Paul Mercantile Co., to E. Erickson and F. Bailey, who will continue the business at the same location under the style of Erickson & Bailey.

Port Huron—Henry C. Knill, the druggist, had a narrow escape from serious injury Tuesday by falling several feet into a pit at the rear of his pharmacy on Huron avenue. He landed on his head and shoulders and lay unconscious for two hours before he was discovered by employes of his store and medical aid summoned.

Traverse City—The Montague Company no longer exists, the partnership between J. A. and Herbert Montague having been dissolved by mutual consent. J. A. Montague retains his hardware business and Herbert Montague will occupy the new building which will be completed by him. The change took place on account of the ill health of J. A. Montague, who did not feel equal to assist in the conducting of a large business. He has taken his son, Herbert B., into partnership and the firm will now be J. A. Montague & Son.

Lakeview—A deal has been made whereby A. L. and W. D. Kirtland, who formerly conducted a drug store here, and H. L. Kirtland, who has been engaged in the general merchandise business at Sidnaw, will become co-partners in the drug business here and the general mercantile business at Sidnaw. It is probable that W. D. Kirtland will take the management of the Sidnaw store as he desires a change of climate for the benefit of his health and H. L. Kirtland will remove to this place so as to take an active part in the business here.

Muskegon—J. W. Fleming, produce dealer, acting in the interest of himself and his two partners, John Albers, meat dealer, and D. B. Jones, who is conducting a store in Chicago, has completed negotiations with Moulton & Reidel, commission merchants, whereby Mr. Fleming and his associates will succeed Moulton & Reidel under the style of the Muskegon Produce Co. Mr. Fleming will consolidate the two stocks and conduct the business at the old stand of his predecessors. Mr. Jones will close out his business in Chicago and take an active part in the business. Moulton & Reidel had been in business for twenty-five years.

Manufacturing Matters.

Detroit—The Detroit Wood Grain Co. has changed its name to the Detroit Wood Imprint Co.

Muskegon—The Hume Bennett Lumber Co. has increased its capital stock from \$400,000 to \$500,000.

Camden—The Baker Economy Furnace Co. is succeeded in business by the Three Rivers Foundry & Furnace Co.

Detroit—The capital stock of the Russell Wheel & Foundry Co. has been increased from \$350,000 to \$500,000.

Manistique—John O'Grady has taken a contract to peel 6,000 cords of hemlock bark for the Northern Lumber Co., of Birch.

Gladstone—The Buckeye mill is now turning out 30,000 to 40,000 lath a day. The completion of the shingle mill has been delayed by lack of skilled labor.

Shelby—The Shelby Dairy Co. has been incorporated to manufacture butter and other dairy products with an authorized capital stock of \$4,000, of which amount \$2,000 is subscribed and \$1,000 paid in in cash.

Lapeer—The Lapeer Cigar Co. has been incorporated to conduct a manufacturing business with an authorized capital stock of \$12,500, of which amount \$7,500 is subscribed, \$1,500 being paid in in cash and \$6,000 in property.

Ironwood—The Scott & Howe Lumber Co. has started work on the erection of twenty-five dwelling houses for the use of its employes at this place. The houses will cost about \$1,250. The company operates a large mill here.

Muskegon—A corporation has been formed under the style of the U. S. Gas Machine Co., which will manufacture gas engines, with an authorized capital stock of \$25,000, all of which amount has been subscribed, \$17,500 being paid in in cash.

Randville—Ader & Gray, of Chicago, dealers in hardwoods, have purchased a half section of land near this place and will cut the timber at once, employing 100 men. It is estimated that the tract will yield fully 7,000 cords of wood, 1,000,000 feet of timber, 5,000 railroad ties and 500 cords of pulpwood.

Ontonagon—The Ontonagon Lumber & Cedar Co. has begun clearing the right of way for a railway extension to tap a tract of timber it owns southwest of this place. The spur will leave the main line at a point two miles up the lake shore. The company has established a camp at First Creek and will begin logging very shortly.

Bay City—The Detroit & Mackinac Railway will build a spur from its line into and through the mill yard of Gardner, Peterman & Co., at Onaway. It also has a large force of men engaged in building an extension west of Alpena a distance of about twenty miles to reach a large body of timber which will be taken out and railed to Alpena.

St. Clair—Application has been made to have the Detroit Trust Co. appointed receiver for Thomson Bros., who conduct a salt works. It is announced that according to sched-

ule the property of the firm amounts to \$141,865.56, of which \$93,000 is at Port Sanilac and the remainder at St. Clair. The liabilities are stated at \$115,000. It is given out that the firm is perfectly solvent, but has met with several reverses of late and that the creditors are pressing their claims.

Bay City—There is an extraordinary demand for lath and everything in timber that can be utilized in the manufacture of lath is being looked after. Nearly all the lath used now is made of hemlock. Pine lath is scarce, only a few firms in Michigan manufacturing it. The high tide of pine lath manufacture on the Saginaw River was reached in 1891, when the output was 153,000,000 pieces. At that time lath sold in the market at \$1.50 and \$1.75. Good pine lath are worth \$7 now and hemlock are worth \$5 and upward. More than two score lath mills have been built in this city the last eighteen months and placed in operation.

Proposition To Establish Dry Milk Plant.

Charlotte, June 25—F. A. Aldrich, of Detroit, is in town to-day conferring with the Charlotte Commercial Club relative to building a branch station of the Dry Milk Co., of New York, in this city. The company asks for two bonus and will build a \$50,000 plant if it decides to locate here. In order to secure this concern it will be necessary for farmers in this vicinity to contract to furnish the company with the milk from at least 800 cows, although the plant will be built to handle the daily product of double that number. The price of the milk ranges in the year between 80 cents and \$1.40 per hundred, and the expense of hauling the same is estimated at 15 cents per hundred. The factory is operated on the same plan as condensed milk factories and when a farmer gives a contract he knows exactly what his milk is going to bring him, providing he weighs the milk at home. Patrons will be paid at the end of every month and not have to wait until the product is sold as is the case with creameries.

Cows will average 860 a year each and farmers who have dealt with condensed milk factories are more than satisfied. Another excellent feature for the farmers is that no test is required.

The concern has sent a representative to Charlotte because the city is in the center of a fertile and prosperous farming community and believes it to be a first class field in which to secure milk sufficient to operate another factory. Mr. Aldrich was a former Eaton county farmer, living between this city and Grand Ledge, and says that the location of the plant here would mean the increased prosperity of Eaton county farmers.

The Unholy Odor of Iodoform.

To remove the odor of iodoform from the hands, mortars, etc., rub a small quantity of tannic acid on the object to be deodorized. Wash well, and the odor will immediately disappear.

M. R. Shotwell.

There always is something of the boy in the man who can lead men.



The Grocery Market.

Sugar—There has been no change in refined as yet, and probably will be none if the summer demand opens shortly. Lacking the demand, refined sugar would probably decline, as the margin between it and raw sugar is now over 1c per pound.

Coffee—The market for Rio and Santos appears to be approaching a crisis. The syndicate has been endeavoring to boom the market during the week and did get it up 10 points, but it reacted again. The syndicate has now about reached its purchasing limit, which means that the coffee to come forward from now on can not be taken care of and will probably break the market. Actual Brazil coffee has shown no fluctuation during the week. Milds are steady and unchanged, as are Java and Mocha.

Canned Goods—Corn is showing some strength. It is believed that the opening prices on the new pack will be the lowest prices made during the next year. Corn will continue cheap but not so ruinously cheap as has been the case during the past few years. From now on, standard corn is a ten-cent article, which will be a welcome change to many retailers. Tomatoes continue to be quoted in the Twin City market at much less than they could be sold were they bought at the present primary market prices. The situation continues very strong. Packers do not care for any more future business. Growing conditions have improved some, but the season is very late. Peas continue very scarce. Higher grades are in better supply than the lower and medium grades. News from the growing districts does not ease the situation. The crop everywhere is backward. Short crop is now a certainty in Maryland and the South, and Wisconsin crop is late. Spot peas are badly wanted, but this is the closest clean-up on record and what are ordinarily known as cheap peas are out of the market. String beans continue very scarce. The demand for baked beans is improving. The first quotations on California canned goods, new pack, were made during the past week by a few packers. Quotations by other packers will come later. Prices already indicate a much higher basis than last year's figures. On many lines of California canned goods the trade will pay the highest prices they have paid in years. There will be few cheap leaders in this line. The prices on new gallon apples show the product will be much higher from now on. The present prices of gallon apples, both spot and future, are very low, all things considered. Wholesalers' stocks of canned fruits are badly shot to pieces. Every wholesale market reports a big clean-up. Cheap canned peaches are decidedly scarce. Cheap grades of strawberries, raspberries, blackberries, blueberries, gooseberries, etc., are in very short

supply. Gallon blueberries are scarce and the price is up in the clouds. Red cherries of every description are very high. Salmon is in about the same position as at last report. Each week, however, will see the situation grow stronger. There is a big demand in the Northwest for the cheaper grades, especially pink and red Alaska. The prices on these grades are sure to be higher. Cove oysters are firm at present high prices. A number of sizes are sold out. Lobsters will be very high during the coming year. Short pack is the report. Domestic sardines continue strong.

Dried Fruits—Prunes are about unchanged, being firm and high, both spot and futures. A fair spot quotation is 4@4¼c and futures 4¾@5c. The demand for futures is fair and that for spot goods moderate. Peaches are dull on spot, with practically no prices on futures. Apricots are so high as to be out of the running. Currants are unchanged, but the undertone is strong, especially on the other side, by reason of bad weather in Greece. If this continues there may be an advance. Raisins on spot are exceedingly scarce—the supply is nearly exhausted. Futures are very strong, high and active, and show an average advance of 1c from the opening.

Rice — The market continues strong, with demand good for the better grades. Broken rice is very scarce. It is said this rice is being used in other channels of manufacture, which explains why more of it has not reached the wholesale grocer during the past year.

Cereals—Rolled oats are being sold by wholesalers at less than present prices. The mills are holding very stiff to their recent advance and wholesalers' prices will probably advance in a short time. The market on raw oats is strong.

Syrups and Molasses—Compound syrup is quiet on account of the hot weather and rules at unchanged prices. Sugar syrup is in moderate demand at unchanged prices. Molasses is quiet and unchanged.

Cheese—The market is now where it was a week ago. There has been a decline of ½c, but a subsequent recovery of the same amount, and the market therefore rules firm and unchanged. The quality is gradually getting better as the season advances. Speculators are beginning to buy for storage and the market is very firm on the present basis. There will likely be a still firmer market before the speculators have enough for their wants. The market is ruling, however, 1½c per pound above a year ago, but the demand is fully as good and the production smaller.

Provisions—There has been a slight decline in the market for skinback and picnic hams during the past week, but all other cuts remain unchanged. The decline in the two lines mentioned seems to result from the unduly high prices which had kept down the demand somewhat. The market is firm on the present basis, without the prospect of any further changes in the near future. Pure and compound lard closed last week firm and unchanged, although earlier in the week pure lard weaken-

ed somewhat recovering later, however. Compound lard also showed some little easy feeling in sympathy with pure. Barrel pork, dried beef and canned meats are all in fair demand at unchanged prices.

Fish—Cod, hake and haddock are now all in the background and rule quiet and unchanged. Domestic sardines are in fair demand at unchanged prices; imported sardines likewise. Salmon is unchanged and fairly active. It is expected that red Alaska salmon will open 5@10c above last year. There is an excellent demand for Norway mackerel, but stock is exceedingly difficult to get. Prices are firm. As yet practically no new shore mackerel have come upon the market. The catch is very late and very small.

The Produce Market.

Asparagus—65c per doz. bunches.

Butter—The market remains about unchanged from last week. The make has increased, and the quality improved, but both the consumptive and speculative demand have increased also, so that the increased supply has not been able to reduce prices. The market is firm and healthy throughout, but from the present outlook there is not likely to be much change during the balance of the month, either on prints or solids. Creamery is held at 23½c for No. 1 and 24½c for extras. Dairy grades command 18c for No. 1 and 16c for packing stock.

Cabbage — Charleston commands \$2.75 per crate; Mississippi fetches \$3.00 per crate; Virginia commands \$2.50 per crate.

Cocoanuts—\$4 per bag of 90.

Cucumbers—60c per doz. for hot house.

Eggs—The receipts of fresh eggs continue liberal, owing to the favorable weather for shipping eggs and receiving them in good order. Up to date very few lots show the effects of the heat. The consumptive demand for eggs is enormous and 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.

Green Peas—\$1.25 per bu.

Honey—16@17c per lb. for white clover and 12@14c for dark.

Lemons—Californias command \$5.50@5.75. Messinas command \$5.75@6.

Lettuce—\$1 per bu. for head and 60c per bu. for leaf.

New Beets—60c per doz.

New Carrots—60c per doz.

Onions—Louisiana in 65 lb. sacks command \$2; Texas Bermudas fetch \$2.50 per crate for either white or yellow.

Oranges—California Navels command \$3.75@4.25 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 are now out of market. Floridas command \$2.75 for

48s, \$3 for 42s, \$3.75 for 36s and \$4 for 30s.

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

Potatoes—50c per bu. for home grown; \$1.35 for new Triumphs from Texas.

Poultry—The market is without change. The 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—15c per doz. bunches for long and 10c for round.

Spinach—50c per bu.

Strawberries—Home grown are now in market, ranging from \$1.50@2 per 16 qt. crate. Both quality and yield will be better than was expected. The crop of late berries will also be large.

Tomatoes—\$1.35 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 ⅓ bu. box.

The Grain Market.

There has been very little change in the price of wheat since one week ago; in fact, both wheat and coarse grains are within a fraction of a cent of last week's quotations, and there is very little news just at the present time to affect the market either way, except possibly the fact that every week brings us that much nearer to the new crop and a growing bearish tendency toward new grain values. The visible supply for the week shows the following changes: a decrease in wheat of 1,001,000 bushels; oats, 448,000 bushels; rye, 101,000 bushels; barley, 76,000 bushels, while corn shows an increase of 308,000 bushels for the week. This makes the present visible supply of grain, compared with last year's figures: Wheat, this year, 47,009,000 bushels; last year, 26,909,000 bushels; corn, 6,947,000 bushels; last year, 4,692,000 bushels; oats, 8,489,000 bushels; last year, 6,805,000 bushels. Right here it might be interesting to note that wheat is selling at 12c per bushel higher than one year ago, corn at practically the same figure and oats 2@3c per bushel higher than one year ago. This comparison is made from the September option. On cash oats present prices are running from 5@7c higher than last year at this time.

Millfeeds are still quite firm, local quotations being unchanged, although there has been a decline in Western prices of about \$1 per ton. Ground feeds are steady, the demand being improved somewhat during the past ten days, with prices unchanged.

There has been more trade in specialties, such as beans, buckwheat, millet, seeds, etc., and prices are all firm with an upward tendency. There has been more ground than usual set aside for late seeding this year.

L. Fred Peabody.

You can not have good society with bad men, but you can have bad society with good men if they fail in their social obligations.

WINDOW TRIMMING

Moving Picture in Trim Proved Enticing.

How often have I made the statement in these columns that something moving in a window makes people stop. It's just like bees buzzing around clover or young fellows buzzing around a "queen"—they just can't help it.

I was reminded, one day this past week, of how many times I had called attention to this tendency on the part of humans to segregate in front of a moving object in a show window.

On Monroe street, in front of Gable's clothing establishment, was a big crowd of men, women and children with their eyes all focused on something which I could not even get a glance at. Finally, there was a little rift in the spectators and by wedging myself in the rift I was able to catch a fleeting glimpse of what it was that was gluing faces to the glass and blocking pedestrianism.

At first I imagined there was something alive that must be the drawing card. No, not that, but next thing to it:

A framed picture of a man clad in modish clothes was in the center of the window, with stylish merchandise grouped around.

"Nothing very remarkable about that," say you.

No, but listen: While you gazed at the man something was happening:

Slowly, and quite indistinctly at first, his entire suit changed to another one just as handsome as that which was disappearing. The cut of the garments was the same in each view, but in each new presentment the goods were different—now plain and inconspicuous and again fading and brightening into another suit just as neat but of narrow stripes, or a "sporty looking" suit to please the less fastidious and loud-loving dresser.

What made the picture more striking was the fact that the suits were shown in the usual colors of men's clothing. There was a fascination not to be resisted, in watching the suits dissolve and others appear in their place, like unto the wonder of the moving pictures of a Vaudeville where a magician is performing his acts that trick the vision. Then, too, the show was free—didn't even cost the customary nickel—and that doubtless counted with numbers who gazed a quarter of an hour away; I didn't stay that long, I got out of the jam as soon as possible, but store keepers in the vicinity said there were more than a dozen who did, and that there were just as many grown-ups as kids.

In talking about this moving picture to others, whoever mentioned it could not help but say the words "Gable" and "suits" and so its value as a "talking advertisement" was proved at once.

Windows, in this day, MUST have something in them that "talks" for

the house, and it must be "tall talking," too, else the hurrying crowd, absorbed in their own interests, are not going to be drawn aside. It takes something startling—or at least "something different"—to accomplish this.

* * *

I don't remember ever seeing the use made, in clothiers' windows, of sheep's pelts and cotton bolls and "shoddy. These, introduced with cloths manufactured therefrom, would certainly make people pause more than a flying moment, for the most of us still possess the curiosity of childhood to know how things are made.

* * *

A hardware window may be arranged with a Japanese effect. One that "looked good to me" had gay Jap parasols outlining a large rectangle—five at the top and bottom and one at the center of each end. A diamond shape was placed in the center of the oblong. The two geometrical figures formed a background for house numbers, door knobs, hinges, etc. The triangles surrounding the diamond were covered with a smooth layer of white cotton batting and carried keyhole escutcheons and brass key checks. Brass chains of varying sizes outlined the sides of the geometrical shapes and colored electric lights were interspersed where feasible. On the floor down in front was a fine assortment of carpenters' supplies, including the following: push buttons, drawer handles, door holders and springs, lock sets, etc. Yellow bunting was shirred to fill in the diamond in the center of the rectangle and was softly tufted on the floor. The evenness of figures and the regularity of arrangement contributed largely to the beauty of this window.

* * *

In the coming hot weather don't crowd your displays. Leave plenty of breathing space between units. No matter if the place—we will say a dry goods store—boasts of enough lady dummies to start a respectable sewing society, leave some of them to the imagination. Put but three in a window, one standing, one sitting and one reclining gracefully in a hammock of pastel coloring, and people will be lured to look, whereas, if half a dozen wax women had congregated in the space, the cluttered-up effect would repel.

As much as possible always conform to weather conditions in fixing up your windows and you will be pretty near right. Consult the indications before going to work at them. On rainy or lowery days exhibit mackintoshes, umbrellas, rubbers and rubber boots if you run a general store in the country or a department establishment in the city—same thing. These displays won't take in dimity and chiffon merchandise and vice versa.

In the summer use nothing for backgrounds that suggests hotness, unless you have a succession of cool days, when warm tones may be employed temporarily; then you may work in a red or an orange or a deep violet window for a change.

Sheer stuffs should be selected for torrid times, as well as the cool

tints referred to. Eschew velvet, plush, cotton flannel or wool goods as drapes or floor coverings. When Old Sol is hardest at work these make matters look stuffy, and stuffiness is a resisting element that should be strenuously avoided.

The Self-Wise Merchant Sometimes Overreaches Himself.

Written for the Tradesman.

I have in mind a really hustling storekeeper in a thriving Northern town who once upon a time missed a good thing in a manner which may have taught him a lesson.

Limberham was the principal merchant in town, seemingly doing a rushing business. The farming country was excellent, the inhabitants were thrifty and forehanded. Limberham bought produce and was winning his way to a competence when a new man struck the town.

This newcomer, Bayne, set up his sign and went into the grocery business in a small way. He was a gentlemanly young fellow, with a wife and two babies. He made it a point to attend church, smile on the grangers and advertise. The elder merchant smiled patronizingly, intimating that the town was not big enough for another grocery.

"These Sunday school fellows don't cut much figure with the farmers," remarked Limberham. "A man, to succeed, must have a spice of the devil in him, you know. Goody, goody folks are out of date. I feel sorry for Bayne."

One morning in June there came to the door of the big store a light rig drawn by a single horse. The driver, a mild looking man of forty, alighted and stepped to the door requesting to see the proprietor.

"Yes," said Limberham in his bustling way, "what is it?"

"Strawberries—"

"Don't want 'em."

The merchant turned away with a wave of the hand.

"But, Mr. Limberham, these berries—"

"Don't want 'em, I tell you. Bought a lot this morning—oversupply."

The vender of fruit stood nonplussed. Such cavalier treatment dashed him like a jet of cold water. He had only three cases of the berries, the first picking, and such berries as had never been seen in that town before. Mr. Brown had begun two years before on a small fruit farm and was conscientiously working to establish a trade in fancy fruit.

Brown was new to the business of peddling; in fact, he had been reared a gentleman, and it cut him to be treated otherwise. He knew Limberham by sight, and also knew that he was proprietor of the largest store in town. Brown disliked selling from house to house. He talked it over with his wife, and they decided that he should secure the chief merchant as a patron and give him the sole right to sell his fancy berries.

It was rather mortifying to meet with such a rebuff. But then Limberham had not yet seen the fruit. Brown believed that one glance at the big, meaty, luscious red fellows would

decide the merchant at once in his favor.

"Let me show you the berries, Mr. Limberham," began Brown. "I am sure—"

"I haven't time to talk, sir," snapped the merchant tartly. He was busy just then conversing with a drummer. "I bought all the berries I need for to-day."

"Then you won't look at them?"

"No, can't spare the time. 'Twouldn't do any good, anyhow. I know what strawberries are—bought and sold more than you ever saw in your life."

"All right, Mr. Limberham," somewhat indignantly answered Mr. Brown and quitted the store.

A passing villager laid a hand on his arm. He had heard a part of the confab.

"Do you know Ned Bayne—it's the little grocery around the corner?"

"I saw the sign as I came in."

"Ten to one he'll take your berries. He's always on the lookout for anything number one," said the man.

The little grocery around the corner! Yes, he remembered and had noted its neat appearance and attractive windows. Starting from home with the avowed intention of selling to Limberham, Brown had scarcely thought of any other. He drove back to the Bayne store.

The proprietor met the fruit man with a smile. There were several crates of strawberries displayed in front, but they were inferior in size and quality.

"You see, I am pretty well supplied with strawberries," said Bayne.

"I see you are," agreed Brown. "I suppose you don't care for any more?" The fruit vender was somewhat pessimistic after his rebuff at the big store.

"No more like these I have," said Bayne, "but I will look at yours," and the merchant walked to the buggy.

Brown removed a cover, revealing the rounding quarts of big meaty berries. Bayne uttered an exclamation of delight.

"They're all right, ain't they?" queried Brown.

"All right! Well, I should say so. Are the rest like these?"

"Just the same. If you don't find them alike from top to bottom you need not pay me a cent." (Brown swelled with pride.)

"Fetch 'em in."

Bayne bought the lot, paying considerably more than the average price.

"There's going to be only one trouble," he said.

"What's that, Mr. Bayne?"

"The trouble I'll have in disposing of my little berries."

"I see," smiling. "Well, you better not buy poor ones hereafter."

"You bet I won't as long as I can get your kind. Will you have many?"

"I hope to have a hundred crates."

"Not all like these?"

"Just like them or no sale, Mr. Bayne."

The merchant reflected a moment. "When do you come in again, Mr. Brown?"

"In about three days."

"Well, give me a show, will you—first show, I mean?"
"Certainly."

Mr. Brown drove homeward elated at his success, his first rebuff forgotten. It is unnecessary to add that he and Bayne became friends, both in a business and social way. This was the fruit man's first year with small fruit. He contracted with Bayne to take his whole output.

Before the season was out the rushing Limberham sat up and took notice. The little store around the corner was cutting into his trade. The fancy fruit, fresh from the farm, drew the better element as molasses draws flies.

Attracted around the corner by this phenomenon, Limberham actually went into the little grocery and asked about things—fancy berries in particular.

The next time Brown, the berry man, came to town the big merchant met him two blocks away and asked to look at his berries. The farmer complied, exposing the tempting contents of a dozen cases.

"Nice lot, nice lot," mumbled Limberham. "Fetch 'em to the store and my man will take the whole load."

"These are for Mr. Bayne, sir."
"They are, eh? How much do you get?"

Brown named the price.
"Fetch 'em to me, I'll do a quarter better on a case."

"Couldn't do it, Mr. Limberham," said Brown, smiling. "I have contracted for the season."

"You're a fool to do that. Why didn't you give me a chance? I want just that sort of fruit for my rich customers."

"Yes, no doubt. Bayne's customers seem to like them, too. You remember I offered you my fruit before I went to Mr. Bayne."

"You did, eh? Confound it, how did I know you had such fine berries? You ought to have told me," growled the discomfited Limberham.

"You refused to look at them, sir. I could do no more."

"Well, let it pass. I'll see you for another year anyhow."

Mr. Brown drove into town, delivered his berries and told his customer of his encounter with Limberham.

"Offered you a quarter raise, did he?" observed Bayne. "Well, by George, you sha'n't lose anything. I want your berries no matter what the price—"

"A bargain is a bargain, Mr. Bayne. I will take no more this season, but next year the price may be higher."

"I think it will—we are teaching the people to eat more fruit and better," declared the merchant laughing.

Ned Bayne still holds Brown's fancy berry trade. Limberham lost a good thing by being too sure he knew it all.
J. M. M.

Recent Business Changes in the Buckeye State.

Wapakoneta—The stove business formerly conducted by Julius Meyer will be continued by Meyer & Good-year.

Youngstown—Hahn & Clark are succeeded in the meat business by G. H. Hahn.

Alexandria—W. B. Kincaid & Co. succeed J. G. Blainer, grocer.

Columbus—The Safety Meter Lock Co. has changed its name to the Ohio Brass & Iron Manufacturing Co. Mowrystown—Leon Greenhow is the successor of C. E. Ludwick, grocer.

Newark—A petition in bankruptcy has been filed by the creditors of Seymour & Rexroth, dealers in shoes.

Ripley—Geo. Frank & Co. will continue the meat business formerly conducted by Geo. Frank.

Columbus—Alderman & Strader are succeeded in the general merchandise business by Strader & Henderson.

Dayton—Spiegel & Solosi are succeeded in the grocery business by Andrew Spisak.

Nevada—Riley & Alheim are the successors of Alheim & Ulrich, dealers in vehicles.

Westerville—R. B. Wilson will continue the grocery business formerly conducted by Anderson & Wilson.

Chillicothe—Bell & Co. are succeeded in the grocery business by the Schidler Grocery Co.

Columbus—Max Weitzenecker, meat dealer, is succeeded in business by Keys & Bollie.

Conotton—S. R. Johnston is succeeded in the roofing business by H. E. Phillips.

Dowling—J. A. Hite, who formerly conducted a general store, is succeeded in business by H. C. Newton.

Eaton—Noakes & Armstrong succeed J. M. Noakes in the grocery business.

Ripley—Sam Fassnecker, meat dealer, is succeeded in business by Geo. Frank & Co.

Youngstown—B. L. Isenberg will continue the boot and shoe business formerly conducted by Schanberg & Isenberg.

Recent Trade Changes in the Hoosier State.

Hartford City—C. E. Walls is succeeded in the harness business by Meyer & Klopenstine.

Hartford City—Brewington & Leonard, produce dealers, have formed a corporation and will embark in the wholesale grocery business.

Jamestown—Ernest Marker succeeds Miller & Gardner in the drug business.

Needmore—C. C. Robertson is succeeded in the general merchandise business by Robertson & Hawley.

Terre Haute—Howard Stooddy will continue the meat business formerly conducted by Stooddy Bros.

Como—E. W. Nelson, grocer, has removed to Montpelier.

Pierceton—Hetzner & Gates are succeeded in the cigar business by Gates & Swartz.

Ridgeville—J. E. Mendenhall succeeds Matchett & Co., confectioners.

Vincennes—E. J. Kramer succeeds Otto L. Kramer in the cigar business.

Dillsboro—J. H. Graver is the successor of F. L. Ginter in the sale of general merchandise.

Plainfield—Anderion & Guthrie succeed A. G. Shaw in the grain business.

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.

Published Weekly by
TRADESMAN COMPANY
Grand Rapids, Mich.

Subscription Price

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

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

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

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

Entered at the Grand Rapids Postoffice.

E. A. STOWE, Editor.

Wednesday, June 26, 1907

WHO, INDEED?

Some psychological fanatic has asked the question: "Who made a criminal out of ex-Mayor Schmitz, of San Francisco?"

And various amateur philosophers are struggling hard to answer the enquiry.

It is not a difficult conundrum by any means. Schmitz the man was a criminal long before the advent of Schmitz the Mayor, and his offenses against decent citizenship are less the result of the Mayor's crookedness than they are the natural consequences of the short-sighted, ignorant and reckless criminality of the labor union fanatics who took up this monstrous fraud and forced him into the chair of mayoralty.

Blind to everything except their own insane hatred of the men who employ them; deaf to all appeals to civic pride and loyalty to their city and State, and impervious to every moral sense, these foolish men of the labor unions saw in Eugene Schmitz the low down fiddler, an individual who could carry their hopes and desires through to realization. Little did they know or care as to their candidate's record and as to the best interests of their city they gave no thought whatever.

And so it happened that the opportunity was thrown wide open to Schmitz to put into practice every one of his intuitive infamous impulses. This crime of making the opportunity for a ready made criminal rests solely with the labor unions of San Francisco. Schmitz is merely secondary.

He is less than that, because, lacking the brains to systematize and carry out the tremendous methods of graft that were possible, he readily came under the spell of the slimy little French lawyer, Abe Rueff, and so became his tool. And this lick-spittle of Rueff's, this victim of the labor unions, is now paying the penalty of being caught in worse company than his own.

Deposed from an honorable office, which he had besmirched beyond measure, abandoned by a man who had steered, urged and threatened him in his career of theft, perjury and all the other offenses in the calendar, he now finds that the initial causes—the labor unions—of his downfall are

as a broken reed in his time of trouble. More cowardly than Abe Rueff, who has confessed his guilt and takes his punishment serenely, the labor unions are making frantic efforts to disown their former idol and to deny that they are in any way responsible for Schmitz and his crimes. Who made Schmitz a criminal, indeed? The better and more pertinent enquiry is: Who made criminals of the San Francisco labor unions? and then call upon the members of those unions to make answer.

RIGHT VS. WRONG WAY.

Seven years ago the Merchants' Association of Indianapolis adopted a plan of rebating railroad fares over both steam and interurban electric routes to persons who came to that city to do their shopping. Up to Sept. 1 last the full fare was rebated, but on that date the plan was amended so that only half fare was rebated, and now that has been abandoned, the confession being that there is "nothing in it" for the merchants. Similar experiences, but of short duration, were had in Peoria, Aurora and other cities in Illinois and in Springfield, Mansfield, Akron and other cities in Ohio. Of course, there is nothing in such a plan, because of inability to secure every merchant in any given town to support such a project, thus leaving a competitor or a lot of competitors who are apt to draw trade attracted by the efforts of others and for which they pay no portion of the expense of securing such business. Then, too, there is usually a percentage of such trade which is paid to a promoter of the plan.

Utterly unlike this proven failure is the perpetual trade excursion system operated by the Wholesale Dealers' Committee of the Grand Rapids Board of Trade with excellent success during the past three years. Under this system Grand Rapids jobbers are able not only to hold their old and long-established trade, but they have succeeded in attracting a large volume of business which formerly went to Chicago, Detroit or other larger and more distant cities. Then, too, country merchants make more frequent visits and purchases, and as the rebate of half fare is based upon the amount of merchandise bought to sell again the benefits are co-operative. The visiting merchant profits by being able to carry a greater variety of goods and to keep up each line all the time, while the jobber gets his benefit through increased business and a closer personal touch with a larger number of his customers. It is a straightforward business effort with no graft for promoters and no effort to get something for nothing and that is why it succeeds.

The retail merchants of Grand Rapids do not participate in this plan of the wholesalers either as supporters thereof or as beneficiaries, neither do they contribute to any scheme similar to the ones abandoned at Indianapolis or elsewhere. They are not trading stamp peddlers or supporters of any other catch-penny device because they are firm in their faith as to the business which is certain to come to them by legiti-

mate methods. Moreover, they approve of the jobbers' plan for the perpetual trade excursions as a clever, effectual and successful idea which benefits our business interests in general.

THE JAPANESE SITUATION.

The announcement from the Foreign Ministry of Japan to the effect that the present Japanese Ambassador to the United States would not be removed, and that there existed no important cause for disagreement between the two countries, is undoubtedly intended as official notice to the world that an exaggerated view has been taken in many quarters of the relations of Japan and this country, and that notwithstanding any popular ebullition that may have been aroused by intemperate comment, none but the friendliest relations exist between the two countries.

This announcement should set at rest the idle talk about war and should serve to convince thinking people that the ruling officials in Japan have too much sense to magnify a merely local incident into a grave international question. That the San Francisco incident should have caused irritation in Japan, where the situation could not be possibly known to the masses nor comprehended by them, is easily understood. It is also not hard to understand that the peculiar relations of our State governments to the Federal authority were not immediately grasped by the Japanese authorities, but there never was any real cause for the alarmist talk that was so freely indulged in.

The present Japanese Ambassador undoubtedly incurred some opprobrium by his efforts to explain to his Government the peculiar difficulties surrounding the satisfactory handling of such an incident as the wrecking of the Japanese restaurant in San Francisco. His opinion, adverse to the immediate insistence upon Japanese naturalization and freedom of immigration, was likewise hurtful to Japanese sensitiveness, but the fact that his Government now announces that he is to be retained in his position proves that his views have been finally understood and appreciated and his recommendations adopted.

There is probably no doubt that the Japanese, elated by their easy success over Russia, are disposed to be super-sensitive and to entertain an exaggerated idea of their importance in the family of nations, but at the same time they are a thrifty people and understand perfectly that, despite their military successes, they are seriously handicapped by poverty and are not in a position at the present time to wage war with the richest of all the nations. It is also more than likely that Great Britain and France, as well as other foreign countries, made it clear to the Japanese government that a quarrel with the United States would promptly end the investment of foreign capital in Japanese enterprises and industries and that a stop would be put to further floating of Japanese loans.

All these influences combined, no doubt, had a share in the motives back of the issue of the statement by the

Japanese Foreign Minister. Entirely irrespective of the underlying motive, however, it is eminently satisfactory to feel that the Japanese government is not apt to be carried off its feet by popular clamor and that the historical friendship which has existed for so long between the two countries is not to be imperilled by a simple local outbreak due to trades union influences, which is more worthy of the attention of the police authorities of the city of San Francisco than of the deliberations of the governments of the two countries. The victims of the riot in San Francisco will receive the same just and equitable treatment as would be accorded to American citizens under like circumstances, and that is all that any foreigners can reasonably hope to receive.

THE RAILROAD COMMISSION.

A careful perusal of the law creating a State Railroad Commission discloses both its strength and its weakness. If the railroads had not fought the measure so bitterly and so unscrupulously, they would have a much better law than they now have, although, with its several amendments, it is not so bad, only there are so many things that the railroads and the Department both needed in the new law that could not be secured at the last moment—features which the railroads and the Department have been trying to get incorporated in the statute books for years.

If the loosely constructed law will hold water, the Commission, by wise and vigorous action, can plainly show what is needed to be added by the time the Legislature meets again. The State is fully committed to the Commission idea and it will be possible for the Commission to make the law valuable and the movement popular.

An interesting feature in connection with the new law is the attitude of Grand Rapids and Detroit in regard to the membership of the Commission. The Grand Rapids Board of Trade worked early and late to assist in the enactment of the law. It sent its committees to Lansing and other points time and again in the effort to secure a fair and equitable measure. Now that the law is enacted it has no candidate for a member of the Commission. Its sole ambition was to secure the enactment of the law and leave the remainder to the Governor. Detroit, on the contrary, has two candidates for a position on the Commission, notwithstanding the fact that the Detroit Board of Commerce declined to give the measure its endorsement, although repeatedly urged to do so. Detroit business men who believed in the merits of the law and were anxious to see it enacted did all in their power to secure affirmative action on the part of the Board of Commerce, but the railway influence on the Board was so strong that the interests and pleadings of shippers were entirely overlooked and ignored.

The weapon of malice always goes off at the wrong end.

DOCTOR WILEY.

Why His Drastic Rulings Are Being Criticised.

New York, June 20—I was interested in perusing in your esteemed issue of June 12 an article headed, "What Constitutes Ice Cream?" The article states, "Dr. Wiley says, 'I do not care what you call it, you can not call it ice cream if it contains anything but cream to make it a 14 per cent. butter fat product, with or without sugar and a natural flavor.'" The article also states, "The manufacturers are aggrieved and claim that if this regulation stands and the various states should follow in the lead of the National Government it will greatly raise the cost of this popular delicacy." I beg to say that the ice cream manufacturers are not the only ones who are aggrieved and indignant at many of Dr. Wiley's drastic rulings.

The dairymen of the country know very well that it would be impracticable to furnish ice cream manufacturers with milk containing 14 per cent. of butter fat; consequently, the ice cream manufacturers succeeded in convincing the Agricultural Department that it would be impossible to furnish the demand for ice cream if they were compelled to use milk which contained 14 per cent. of butter fat.

The oyster men were amazed at Dr. Wiley's statement that it would be policy to ship all oysters in the shell, as bulk oysters were either preserved with some preservative or dangerously near the ptomaine line. Oyster men have shipped bulk oysters ever since they have been in business and well know it would be impracticable to ship all oysters in the shell. Dr. Wiley objects to oysters being shipped in bulk, as they would be dangerously near the ptomaine line, and then inconsistently objects to the use of a preservative which would prevent the oysters from coming near the ptomaine line.

Dr. Wiley's statement in reference to how coffee should be branded convinced the coffee men of the country that he had not studied the coffee question thoroughly prior to making his statement.

Dr. Wiley's statement that tetanus germs were found in gelatine was a great surprise to the gelatine manufacturers, who have handled gelatine for years and never heard of a case of lockjaw occurring in persons who have partaken of food prepared with gelatine.

Dr. Wiley's advice to bolt meat, not chew it, is contrary to the teachings of all dietetic professors.

The pie manufacturers are the latest ones to be disturbed by Dr. Wiley's statements.

Dr. Wiley condemns the use of borax and boric acid as preservatives, when they are recognized by the best authorities in the world as the best and mildest preservatives known. The English nation demands her meats packed in borax and so obtains milder cured meats than it would be possible to obtain without the aid of borax.

The above are a few reasons why

Dr. Wiley's drastic rulings are being criticised.

I do not deem it policy to advocate the indiscriminate use of preservatives, but articles of food that readily deteriorate so as to be in a fertile condition for the propagation of deadly germs should be preserved so as to protect the consumer from being poisoned by toxic germs.

According to the press during the last eight months there have been over twenty-four hundred cases of ptomaine poisoning in the United States, many of which were fatal. Such cases would be prevented if the law would allow the judicious use of innocent preservatives.

The pure food law, which compels the true labeling of all articles of food and drink, will protect the consumer if he pays heed to the label. All we have to make and sustain our system is what we eat, drink and breathe, consequently, if we desire health we must pay strict attention to what we eat and how we eat. Thorough mastication is absolutely essential. Pure water is the most healthful drink. It should be drunk, however, between meals and prior to retiring and on arising. Pure air is as essential to our health as food or drink, consequently more attention should be paid to thoroughly ventilating our sleeping apartments, railway cars, theaters, etc.

H. H. Langdon.

Could Not See Alike.

There is a tale extant of a soldier who broke his sword in a battle. He had been putting up a poor sort of a fight anyway, and when his blade broke off in the middle he threw the remaining half of the sword away and took to his heels, remarking: "I can't fight with that thing." A fellow soldier who had been defending himself as best he could with a short dagger, seized the discarded sword with a whoop of joy and made such rattling good play with it that he put to route both his own antagonist and the man who had fought with his runaway companion.

Some men can do more with a broken sword than others with a complete arsenal of perfect weapons. The opportunities that some of us would throw away as useless other men would find it impossible to fail with. Every sales manager can point to scores of territories where four, five or six men failed, one after the other, before the right man came along and made a barrel of money. The possibilities of those territories were there all the time, but the men that failed couldn't see them. They didn't look hard enough. —Salesmanship.

Use Prices in Your Advertisements.

Use of comparative prices means getting right out into your competitor's territory and showing where your stuff is cheaper than his, even if it costs more on purchase. It means a process of presenting, in print, the comparisons that every intelligent reader wants to draw for himself. Few price stories are even hinted at in figures. No error in advertising is more common than that of printing a figure and imagining that everything has been told.

Some Problems Which Confront the Employer.

Thousands of employees in the position of awaiting anxiously the time when they shall be singled out and recognized for their superior worth and capabilities might be panic stricken were it known to them by what hard study and devious ways their employers are making it possible merely to retain them in the positions they now hold.

The other day a troubled friend of mine came in to see me. He might have been a father in trouble over a son. In the conduct of his business he had taken a man upon his staff who was full of promise, both to himself and to the future of the house.

"I don't want to lose the fellow; I can't afford it and he can't afford it," he said, grimly. "But how can I keep him? Tell me what to do with him."

An exaggerated egotism possesses this employer. The employer recognizes that in the particular line of this man's work a sufficiency of egotism is necessary. The employer's trouble comes of the employee's being much in the office and giving full rein to the expression of this egotism in the presence of the office force.

In its effect this egotism is demoralizing in a dozen ways. It has brought a good many of the house's staff to a condition of open revolt. They object to the man's patronizing ways. They are irritated at his assumptions of authority when he has no ghost of right to it. There are men of dignity in the place who have an intolerance for the employee's "bumptiousness," and the effect is past measuring. Even the private office of the employer is not immune from the incoming of this employee when the employer is engaged confidentially with a customer or caller. "What am I to do with the man?" is giving this employer more trouble with the employee whom he can not afford to lose than many a father has found in the whole rearing of a son.

The situation in this special house is that if the employer in any way can get this employee out of his irritating mannerisms, he is more than willing to undertake the schooling necessary to the end. But if the man is to prove incapable of learning and of seeing himself as he is, he

will be sacrificed. At the present time the employer is worrying with the problem of how to accomplish the end which will save to him a man he needs.

In this crisis in this particular house doubtless one of the most astounded men in Chicago would be this individual himself were he to be called upon and made cognizant of the facts. It is known to his employer that the man has ambitions far higher up. It is a certainty that this employee feels that his progress in the house has not been all that he had expected. These things, too, are making the position of the employer all the harder, for the reason that they seem to him so absurdly unnecessary. He feels that he has quite enough to do managing his business without being called upon to administer salves to the feelings of a disorganized working force. Jones will be a valuable man if this friction can be reduced. Jones will have to go if he can not be made to see that he is the cause of this unnecessary galling friction.

There is a difference between the accomplishment of a piece of work and the accomplishing of the work. One man may sell as many goods as another man. But where the one salesman may be indifferently regarded by his fellows and customers, the other may be making friends for his house and for himself. One may be to some extent a burden upon his employer because of personality; the other may be trusted in the widest sense with all his personal mannerisms and influences.

It is worth while to consider how you are accomplishing your work. The accomplishment of it is not all by any means. David Owen.

Connect the Two.

No matter how bright the newspaper advertising or how well arranged the window display, the merchant who fails to connect the two is losing half the value of both. The manufacturer who spends thousands of dollars advertising in general periodicals an article that is distributed through the local dealer, and who fails to keep his dealers in touch with the situation by letting them know in advance what mediums and copy he will use, is running his newspaper and store-front advertising on the separate proposition plan and may expect the same halfway results.

WHERE THE WIND, WATER AND WEATHER GET IN THEIR WORK

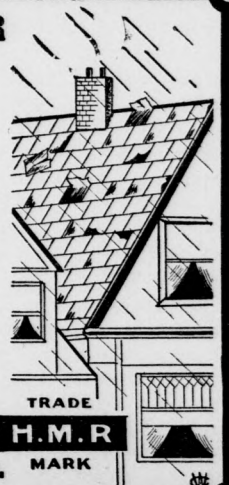
The roof is the first place the elements attack a building—sun, rain and wind bring rust, rot and decay to wood and metal roofs.

H. M. R. Roofing—the Granite Coated Kind—resists all these destroying agents.

The dealer who sells it is building up a big business for the future. Every roll sold sells many others.

Proof and prices will get you in line. Write today.

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



DRY GOODS

Weekly Market Review of the Principal Staples.

Domestics—There is little change in the situation of these goods over that of last week unless it be the steady increase in the price of certain lines, which is neither new nor novel. It is deplored, to be sure, by some, but is imperative. The scarcity in all lines under this heading becomes more marked every day and even to the most ardent advocate it is surprising how the movement keeps up. Such lines as denims, etc., grow stronger daily, although the cutter can not be said to be as busy as he would like to be at the moment.

Sheetings—Many manufacturers are unwilling to take their chances as far ahead as they would be obliged to in order to please their customers. It is a long chance, with the unfavorable weather conditions on one hand and the results that are liable to come from a poor season on the other hand, and for that reason many refuse to commit themselves beyond the first of the year, and, being covered up to that date, that they appear to be quiet is not at all to be wondered at.

Dress Goods—This market in all its departments is quiet. The buyers, influenced by conditions, are withholding their business, and in view of existing conditions they can not be criticised for so doing. Fall duplicating has made little or no headway during the past week, even including such a portion as was favorable to immediate transactions. The cutter is absolutely at a loss what to do for the future, nor will he be in a position to make a fair estimate in much less than a month. All conditions at the present time work against this possibility, and as for his trading, he is trusting himself to staples only, and these in small quantities. Broadcloths without a doubt reflect most that is interesting in the market as a whole; a steady demand for these, lessened somewhat by the prolonging of the unseasonable weather, constitutes the best activity of sellers. The color scheme in these fabrics remains as heretofore. There are, perhaps, more blues being taken than was the case a few weeks ago, when browns were the center of attraction, but this latter color has by no means lost its popularity. It still occupies a good percentage of the demand, particularly golden brown. Panamas and voiles are also being taken, but in a considerably reduced volume. Fancy woolsens, heretofore spoken of as representing a popular demand, have also duplicated in reduced volume.

Hosiery—These goods are perhaps being more consistently dealt in than in any other line of merchandise of a like character, preferably of a knitted character. Large orders are being placed right along and the probability is that before a great while a considerable advance will

again be made solely because of necessity. The cost of yarns is climbing to new heights daily and for those mills which took a long chance on this necessity there is going to be more or less difficulty not to produce goods at a profit, for such is out of the question, but to produce goods to fill orders and avoid absolute loss. This is essentially a manufacturers' market and no one knows this better than the manufacturer himself. Orders are turned down on mere questions of terms under which goods were sold, the difference of which would not total one-half of 1 per cent. From a market point of view the mills are "cocky," but this is merely the result of the realization that they are at last in the ascendency. Advances have recently been made, and, to quote sellers, "They are being paid." About 2½ per cent. covers the rise if it may be generalized. Further advance is to come, if all that is heard can be believed, and at no greatly distant period.

Underwear—Cheap balbriggans have again monopolized the attention shown knit goods during the week just past and the rush was of such proportions that most of the lines opened at low prices are well-nigh, if not fully, under order at the present writing. The business thus far has been all that could be desired and while there is considerable left to be accounted for, sellers express the greatest degree of satisfaction at the result. Much speculation is being indulged in by the factors of the market in general as to how the situation is going to work itself out in these lines. The samples shown, it is stated, actually weigh four and one-half pounds in certain instances, but deliveries at that weight are declared to be manifestly impossible. That this fact must be obvious to the buyer who knows his business is held to be indicative of more or less recklessness of determination on his part to have a garment to sell at a popular price regardless of what it is made of or how much it weighs. Doubtless he will need something of the sort when the time shall be here for their retailing, to use as a leader. It is the turn of sentiment in this direction that has caused buyers to cover to such a large extent on the cheap lines and at the same time to withhold their attention from the standard lines.

A Customer's Amazing Experience.

A few mornings ago, while the sun was pouring its fervent rays upon the sweltering city, a perspiring lawyer stepped into a downtown drug store and asked for a glass of soda water, accompanying the request with an unmistakable wink at the young man behind the counter.

The young man drew a glass of plain soda water and placed it before him.

"Mr. Sharpun," he said, "I see there is something the matter with your eyes. Can't I sell you a bottle of our new eye remedy, warranted to cure the worst case in one week or money refunded?"

A lot of Sunday religion would put up a better front if it were backed up by weekday reality.



Brownie Overalls

Buy a good supply now because the demand for them is always best during vacation time. Buy the "Empire" make if you want to please the boys—boys like a good fitting garment.

We carry two grades—one that can be retailed at twenty-five and the other at thirty five cents per pair. Assorted dozen

bundles are as follows: Ages 4 to 9, 6 to 13, 4 to 15 and 10 to 15.

Ask our salesmen.

Grand Rapids Dry Goods Co.

Exclusively Wholesale
Grand Rapids, Michigan

Edson, Moore & Co.

Wholesale Dry Goods

Detroit, Mich.

We are sole agents for the famous WESTERN KING WORK SHIRTS and the elegant line of ST. CLAIRE NEGLIGEE SHIRTS.

Work Shirts range in price from \$4.50 to \$9.00
Negligee Shirts from \$4.50 to \$27.00

Our stock is complete and always at your service. Workmanship and materials in both these lines are guaranteed to be the best.

Edson, Moore & Co.

Special Features in Little Men's Wear.

June trade shows improvement over the two preceding months, with better week-end sales and more Monday activity. Cloth and wash suits run about even, sales rising and falling according to the temperature and the day.

There has been so much speculation about the effect of the weather on trade during the last two months, and the consequent losses from its backwardness, that in general dealers began, during the fortnight, to take courage from the fact that they were not behind any, but about even on the year since January 1. They had gains in January, February and March, the increases of the latter month being so large that merchants were spoiled, because they were not forging ahead as heavily during April and May. And yet it is reported, based on the figures of these several months, that the falling off during April and May has not offset altogether the gains of the preceding months.

Staples have had a remarkably steady and wholesome demand, and to that extent that buyers are frequent visitors to market for them. Although the run on serges was heavy a year ago, there is a correspondingly good call for them right up to date, with cheap grades in request. And on top of the staple business the weather was good for novelties since it helped move this class of goods fairly well.

Some buyers for departments in the large dry goods stores view their present stocks as pretty low, and clean for this time of the season, all things considered. Yet they are not buying. They state that they are out of the market for the time being, because orders from the "office" are to keep on reducing stocks and to not buy anything. Such buyers view conditions as wildly exaggerated by their superiors, because they are not allowed to take advantage of the excellent possibilities which they could avail themselves of if permitted to benefit by manufacturers' offers which, the buyers claim, would give them merchandise at their own price that they could sell at very good profits and not injure their present stocks thereby. Yet, of course, where the stocks are large, to load up simply because some lots of goods could be had cheap would be poor policy. Buyers report, however, that in juvenile and boys' clothing there is not plenty of desirable merchandise in the possession of manufacturers.

There are quite a few optimists around who say they are doing business and are going to do much more and without cutting prices for some time to come. Cutting prices won't help them do any more business—and because people are not so eager in their hunt for bargains as would appear to be the case. On the contrary, those who have authority for the statement, because of the soundings they have taken, say that the public does not expect dealers to cut prices so early this season, knowing that it has been a backward one. And they point out that where marked-downs have been made the

rush has not been good enough to have warranted the effort to instill more life into business. Therefore, it is said that the dealer might as well get \$7.50 for a suit as to attempt to force it out by cutting the price to \$5.50.

A very optimistic view is taken of the fall outlook and the good effect that will be had from people giving their winter clothes longer and harder wear by two months than is usual in spring.

Buyers report that there are so many boys' and children's houses making youths' clothing that there is an overplus of the latter merchandise this season. It is claimed by them that manufacturers, eager to repeat the successes of a few houses making brand clothes for youths, have entered this field, all trying to do a high-class business and to sell from \$10 up, and the result is that on account of the comparatively limited demand for extra good grades there is a "raft" of youths' suits on the market awaiting takers. It is also said that some manufacturers, failing to get their prices because the big store buyers wanted the quantities they had too cheap, have closed out their stocks through the auction rooms, and assert that they got spot cash and better prices than buyers offered. One argument advanced for making youths' clothes is that it runs into more money; that fifty youths' suits bring more money than 100 children's. Buyers say they were forced to bid low for these stocks, first because they didn't really need them, and second because they got from 15 to 20 per cent. off at the beginning of the season and with such concessions early they were not disposed, late in the season, to buy unless the merchandise was closed out very cheap. They really thought that as manufacturers' stocks were so large the manufacturers would be forced to accept whatever was offered, because they could only sell such large quantities as they had to the big users. Few thought the sellers would use the auction rooms for an outlet.—Apparel Gazette.

Large Dynamo at St. Johns.

St. Johns, June 25—The big dynamo for the Michigan Wagon & Manufacturing Co.'s plant arrived Tuesday, and the work of installation is nearly completed. The dynamo is of 150 horsepower, and two marble switchboards and other appurtenances accompanied it. As soon as the power is available the work of removing the Jackson plant will begin.

Saginaw Men Open Mine.

Saginaw, June 25—The Bliss Coal Co., composed of several prominent West Side capitalists, is preparing to open a coal mine on the A. P. Bliss farm, in Swan Creek township. There is an excellent bed of coal in that section and the mine, when in operation, will probably be one of the largest producers in the State.

A greedy hand never gathered enough to feed its needy heart.

To set a child's face toward gladness is to incline him to God.

DEPENDON
TRADE MARK**DEPENDON**
TRADE MARK

Hosiery That Fits Wears Best

If a stocking doesn't fit right, if the heel is too long or too short, if the toe is too wide or too narrow, if the knee is too tight, that stocking isn't going to wear very well—and if in addition to any of these faults the color runs or crocks, there is sure to be dissatisfaction.

Dependon Hosiery

is knit so well that it conforms perfectly to the leg and foot, and there is no danger of crocking or running as the dyes are absolutely pure and fast.

The fact that you can bank on **Dependon Hosiery**, in every respect, doesn't make them any more expensive than ordinary stockings.

JOHN V. FARWELL COMPANY**CHICAGO, THE GREAT CENTRAL MARKET****DEPENDON**
TRADE MARK**DEPENDON**
TRADE MARKDEPENDON
TRADE MARKDEPENDON
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TRADE MARKDEPENDON
TRADE MARK

KINGDOM OF LIGHT.

Invisible Commonwealth Which Outlives the Storms of Ages.*

It would, I suppose, be more in accordance with the current of events, and of ideas which are clamoring for expression in these modern days, if I should offer some reflections to-night on themes of immediate and pressing importance. Such themes there are; and by force of circumstances some of them have stared me in the face with a persistency not altogether agreeable. It is not because I under-estimate them that I have chosen to ask you to rest for a little while in a serene air. The hungry problems of to-day will have their hearing without asking your permission or mine. The age is restless; it is self-assertive; it is pleased with the sound of its own voice and confident in the strength of its own arm. And yet there are doubts and misgivings in the minds of thoughtful men who find themselves dumb to the questions they can not help asking. When social and economic problems press upon us almost constantly; when the men of labor and the men of capital count themselves as belonging to separate classes and neither trusts the other; when the mysteries of supply and demand, the prospect of coming crops, the outlook for trade and the hazard of business are with men by night and by day, we may be sure that the highly artificial mechanism we call civilization is liable almost any day to some painful dislocation.

But of these things it is not my purpose to speak. I allude to them, because, as it seems to me, everyone must be sensible of their importance and must feel that their shadow is never lifted save for little intervals—and, may I not add, upon occasions such as this?

Gentlemen, it is probably not your habit to call yourselves philosophers, but, nevertheless, I suspect that each of you nurses a consoling belief that he is one. It is this opinion which gives to men of our age that little air of condescension, that tone of gentle patronage, as if to say, "See how much I know about life and its duties." But while we are listening to these sweet self-commendations, we might, perhaps, hear some unanointed outsider remark, "Yes, doubtless you are a philosopher, but if you are so wise, why have you so little to show for it?" Ah! that is the question. How many centuries is it since Plato was writing those immortal dialogues which have bewitched the minds of men from his age to ours, but have left us still struggling to make knowledge and conduct go hand in hand and wisdom and character true reflections of each other? Nothing is so easy as to state sound ethical doctrines—nothing so difficult as to live up to them. I suppose that more than half the literature in the world consists of good advice—the rest is the story of many stumblings by the way, many mistakes, many failures, with here and there

glimpses which leave but little save the ever unsatisfied enquiry:

Whither has fled the visionary gleam,
Where is it now, the glory and the dream?
Ah! if there were some method of living by which we could keep the glory and the dream, the problem would be solved. When I think of the mistakes you have probably made, and of those I have certainly made, I surrender the position of philosopher and can only stammer with George Eliot's Theophrastus Such, "Dear blunderers, I am one of you." Some of us will perhaps never be wiser than we are now. I wish I could be sure we shall never be less wise. Wisdom has a habit of lingering, while the years speed onward toward our common destination.

It is not for me to enter the domain of religion, nor to trench upon ground occupied by men who have been specially called to the work. I speak only of the life that now is; how its highest compensations can be won, its rewards, if you please, attained; its sorrows mitigated and its joys increased and multiplied.

And this is the lesson I would give: Dwell in the Kingdom of Light. Where is that Kingdom? What are its boundaries? What cities are builded within it? What hills and plains and mountain slopes gladden the eyes of its possessors? Be patient. Do not hasten to search for it. It is here. The Kingdom of Light, like the Kingdom of God, is within you. And what do I mean by the Kingdom of Light? I mean that realm of which a quaint old poet sang those quaint old lines:

My mind to me a kingdom is,
Such perfect joy therein I find.

I mean that invisible commonwealth which outlives the storms of ages; that empire more ancient than the East; that state whose armaments are thoughts, whose weapons are ideas and whose trophies are the pages of the world's great masters. The Kingdom of Light is the kingdom of intellect, of the imagination, of the heart, of the spirit and the things of the spirit. And why, perhaps you are asking, do you make this appeal to us? How dare you intimate that we are not already dedicated to high purposes and enrolled among those who stand for the nobler and better things of human life? Take it not unkindly if I tell you frankly that a little plainness of speech will not hurt even such as we are. All experience has shown that it is at our age—or thereabouts—that men are most prone to grow weary. It is not in the morning of the march, but in the afternoon that soldiers find it most difficult to keep step with the column that follows the colors.

I have appealed to you for what I have called the intellectual life. By the intellectual life I mean that course of living which recognizes always and without ceasing the infinite value of the mind; which gives to its cultivation and to its enlargement a constant and enduring devotion, and which clings to it in good and in evil days with a growing and abiding love.

The Kingdom of Light is open to all who seek the Light. This may seem a mere truism, since every one admits the superiority of the mental over the physical nature, but that is

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where the danger lies. All admit it, but how few act upon it. How many men and women do you know who, after they have, as the phrase goes, finished their education, ever give a serious thought to their mental growth? They have no time; no time to live; only to exist. Do you misunderstand me. I do not expect, nor do I think it possible, that the great majority of people can make intellectual improvement their first or only aim. God's wisdom has made the law that we must dig and delve, must work with the hands and bend the back to the burden that is laid upon it. We must have bread; but how inexpressibly foolish it is to suppose we can live by bread alone. Granting all that can be claimed for lack of time; for the food and clothing to be bought and the debts to be paid, the truth remains—and I beg you to remember it—the person who allows his mental and spiritual nature to stagnate and decay does so, not for want of time, but for want of inclination. The farm, the shop and the office are not such hard masters as we imagine. We yield too easily to their sway and set them up as rulers when they ought to be only servants. There is no vocation, absolutely none, that cuts off entirely the opportunities for intellectual development. The Kingdom of Light is an especially delightful home for him whose purse is not of sufficient weight to provide a home elsewhere, and a humble cottage in the Kingdom can be made to shine with a brightness above palace walls. For my part, I would rather have been Charles Lamb than the Duke of Wellington, and his influence in the world is incalculably the greater of the two. And yet he was but a clerk in the India House, poor in pocket, but rich beyond measure in his very poverty, whose jewels are not in the goldsmith's list. The problem of life is to rightly adjust the prose to the poetry; the sordid to the spiritual; the common and selfish to the high and beneficent, forgetting not that these last are incomparably the more precious.

Modern life is a startling contradiction. Never were colleges so numerous, so prosperous, so richly endowed as now. Never were public schools so well conducted or so largely patronized. But yet, what Carlyle perhaps too bitterly calls "the mechanical spirit of the age" is upon us. The commercial spirit, too, is with us, holding its head so high that timid souls are frightened at its pretensions. It is our duty to set our faces resolutely against both.

I can never be the apostle of despair. The colors in the morning and the evening sky are brilliant yet. But I fear the scholar is not the force he once was, and will again be when the twentieth century gets through its carnival of invention and construction. We have culture; what we need is the love of culture. We have knowledge; but our prayer should be: Give us the love of knowledge. I may be wrong, but I sometimes wish Nature would be more stingy of her secrets. She has given them out with so lavish a hand that some men think the greatest thing in the world is to

persuade her to work in some newly invented harness. Edison and the other wizards of science have almost succeeded in making life automatic. Its chord is set to a minor key. Plain living and high thinking, that once went together, are transformed into high living and very plain thinking. The old-time simplicity of manners, the modest tastes of our fathers, have given way to the clang and clash, the noise and turbulence that characterize the age. We know too much and too little. We know the law of evolution, but who can tell us when, or how, or why, it came to be the law? We accept it as a great scientific truth, and as such it should be welcomed. But life has lost something of its zest, some of the glory that used to be in it, since we were told that mind is only an emanation of matter, a force or principle mechanically produced by molecular motion within the brain. When the telephone burst upon us a few years ago the world was delighted and amazed. And yet we were not needing telephones half as much as we were needing men; men who, by living above the common level, should exalt and dignify human life. I sometimes think it would be wise to close the Patent Office in Washington, and to say to the tired brains of the inventors, "Rest and be refreshed." We hurry on to new devices which shall be ears to the deaf and eyes to the blind and feet to the halt, but meantime the poems are unwritten and hearts that are longing for one strain of music they used to hear are told to be satisfied with the great achievements of the past century. The wisest of the Greeks taught that the ideal is the only true real; and Emerson, our American seer, who sent forth from Concord his inspiring oracles, taught the same. I may be wrong, but I can not help thinking that neither here nor hereafter does salvation lie in wheat or corn or iron.

Again I must plead that you will take my words as I mean them. I do not preach a gospel of mere sentiment, nor of inane, impracticable dilettantism. The Lord put it in my way to learn, long ago, that we can not eat poetry or art or sunbeams. And yet I hold it true, now and always, that life without these things is shorn of more than half its value. The ox and his master differ little in dignity if neither rises above the level of the manger and stomach.

The highest use of the mind is not mere logic, the almost mechanical function of drawing conclusions from facts. Even lawyers do that; and so, also, to some extent, as naturalists tell us, do the horse and the dog. The human intellect is best used when its possessor suffers it to reach out beyond its own environment into the realm where God has placed truth and beauty and the influences that make for righteousness. There is no such thing as a common or humdrum life unless we make it so ourselves. The rainbow and the rose give their colors to all alike. The sense of beauty that is born in every soul pleads for permission to remain there. Cast it out and not all the skill of Edison can replace it. It is the imagination, or perhaps I



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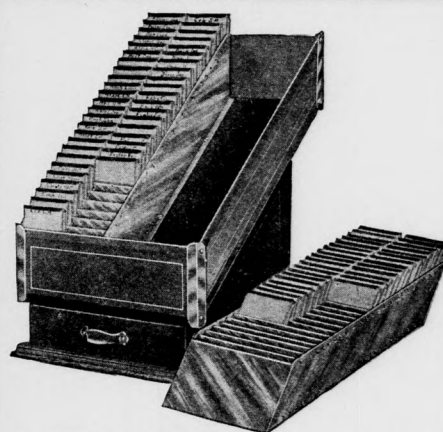
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should say the imaginative faculty, that most largely separates man from the lower animals, and that also divides the higher from the lower order of men. We all respect the multiplication table and find in it about the only platform upon which we can agree to stand; but he would be a curiously incomplete man to whose soul it could bring the rapture that comes from reading Hamlet or In Memoriam. The thoughts that console and elevate are not those the world calls practical. Even in the higher walks of science, where the mind enlarges to the scope of Newton's and Kepler's great discoveries, the demonstrated truth is not the whole truth, nor the best truth. As Professor Everett, of Harvard, has finely said in a recent work, "Science only gives us hints of what, by a higher method, we come to know. The astronomer tells us he has swept the heavens with his telescope and found no God." But "the eye of the soul" outsweps the telescope and finds not only in the heavens but everywhere the Presence that is eternal. The reverent soul, seeking for the power that makes for righteousness, will not find it set down in scientific formulas. I hold it to be the true office of culture—if I may use that much derided word—to stimulate the higher intellectual faculties; to give the mind something of that perfection which is found in finely tuned instruments that need only to be touched to give back noble and responsive melody. There is a music that has never been named; and yet so deep a meaning has it that the very stars keep time to its celestial rhythm.

The dwellers in the Kingdom of Light have a steadfast love for things that can not be computed, nor reckoned, nor measured. In the daily papers you may read the last quotations of stocks and bonds, but once upon a time a little band of listeners heard the words, "Are not two sparrows sold for a farthing?" and went away with a lesson that Wall street has yet to learn.

And now you are scornfully asking, "Do you expect men to earn money by following these shadowy and intangible sentiments, which, however noble, are not yet current at the store and market? We must eat, although poetry and art and music perish from the earth." Yes, so it would seem, but only seem. I can not tell you why, but I am sure that he who remembers that something divine in him is mixed with the clay shall find the way opened for both the divine and the earthly. You will not starve for following the Light. But I beg of you to remember that this is not a question of incomes or profits. The things I plead for are not set down in ledgers. How hard to think of the unselfish and the ultimate, instead of the personal and immediate! Even unto Jesus they came and enquired, "Who is first in the Kingdom of Heaven?" It is not strange, then, that we do not willingly give up personal advantages here, but in the Kingdom of Light, in the life I am saying we ought to lead, nothing can be taken from us that can be compared with what we shall

receive. It is quite likely we may be poor, although I am afraid we shall not be, for in the twentieth century no man is safe from sudden wealth; but a worse calamity might befall us than poverty. St. Francis, of Assisi, as Renan has said, was, next to Jesus, the sweetest soul that ever walked this earth, and he condemned himself to hunger and rags. I do not advise you to follow him through the lonely forest and into the shaded glen where the birds used to welcome him to be their friend and companion; but I do most assuredly think it better to live as he did, on bread and water and the cresses that grew by the mountain spring than to give up the glory and the joy of higher life. In the Kingdom of Light there are friendships of inestimable value; friendships that are rest unto the body and solace to the soul that is troubled. When Socrates was condemned how promptly and how proudly his spirit rose to meet the decree of the judges, as he told them of the felicity he should find in the change that would give him the opportunity of listening to the enchanting converse of Orpheus and Musaeus and Hesiod and Homer. Such companionship is ours through the instrumentality of books. Here, even in this Western land, the worthies of every age will come to our firesides; will travel with us on the distant journey; will abide with us wherever our lot may be cast. And the smaller the orbit in which we move, the more contracted the scale of our personal relations, the more valuable and the more needful are those sweet relationships which James Martineau so aptly calls "the friendships of history." In a strain of unrivaled elevation of thought and purity of language he says: "He that can not leave his workshop or his village, let him have his passport to other centuries, and find communion in a distant age; it will enable him to look up into those silent faces that can not deceive and take the hand of solemn guidance that will never mislead nor betray. The ground-plot of a man's own destiny may be closely shut in, and the cottage of his rest small; but if the story of this Old World be not quite strange to him—if he can find his way through its vanished cities to hear the pleadings of justice or watch the worship of the gods; if he can visit the battlefields where the infant life of nations has been baptized in blood; if he can steal into the prisons where the lonely martyrs have waited for their death; if he can walk in the garden or beneath the porch where the lovers of wisdom discourse or be a guest at the banquet where the wine of high converse passes around; if the experience in his own country and the struggles that consecrate the very soil beneath his feet are no secret to him; if he can listen to Latimer at Paul's Cross and tend the wounded Hampden in the woods at Chalgrove, and gaze, as upon familiar faces, at the portraits of More and Bacon, of Vane and Cromwell, or Owen, Fox and Baxter—he consciously belongs to a grander life than could be given by territorial possession; he venerates an ancestry august than a race of kings, and

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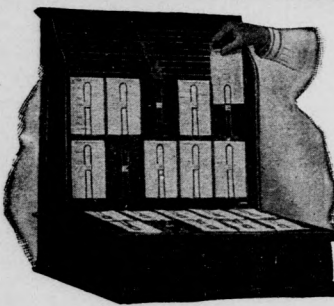
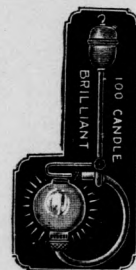
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Some there are, no doubt, who believe that intellectual culture does not make men better or happier and that the conscience and moral faculties are set apart from merely mental attributes, but surely you have not accepted such a false and narrow view. Unless colleges are a foolish and expensive luxury; unless civilization is worthless; unless the centuries that have witnessed the upward stride of humanity have been wasted; unless the savage chattering incantations to his fetich is a nobler product of the race than a Milton, a Wilberforce, an Emerson or a Lowell, then heart and mind, morality and education do go together in true and loyal companionship. The trouble of to-day, as I have tried to show, is not that we have too much culture, but too much bending of the knee to purely material results; too much worship of the big and not enough of the great.

It is the fate of most of us to work either with hand or brain; but even in this short life a successfully conducted bank or a bridge that you have built or a lawsuit you have won has in itself little of special significance or value. Very common men have done all these things. When I hear the glorification of the last twenty years, of the fields subdued, the roads built, the fortunes accumulated, the factories started, I say to myself, "All these are good, but not so good that we should make ourselves hoarse with huzzas or that we should suppose for a moment they belong to the higher order of achievements." Sometimes, too, when I hear the noisy clamor over some great difficulty that has been conquered, I think of James Wolfe, under the walls of Quebec, repeating sadly those solemn lines of Gray's Elegy:

The boast of heraldry, the pomp of pow'r,
And all that beauty, all that wealth e'er gave,
Await alike th' inevitable hour;
The paths of glory lead but to the grave.

And I think also how he turned to his officers with that pathetic prevision of the death that was to come to-morrow on the Heights of Abraham, and said, "I would rather have written that poem than to take Quebec." And he was right.

Indeed, if we but knew it, the citadel that crowns the mountains' brow, nay, the mountains themselves, ancient, rugged, motionless, is but

a toy compared with the silent, invisible, but eternal structure of God's greatest handiwork, the mind.

I pray you remember there is, if we but search for it, something ennobling in every vocation; in every enterprise which engages the efforts of man. Do you think Michael Angelo reared the dome and painted those immortal frescoes simply because he had a contract to do so? Was the soldier who died at Marathon or Gettysburg thinking of the wages that the State had promised him? Be assured that whatever fate is to befall us nothing so bad can come as to sink into that wretched existence where everything is forgotten but the profit of the hour; the food, the raiment, the handful of silver, the ribbon to wear on the coat. It is but an old story I am telling; but I console myself with the reflection that it can not be told too often, and only by telling is it kept fresh in the memory and in the heart.

I wish I knew the secret of words. Then would I make you see the surpassing value of the life I have tried to portray. I wish I knew the secret of art. Then would I paint a picture that should be the image of joy and beauty, and behind the canvas, not seen, but known by the subtle intuitions of the mind, there should throb the living heart of an ideal life. Then would I ask you to be true to that ideal, knowing that it can never be false to you.

The world will go on buying and selling, hoping and fearing, loving and hating, and we shall be in the throng; but in God's name let us not turn away from the light nor from the Kingdom that is in the midst of the light.

In every street shadows are walking who were once brave, hopeful and confident. They are not shadows; but ghosts, dead, years ago, in everything but the mere physical portion of existence. They go through the regular operations of trade and traffic, the office and the court, but they are not living men. They are but bones and skeletons rattling along in a melancholy routine, which has in it neither life nor the spirit of life. It is a sad picture, but sadder because it is true. They knew what happy days were, when they walked in pleasant paths and felt in their hearts the freshness of the spring. But contact with the world was too much for them. Hesitation and doubt drove out loyalty and faith. They listened to the voice of worldly wisdom as Othello listened to Iago, and the end of the story is:

Put out the light, and then—put out the light.

The dwellers in the Kingdom of which I am speaking are hostages to art and letters; to high aims and noble futures. They may forget, they may be false, but if some are not faithful truth and liberty and the best of civilization will be lost or in danger of being lost. In every ship that sails there must be some to stay by the craft; some to speak the word of cheer; some to soothe the fears of the timorous and affrighted. When Paul was journeying to Italy on that memorable voyage which changed the destinies of the world the mariners were frightened as the storm came on and were casting the boats over to seek safety they knew not whither; but Paul said to the centurion and to the soldiers, "Except these abide in the ship ye can not be saved."

It is because I believe so strongly in the saving power of the intellectual life upon the institutions of society and upon the welfare of individuals that I plead so earnestly for it. The fortunes of science, art, literature and government are indissolubly linked with it. The centers and shrines of the most potent influences are not the seats of commerce and capital. The village of Concord, where Emerson, Hawthorne, Alcott and Thoreau lived, was in their day, and will long continue to be, a greater force in this nation than New York and Chicago, added to each other. We may rest in the assured faith that, whoever may seem to rule, the thinker is and always will be the master.

Those of you who have read Auerbach's great novel remember the motto from Goethe on the title page:

On every height there lies repose.
Rest! how eagerly we seek it! How sweet it is when we are tired of the fret and worry of life! But remember, I pray you, that it dwells above the level, in the serene element that reaches to the infinities. Only there is heard the music of the choir invisible; only there can we truly know the rest, the peace and the joy of those who dwell in the Kingdom of Light.

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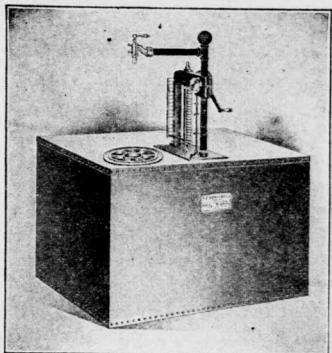
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Special Correspondence.

New York, June 22—While quotations of coffee have been fairly steady, the demand has been anything but heavy and the week has passed without any excitement. Matters might easily be worse, however, and the trade as a whole is inclined to be somewhat optimistic. June is generally regarded by jobbers as about the quietest season of the year, and as dealers in the interior are pretty well stocked, there will be little, if any, change for some time. In store and afloat there are 3,962,120 bags, against 3,964,854 bags at the same time last season. It is evident that the receipts of coffee at Rio and Santos for the year ending July 1 will aggregate close to 19,500,000 bags. At the close Rio No. 7 is worth 6¼c in invoices. Mild grades are meeting with about the usual enquiry and quotations are without change.

Some low grade Japans show better quotations, and, perhaps, taking the market as a whole, there is a slightly better feeling. Still the tea situation is not especially encouraging. Consumption is not increasing and the "same old story" is likely to be told for a long time.

Better weather may soon have an effect on the sugar trade which so far has languished. New business is very light, most of the trade being in withdrawals under previous contract, and quotations remain at 4.90c, less 1 per cent. for cash for granulated.

There is simply an everyday trade going on in rice and dealers prefer to talk about vacation. Prices are without change.

Spices are doing well. Jobbers generally report a good week and quotations are well sustained, as stocks are not overabundant.

Molasses, of course, is dull. Stocks in the hands of jobbers are sufficient to meet all requirements and quotations show no change whatever. Syrups are well sustained and the supply is moderate.

A week of real summer has sent a thrill of encouragement through the canned goods trade and packers are beginning to show themselves again. Peas are seemingly bound to be a short pack and raw stock is costing packers a pretty penny. Next week the season will be at its very height and something may be done to make up for lost time. Baltimore packers are not inclined to talk less than \$1.10 for Early Junes. There is a good consumptive demand for the canned article, notwithstanding quite a plentiful supply of fresh stock in all stands and groceries. The corn pack will now depend on "the hotness of the sun and the lateness of the summer." In many places it is said to be only a few inches out of the ground but it is booming every hour. The range for New York

State spot is about 62½@65c. Some Maryland No. 3s standard tomatoes sold here for \$1.05 and the general range is about \$1. A little has been done in futures at about 90c.

A good share of the butter coming in is being "speculatively" purchased and put into storage, with the result of a firmer market all around. Extra creamery, 23½@24c; firsts, 22@23c; seconds, 20@21½c; Western factory, 18@19c; renovated, 19@20½c.

Cheese is very quiet. Prices in the country are higher than here, and, of course, little is coming under such conditions. Full cream will fetch 11¾c if it stands the test, for small size, and 11¼c for large.

Eggs are firm. Desirable stock is in lighter supply and the hot weather is having an effect. Western fresh gathered, extra firsts, 16@17c; firsts, 15½c.

He Took a Rest.

As it is undoubtedly true that one man's meat may be another man's poison, so it happens sometimes that what seems like work to one person is regarded as recreation by another.

"Had a good lecture on Alaska, didn't we, Eb?" asked one of Mr. Dodd's neighbors, meeting him the day after the lecture. "To sit there peaceful as pie for two hours, hearing him reel off the information and seeing them pictures cast on the screen was a grand rest for me, beat out with cranberrying as I be."

"It was a good enough talk," admitted Mr. Dodd, in a grudging tone, "but it didn't rest me any to speak of. Between having to set stock still without a chance to get in a word for two mortal hours and crane my neck looking at those views, I was pretty well wore out when I got home."

"But I took the lantern out into the woodshed and by the time I'd split up a week's kindlings I felt kind o' rested an' calmed down."

Deep Thinking.

Some young men don't spend all their time watching football and backing horses; sometimes they do a bit of deep thinking on problems of existence. They trot their minds out for a little exercise, as it were.

A friend of mine had just such a moment the other day—between drinks.

"Providence is wonderful, ain't it?" said he. His thoughtful gaze was fixed on a small pile of tomatoes behind the bar.

"Well, yes," I answered; "but what makes you think so?"

"Why," he said, with conviction, "because everything seems to be foreseen. You follow me? Look how every month seems, as you might say, to have its own fruit and vegetables. Just as one thing goes out another one comes in. Think how awful it would be if one thing went out and nothing else came in!"

And when you think of it, so it would.

His Line.

Muggins—Is your son in business?
Juggins—He's a contractor.
Muggins—What line?
Juggins—Debts.

A COMPLAINING GIRL.

She Should Be Counting Her Numerous Mercies.

Written for the Tradesman.

The three of us were sitting in the rest space of the balcony of a local store, I waiting for friends, the others of the trio I knew not for what—just resting, I thought, as I glanced at them out of the corner of my eye. They seemed not aware of my presence, or if aware made no sign, so if I heard what they said I was not doing the listening act surreptitiously. I had nothing to do for twenty minutes or thereabouts, so amused myself with their chatter.

One was saying:

"I hope I'll never see that woman again. I could tear her hair out!"

The thought of feminines at war flashed before my vision, but no.

"Oh, don't mistake me. I love her dearly, but I am so envious of her I could, as I say, tear all her pretty false curls off of her head!"

"She has everything that I haven't, and that I have always longed for and can't buy and never could."

"In the first place, she's beautiful and I'm not."

I had set the speaker down as a nice looking girl, if not exactly handsome.

"Her parents are so well off that she never, as a girl, had to work; she doesn't know what work is. I don't mean that she knows not how to work, for she does, her mother being too sensible a woman to allow any daughter of hers to get married without a thorough knowledge of household duties in general and many of them in particular; but what I would say is that she never went to bed in her life completely tired out with hard manual labor. She just slides along in a sort of charmed existence, while I, during my business life as a milliner, don't know what it is to go to bed before 11 o'clock. You know I don't hire any help, the only assistance I get beyond my own exertions being what my mother can do outside of caring for the family. I'm often and often so exhausted when my head touches the pillow that my eyes refuse to go shut and I lie and toss for hours."

"I made up my mind on Monday that I was going to drop the grindstone handle for a couple of days and come up here for a change and rest."

"In some way this rich friend of mine heard I was here and came to call on me yesterday."

"She has the most beautiful pair of black horses I ever saw in my life, and she's so different about them from the way other fashionable people are. She and her husband and two children love those animals almost as much as they do each other. They have the very best of care, and show it. This last is true of every rich man's horses, but the members of this happy family love their horses with something akin to the devotion of one person to another. They all look upon them as a part of their family, the same as they do the dog."

"These people have everything that heart could wish for. I don't know how long it will last, but there

seems to be an illimitable supply of cold cash somewhere.

"I myself have had to help support my folks so long that I can hardly remember when I began—it's all of ten years. I didn't have as much schooling as I wished, so had to supplement my education with reading and observation. I've just had to bone in, as the saying is. I get so tired sometimes of having to earn my own living that I'd like to go to sleep and never wake up again. Of course, I am thankful to be able to make some money, I guess we'd go to the poorhouse if I didn't hustle and beat back the wolf from the door. My father has been sickly and for years hasn't been able to do more than poke a stick at the wolf. The brunt of the burden has all fallen on my shoulders. My younger sister has been employed now for a year, but as yet she can't do more than purchase her own clothes. Still, that helps my pocketbook considerably, for I had her entire expenses to meet before."

"I suppose I ought not complain. My lot might be a thousand times worse; but still, I've always so longed to have rest, leisure, money, that I'm ever dissatisfied. I'm constantly comparing my position with that of those above me in worldly possessions, and that makes me discontented with my situation in life."

"I ought to feel thankful," you say, "because I am given health and strength to bear what Fate has seen fit to put upon me?"

"Yes, that is true, I s'pose; but with my luxurious tastes I find it impossible to be satisfied with things as they are. Not that I am able to gratify extravagant desires—oh, no; my resources wouldn't compass that within a thousand miles. And seeing the fortunate condition of some of my friends and acquaintances does not help matters any."

"I have, for a year or so, known Mr. Trotter, the wonderful Grand Rapids evangelist who is doing so much practical good for the city of his adoption. He has preached a number of times in our town and my family always go to hear him; in fact, the whole village turns out whenever he comes among us. He tells of so much wretchedness that is absolutely true that I get a big thankful streak on me when he talks to us; but that feeling of gratitude soon wears off and I fall right back into the Slough of Despond where I was."

H. I. S.

For Better or Worse.

A Saginaw woman who had "a perfect treasure of a cook," was horrified recently when Maggie came to her saying:

"Plase, mum, I'm givin' ye a wake's notice."

"Why, Maggie!" exclaimed the lady of the house, "this is a surprise! Aren't you satisfied here? Do you hope to better yourself?"

"Well, no, mum," responded Maggie. "'Tis not exactly thot. The fact is, mum, I'm goin' to get married."

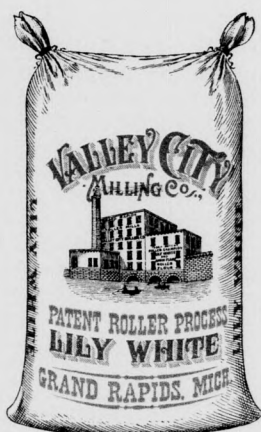
Faith is not built by failing to take fair account of all the facts.

BIGGER THAN THE BIGGEST

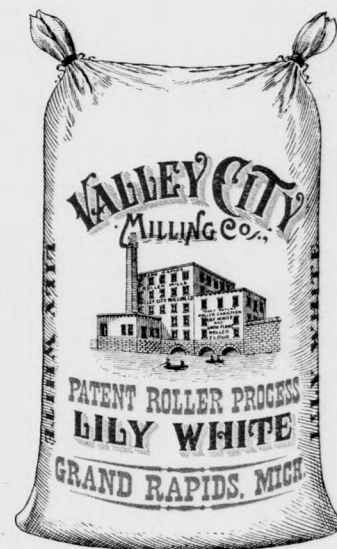
41% Gain

IN

Lily White Sales



City and State Sales
May, 1906



Sales May, 1907
41% Increase

We sold more flour in the City and State during the month of May this year than we ever have in any month in the history of our business.

That's going some.

And it means much.

It means more next month, more next year, and then some.

It means more sales for every dealer, easier sales, more profit.

It means that Lily White, "the flour the best cooks use," is all right, that the people like it, that they stay by it, that they tell their neighbors, that they are dropping other brands, that quality is what they want in flour and they will have it.

We have never taken a backward step. Always we have moved forward. We intend always to do so and we'd like to have every dealer go along with us.

We heartily invite YOU to join us.

VALLEY CITY MILLING CO.
GRAND RAPIDS, MICHIGAN

MEN OF MARK.

Edwin O. Wood, Founder of the Knights of the Loyal Guard.

From the standpoint of economists mutual insurance represents the ideal method of providing against loss by fire, death or accident. Stripping the principle of its technicalities and its practical application of legal requirements, it means substantially an agreement on the part of a certain number of persons, firms or corporations to stand by each other in case of loss of any kind and that where a member of the company suffers injury or damage he is to be recompensed by the others. Mutual insurance is insurance for protection as against insurance for profit. If the affairs of the mutual companies are wisely and capably administered those who are identified with such organizations profit by whatever margins there may be in the business rather than that the surplus is absorbed by the owners of stocks as in other kinds of insurance companies. The great difference between the so-called board companies and the mutual companies is that the latter have no capital stock on which it is necessary to pay dividends. Whatever margin may occur between the premiums paid in and the losses plus operating expenses belongs to the policy holders pro rata. This operates to eliminate capital from consideration and results in supplying insurance as nearly at cost as the wisely directed ability of the management makes possible.

Insurance may be regarded as the essence of selfishness or its antithesis. People do not take out insurance policies of any kind as a rule with the desire and intention of sharing the losses of others; rather, they want others to share their losses; but in order to secure this protection it is necessary for them to place the matter on a reciprocal basis. It is a case of, "You tickle me and I'll tickle you." Who evolved the idea of mutual insurance, or insurance of any kind, is not known positively. Ever since men huddled together in villages for protection against common foes this idea has been growing and an application of it in concrete form is the mutual insurance company, the motto of which might well be "Protection for all and profit for none." Were mutual insurance ideas to rely wholly for support upon the philanthropy or brotherhood of helpfulness which it is argued should animate the breasts of all it probably would prove a dismal failure. Man has not sufficiently progressed to take up any great work and carry it on when the only object to be attained is the general betterment in some particular phase of human activities. As a rule business men want to know "what there is in it" for themselves, and on the basis of present conditions this is a perfectly legitimate and reasonable enquiry. In mutual insurance they figure there is something in it for themselves and also something in it for others. The result has been to boom the mutual insurance principle and to bring about the organization of many of the progressively popular companies of this character.

Edwin O. Wood, of Flint, was born in Goodrich, Genesee county, October 29, 1861. His people were all New Yorkers, who came to this State at a very early date and were the first family to settle in Genesee county. His father was Thomas P. Wood and his mother Paulina Hulbert Wood.

Mr. Wood was given an excellent education in the graded schools of Goodrich and in the high school at Saginaw. During his school days he earned his first money by clerking in a country store and when he left school in Saginaw he went to Flint, where he entered the employ of George W. Buckingham, a clothier of that city, with whom he remained until 1884. He was then appointed postal clerk under President Cleveland's administration, but he declined the position to accept a more

his efforts. He was elected the first Supreme Record-General of the order and at the first bi-ennial election was chosen Supreme Commander-in-Chief, which office he holds at the present writing.

Mr. Wood is a Democrat and a firm believer in the principles of that party. He was for several years chairman of the Democratic County Committee of Genesee county. He served four years in the Michigan State Militia, as a member of the Flint Union Blues. For a brief period he was engaged in the manufacturing business at Flint, being a stockholder and interested in the patent of the Flint Revolving Hat Case Co.

Mr. Wood married Miss Emily Crocker, daughter of Stephen Crocker, one of the earliest settlers in Genesee county, at Flint, December 17,

success that is not measured by the amount of the world's goods which may have been amassed but rather by the material things which have been accomplished, varies in different persons, just as one man may possess a disposition different from that of another. Men have gained honor, the pinnacle of success, through very different channels—some through applied energy, others through creative ability, more by the faculty of being able to combine industrial units and still others through sheer grit and resourcefulness. Any one of these channels followed intelligently leads to the delectable point where the gracious smiles of Fortune, once wooed, are commanded.

Grit and resourcefulness have been the most prominent of the characteristics of the man of whom this sketch treats. He started in a line of activity in the insurance field, from which he has never swerved, although he has seen scores of men engaged in the same line forced, through changing conditions of business methods, to engage in some other branch. But he has followed it consistently, through periods of prosperity and adversity, and the momentary defeats which came to him were but an incentive to renewed encouragement. No setback was ever serious enough to dampen his ardor and he never has faltered in his march of progress.

The Law of Compensation.

Bridget had been going out a great deal, and her husband Mike was displeased. "Bridget, where do ye spend yer toime noights? Ye're out iv'ry avenin' fur two waks," he said.

"Shut up, Mike! I'm gettin' an education," she answered.

"An' phwat are ye learnin'?" said her indignant husband.

"Why, to-night we learned about the laws of compensation."

"Compensation," said Michael. "Phwat's that?"

"Why, I can't explain; but fur instance, if the sense of smell is poor, the sense of taschte is all the sharper, and if yez are blind, ye can hear all the better."

"Ah, yes," said Mike, thoughtfully. "I see it's loike this: Fur instance, if a man is born wid wan leg shorter than the other, the other is longer."

His Idea of a Good Time.

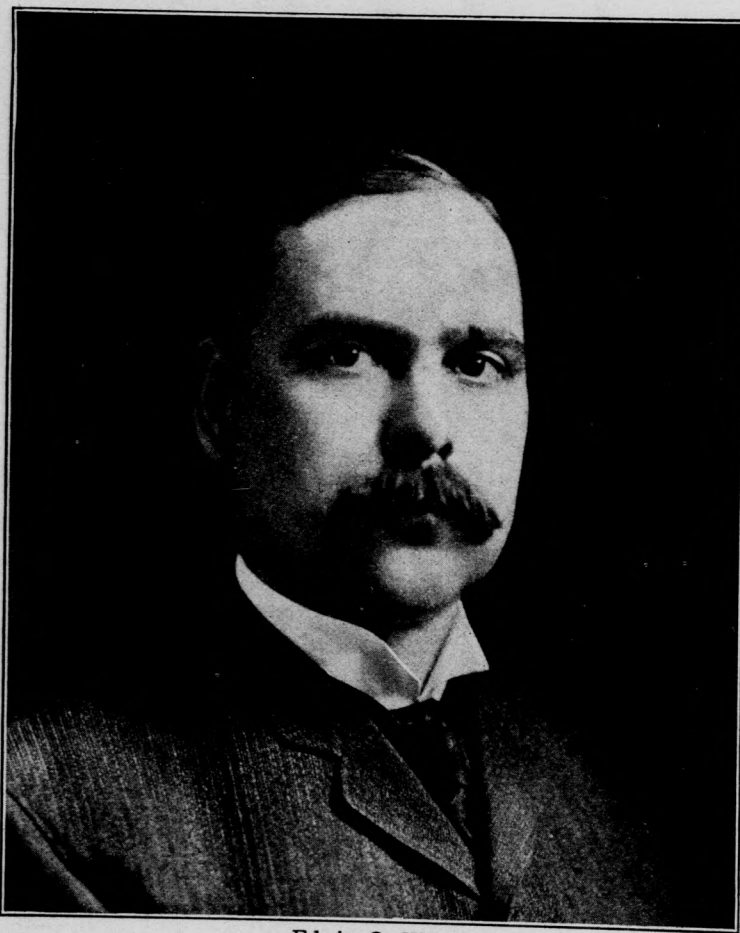
The retired contractor sighed as he got into his dress suit and thought of the elaborate dinner and the opera that were to come.

"Some day," he said, "I'll git real despr'it, an' then do you know what I'll do?"

"Something terrible, no doubt," replied his ambitious wife.

"I s'pose it wouldn't look well in print," he admitted, "but I can not help it. What I'll do will be to throw away these high-priced cigars, put on some old clothes, go out an' come in by the back way an' smoke a quarter pound of cut-up chewin' tobacco in a cob pipe while I'm talkin' things over with the coachman in the barn."

Salvation often means making man over according to one's pattern.



Edwin O. Wood

promising one with W. J. Gould & Co., of Detroit, as a traveling salesman. After traveling for this house for a period of three years he went with the large clothing house of New York—Hackett, Carhart & Co. He traveled for this house until 1893, when he was again offered a political position under President Cleveland's administration, that of Special Agent of the United States Treasury Department, which he accepted. For four years and three months Mr. Wood was with the Treasury Department and was assigned to many important cases, including the celebrated opium and Chinese smuggling cases at Portland, Oregon, and Puget Sound, resigning voluntarily in July, 1897, in order to push the work of building up the Knights of the Loyal Guard, which organization had been brought to perfection largely through

1889. They have three boys and one girl.

Mr. Wood is a Mason, a Knight Templar, a member of Michigan Sovereign Consistory, thirty-second degree, and Moslem Temple, Mystic Shrine, Supreme Commander-in-Chief of the Knights of the Loyal Guard, a member of the Maccabees, Foresters, A. O. U. W., Odd Fellows, Royal Arcanum and Knights and Ladies of Security. He is an attendant at St. Paul's Episcopal church, Flint.

Mr. Wood's ancestors on both sides trace to Revolutionary stock, and he is a member of the Michigan Sons of the Revolution. He is much interested in pure bred live stock and was one of the original founders of the Michigan Oxford Down Sheep Breeders' Association.

The power of reaching success, the

POOR WORKERS.

Why Dissatisfied Men Should Be Discharged.

A large employer of men of many sorts and grades, ranging from the \$10,000 a year superintendent to the \$10 a week laborer, has a system of keeping his working force free from that bane of all employers, incompetent workers, which might be copied with profit by other employers of men throughout the country. It is a drastic system, dependent for its success upon what may be called harsh measures, but the fact that it is a success, as years of experience has proved, justifies its adoption, at least from the employer's point of view.

This man discovers those of his men who are dissatisfied with their work. Then—he discharges them. That is all there is to it, and his working force, comprising 800 or 900 wage earners, who operate a large manufacturing plant, offices and salesrooms, is kept as clean of the undesirable worker, the man who "can't do," as the proverbial hound's tooth. There is not to be found a dissatisfied worker among the whole lot of them. That is, when one is found he is quickly separated from his position, so that he is not to be found with the firm long after his state of dissatisfaction has been discovered. There is not a man who does not work as well as he knows how.

There is not a man on the pay roll who does not believe that, if he works well and has in him the power to do things as they should be done by men in the higher positions, he will be given the chance to occupy one of these positions at the first vacancy. There is not one, save possibly among the few ignorant foreign laborers in the lowest order of the workers, who does not think that there is a chance for him to better himself without going outside of the firm's employ to do it. It is a perfect force, if such a thing is possible in a world of imperfect human beings. It is a model for other employes to copy after, and is made so by the institution and continuance of the Spartan policy of judging as unfit those who fail to put into their work the best that is in them because of dissatisfaction with their condition.

Once upon a time, not so long ago, this man's working force was anything but a model one. It was a poor organization, as most working forces are in big establishments, if the cold truth is to be told. There were the inevitable gross and petty inefficiencies which hamper and hinder the progress of a firm like poor boilers in steamships. For one period one department was the soul of efficiency; the next it wasn't. As a chain is dependent upon each and every one of the component links for its total strength, so is a firm dependent upon every department for the sum total of its achievements.

The "old man" got tired of the unsatisfactory state of affairs. He determined to find out what was the matter, and he did. He found that in every department there were two or three men who were dragging along at their tasks in a half dead,

mechanical fashion, dissatisfied with their work and doing their best, intentionally or otherwise, to make others the same. The old man examined carefully into the records of the dissatisfied men. To his surprise he found that every one of them was to be classed as a "poor stick." Not one of them had the efficiency that wins the mark of prospective promotion; not one but had been marked in the records as dead timber.

"Naturally, they are the kind who do get dissatisfied," said the old man. "They can't get out of the lowest positions; they haven't any prospects because of their lack of ability, and I haven't any use for them."

So he weeded them out to the last man.

This done, he dictated and distributed to every workman in the plant and to every member of the clerical and selling forces, a letter to the effect that, "If you are dissatisfied quit before the firm finds it out and fires you," along with certain forcible reasons why a good man had no business getting dissatisfied with his treatment while with the firm, that the firm always was on the eager lookout for said good men, that good men were much fewer in number than the demand of the day called for, and that none who might so be classed would escape favorable notice and promotion.

Further, he wrote that for the kind of men who did get dissatisfied, the kind whose ability was of such inferior order that they could hope to hold nothing but the most insignificant positions, the firm had no use, and the sooner they changed employers the better it would be for their own feelings and their self-respect.

The weeding out of the dissatisfied ones—about a score in number—opened the opportunity for a number

of promotions. They were made promptly. This created a feeling of confidence in the good intentions of the firm among the workers. Other dissatisfied inefficient workers were weeded out, opening the way for more promotions. The system has been carefully kept up. Whenever a man begins to show any dissatisfaction with his position, and no man becomes dissatisfied without showing it in his work, he is let out without any waste of time. Sometimes this is a good thing for the man himself; it always is a good thing for the firm. It reduces the number of incompetent workers to a minimum, and it gives the rest of the force a spirit of confidence that good service will be rewarded, always. Of course it is not rewarded always here, any more than it is anywhere else, but from the standpoint of the employer such condition approaches the ideal. Furthermore, it expounds with splendid clearness the ironbound doctrine of business: "No grouches need apply."

Jonas Howard.

Memory Helps.

To expedite the work of marking my goods, I have a plus sign and a minus sign. These I use to correctly mark more than 75 per cent. of my patent medicines and toilet articles.

All goods that cost two dollars a dozen, four dollars a dozen or eight dollars a dozen, I simply mark with the selling price. All that cost \$1.75, \$3.50 and \$7.50 a dozen I mark with a minus sign; all that cost \$2.25, \$4.50 or \$8.50 I mark with a plus sign. This is based entirely upon the cost price, and bears no relation whatever to the selling price. If the 50 cent articles were sold for 35 cents, it would bear the same marking.

A. Brandenburger.

Incorporate Your Business

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

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

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Straight or Mixed Cans

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Seed Oats

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

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

Grand Rapids Grain & Milling Co.

L. Fred Peabody, Mgr.

Grand Rapids, Michigan

YOU ARE ALWAYS SURE of a sale
and a profit if you stock **SAPOLIO**.

You can increase your trade and the
comfort of your customers by stocking

HAND SAPOLIO

at once. It will sell and satisfy.

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.

SHOPPING WITH A LADY.

Pangs of the Game May Be Alleviated.

Written for the Tradesman.

The manager of the big dry goods store sat at a desk on a raised platform where he might look through a plate glass partition which gave on the busy first floor. To him came a sleek-looking man in a silk hat and a smile. The Secretary sitting just inside the manager's den had tried to prevent the invasion of the sleek man, but he had wormed his way in, and now stood before the annoyed head of the house.

"I am looking," said the sleek man, placing his shiny tile on the top of the manager's desk and drawing up a chair, "I am looking for a place to open up a business which may well be connected with a store of this kind."

"What is it?"

The manager's manner was anything but gracious.

"First," said the visitor, "permit me to preface my remarks with a statement of the growing demand for male escorts in feminine shopping expeditions."

"Write it down and send it in," suggested the manager. "I am busy and can not take up anything new at this time."

"Just a moment. More and more the dear ladies are insisting on having male protectors as they shop. It may be a fad. It may be necessary because of the unsettled condition of the times. I don't know. Anyway, the man is being brought into the game."

"Well?"

"Yes, being brought into the game. Now, you know how big a man looks in a dry goods store, among a lot of clerks who wear fuzzy things about their necks, and look good enough to eat in their starched waists? How does a man look there? He looks like a field of onions that never came up. He is not supposed to be there. He tags along like the burrs on the tail of a cow. If the girls see him they tilt their pretty noses. The big fat lady buyers step on him if they get a chance. If the wife, or the sweetheart, or the sister, or the cousin, or whoever is responsible for his being in the store, leaves him in a little corner out of the crowd, or in a window, some one comes along and drives him off. The man who shops with a woman is of few days and full of grief. He rises in the morning like a green bay tree, and before the night falleth he is a smear on the scenery."

The manager began looking around for a club or a paper weight with which he could get quick action if the intruder attempted violence.

"I have no time for orations," he said.

"Very good. Very good. Pleased to hear you refer to my feeble effort as an oration. But, as I was saying, a man who shops with a woman looks like a straw hat with an overcoat—he is out of place. Now, is there a remedy for this? Surely. There is, a remedy for every known ill, save over-taxation, and the more you try to remedy that the higher they put the rate. Yes, there is a remedy.

What is it? Be patient. First permit me to show the delicate nature of the affliction."

The manager touched a button on his desk.

"I have an engagement in a minute," he said watching the door for the appearance of the man whose duty it was to lead lunatics gently to the street door.

"I see. Well, the remedy in this case must be in the interest of the males. They must be provided for. They must be taught to adore these little shopping tours. They must give them the preference over fishing excursions. How can this be done? Let me show you how a man can go shopping with a woman and be made to like it, to be sorry when it is over. Not like to go, of course, if he is supplying the warbags. But we waive that. The men who go shopping with women do not, as a rule, supply the mazuma. I said the man could be taught to like it. Sounds strange, eh?"

The man whose duty it was to get rid of bores without publicity came in and stood by the desk.

"But he really can be made to like it," continued the intruder. "If he can be made to like shopping with a woman, he can be made to like shopping in one place better than in another. He will naturally have his preferences, eh? Now, if he has preferences, the places he favors will naturally get the trade. Why? Because he won't go to Blank's, but will come here. There you are. You, for one, make it your business to give pleasure to the male escort when the

girls come shopping. Result, a largely increased trade."

The manager waved his hand at the bore-ejector.

"That seems reasonable," he said.

"What is the thing you propose?" "Ah, I thought I could interest you, in time. Shopping, then, in the future will in a measure depend on the favor of the men. The ladies will go where the men want them to. Now, where will the men want them to go? To the places where they, the men, are made comfortable. How can you make a man comfortable? Let me tell you."

The polite bouncer cut in:

"Mr. Manager," he said, "the Board of Directors is in session on the steenth floor, and they want you to step up a moment."

"Just a moment," insisted the man with the scheme, "then you can take this money-making plan to the Directors. I have in mind a department to your store which will block the street on pleasant days, which will necessitate annexes and new stories on top of the present structure. That is what I came here to talk with you about."

"What is it? Make haste."

"All right. My plan is to put in a department which the men who come here to shop with women will become attached to, a department where they will feel at home, a suite of rooms in which they will lounge with all the abandon of a bachelor in his four-room flat. Do you see the point? The lady comes here to buy. The man comes with her. She goes to the ribbon coun-

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Iron Pipe
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Our registered guarantee under National
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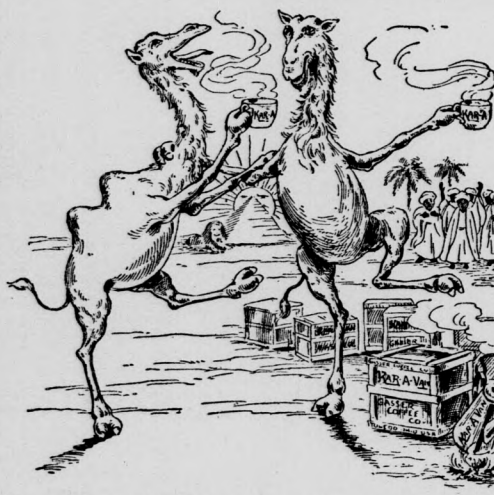
**Walter Baker & Co.'s
Chocolate
& Cocoa**



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

48 HIGHEST AWARDS
In Europe and America

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



Joy over KAR-A-VAN

"The cup that
cheers, but not
inebriates."

Bringing health
and happiness to
the home, satisfac-
tion to the buyer
and profit to the
retailer.

Every Ounce Guaranteed to Comply with State and National Food Laws

KAR-A-VAN

That Rich Creamy Kind, is packed
in six grades under one brand, selling
at retail prices ranging from 20 to 40
cents.

The brand is recognized the country
over as representing purity, protection,
progress.

Imported, Selected, Roasted and Packed by
The Gasser Coffee Company

Home Office and Mills, 113-115-117 Ontario St., Toledo, Ohio

DETROIT BRANCH, 48 Jefferson Ave.

CINCINNATI BRANCH, 11 East 3rd St.

CLEVELAND BRANCH, 425 Woodland Rd., S. E.

ter. He takes a silver-plated elevator and goes up to the men's club rooms. While she shops he smokes, or reads the magazines, or indulges in a high ball, or engages in a little game of draw, or talks politics. There is the scheme. The man animal, sir, is a social being. You can't leave him standing alone on the corner of a street while his lady shops and make him like it."

"The Board—"

The manager interrupted the bouncer.

"Go on," he said to the intruder. "What do you propose?"

"Why, I propose renting a section of your top floor and making it a waiting place for men. The man lolls and is patient and happy. The woman is not hurried in her buying, so she spends more money. At the same time the man is spending money in his own department. When the lady enters the store she takes her man to the elevator and passes him over, taking a check for him. When she gets her buying done she hands the check to the elevator man and he knocks at the door of the suite. The number, say, is 10. He calls No. 10. The man gets up and goes out. There you are. No loss of time. No losing of escorts. No chance for the man to flirt with the pretty clerks. He's checked and put away until the woman wants him. And he likes it."

"You couldn't cut out the checking?" asked the manager, gravely. The bouncer looked for a twinkle in his eyes to show the enjoyment of the situation, and found it.

"I should insist on the checking."

"And the high balls?"

"Certainly, and the cigars and the poker."

"I might do business with you on the basis of a quiet little waiting room, but I wouldn't want to run a poker room and a whisky bar, a cigar store and a ward caucus in connection with the dry goods business."

"Man, as I said before," replied the visitor, "is a social animal. When you try to make him live alone he bucks. He is also an amusement-loving beast. If you amuse him you can do almost anything with him. If you let me have my way, I can put up a masculine department which will draw all the married men here, and with them will come their wives and their check books. A man has a date with Jones for a quiet game of draw, say. He says, 'I'll meet you at Blank's in the afternoon.' Very well. He says to his wife in the morning, 'Your spring suit is all to the bad. I'll meet you at Blank's this aft. and you can buy a new one.' Will she go? Will an alderman go on a junket? If you want to get the trade you must get the ladies, if you want to get the ladies you must get the men, if you want to get the men you must give 'em some reason for coming. They won't come to hear Little Susan recite the Sword of Bunker Hill. That sent John Grady into the Council and Huntley Russell into the State Senate, and Homer Warren into the Detroit postoffice, but it won't bring men to your store. No, sir, I must insist on the cigar, the high ball and the draw."

"And if a man should be found to be tanked when his number was called?"

"That is a detail that would have to be considered. The thing now is to get the game going. Everything is based on the weaknesses of men and women. Men are weak. They seek amusement. Give it to 'em."

"How would it answer to put in a roller-coaster for the kids, and a bowling alley for the boys and a base ball game for the fans? I suppose a dry goods store might put a bar in the front corner, with—"

But the bouncer gently led the schemer to the door and the manager sat back and laughed until the Secretary had to thump him on the back or see him strangle.

Alfred B. Tozer.

Power from Heat of Earth.

The earth as a steam boiler is a scheme for to-morrow. In the Simplon tunnel intense heat was encountered in the heart of the Alps, heat which needed modern methods of cooling to prevent the workmen from being incapacitated. At the bottom of all deep mines the earth is considerably warmer than at the surface. A theoretical increase of temperature of one degree has been based on results obtained in a variety of localities. But this must be taken as only approximate, for great variation exists in different parts of the globe. There is no doubt that the heat of the earth gradually increases with the depth. On this is based a theory for a new source of power. It is proposed to bore two holes directly into the earth's surface 12,000 feet deep and fifty feet apart. At this depth there should be a temperature of about 240 deg.; far above the boiling point of water. Heavy charges of dynamite should be dropped to the bottom of each hole and exploded simultaneously with the view of forming a connection underground between the two wells. Cold water is to be poured down one hole, and the steam issuing in consequence from the other is to be applied to industrial machinery. The scheme is said to be within the present standards of cost and enterprise. It is believed that in the Pittsburg district the plan might be carried out for about \$50,000, and that after this initial expenditure there would be a practically unlimited supply of high pressure steam for the mere cost of the water from which it was produced.

A Useful Garden Device.

If you have a good oil or molasses barrel find a place for it handy to the garden, give it a good coat of red paint, inside and out, see that the hoops are in place and dependable, and make a hole with an auger about an inch from the bottom and fit a spigot to it. Use a solid box or other support—something high enough to set the watering pot under the spigot—and lay three bricks on this for the barrel to rest on. Place straw in the bottom, fill with manure and water, and you are ready to feed your plants.

Red letter days are not made by looking on the blue side of things.

With Bour Quality Coffees You Have America's Best Drinking Coffees

They are the Perfected Result of Years of
Painstaking Experiment and are the

Standard of Quality the Country Over

You are losing
money and
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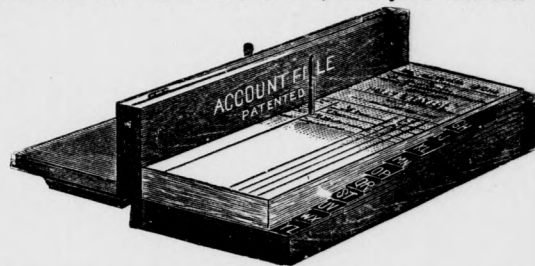
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J. M. BOUR CO.
Toledo, O.

Simple Account File



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

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



TRADESMAN COMPANY, Grand Rapids



How To Treat the Discontented Girls.

The other day a woman said to me: "I don't know what to do with my Janie. She is so dissatisfied and discontented. I am sure I humor her every way I can, but nothing pleases her."

"Do what the mother bird does when the little birds begin to get troublesome in the nest," I said. "Push her out, and let her forage for herself a while."

"She might get hurt," anxiously protested the mother.

"She would be sure to," I responded, unfeelingly, "but she would be cured. There is no remedy for an imaginary pain like a real one. Nobody ever stopped to remember that they had a headache when they had a jumping toothache."

I do not suppose Janie is going to get her lesson. Mothers are mostly too tender to do their full duty by their children, but she is not the only one. The world is full of Janies—of girls with good homes and kind parents with every element for happiness in their hands, yet who are getting nothing but misery out of it, and who are utterly dissatisfied and disgruntled with their lot. Indeed, discontent may be said to be the measles of adolescence and few girls escape an attack. It is most apt to break out about the end of the second season when no husband has appeared on the scene, when the girl has grown weary of dancing and flirting, when she begins to realize her doll is stuffed with sawdust, and first asks herself, in the words of the politician, "What are we here for?"

There does not seem to be any particular need of her at home. Mother is a notable housekeeper and will permit no bungling amateur to meddle with the domestic machinery. Father sarcastically wonders what the world is coming to when a girl can not be satisfied with a luxurious home and somebody to pay her bills. The girl is too honest and too intelligent to think herself a genius who could astonish the world in music or literature or art. So, baffled at every turn, thrown back on herself, all her youth and strength and vigor of body and brain turn into a kind of helpless protest at Fate that voices itself in a querulous discontent that makes her about as soothing a companion as a fretful porcupine. Say what you will, it is a critical period in a girl's life. Many a one at such a time rushes into matrimony with a man she would not have looked at before on the reckless theory that she can not help herself or be more miserable and dissatisfied than she is.

For my part I have nothing but sympathy for the discontented girl, but I never see her fretting at life without wanting to tell her what a great big mistake she is making and to say to her, in sporting parlance: "Either put up or shut up." Do the thing you want to do or else keep

quiet about it. Each of us has a right to live our own life, but we have not any right to ruin other people's by our discontented whines and moans. There ought to be an unwritten law of honor that requires everybody in the home to either make themselves agreeable or else get out.

The least that any girl in common decent gratitude can do in repayment for a good home is to be cheerful and pleasant and amiable. Unfortunately only too often the spoiled American daughter does not see it in this light. She has been brought up to believe she is the center around which her world revolves, and after a while nothing satisfies her. She is discontented because she does not live on the avenue, because she can not dress as fine as some other girl, because she is not invited to Mrs. Swell's exclusive teas. So she frets and fumes and scowls and is a continual irritant in the household. All of us know dozens of girls like this and all of us have wondered why, instead of pampering them up in their selfish disregard of others, their parents did not have the nerve to put a stop to it, for one discontented person can destroy the peace and happiness of a whole family.

I should like to see a mother say to such a girl: "My dear, we have tried to make you happy and comfortable, but we seem to have failed. You are dissatisfied with the nearsilk lined frocks we give you. Go and see if you can earn a calico one for yourself. Our home is too plain for your taste. Try life in a boarding-house third story back hall bedroom for a while. Our life is too quiet for you. Go and taste the delicious excitement of pounding a typewriter or standing behind a counter ten hours a day." And if the girl were made to go, my word for it, she would come back a chastened and a different creature, who would simply radiate contentment at every pore. You would hear no more of her imaginary woes. I never yet knew of a working woman who found fault with her home when she got one.

This is also the one effectual cure for a career. Nobody ever talked or persuaded girls out of the notion they were a Sarah Bernhardt or a Rosa Bonheur who could set the river on fire the first dash out of the box. Sometimes their families succeed in restraining them from ever putting their talents to the test. The result is that they go through life with a Lady Macbeth stare or wild, disheveled, uncombed locks, discontented, unsettled, always believing that they have missed the best of life. It is a fatal mistake. Nothing knocks one's belief in their own genius in the head like going up against the real obstacles in any career. If I had a stage-struck daughter I would hire the manager of a barnstorming company to give her one month of dragging about with a theatrical company playing one night stands, and at the end of the time she would be glad enough to come home and darn socks. I have also been told by a girl who tried it that nothing else could quench one's yearnings for an artistic life like being poor and hungry and forlorn in the Latin quar-

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Grand Rapids, Mich.

The Worden Grocer Co.,
Grand Rapids, Mich., offers its famous "Quaker" Brand Coffees and Spices to the retail trade with the utmost confidence in their intrinsic worth—giving every assurance that their high character will make them a very attractive proposition in cases where a dealer's patronage is not of the transient kind. ❀ ❀ ❀ ❀ ❀

ter of Paris. She said that she ceased to hunger for fame about the time she began to hunger for mother's doughnuts.

There are discontent and discontent. There is the discontent of the silly and selfish mind and there is that nobler discontent that is the growth of the soul. To the girl who is dissatisfied because she is bound in narrow conditions, I would say, "Strike out. Do not be afraid. Do not listen to the people who always preach failure. Even if you do not achieve all you hope to and want to, you will be happier, because occupation is the sovereign balm that cures discontent. Nobody engaged in soul and body absorbing work has time to be dissatisfied."

One ideal of feminine charm is the contented woman whose days are full of pleasantness and peace, but surely we may well spare a tear of commiseration for the vast number of women who have somehow missed the road to happiness and whose moans and groans of discontent are forever ringing in our ears. To me there is no more pathetic spectacle than they present, for they are the misfits in creation—women too big for the little things of life and too little for the big things; women who have neither the courage to lead the life they want to nor to live bravely and cheerfully the one they accepted of fate.

Be not as these. Discontent is either the fire that makes the steam of human energy or that burns out the boilers. Either make it carry you on to higher things or smother it down, so it won't be a menace to the peace and happiness of other people. The discontent that takes itself out in futile fretting at conditions we do not try to remedy is the weakness of a coward. The discontent that is an inspiration to better things is the growing of the angel wings with which we mount skyward.

Dorothy Dix.

Advantage of Being Handy With the Needle.

The girl who is quick with her brain, observing of eye and nimble with her fingers may construct for herself and the other feminine members of her family any number of pretty odds and ends that will go far to add to their good looks.

I know one such young lady who keeps herself, her mother and her grandmother well supplied with all the new foibles in the way of stocks, belts, etc. The three are all very fond of dress, but they could not present half the nice appearance that they do were it not for the gift of the youngest of the trio. The mother is an expert needlewoman, also, but her household and social duties are so many and so urgent that there is no time left for the "little fixin's" that furbish up a gown that has seen its best day and needs tiny touches here and there to make it acceptable to the world, but her daughter helps her out.

The girl is a teacher—a "special"—in a state university, and how on earth she manages to get so much brought about is beyond my ken. She is a great favorite with her set and

her company is much sought by the young people she knows. She is smart beyond her years or she never could accomplish the amount of work she turns out and still keep up with society. Her mother insists imperatively on but one thing: that she shall "keep up her calls." And that's a good deal in these rushing times. But the daughter takes care of her own room, also; and I may say that it is the "pink of perfection" as to orderliness. When she comes home from a party she is generally too tired to put away the pretty clothes she shone in, but the next day sees the accessories all laid carefully away in white tissue paper and the dress nicely pressed and properly hung on a hanger and encased in a sheet, or, if necessary, sent to the cleaner's to be renovated.

This versatile young woman can make her own clothes, also. She puts the most beautiful hand work on her lingerie, and makes all her own shirt waists, which are marvels of lace and embroidery. Of course, by doing all this herself she cuts down dressmaker bills to the minimum, and so can afford to have a great deal more for personal expenses than otherwise.

Her mother visited me last summer and almost every letter from home brought dainty handmade neckwear, handkerchief or whatnot.

The girl who is handy with her needle hath a veritable gold mine in her possession. Given clear eyesight, she can make her living any day by her own resources; and, if this is not necessary, at least her own wardrobe can show her skillful handiwork.

Jessica Jodelle.

Slight Mix-Up at Home.

A young married woman recently walked into a grocery store, angry to the very roots of her hair, and banged a piece of yellow substance on the counter.

"Here," she said, "is the soap that does the washing of itself; the soap that makes every washing day a glorified feat; the soap that makes the linen white as snow, and lets the delighted housewife play with the children while the clothes wash themselves, and—"

"I beg your—" interrupted the grocer.

"Yes, I know what you are going to say," broke in the young wife. "All the same, I have been scrubbing three mortal hours with that lump, and I might as well have used a brick for all the lather I could get out of it." And she stopped out of breath.

"But, my dear madam," said the grocer, calmly, "your husband came in here yesterday and bought half a pound of soap and half a pound of cheese. This isn't the soap; this is the cheese."

"The cheese!" exclaimed the young wife. "The cheese! then that accounts for the other thing."

"What other thing, madam?"

"Why, the Welsh rarebit. No wonder it had such a queer taste!"

The important thing about a sermon is not the impression it makes on you but the expression you give to it.

If you can not hate hypocrisy and evil you are not likely to love virtue.

Buying Cooked Food.

In France it is a common thing for the wife to be out at work as well as the husband. From this circumstance, no doubt, have developed the facilities that country affords for obtaining ready cooked food outside the home. Whole meals can be purchased outside, and they are very good meals, too. A whole fowl, or a half one, or a smaller portion, can be bought hot or cold from the rotissier. Soups and salads can be bought in the same way, and in shops where eggs are sold there is always a basket of red eggs as well as white ones, the red color being used to indicate that the eggs are cooked. All these things are sold at prices "within the reach of all," and in many homes scarcely any attempt is made to do cooking.

A Queer Woman.

First Prison Missionary—That Mrs. De Goode is the most eccentric person I ever saw. You remember Mr. Brutie, in Cell No. 500, under sentence for killing his wife?

Second Prison Missionary—Yes, poor fellow!

"Well, I gave her a lot of flowers marked 'Brutie,' and she went off and put them on the woman's grave, instead of bringing them here to cheer the poor husband."

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MANY FIND A GRAND RAPIDS BANK ACCOUNT VERY CONVENIENT

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NATIONAL
BANK

Founded 1853
No. 1 Canal Street

This Bank is designed to be helpful to all and, by receiving and safely keeping their hard earned dollars, at a liberal rate of interest, to help those who are helping themselves.

Assets, \$7,250,000.00

ONE YEAR'S WORK.

Ground Gained by National Wholesale Grocers' Association.*

I wish to congratulate you to-day that it is our privilege to hold our meeting of 1907 in the incomparable city of Chicago. No one will accuse me of exaggerating when I declare that Chicago is without a peer in the history of cities, ancient or modern, in the triumph of her genius and the magnitude and grandeur of her achievements.

Chicago has risen by her own might from destruction and placed the stamp of her individuality upon the destinies of the Nation and the race. So striking and forceful, indeed, is this indomitable spirit that it has inspired courage and ambition in the hearts of all mankind.

Surely, it is good for us to meet in such a city; and the inspiration of such environment can not fail to vitalize our energies and re-enforce our determination to achieve worthily.

Ours is an age of vast undertakings and great attainments. The whole world, economic, political and social, is making such strides forward that only those who observe closely and ponder deeply have true conception of the mighty forces now at work in all departments of human endeavor and development. So mighty and so apparent are these forces that some fear that mankind has cut loose from conservative moorings and has gone adrift on the stormy and uncharted sea of adventure.

The spirit of Chicago scorns the fears of the timid and confronts new conditions in a spirit of self-reliance that pledges its confidence in the men of to-day.

Our unbounded prosperity and vast increase in national wealth have undoubtedly augmented our responsibilities. There has never been a time in our history when the burdens upon our officers—municipal, State and National—were so onerous and perplexing as now. We have behind us an unbroken record of good citizenship, rising to the occasion in every crisis, and we therefore confidently confront the problems of the hour in the calm assurance that we will successfully solve them in a spirit of equity and charity and rise to new heights of individual citizenship, economic achievement and national prestige.

We wholesale grocers are constantly feeling the pressure of changed and changing trade conditions.

No doubt the question often comes up in our reflective moments: "Are we of importance in the body economic?" I believe our services to the public are indispensable, but let us not overlook the fact that the measure of our security is the extent of our usefulness. Only so long as we serve the public as well for less money or better for the same money than the service could be secured through other channels, only so long and no longer will our position as trade factors be secure and our business prestige be unimpaired.

Thoughtless and impotent declama-

tion against conditions that exist will not solve our problems nor maintain our standing. Denouncing the manufacturer whose policy we may believe detrimental to our interests on the one hand, or the public for patronizing catalogue houses on the other, will bring us no permanent advancement.

We will deserve to maintain our honorable calling and our important and influential trade position only so long as we serve a great public need better than it can be served through other channels. We have maintained our position well, up to this time, and believing in the conservative strength of our great organization as I do, I have no fear for the future.

Let us bear in mind that, if we are to keep pace with the mighty tide of human progress, we must be watchful of the public need, adaptable in policy and original in method. We may not listlessly follow in beaten paths because they led our fathers to success. If we are not alert—if we do not adapt our methods to changed conditions brought about by the needs of the public under the evolution of new modes of life, we may rest assured that someone else—not wedded to conventional methods—will take advantage of opportunities brought about by new conditions and secure trade prominence that legitimately belongs to us and which we might have had by the exercise of that "eternal vigilance" which is the price of success. No class of business men are so favorably situated to take care of the needs of the public in the distribution of commodities as are the wholesale grocers, because of their organization, training and experience.

I sometimes fear that we do not demand the recognition for the expert service we render the public which that service merits. Our money capital is only one feature of the capital we have invested in our business. We surround ourselves with organizations of experts whose knowledge of the commodities we distribute is a guaranty of their merit and protection to the public. Yet we permit the public to accept this service as a matter of course, and, I fear, too often permit our salesmen to go on the road impressed with the idea that cheapness is the only argument worth advancing—the only sure way to obtain trade.

It is a law of mind that the public will not place an estimate on the abilities and services of an individual above that which he, himself, places upon them.

The heads of departments in our service, as well as ourselves, have spent long and patient years in securing the knowledge that makes us efficient in serving and protecting the public. Are we to treat this indispensable asset as practically valueless? Are we to throw it to the public as a thing of little or no value? Our salesmen as a rule talk price, not quality; cheapness, not value. How often do they impress upon the attention of the trade the valuable service the jobber renders the retailer by collecting from the four quarters of the earth all of the commodities demanded by civilized

communities, and laying them down with their merit certified to by the painstaking investigations of the experts in the jobber's service?

When fire, flood, drouth or epidemic temporarily disturbs the business of the retailer, if he has established himself in the confidence of the jobber he is sure to be accorded such co-operation and aid as will tide him over his trouble and put him on his feet again. These are a few of the incidental although invaluable functions performed by the wholesaler for the public. Our local, State and National trade organizations are of great educational value and we should keep these important matters ever to the front.

The securing of volume of trade at the sacrifice of profit is on a parity with obtaining "peace at any price" in diplomacy. The one is as pernicious as the other is odious. There is as much difference between merchandising at cost of doing business, only, and doing business at a reasonable margin of profit above cost, as there is between poverty and affluence.

I fear that lack of sustained recognition of the truth of these facts leads too often to the pernicious practice of sacrificing profits and of selling staple goods at cut prices. I submit that such practice proclaims to the trade the estimate we place upon the value of our services, and can we blame the trade for judging us by our own standards and accepting our own estimate of the value of our services? We invest large capital, maintain costly organizations, employ versatile talent, and then too often tender the benefit of this efficient and expensive combination to the public as though it were of no practical worth. Is this policy sane, safe or businesslike? "The laborer is worthy of his hire," and we should receive a fair margin of profit on every article we handle, as a just reward for the services we render.

We should imbue our salesmen with a realizing sense of these facts and educate them, as well as ourselves, to become constructive business men. All should work together to build up, rather than tear down; dignify, rather than degrade; cooperate, rather than antagonize; and if for no other reason, the existence of our National organization is justified by the work it has already done along these lines, and the future is bright with promise for still better results toward the realization of these ideals.

Charity has its necessary place in business as well as in society and in works of philanthropy. We should exercise charity toward each other, toward the manufacturer, toward the retailer and toward the consumer.

We will not promote harmony among ourselves by rashly judging or harshly criticising the motives of each other. When we hear that one of our number is pursuing a policy at variance with the best interests of all, let us first find out whether or not the charge is true, before we fly off at a tangent and "go him one better" in the mad career of demoralization. When the facts have been ascertained, calm and wise counsel

will bring far better results towards correcting the evil than hostile demonstrations.

Charity toward the manufacturer is also the part of prudence. He has his own troubles. We by no means have a monopoly of vexations incidental to successful business careers. The manufacturer necessarily operates under the limitations of conditions as he finds them and not as he would have them. The manufacturer needs us. We need the manufacturer. He knows this as well as we do, and if at any time the policies of the manufacturer seem arbitrary and not in line with our interests let us look for the facts instead of jumping at hasty and possibly erroneous conclusions.

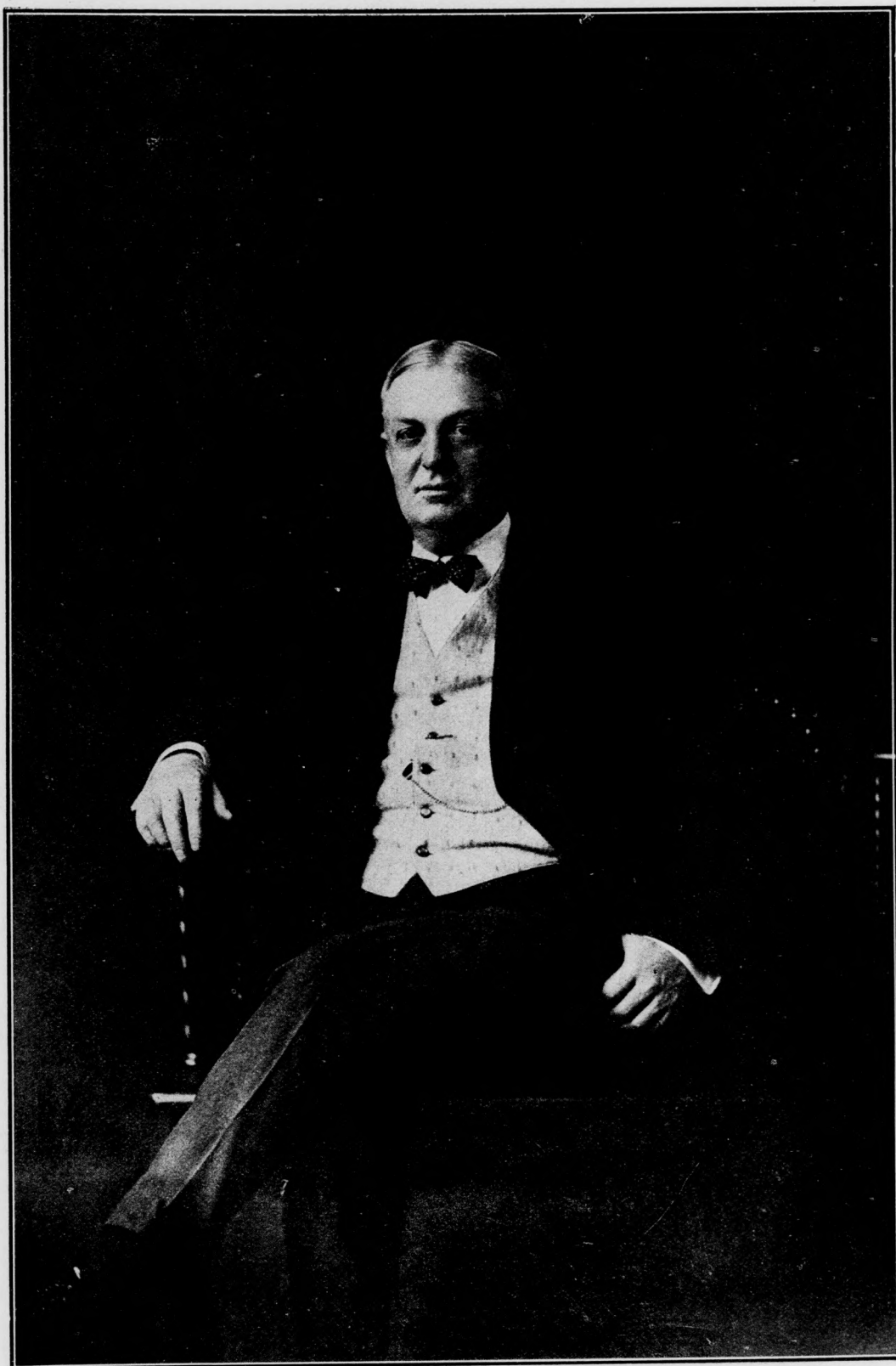
We are the medium through which the manufacturer should distribute his product and under present conditions we are indispensable to him. The wise thing for us to do is to so direct our business policy as to render unnecessary the creation of other channels for the distribution of manufactured commodities. We will thereby accentuate our necessity to the manufacturer, and be in a position to stand up like men on the dignity of our usefulness and importance for just and equitable treatment. The sooner the manufacturer recognizes his limitations on the one hand, and we recognize the necessity for sustained and self-sufficient effort by ourselves on the other, the sooner will mutually satisfactory relations be established and maintained. I doubt not that the manufacturer often wonders that we voluntarily handle his product at so small a margin of profit, and even refrain in some cases from maintaining the profit specifically provided for us by the manufacturer's selling policies.

We should also exercise a large measure of charity in our dealings with the retailer. He has his troubles and annoyances which must not be overlooked. The demand for ever quicker service, smaller and more attractive packages, new and diversified commodities, compounds and preparations, is a matter in which we should be leaders and not followers. By anticipating these varied wants of our customers our originality and usefulness are emphasized and our trade prestige enhanced and perpetuated, and the hard labor required in achieving these results is only the reasonable price that we must expect to pay for the exalted position that we occupy in the commercial economy of the nation.

The people of the United States are protected to-day to a greater degree than ever before from adulterated food stuffs. The influence of the National Wholesale Grocers' Association was one of the potent factors in the enactment of the National law which brought about this improvement in food qualities and is, therefore, entitled to the moral support of the consuming public. To-day the labels are so plain and so true that the housekeeper who buys may know that the daily menu will not be harmful to the health of her family.

The uniformity of food legislation throughout the country is necessary and the work of our organization in

*Annual address of William Judson, President National Wholesale Grocers' Association, delivered at Chicago June 26, 1907.



William Judson, President National Wholesale Grocers' Association

promoting through the state legislatures this uniformity of law safeguards the home and the health of every citizen. The wholesale grocer has done more to promote the health of the citizens of our beloved country than any other influence.

I will not undertake to make a full or detailed report of the year's work of the Association. The reports of our splendid committees which have undertaken and accomplished the actual work of the Association during the year will more fully cover the important matters you are so deeply interested in than I could possibly do, and I wish here to acknowledge the many obligations I am under towards these effective, well-managed committees, from which you will hear in detail later.

I also wish to express my highest appreciation of the loyalty and courtesy that have been shown to me by the officers of the Association.

I wish to express my high appreciation of the effective work done by our Secretary.

I also wish to commend in the highest terms the work of our eminent counsel.

In conclusion, I am proud to give utterance to a feeling that is uppermost in each of our hearts at the moment. That feeling is one of just pride and elation over the success of the National Wholesale Grocers' Association. This Association has brought us closer together. This better acquaintance and closer intimacy have inevitably heightened mutual confidence and respect. That priceless asset, "good fellowship," has grown apace, and, like the little leaven that "leaveneth the whole lump," has brought us into closer bonds of commercial and fraternal regard.

However gratifying its past achievements, this Association is but in the beginning of its influence and usefulness. Our membership has largely increased, interest is intensified and the sphere of our influence is rapidly enlarging.

In thanking you for your attention I also congratulate you on the pleasing and satisfactory conditions that greet us on the threshold of what will doubtless prove the most interesting and important meeting thus far in the history of our Association.

It's easy to build ideal castles if you'll let the contract for the roads to them to others.

Saving the Birds and Seals.

Good news comes o'er the seas from London town, where it is said there is a decided falling off in the sales of heron plumes, aigrettes, "on account of the absence of American trade." For this, thanks be given the Audubon societies which are powers behind the throne of the laws of the land. At a recent meeting the Federation of Women's Clubs of New Jersey and Pennsylvania adopted a resolution against the use of aigrettes by club women. Each month there is news of a decided advance in the work of bird protection. It is to be hoped that every nature study teacher is helping in the great movement toward making the coming generation of women realize their full responsibility for the utterly barbarous practices connected with securing birds' skins for ornamental purposes. The destruction of the Pribilof Islands fur seals meanwhile continues, as the President noted in his message. The herd which, according to the surveys made in 1874 by direction of Congress, numbered 4,700,000 and which, according to the survey of both American and Canadian Commissioners in 1891, amounted to 1,000,000, has now been reduced to about 180,000. This has been brought about by killing the female seals while in the water. As a rule, the female seal when killed is pregnant and also has an unweaned pup on land, so that for each skin taken by pelagic sealing, as a rule, three lives are destroyed, the mother, the unborn offspring, and the nursing pup. In 1896 over 16,000 young seals were found dead from starvation on the Pribilof Islands. In 1897 it was estimated that since pelagic sealing began upward of 400,000 adult female seals had been killed at sea and over 300,000 young seals had died of starvation as the result.

Many Uses of the Lichens.

The lovely lichens of nature lovers have proved a useful reason for existence. These pretty plants are the first to attack rocks and they vastly aid in reducing rocks to soil. Lichens, such as the "reindeer moss," are food for both man and animals in high Northern regions, where other plant food is not available. Another species in North Africa is blown long distances by the wind, and, falling in the deserts where food is scarce, is eaten by men and ani-

mals. It is supposed to have been the manna of the children of Israel. Other species are important for both man and beast in Finland, Greenland, Iceland, Norway and Sweden. The nutritive qualities are due to a starch-like compound. Many species formerly were considered medicinal. Many dyes, chiefly reds, purples and blues, are used for the coloring of cloth, wool, etc. Litmus used for testing acids and alkalies in chemical experiments is obtained from lichens, chiefly in Holland. Orseille is another name for this dye. It is supposed to be the "blue and purple" of the Old Testament.

Charlie Remembered Her.

A young woman of sociable prominence and respectability was to unite with the church in her home town and desired the ordinance of baptism by immersion in the river, desiring the primitive custom of going to the river. Among the number that gathered to witness the baptism was a little boy friend, Charlie, about 4 years old. The proceedings were entirely new to the child, and he looked on with strange curiosity as the candidate was led into the river. The spring freshets had made the river somewhat turbulent, and it was with difficulty that the minister maintained his footing. During the following week the young woman called at the home of his family, and after the usual greetings said to the little boy, as she extended her hand:

"Come here, Charlie, and see me. You do not know who I am, do you?" she continued.

"Yes, indeed, I do," said the boy. "You is that woman that went in swimmin' with the minister on Sunday."

You can not weld folks to the good by a frosty smile at the church door.

"Fun for all—All the Year."

Wabash Wagons and Handcars

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

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

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

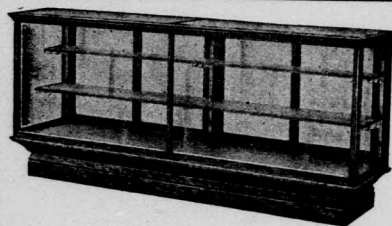
The Wabash Limited—A safe, speedy, geared car—a regular flyer. Built low down and well balanced so there is no danger of upsetting. 36 inch frame, with Wabash 11 inch steel wheels. Handsomely painted in red and green. Affords sport and exercise combined. Recommended by physicians.

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TRADESMAN COMPANY, Grand Rapids, Mich.

WANTED TO BE BOSS.

Two Days' Experience Dampened His Ambition.

Carberry had wanted to be boss for a long time. He didn't say that he wanted to be a permanent boss, for Carberry is humble in his ambitions and admits that he doesn't expect to finish his life anywhere else than on a pay roll some place and under somebody who is duly authorized and disposed to boss him. But he wanted to be boss once—just once in his life. After that—after one experience as boss, one experience over other men and with the power to tell them what to do—he would be content to sink back in the great and much bossed mediocrity which was his level. But he did want to be boss just once. As he put it: "I've been bossed all my life. I just want a chance to work for awhile without having anybody to tell me what to do. I want to be boss so I can do just as I please for once in my life, and with nobody to take orders from under the sun."

It was a dream with Carberry, a pleasant dream, but one that he never expected to realize. But he kept on dreaming—and then the chance came. The head of the department had to go to Europe on business, and the day after he left the assistant head jumped off a car and broke his leg and went to a hospital. And, like a blaze of glory, the department leaped up and lighted upon the shoulders of Carberry, he being the only man available who could run it.

Carberry went home the evening after the news had been broken filled with the joy of a man whose fondest dream is fulfilled. To-morrow he was to be boss. To-morrow, and for at least two months after it, he would be a free man. He would have no one to take orders from, no one to tell him what to do. He would be free, the boss of others and of himself.

He felt so good over his prospective liberation from the thrall of being bossed that he took Mrs. Carberry to the theater that night, bought a little supper after the play, and generally jubilated after the manner of a man who has before him a period of great enjoyment. He told Mrs. Carberry that he didn't care how much she spent for a fine new gown; he didn't care what happened around the house; he was going to be boss for a spell now, in which joy the trivial annoyances of life would be completely swallowed up.

On the morning of the beginning of his boss-ship he lingered much longer than his custom. He was his own boss now, he told Mrs. Carberry; he didn't have to pull any time clock now; he didn't have anybody to say anything to him if he came down late; he could get down just about when he pleased; he was boss now, and he certainly was going to make the best of it while it lasted.

So when he came down at 9:30 he was surprised to find that a part of his department was in an uproar.

"Mr. Carberry, these orders must be signed by you before they are put through," said his head clerk. "They are the daily orders for the branch

houses. They come up from the mailroom at 8:05 every morning, and they are always in a rush. This morning they are delayed terribly. Mr. Johnson, before you, always got down at 8:05 and put them through, sir."

"Eight five!" roared Carberry. "Why, good heavens, man, the clerks don't get down until 8:15. What's the sense of the boss getting down at 8:05?"

The head clerk looked pained. "Why, sir, there are always two clerks here at 8 o'clock to put these orders through to the shipping department, and it is one of the customs of the house for the head to be here to sign them. You know, Mr. Johnson—"

"Yes, I know Johnson got down at that ungodly hour, come to think of it. Never thought of it before. I'll have to get down at 8:05 after this, then?"

"Yes, sir," said the head clerk. "That is—"

"That is what I'll have to do," interrupted Carberry angrily. "All right. That's all, Smith." To himself he said sundry things which have no place in this story, Carberry being a man of large vocabulary and much dexterity of tongue.

"Fine state of affairs when a boss has to be told to get down ahead of the people that are working under him," he grumbled. "Still, I am boss; nobody can tell me what to do during the day."

He really thought that this was so. He never had been boss before, so he didn't know. But he found out that day. Here is what he discovered:

That the boss takes more orders than anybody in the place.

That everybody in a department tells him what to do, or is the direct cause of making him do something.

That he never has a moment when he isn't subject to the orders of his alleged subordinates.

That he does more work than anybody else.

That he gets down earlier and stays later than other workers.

That, generally speaking he is the most bossed man in the office.

This is what Carberry did on the first day of his tenure of the boss' position, and which he had to do simply because he was boss:

Took 123 orders from his subordinates.

Did twenty-nine things which he would not have to do if he was a clerk.

Felt like a slave and was ready to jump every time anybody spoke to him.

Wished he was back in his old clerk's position.

The orders which he took and obeyed classified as follows:

Ordered to answer the telephone forty-three times.

Told to sign papers thirty-three times.

Told to order somebody else to do something twenty times.

Ordered around miscellaneous twenty-seven times.

Among the twenty-nine things which he had to do because he was boss, and which he didn't want to

do, was lying to customers, lying to salesmen and refusing salary advances to clerks who he knew should have had them. Besides this he had to do a lot of things which were too petty for a clerk to do, and which therefore were part of the boss' duties. And he felt like a slave, because he knew that there were things for him to do, no matter which way he turned, duties to be suggested to him no matter whom he spoke to, and he didn't have a minute that he could call his own.

"Well, dear, are you glad that you are a boss?" asked Mrs. Carberry a few evenings later.

"You bet I am," replied Carberry promptly; "you bet I'm glad that I'm a boss. Now I'll be able to appreciate my old job when I get back to it."

Thomas Skelly.

Not in the Same Place.

"Tommy, when I tell you something is wrong you do not do it?"

"No, sir."

"But when your conscience tells you a thing is wrong you keep right on and do it?"

"Yes, sir."

"But doesn't your conscience hurt you when you do something wrong?"

"Yes, sir; but not in the same place you do."

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NATURE'S MARKS.

How To Read Character at a Single Glance.

The ability to read character from personality is of inestimable advantage in all those branches of endeavor, private, commercial, or professional, that bring a man in contact with his fellows. Since this ability can be cultivated to a large extent it is worthy of serious consideration. Without too frequent indulgence in "snap judgments," or weak leanings toward mere prejudice, he who would succeed to the uttermost must learn to appraise and classify justly the other workers with whom he must sustain relations of varied order. This ability to read human beings quickly, with the help of no other data than the explanatory signals unconsciously flown by every human vessel, has distinguished practically all of those great ones whose dealings have been rather with men than things. Nothing, moreover, counts more strongly toward business popularity, or the reverse, than this same facility in knowing "what's what" in the way of diverse humanity.

A business man, for instance, may understand that another man's financial caution is justified, perhaps demanded, by the laws of the commercial game and the precise situation in which chance or circumstances have placed him. He may fully comprehend that his own personal honor or honesty is in no way maligned or impugned by the suggested caution. He may be even aware that, with the same test, he would act in similar manner. And yet, consciously or unconsciously, he may feel burning indignation against the other man, whose actions may spell doubt of his business integrity or soundness. He will, other things being equal, greatly prefer the business acquaintance who, knowing how to value him as he stands, will grant or explain why he can not grant the accommodation or favor requested with no visible trace of the weighing of the case that has been instantaneously gone through.

A Chicago worker not long since received a check which greatly overbalanced his modest bank account. Since this check was drawn by and on a firm and bank unknown to the cashier of the bank with which the recipient had regular dealings, the cashier refused to cash it without investigation. The recipient needed the money at once, so took the check to another bank where he was little known. The second cashier, after explaining that he would do so on his own personal responsibility and indorsement, cashed the check very promptly.

"The other fellow looked at the check; I looked at you," he explained, when questioned as to the reason for his conduct. "I can read character. I knew it was all right, and that even if you'd been cheated in the check you'd make good on my demand."

"Do you believe in osteopathy?" suddenly asked a bank Vice-President of the unidentified feminine holder of another generous check.

Meeting the amazed gaze of the woman, he laughed, and scribbled his "O. K."

"I only wanted you to look at me full and off guard," was his quiet remark.

A Western millionaire not long since transferred his Chicago business from one large firm to another merely because when his last bill, through some mistake, remained unpaid he was sharply reminded of this fact before the new order was filled. Many a man, on the other hand, has paid large interest with hearty good will on a trifling financial favor.

A Chicago man, now practically the head of an immense business, owes his "first start" to the act of kindly judgment that impelled him, in his early impoverished days, to trust a temporarily disabled business acquaintance with a sum of money that then appeared large to both of them. The "down and out" man in whom the lender recognized future possibilities used that money as the lever which speedily sent him into high financial circles. Being a decent fellow, he did not forget the helping hand so timely extended, nor feel his obligations discharged with mere repayment of the loan. The kindly lender, not himself gifted with great initiative ability, was assisted to rise as well.

The man who for a quarter century headed the credit department of a flourishing house always urged upon his assistants the strong necessity for learning how to judge a man on sight.

"To refuse a man credit always means to offend him," was his invariable exhortation, "and it is not always possible to postpone the deal while you look into an applicant's security. The inner monitor can be trusted, usually, if balanced with common sense and not used to excess."

The lawyer with his client, the doctor with his patient, the clergyman, business man, or philanthropist, who must listen daily to "hard luck" stories, money making propositions, all sorts of tales and appeals in which quick, keen judgment is needed, will find in the ability to rate and classify the applicant quickly and correctly an ally well worth taking some pains to secure.

This power of rapid, clear judgment is equally desirable in the realms of society and friendship. Broadminded kindness and justice, with due attention to the intuitive faculty latent in every nature, form the most reliable foundations for the important superstructure that means so much, but there are certain physical signs that possess at least a tributary value. A biblical authority declares that there are seven ways in which the Creator has marked every man, and most of these ways are on the outside.

"God makes our eyes and noses," runs a pertinent old proverb, "but we make our own mouths."

"No man can lie with his hands open," says a keen and experienced student of human nature, "unless he has carefully trained himself to do so. In such cases the rigid manner of holding the hands, unless explain-

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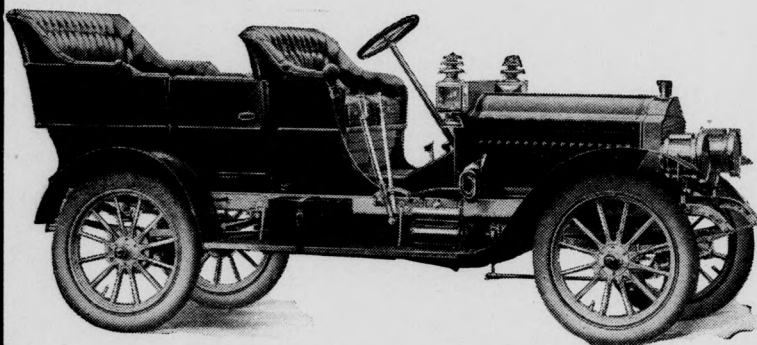
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The Elmore has made a clean and enviable record the last five years. There is nothing at all experimental about it.

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

Adams & Hart

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Grand Rapids, Mich.

ed by another and stronger reason, will betray the mental effort and strain produced by the determined attempt to deceive."

The pugnacious man "makes a fist" of his fingers continually; the timid fellow carries his thumb inside the palm.

The "clear, steady gaze" once supposed credibly attributable only to honest individuals, with the "shifting glance" of the old time fictionary villain, no longer may be relied on in judging character, since it now is well understood that nervous shyness can, and often does, counterfeit all the recognized signs of guilt, while the habitual or obstinate wrongdoer frequently makes a fine appearance. But the direct, open gaze of the man taken by surprise usually betrays his true nature to those who can read character, and the shape and unconscious framing of the lips will "give away" inner secrets with no less sureness. The mouths of lawyers, priests, physicians, heads of large corporations, and others who train their features to masklike impassiveness bear witness to this fact.

To sum up, the power of reading character from personality may mean all the difference between popularity and loneliness, success or failure, advancement or the reverse. Risks must be taken now and then, of course, but this is true in all but the merest routine details of the varied world where men strive and struggle for the top of the ladder, and, after all, with reasonable care and judgment, few mistakes need be committed. To study a man openly and with searching inspection is almost as insulting as to doubt his spoken word or explanation, while delays are as fatal in this line as many others. So begin at once to acquire the power to read and classify a man at a glance without seeming to bestow special or more than merely polite and friendly attention upon him, and if your particular chance in life is not thus rendered more possible of utilization opportunities for an opposite contingency inevitably will be held at bay.

John Coleman.

The Congregation.

There is a tiny church near the foot of one of the Western Grampians, which has a congregation numbering in the best of weather no more than twenty persons. On stormy days the number is much less, as members have to travel a considerable distance.

A tourist happened to come across this church early one Sunday afternoon. He listened for a bit, but heard no sound, so went to the door of the church and looked in. The beadle was the only occupant.

"Is the service over?"

"Ou ay, she will pe over," replied the old man.

"Then where is the congregation?" asked the tourist.

The beadle slowly pointed through the open door to a man wending his way down a hill and said, "That's him."—London Tattler.

You can never meet the needs of a thirsty world by packing water on both shoulders.

Fortune Awaits in Philippines.

The fruitful Philippines and their praises are sung by Hamilton Wright, Special Commissioner of the Pacific Commercial Museum in the Orient. He says that no region in the world offers greater opportunities in agriculture than the Philippine Islands. Nothing will do more for the Islands themselves, the Filipinos, the Americans there, than the generous investment of American capital. And probably there is no country in the world where capital can realize dividends so quickly. With the introduction of capital all the problems of the Islands, which seem to distress the majority of the writers discussing the Islands, gradually will settle themselves. There to-day is no single serious obstacle against American capital in the Philippines. Business has begun. One American concern has secured a concession of 300 square miles of timber land, another has bought an estate of 44,000 acres, mostly overflowed tobacco land. It is not too much to say that sugar can be laid down sacked before transportation at a cost of 1 cent a pound or less. Mr. Wright is of the opinion that only by visiting the provinces can one gain a tolerably accurate impression of the Philippines. Among so heterogeneous a people, devoted to agriculture and with but little commerce, the large cities do not adequately or truthfully reflect the condition of the people as a whole. During his travels, which included regions where even the American soldier had not penetrated, he never once carried a revolver. He found the people polite, extremely hospitable, often well to do as the tropical standard of living goes. When the Americans visit the Islands in piping times of peace instead of war times, he believes they will better appreciate both the Philippines and their people.

Twentieth Century Damascus.

Old but not old fashioned is Damascus, the oldest surviving city in the world, and the most typical oriental in Turkish domains, but far to the fore in matters electrical. Overhead trolley cables are in the streets, and a few miles up the Barada River is a station for generating electric motive power. At first the street service will cover only some five miles through the city from suburb to suburb. Electric lights have been installed, and are lighting Damascus to the number of 1,000 street lamps. Besides these the company has put in more powerful lights in the Grand Mosque, in the public squares, and in the Serai. Private electric lights are soon to be introduced in shops and residences. The installing company is Belgian. Some of the electric supplies and apparatus have come from England, Germany and France, but all cars, motors and dynamos have been bought in Belgium. Concessions in lighting and street railway undertakings have been granted to corporations in Damascus, Beirut, Aleppo, Smyrna and Salonica. There are signs, gradually multiplying and becoming more pronounced, that the dawn of a great awakening slowly is breaking in the Near East.

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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.

POWER TO WORK.

There Are No Laurels for the Lazy Man.

Genius is common sense intensified. It is the power of making efforts. It is patience. It is the talent for hard work. There is no genius like the genius of energy. It was neither luck nor chance but sheer hard work which enabled all our great men to force their way upward in the face of manifold obstructions. Our greatest men have been among the least believers in the power of genius and were as persevering as the successful men of a commoner sort. Of course without original endowment of heart and brain, no amount of toil, however well applied, would have produced a Shakespeare, a Milton, a Beethoven, or a Disraeli.

No man appears to have written with more ease than Dickens, yet he said: "My own invention or imagination, such as it is, I most truthfully can assure you never would have served me as it has but for the habit of commonplace, humble, patient, daily, toiling, drudging attention." When requested to read a few selections from his writings, he replied that he had not time to prepare himself, as it was his custom to read a piece twice daily for six months before appearing with it in public.

Bayle said of Meyerbeer: "He has some talent but no genius; he lives solitary, working fifteen hours a day at music." Years passed. Meyerbeer's hard work brought out his genius. Newton's mind was of the highest order, his philosophy sought with all-comprehending grasp to encircle the universe of God, and yet, when asked by what means he had worked out his extraordinary discoveries, he modestly answered: "By always thinking upon them." Haydn said of his art: "It consists of taking up a subject and pursuing it." Beethoven's favorite maxim was: "The barriers are not erected which can say to aspiring talent and industry, 'Thus far and no farther.'" Mozart said: "Work is my chief pleasure."

Sir Joshua Reynolds was such a believer in the force of industry that he held "excellence in art, however expressed by genius, may be acquired." Titian, in his letter to Charles V., said: "I send Your Majesty 'The Last Supper,' after working at it almost daily for seven years." The indefatigable industry of Lord Brougham, Michael Angelo, Arkwright and Jenner is matter of history. Lord Chesterfield, who acquired a polish of style, for many years wrote down every brilliant passage he met with in his reading. Lyman Beecher's greatest sermon was on the "Government of God." When asked, as he ascended the pulpit steps, how long it took him to prepare that sermon, he replied: "About forty years."

Why is it that the busiest men seem to be in demand for everything and have time for everything? It is because they have trained themselves never to leave their time unemployed. Success ever is on the side of the "hustler," as winds and waves ever are on the side of the best navigator. In this lightning footed twentieth cen-

tury things no longer come to him who waits, but to him who hustles while he waits.

We are bringing up in America a numerous train of gentlemen idlers who are passing down the stream of life at the expense of their fellow passengers. There are plenty of fellows about who live off the earnings of their fathers until they can find a girl who is fool enough to marry them, then they will live off her father. By borrowing and sponging they manage to live well, dress well, often passing for years, eluding the police, and, by keeping up fashionable appearances, often are received in polite circles and walk roughshod over many a worthy young man who has too much good sense to make a dash or imitate the monkey-shines of the itinerant dude.

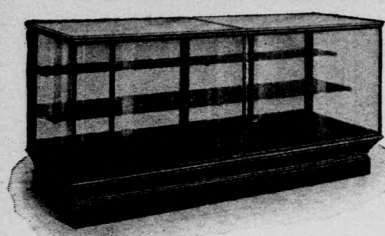
I want to impress on your mind the fact that idleness from choice is both destructive and disgraceful, and I want you to take home to yourselves what I say. Don't try to persuade yourself that the cap does not fit you. Honestly acknowledge its fitness; it will be a great point gained to become honest with yourself.

God made men, and women, too, for employment. Employment makes the man in a great measure. It is not careful moral training, neither sound instruction nor good society that makes men. These are means, but back of these lies the molding influence of a man's life, and that is employment. A man's business makes him—it hardens his muscle, strengthens his body, quickens his blood, sharpens his mind, corrects his judgment, wakes up his inventive genius, puts his wits to work, arouses ambition, makes him feel that he is a man, and must show himself a man by taking a man's part in life.

One hundred and fifty pounds, more or less, of good bone and muscle does not make a man; a cranium packed with brains does not make a man. The body, muscle, and brains must act a man's part, do a man's work, think a man's thoughts, and bear a man's weight of character and duty before they constitute a man.

You can put clothes on a statue and it appears to be a human being, but to be a man and appear to be are two different things. Human beings grow—men are made. We have gentlemen loafers about—gas bags, air bubbles, which burst and are gone—masculine grasshoppers, good enough to dance attendance on the butterflies of society—things that glow and die like autumnal insects, despised and forgotten.

Idleness never made its way in the world and never will. The world does not owe us a living, but every man owes the world work. Various advertisements are thrown out as bait for the gullible. One which lately has gone the rounds promised a "sure cure for drunkenness on receipt of one dollar." In return, the sender of the cash was told to "sign the pledge and keep it." An investment in postage stamps brought the information that "the best way to raise turnips" was to "take hold of the tops and pull." Another facetious swindler advertised that for the sum of one dollar he would give the secret of in-



Our New No. 600
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?

GRAND RAPIDS SHOW CASE CO.
GRAND RAPIDS, MICH.
New Office, 714 Broadway, New York City
The Largest Show Case Plant in the World



Established 1872

Jennings
Flavoring Extract
Company



U. S. Serial No. 6588

Guaranteed under the Food and Drugs Act, June 30, 1906

Jennings' Terpeneless
Extract Lemon

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

Jennings' Extract Vanilla

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

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

Jennings Flavoring Extract Co.

C. W. Jennings, Manager
Grand Rapids, Michigan

Fishing Tackle

Meek
Reels

Blue Grass
Reels

Talbot
Reels

Hendryx
Reels

Complete stock of up-to-date
Fishing Tackle

Spaulding & Victor
Base Ball Goods
Athletic Goods

FOSTER, STEVENS & CO., Grand Rapids, Mich.

Use Tradesman Coupons

creasing money four fold; his reply to his artless dupes was, "Take your dollar bills, double them twice, and when you open them out you will find them in creases four fold." But the one that must have added insult to injury was the answer returned to inquiries, on receipt of one dollar, as to how "to make money without work"—namely: "Fish for suckers as we do."

Some men succeed by great talent, some by the influence of others, but the majority by commencing life without a dollar. Cunard found his opportunity for the greatest steamship line in the world in a packknife and a piece of wood, from which he whittled a model. Abraham Lincoln found his opportunity in borrowed books which he read at night. Galileo saw his in bits of glass, with which he made great discoveries.

We are living in a fast age. Everybody is in a hurry. Everything is made to sell. Buildings go up in a day and sometimes come down as quickly. Our thinking is done for us. Our problems all are worked out in explanations. We get diplomas by correspondence. Many of our universities are getting rich "by degrees." The papers give us our politics. People take their religion ready made. Self help is old fashioned.

Luck waits for something to turn up. Pluck turns up something. Good luck is a man with his sleeves rolled up, hard at work. Bad luck is a man with his hands in his pockets waiting to see how things will turn out.

Don't demoralize your character by doing poor work. Poor work may mean only a money loss to your employer, but to you it means loss of character, self-respect and manhood.

Suppose you get only \$10 a week and are worth \$50—shall you just earn the \$10? Men who say that never advance. Don't worry about your salary. Increase your skill. Salaries are raised to meet the growing value of men who are earning more than they get. The men who advance are not those who are careful to do only that for which they are paid. In the long run the cream will get to the top in any establishment.

Madison C. Peters.

Method of Increasing Sales in Embroidery Department.

Written for the Tradesman.

What to do to augment the sales in the embroidery department—that's the cry in the mind of many a dealer in the small towns, and eke the larger ones.

No need to make great reductions in the line—to hold big slaughter sales—but what is necessary many times is a rejuvenation of the clerks who have this merchandise under their care. Lukewarmness should be superseded by a spirit more in keeping with the ideal one, that should prevail but, alas, is often sadly lacking in evidence.

Said a clerk whose uppermost thoughts are always to better conditions in the embroidery department, of which she has supervision:

"Often half of the apathy seen among embroideries isn't the fault of

the goods, isn't the fault of the prices, but lies right at the door of the one or ones who should be selling twice as much of these beautiful dress accessories as they do.

"As fond as the generality of women are of embroideries, in many cases no extra effort is put forth to interest them further in the goods than they intended to go on entering the store, and besides they go away embittered.

"A lady will step up to the counter and say that she wants a yard and five-eighths of embroidery to match her sample. She got it at your place, she asserts, and falls short of enough to complete the garment on which she is at work.

"If the stock is yours you should know about where to look for what she wants. Instead, you rummage and rummage around and fail to discover it.

"Are you sure you got the sample at this store?" you crossly ask.

"As confident of it as that I stand here," comes the positive assertion, accompanied by a look which is a throwing down of the gauntlet.

"Perhaps you observe that you are certain she must be mistaken.

"This but adds fuel to the flame, and her antagonism increases as you search and search and finally give up.

"The lady's sample is an out-of-the-ordinary pattern—one that should have stuck in your memory if you had ever seen the original piece among your stock.

"Finally, as patience on your part vanished and vexation on the lady's side increased to the point of explosion, you declared that you were sure you never carried that design.

"During all this time the lady has been examining the bolts on the counter and leaning almost to the floor to try and see the object of her call among the piles of embroidery in the glass floor case.

"With a note of joy she suddenly exclaims:

"Here it is right in this show case!"

"Her triumph sets you on edge and you indiscreetly allow her to see your discomfiture, instead of pocketing your error and smilingly making the best of it. That is one thing a clerk should never do: grudgingly acknowledge a mistake. Far better own up to it, even if you are not much out of the way, for it's no toss-up that it does put new life in us to have other people confess our superior knowledge and their own inferiority when it comes to making good any statement.

"Very naturally—you could scarcely expect anything else—the embroidery customer sails out of the store feeling huffy against it in general and you in particular; you set her down as a cranky patron. And all your own fault, too, in not knowing your stock as you should. You are mad, where-as you've nobody's hair to pull but your own.

"This is no way to cement trade. Why, bless your heart, I've seen clerks carry a willingness to confess fault to such a point that they were treading so perilously near the precipice of untruth that a straw in their

path would have turned an ankle and precipitated them to the depths! They keep trade and nothing can draw that trade away. They give good treatment—there is absolutely nothing to complain of along this line.

"You've heard the asseveration that there's something in the misfortunes of even our best friends that pleases us. While this may not be strictly true, the sentiment, applied to commercialism, would mean that we must allow the public to think we are

in the wrong and they on the other side of the fence."

Louise Lawson.

Not Larceny.

Magistrate—You didn't steal this watch?

Prisoner—No, sir.

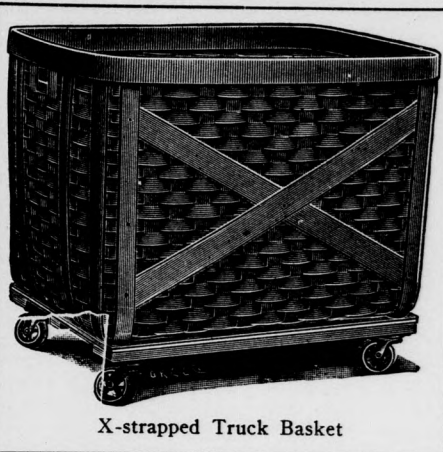
Magistrate—Then how did you get it?

Prisoner—I won it on a bet.

Magistrate—What was the bet?

Prisoner—I bet a friend that I could take it away from the man who says I stole it.

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.



Hold Your Coffee Trade

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

Flint Star Brands

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

Write us what your trade demands and we will furnish you with samples and prove to you that our claims hold good.

Write today to—

J. G. Flint Company

110-112 West Water St.

6-8-10-12 Clybourn St.

Milwaukee, - Wisconsin





Some Pertinent Advice That Will Be Useful.

Treat men square. Don't ease up on integrity. Character pays. The presence of all manner of other good qualities can not atone for the absence of honest dealing. People may put up with humbuggery in the matter of amusements, but they don't appreciate it when it comes to buying such everyday commodities as shoes. And the majority of people have a way of finding out sooner or later the fellows who make a business of humbugging them. When they make this discovery they advertise it. And you can't blame them. You do the same thing. And I do, too. When I go into a store to buy a certain commodity about which I am not very well posted, I put myself (for once, at all events) into the hands of the salesman who sells that commodity. I assume that he knows about it. He ought to know about it. It is his business to know about it. Then I assume that he is honest and truthful in his statements about the article in question. Judging from the general character and standing of the house, I naturally infer that the house makes it a business to handle good articles of the nature I am buying. I, therefore, tell the salesman who waits on me what I want, and signify a willingness to pay the price.

If my confidence in the salesman is betrayed; if I learn by experience with the article that my salesman has palmed off an inferior article upon me, our dealings end right there. That clerk doesn't sell me anything else. I may not complain to the house, but I nevertheless hold the house responsible for the deception practiced upon me by one of its salespeople. And I make no bones of stating my experience when the character of the house is under consideration.

The most valuable asset of a business house is its good-will. Good-will is the public's confidence in the house's integrity. The house—if it is sufficiently large to consider at all—places great store by this asset. It seeks to maintain its integrity, to advertise its honest dealing, and thus enlarge continually the circle of those who have faith in the store, the men who manage it, and the salespeople who serve them. A tricky salesman in a store which stands for honest treatment is an anomaly that can not exist long. The managers of that store doubtless have their eyes open. They see what's going on—and often when they are supposed not to see. Having seen enough to convince them, they act. Presently there is another clerk looking around for a job.

And yet I fancy certain exceptions may be taken to much of what I have said above. Some one may say: "Well, it's all right to talk about honest treatment on the part of the shoe clerk. That's a nice ideal, no doubt; but the trouble lies in the fact

that it is impractical. Misrepresentations more or less flagrant are absolutely essential to the successful pursuit of business under existing conditions. Dealers have to adjust themselves to conditions as they are. They have to lay away the qualms of an overly sensitive nature, and they demand that their salespeople do the same thing." Now I can imagine objections of that kind. We have all heard them. It is an old story. And I can fancy some clerk's raising a practical problem somewhat like this: "Suppose, for instance, the house carries a line of patent kid shoes which are sold under the name of patent colt. The clerk, of course, knows the difference. Now, let us fancy a customer's coming in and calling, point blank, for a pair of patent colt shoes? He demands colts, or nothing. What then? Is the 'honest' clerk to say, 'Sorry, friend, but we haven't any colt shoes?'"

Now several things can be said in reply to a situation like that. In the first place it would be a strange thing under the sun if any house didn't have a few patent colt shoes in stock. Knowing the call that colts have had, ordinary business sense would suggest that they have them on hand. But, assuming that they didn't, then I would proceed to show the best sellers in the various kid leathers, and I would open up on the strong points which these shoes possessed. I would tell about the wearing qualities, the comfort-giving qualities, and the style-features of these kid shoes. I would try by every argument I knew to convince that customer that

a good kid shoe is just as dependable as a colt shoe—and that in point of comfort it is often to be preferred. I would also tell him some of the disadvantages of colt. I would tell him, for instance, how colt skins vary in heft; how they are heaviest in the butts, and get very thin in the skirts; how shoes cut from such leather are apt to have weak spots, and how these weak spots in a colt shoe cause it to collapse prematurely. I would stress kids, and put up the very best talk I could about the particular kids which the house had in stock. If he still insisted that he must have colts, in spite of the best persuasiveness I could put up, I would tell him that many alleged colt shoes are in reality kids; that the imitations are so clever as to deceive most everybody but the experts; and that many kid shoes are advertised and sold as colts simply for the benefit of popular favor that colts have acquired. I would tell him what I thought of that deception, and let him know right out that I didn't propose to deceive him. I think I could convince him that good kid shoes are not inferior to colt shoes; that, in point of fact, they actually possess certain advantages.

But some one says, "You are evading the question. Suppose it was put right up to you to tell an absolute untruth about goods, or quit; what then?" So far as I am concerned, it would be quit for me. I would say to the boss: "A man can't be true to another unless he is first true to himself. I can not maintain my self-respect and make a practice of ly-

ANNOUNCEMENT

The undersigned, GRAND RAPIDS SHOE AND RUBBER CO., has succeeded to the business formerly conducted by Geo. H. Reeder & Co.

We will continue at the same stand as heretofore. Our stock will be supplied by leading manufacturers and will be up-to-date at all seasons of the year.

We shall also continue as agents for **HOOD RUBBERS**.

We wish to thank all customers and friends of the old house for their past patronage and hope to be favored with a continuance of the same. We shall aim to please at all times.

Further announcement will be made later.

GRAND RAPIDS SHOE AND RUBBER CO.
28-30 South Ionia St. = = = = Grand Rapids, Mich.

ing. If you demand that of me, I don't care for the place. I'll hunt another job." But I am wondering if that extreme dilemma isn't a very unusual thing. My impression is that a shoe-store proprietor would never make such a demand of his salespeople. Self-preservation alone would suggest the impropriety of such a procedure.

When the subject of truthfulness in its relation to the retailing of shoes is under discussion, it is very easy to be an extremist. Truthfulness is a relative term. When you speak of it in relation to the merchandising of goods, you do not use the same precision that you do when you are discussing science, ethics or metaphysics. On this question of truthfulness in modern industrialism, there are two sets of extremists. The one class boldly asserts that you have to misrepresent things; that you've got to lie, or quit the business. The other extremists are the ideal and impractical folk who contend that you ought to state the truth absolutely; that exaggeration of any kind, or of any degree, in your statements about the goods, is deception. Both sets of extremists are in the wrong. The whole business of buying and selling absolutely demands a sort of exaggeration which, according to the scientific measure for truthfulness, would be interdicted. The man who has the goods to sell—shoes, let us say—is supposed to be over-enthusiastic about them. He knows that the strong points, the good points about those shoes, are going to be stressed; that the weak points about them are going to be passed over lightly. Allowance is everywhere made for a sort of enthusiasm about the goods that defies absolute precision of utterance. There is a kind of harmless exaggeration without which salesmanship could not be. If one is a stickler for this sort of precision, he had just as well cut out all advertising, for the whole superstructure of advertising is built out of it. Consistent application of the principle would compel him to reject poetry and literature and art, for the same principle obtains there. The poet, the orator and the preacher over-state in order to get the reader or the auditor keyed up to the proper pitch of receptivity. There is no essential deception in the method; it is simply a part of the art.

Good salesmanship is built out of this kind of exaggeration. But there is a species of misrepresentation that does not belong in this category: false statements about the goods made for the purpose of deceiving; an effort to convince the purchaser he is getting something you know he isn't getting; that the shoes you are selling are of such and such a grade, when you very well know they are not. For that method of doing business there is no apology. The house which practices it can not long prosper, and the clerk who agrees to become a party to it, is impoverishing himself by undermining his character. And that is a thing no man can afford to do.

Much is made of the cold-bloodedness and brutality of modern industrial methods, and of the regrettable

conditions of the present competitive system which make it necessary for the merchant to boost so hard to hold his trade. When one hears or reads a Jeremiad of this strain, it is well enough for him to contrast present industrial methods with those which obtained a generation or two ago. In those halcyon days people were out to skin and be skinned. Weights were doped and measures doctored. The alleged pound of butter you bought was apt to have a rock inside it. Woolen goods had cotton in it. Full calf boots (so-called) were apt to be made out of split leather. Deception, misrepresentation, down-right lying was practiced from the least even to the greatest, and there was not one absolutely truthful chap in the whole bunch. Well, things to-day are not exactly as ideally perfect as they might be, perhaps; but it is not as bad as it used to be.

At all events it is much easier for the shoe clerk of to-day to be honest and square than it must have been for the shoe clerks of the past. In thinking about some of the things they had to say about the shoes which they sold. I am glad it wasn't up to me to practice the art of salesmanship under the old regime.

The time has come when shoe merchants the country over are trying to give customers a square deal. They want clerks who are willing to co-operate with them in this laudable pursuit. They try, in the first instance, to buy shoes that will meet the requirements of their trade—to buy at the right price—and then to sell them at the lowest figures consistent with fair profits. They believe in the policy of saying about their shoes things that they can verify. If the leather is kid, they say kid; if it's split, they say split. Of course they tell the story in as winning a manner as possible; make it just as roseate and as alluring as they can. But they are not—at least the big people—at all guilty of that species of deception which is best described by down-right lying.

Under existing conditions I believe it is not only possible for the shoe clerk to treat men square, to be honest and maintain his integrity as a man, but I believe the time has come when it is absolutely imperative that he do so.—Alex. McDonald in Boot and Shoe Recorder.

A Shoemaking Record.

The man who is strong on statistics looked around.

"They are getting the shoemaking business down to a very fine point," he said. "It has got so now that they can take a piece of leather and feed it into the first machine and send it whooping along through fourteen other machines and sixty-three different pairs of hands, and finally it comes out a finished pair of shoes—and all in thirty-eight minutes."

The weary looking man in the corner seat shook his head.

"That's nothing," he growled. "I've got a 10-year-old boy who can wear 'em out in less time than that."—Cleveland Plain Dealer.

Difference Between Two Cycle and Four Cycle.

The four cycle principle is employed in almost all of the large gas engines. This is the most economical and satisfactory type and the operation may be described as follows: A charge is exploded and performs its expansion the full length of the stroke, when it is exhausted. Any remaining gases are expelled by the return of the piston through the entire second stroke. The third, which is again a forward stroke, draws in a fresh mixture of gas, which is compressed on the fourth stroke ready to be ignited at the beginning of the next. This method has many points of superiority over the two cycle system, such as many of the small engines use and by which an explosion is obtained at each revolution. By the four cycle method the cylinders are thoroughly scavenged of all waste gases and a full clean charge is obtained from the carburetor, less fuel is used and a steady unvarying power is developed.

HORSE COLLARS

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

Try It and See

Brown & Sehler Co.

Grand Rapids, Mich.

WHOLESALE ONLY

Summer Shoes

For

Men, Women and Children

Oxfords or Lace

All Leathers, in White, Black or Brown

Michigan Shoe Company, = Detroit, Mich.



Shoe Rightness

The outside appearance of every shoe we make satisfies your eye. Some look handsome and some look strong; all look good. But we stamp our peculiar five-sided trade mark on the sole. This means a great deal more than mere looks. It means good shoemaking, the best leather, foot comfort and all the wear there is.

It is our guarantee to the wearer of shoe rightness.

And no factor in the shoe business has as great a trade pulling power as shoe rightness.

Rindge, Kalmbach, Logie & Co., Ltd.

Grand Rapids, Mich.

WHOLESALE GROCERS.

Meeting of the National Convention in Chicago.

Chicago, June 26—The annual convention of the National Wholesale Grocers' Association was called to order at the Auditorium Hotel in this city at 11 o'clock this morning by Wm Judson, President of the organization. After an appropriate invocation Ezra J. Warner, Jr., delivered the address of welcome, which was responded to by Mr. Judson as follows:

In response to the words of welcome that we have heard from you we beg to return our sincere thanks. We are pleased to hold our important convention in this unrivaled business center.

Educated to figure closely on cost of transportation of men and goods, we have only to glance at the map of our great country to realize the convenience of the location of Chicago. It is situated at the beginning of navigation of one of the greatest waterways in the world and so near another that in the earliest days it was a portage point. It is at the beginning or ending of many of the greatest railways in the world. We are told that nearly one-half of the population of the United States is within one night's ride of Chicago, and what is true of the transportation of men is comparatively true of the products of farm, forest and mine. We have only to glance from the window of this room to observe a part of the work that is being done in completion of the greatest underground transportation proposition ever known. We all know of the importance of Chicago as a food market. Its commodities are going daily in sound and sanitary condition to all parts of the world.

We know of Chicago as a great banking center, some of its financial institutions showing total footings largely in excess of one hundred millions of dollars.

The greatest daily newspapers in the world are published here. Whether Walter Wellman makes a success of his perilous Arctic trip or not the whole world will applaud his effort as one of the great enterprises of the age, prompted and financed by a great Chicago daily.

We are forcibly reminded of the great number of travelers constantly moving to and from Chicago when we undertake to register at the desk of this great hotel. We are often told by the clerk that he is troubled to furnish rooms to accommodate its guests. It is not always easy to secure lodging at this big hotel. This beautiful Auditorium Hotel, with its sixteen hundred rooms, is the largest in the world.

Chicago has six great libraries, in which more than fifteen hundred thousand books are at the service of the people.

It is a college city, the University of Chicago being one of the great educational institutions of the age.

Charity and love for mankind are evidenced by the creation and maintenance of its Hull House, Chicago Commons and numerous hospitals and homes for the aged, the orphans and the otherwise unfortunate.

We came to Chicago because of the cordial invitation extended by your splendid delegation that attended the Wholesale Grocers' convention held in the beautiful city of Buffalo one year ago.

We came to Chicago because it is a city after our own liking. We are proud to meet the business men of this city, to become better acquainted with its merchants.

Our Association has nearly five hundred members, each member representing a well established jobbing business. We join as one man in thanking the Chicago jobbers for the

important part they have taken in making our work successful.

We are more than appreciative of the valuable services rendered by them. We thank you again for your gracious words of welcome to this big and beautiful city.

The glorious and unconquered city,
The Queen of the North and West.

At the afternoon session President Judson delivered his annual address and the annual reports of the Secretary, Treasurer, Executive Committee, Board of Directors and Counsel were made. Later in the day the following reports were received:

On Ways and Means, F. W. Hannahs, chairman.

On Uniform Legislation or Pure Food Commission, F. H. Madden, chairman.

On Procuring Better Discounts, S. B. Steele, chairman.

On Soaps and Free Deals, Major Samuel Mahon, chairman.

On Uniform Contracts, John E. Mahlan, chairman.

On Pure Food Guaranty, W. B. Timms, chairman.

On Membership, F. H. Madden, chairman.

Reading of communications and addresses pertaining to the advancement of the "Objects" of the Association.

The convention will continue in session during Thursday and Friday, closing with a banquet at the Auditorium Hotel Friday evening. The speakers at the banquet will be as follows:

James Wilson, Secretary Department of Agriculture.

Franklin MacVeagh, of Franklin MacVeagh & Company.

David R. Forgan, President National City Bank.

Levy Mayer, of Moran, Mayer & Meyer.

Prosperity has troubles, often more perplexing than any that poverty encounters. Miss Helen Gould, who inherited a handsome fortune from her father, Jay Gould, has dispensed charity with a liberal hand, and her contributions to many worthy objects have been commended by the newspapers. This excellent reputation is bringing her more applications for help than it is possible to handle. It is said the requests for gifts sent her aggregate nearly \$2,000,000 a week. They range all the way from the asking for \$15 for a set of false teeth to \$1,000,000 to start a colony in Cuba. In a single week, which is a fair sample, Miss Gould received 231 requests for money outright. Of these 149 left the amount to her good will and discretion. Miss Gould was asked in that week for \$5,000,000 to help form an anti-saloon league in Idaho. She received forty-three requests for aid for churches, twenty-seven for educational institutions and twenty-six for libraries. More than thirty were for help for charitable institutions. Four prospective brides wanted Miss Gould to help them to buy trousseaus. Eleven persons wanted pianos and twelve wanted Miss Gould to buy their inventions. Her Secretary can not find time to answer all these applicants, and her income, which is large, would be exhausted in filling half the demand.

HATS

At Wholesale

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

SELL

Mayer Shoes

And Watch

Your Business Grow

A HOME INVESTMENT

Where you know all about the business, the management, the officers

HAS REAL ADVANTAGES

For this reason, among others, the stock of

THE CITIZENS TELEPHONE CO.

has proved popular. Its quarterly cash dividends of two per cent. have been paid for about ten years. Investigate the proposition.

P. Steketee & Sons

White Goods Department

This, as you know, is an exceptional white goods season. We still have a large and complete stock of India Linons, Dimities, Persian Lawns, Chiffonettes, Organdies, and also a good assortment of fancies. If in need of anything in this line send us your mail orders and they will receive our prompt attention.

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

SUGGESTIONS TO SALESMEN.

Instructions Issued by a Prominent Department Store.

Treat all customers courteously, regardless of how they may be dressed; the contrary is inexcusable under any circumstances.

All fixtures and property of the house should be treated with the greatest care; the first scratch paves the way for carelessness.

Each day should find us doing things better and better than previously.

Acquire the habit of promptness in every matter, large or small, which is left to your care.

Know the value of a good personal appearance; do not think that any detail of your attire will escape notice.

Learn to ask such questions as will draw out the most profitable information.

Spend wisely your spare time; count every hour golden, every moment an opportunity; don't waste a minute at any time.

Avoid being influenced for the wrong by other persons; have a purpose of your own; weigh counsel, but act from your own best thought.

Cultivate a good, clear, legible handwriting; many people judge quickly on this point; a good hand is always appreciated.

However attached to your business, do not allow the commercial sense to deaden, but rather to quicken, the moral, artistic and all wholesome sentiments.

The great majority of errors are made through carelessness; learn to care; be exact; strive to have things absolutely right—making a mistake in business is like falling down in a footrace—it is a setback.

In giving orders give reasons, thus teaching subordinates to think for themselves.

Think to be interested in your work; learn to love it, and you will have the most pleasant of business relations.

Cultivate a happy expression and a happy manner; feel it; mean it; the advantage is wonderful in every way.

Learn to show a thorough interest in a customer or any person approaching you; try to look at the matter from his standpoint as well as your own.

Make memoranda of little points while you think of them; run over the various subdivisions of your work to recall any points you may have forgotten.

Let every effort be toward the idea of permanence; do things to last; make the casual customer a permanent one through satisfaction.

Keep your eyes open for improvements, criticisms and suggestions which will help any part of your business.

Pay strict attention to whatever you have in hand, and let that for the time have your whole thought.

Learn to leave no misunderstanding unsettled to the entire satisfaction of the other party.

Cultivate cleanliness in every spot and corner of the house; see that your own section is perfectly clean.

Know how to write a good business letter, and be sure you are thoroughly understood by the recipient.

Be sensibly economical in large and small matters; save paper, save lights, etc., and treat each privilege as a trust.

Learn to utilize the knowledge of others, and know every man for the best there is in him.

Try continually to set a good example for those around you, whether above you or below you in position; example is the greatest of teachers.

Be careful in all your conversation, cultivating prudence, caution, modesty and, as well, good English.

Know how to listen well; take in all the points you are told, and catch the spirit as well as the letter of the request.

Learn to close an interview diplomatically, saving your time and that of other people as well.

Avoid too much cross-examination of customers when goods are returned; this causes needless irritation.

When a commission is placed in your hands to fill see that you put into it your best judgment and thought.

Learn the great extent to which the Golden Rule may be applied in business matters with the utmost satisfaction to all.

Don't submit a thing for approval until it is your best; otherwise something else than the best may be accepted.

All the time you are forming business habits; take care that these are such habits of progressiveness and worth as you will care to retain, and never find occasion to break.

Learn to observe as you go, and draw valuable lessons from the things around you.

Let each of us do his part to make this organization one that will stand out in history for the men it produces.

Think about your work as a whole, not merely about the little pieces of it in hand.

We fool ourselves when we are too well satisfied with our own acts.

Do not allow little differences to shut off profitable connections and associations. Learn to absolutely respect a promise or appointment and keep it faithfully.

Put yourself in other people's places to get proper view of your methods and work.

Let your every dealing with the

public be such as will inspire confidence.

See that your work begins promptly in the morning; let the first few minutes find you in full working trim and busy.

Salesmanship may be made a profession, and receive the same degree of respect accorded to an artist of any class.

Be emphatically unwilling to ask or receive favors from any person who expects a return in business favors.

Make friends of visitors to the store, and do not hesitate to politely call them by name if you know it.

The ability of producing an exquisite combination of colors is a characteristic of high refinement.

Do not allow yourself to become so accustomed to things which are not just right that you finally see no wrong in them.

Strive to understand the ideals and standards of the store on every point and work toward them.

Be loyal to every interest of your employers; treat as a trust every bit of inside information which you are made familiar with.

Read the advertisements of the house in the newspapers; become familiar with what is being done throughout the house in this line.

If another is at fault without knowing it, tell him so in the right way, thus enabling him to correct himself and to progress.

He who prays for himself alone prays only to himself.



TRADE WINNERS.

Pop Corn Poppers, Peanut Roasters and Combination Machines.

MANY STYLES. Satisfaction Guaranteed. Send for Catalog.

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

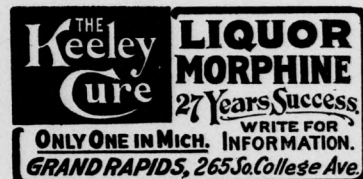
W. J. NELSON Expert Auctioneer

Closing out and reducing stocks of merchandise a specialty. Address 215 Butterworth Ave. Grand Rapids, Mich.

Grand Rapids Notions & Crockery Co.

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

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



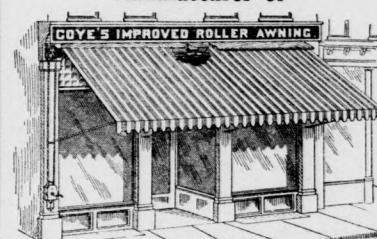
J. W. York & Sons

Manufacturers of Band Instruments and Music Publishers

Grand Rapids, Michigan
Send for Catalogue

Chas. A. Coye

Manufacturer of



Awnings, Tents Flags and Covers

Send for samples and prices

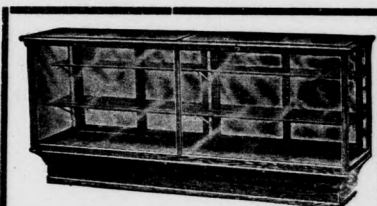
11 and 9 Pearl St.
Grand Rapids, Michigan



Notice!

Low Prices on Buggies, Road Wagons, Surreys. If interested it will pay you to investigate.

Sherwood Hall Co., Ltd.
Grand Rapids, Mich.



THE CASE WITH A CONSCIENCE

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

GRAND RAPIDS FIXTURES CO.
So. Ionia and Bartlett Sts. Grand Rapids, Mich.

ESTABLISHED
1883

WYKES & CO.

SUCCESSORS TO WYKES-SHROEDOR CO.

MANUFACTURERS AND
WHOLESALE DEALERS IN

FLOUR, GRAIN & MILL-PRODUCTS

WEALTHY AVE. AND S. IONIA ST.

GRAND RAPIDS MICH.

THOS. E. WYKES
CLAUDE P. WYKES

POULTRY RAISING.

Bright Illusions Dispelled by Intimate Knowledge.

Written for the Tradesman.

Leaving aside farmers, grocers, meat dealers, commission men and others whose business brings them into direct contact with poultry products, there may be found in almost every walk in life people who are more or less interested in poultry. Clergymen, physicians, editors, lawyers, merchants and professional men in various lines find recreation in caring for poultry. No book, paper, game, club or sport can afford such relief from business cares and anxieties, such mental relaxation, as the time such a one spends with his flock.

And not only brain workers, but among mechanics and laboring men of all sorts may be found those who have a flock of hens on their village or city lot and secure not only genuine pleasure but substantial help in the way of supplying the table with eggs and meat.

A great many of these people are of the opinion that they have a comprehensive knowledge of the poultry business, and are half inclined to give up their present occupation and make poultry raising their chief business. Not only the one who has a few fowls but many a man who has never had the least experience with poultry has an idea that a good comfortable living, a great deal of satisfaction and almost entire freedom from business anxieties might be his if only he were to buy or rent a few acres of land and engage in poultry raising.

One can readily see that such a view is quite natural to those who have not made a thorough study of the situation. A man in town keeps a dozen or fifteen hens. They require only a small house and a little plat of ground. Small quantities of grain are purchased occasionally. They subsist mainly on the table scraps, of which no account is made. The time spent in caring for them does not infringe upon working hours. They provide the family with an abundance of eggs and some meat. In most cases such a flock is highly profitable. It is easy to calculate how much might be made from 500 or 1,000 hens at the same ratio.

Let one have a limited experience in a country store or in a grocery which has a large share of farmers' trade, and see the eggs brought in from the farms; let him take a trip through the country and see the men busy at their work in the fields, the women about their household duties, and the hens ranging about, hunting for seeds, worms and insects or leading about their broods of little chicks, and it looks as though the money from eggs and fowls must be nearly all clear profit.

During the past year the public press has given much prominence to the reports of the United States Department of Agriculture in regard to poultry. Reading people have had their attention called to the magnitude of the poultry business, to the immense value of the annual poultry products. The fact that so great a number of people in all parts of the

country are engaged in this business is sufficient evidence to the casual reader that the business is not only highly remunerative but requires no great degree of ability, no large amount of capital and very little previous experience, study or preparation. To the person affected with "hen fever," every evidence points to a field in which he is sure to prosper.

A thorough knowledge of the poultry business can only be gained by diligent study and practical experience, and yet one who has an intimate knowledge of the business might offer some suggestions, point out some well-known facts, propound some questions which would enable a person to decide if it would be advisable for him to engage in poultry raising.

If poultry raising is so highly profitable, why is it not carried on on a larger scale by farmers in general, who, of all classes, are supposed to have the most favorable conditions? Is it because they do not see the possibilities of the business? Is it because the work is hard or disagreeable? Is it because it requires special qualifications? Is it because there are natural limitations beyond which it does not pay to go? If poultry raising is so simple and easy, why have not the uniformly high prices for poultry products in recent years allured so many into the business as to overdo it and bring about a reaction? To what extent does the question of competition enter into this question?

Not attempting to answer all of the foregoing, we will simply call attention to some facts which tend to throw light on various phases of this subject. Poultry raising and poultry keeping has in the past been mainly woman's work. It is work which accords with the maternal instinct. It requires constant care and ceaseless vigilance. It calls for patience and gentleness. It affords varied pleasures. It is fraught with uncertainties—the realization of glad anticipation or bitter disappointment. Women take charge of poultry because they like the occupation or because they fear it will not be properly cared for without their supervision. Money is the main consideration. No matter how much they love the work, few women feel that they can add it to their other duties except it shall add to their income.

Upon the sale of eggs and fowls the family depend for groceries and other necessities. The housewife is stimulated to increased poultry revenue with the hope of securing some desirable piece of furniture, some article of dress, to help pay for the children's education, to reduce the indebtedness on the home or some other praiseworthy object.

A man will not continue long in any business or at any kind of work before he begins to enquire if it is paying or ever will pay. Not so with woman. She puts no price upon her time or labor. She sets out to raise chickens or produce eggs, and she succeeds. When she receives the money, the value of her labor is not considered. And seldom does she consider the cost of the feed. The grain

is raised on the farm, and whether the market value of that grain approximates the receipts for poultry products is an unsolved problem.

No need to suggest that many a wife prefers to take the care of the hens upon her already overburdened shoulders rather than be obliged to ask her husband for money. Whatever she can save from butter and egg money after furnishing the table is hers to use as she sees fit.

Many men on the farm know but little of the time, the thought and the care bestowed by the women upon the farm flock. From the time the hens begin to be broody in early spring until there are broilers to sell in July or August "mother" has those setting hens, those broods of little ones on her mind from early morn until late at night. Many times a day does mother or sister snatch a few minutes from housework to feed and care for the flock. When a man does see and realize how much time the women spend with the fowls, he is quite apt to express his opinion that they are earning their money twice or three times over.

On the farm fifty to one hundred hens may possibly secure one-half their living from bugs, worms, insects, seeds and grain which would otherwise be wasted. Divide this among ten times as many fowls and the saving would be only five per cent. instead of fifty.

The ordinary sized farm flock may retain good health year after year on the same ground, but put a much larger number on the same amount of land and great precautions must be taken to prevent disease.

Grain fed on the farm is worth the market price less the cost of hauling to town. The poultryman who buys all his feed usually pays a dealer's profit and perhaps is to an expense for hauling in addition to the market price of grain.

While farmers are more and more coming to give greater attention to poultry and men are taking up the business as their principle occupation, the great bulk of the industry is still in charge of the women.

A man must meet this competition of cheap labor in some manner. Can he do it by old-fashioned methods? Can he hatch his chicks with hens? Can he go to each one every morning, release it from its nest, give it food and drink, and opportunity to dust itself and get a bit of green food, and then see it safely on its nest protected from the remainder of the flock? Can he go from coop to coop with a dish of feed for the little chicks, and keep the older fowls away while they eat? Can he round up every mother hen and her brood and house them safely every time a storm comes up? Can he drop all other work at an instant's notice to remedy trouble which may arise among the poultry at any moment all day long? In short, can he attend to the numberless minute details which are essential to the welfare of the flock with 500 or 1,000 fowls after the manner which women attend to them with a small flock, and make living wages?

It stands to reason that he can not. He must meet strong competition in

two forms at least as suggested in the foregoing, namely: cheap labor and cheap feed. He must adopt labor saving appliances and must understand economical methods of feeding.

The agricultural departments of several states are appropriating money to pay men of undoubted ability to study poultry raising, to carry on experiments to gain reliable data for the guidance of poultry keepers in general which will enable them to produce eggs and fowls at the lowest expense. Some of the problems which are being studied are the proper housing of fowls, balanced rations, for breeding fowls, for layers for market, for fattening, for the moulting period, for winter and for summer, the cost of feed for a dozen of eggs from each of several different breeds, the cost to produce eggs each month in the year, whether free range for fowls or yarding in small flocks is more advantageous, and many other important questions.

The conclusion of the whole matter is, that a man must take up poultry as a side line, with little capital, little experience, little loss or little profit, or he must go into it with adequate means, with a well equipped plant, with a good practical knowledge and business ability, or he must give up his longing after poultry raising and abide in the calling which yields him a livelihood—or, yes, he can try it as many do, and fail.

E. E. Whitney.

Charge for Napkins.

Recently a pretentious food shop opened on a cross street uptown with this bow: "New place; unique methods; excellence united with individuality. Our offerings are the finest that money can buy or skill produce." So far so good. The highly polished tables are clothless, and at either end of each festive board a foot high stack of napkins was available. Instinctively men and women at the noon rush appropriated the handy napery to do duty beneath the china service. When checks were rendered there arose by degrees a murmur of protest all over the dining hall. Customers were balking at an additional charge of five cents. Every time a floorwalker was appealed to he politely pointed to a footnote on the bill of fare reading as follows: "Waiters are instructed to charge five cents more if patrons spread napkins on tables." On top of the menu card was this: "If pleased, tell your friends. If displeased tell us."—Pittsburg Dispatch.

Manufacturers Who Retail Are Hit.

The sun that rose so auspiciously a few years ago for those manufacturers who catered for the retail trade through their own stores, advertising themselves as distributors of shoes "from factory to consumers" direct, seems to have passed the meridian and to be for a time a setting sun. Two of the largest of these direct distributors announce a three weeks' shutdown, beginning at once. This is a direct outcome of the wintry weather that has lingered almost until midsummer and checked seriously the retail trade.

Establishing Definite Conclusions on Preservatives.

It ought to be possible to establish a definite scientific conclusion on the subject of the use of such preservatives as benzoate of soda and boric acid, and any others that may be questionable, in the preparation of foods, so that manufacturers and dealers may be relieved of all doubt or anxiety on the subject and consumers may feel easy. If a substance used in preserving is injurious to health when taken by itself or in considerable quantity, it does not follow that it is harmful when used in solution or combination to a slight extent to arrest fermentation or decay. Too much of almost anything is harmful, such as any ordinary acid or alkaline substance. Benzoate of soda is largely used in the preparation of vegetable and fruit products which are expected to "keep," and boric acid has been used to a considerable extent in preserving meats. A large amount of capital is invested and labor employed in the preparation of foods, condiments and flavoring substances in which one or the other of these is deemed essential, and if either is to be abandoned it will be a serious matter for many manufacturers and may largely affect the cost of various articles of consumption.

The Pure Food and Drug Board of the Agricultural Department at Washington has been giving a careful hearing on the benzoate of soda question, and the National Association of Manufacturers of Food Products has been submitting a flood of evidence on the extent of the business said to be dependent upon the continued use of that substance as a preservative. The claim is made that its use in a variety of products is necessary if these are to be prepared in quantity for wide distribution, the proportion of the preservative used not exceeding one-tenth of 1 per cent. of the whole product, which is declared to be absolutely without injurious effect. An industry so important is entitled to every consideration, but the healthfulness of food is still more important.

Whether this or any similar preservative can be used in such proportion as to serve its purpose without injury to health is the question to be decided, and it ought to be put beyond further doubt or question. If it is injurious in itself but harmless when mixed in minute quantity with food substances, there is no reason for absolute prohibition, but there will be need of special strictness in seeing that the safe limit is not exceeded. There is where the greatest difficulty will come in enforcing the law unless there is a liberal margin of safety. The fact that no harm to health appears in ordinary experience proves nothing, for such injury may be slow, insidious and imperceptible to everyday observation. But the resources of chemical and hygienic science ought to be equal to answering this question once for all, and it needs to be answered in a way to leave no doubt.—Journal of Commerce

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.	3 50		
No. 22 long, per m.	3 00		
No. 32 short, per m.	5 00		
No. 32 long, per m.	5 75		
Primers.			
No. 2 U. M. C., boxes 250, per m.	1 60		
No. 2 Winchester, boxes 250, per m.	1 60		
Gun Wads.			
Black Edge, Nos. 11 & 12 U. M. C.	60		
Black Edge, Nos. 9 & 10, per m.	70		
Black Edge, No. 7, per m.	80		
Loaded Shells.			
New Rival—For Shotguns.			
No. Powder	Shot	Size	Per
120	4	1 1/2	100
129	4	1 1/2	10
128	4	1 1/2	9
126	4	1 1/2	8
135	4 1/4	1 1/2	5
154	4 1/2	1 1/2	4
200	3	1	10
208	3	1	8
236	3 1/4	1 1/2	6
265	3 1/2	1 1/2	5
264	3 1/2	1 1/2	4
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 75		
1/2 Kegs, 12 1/2 lbs., per 1/2 keg	2 75		
1/4 Kegs, 6 1/4 lbs., per 1/4 keg	1 50		
Shot			
In sacks containing 25 lbs.			
Drop, all sizes smaller than B.	2 10		
AUGERS AND BITS			
Snell's	60		
Jennings' genuine	25		
Jennings' imitation	50		
AXES			
First Quality, S. B. Bronze	6 00		
First Quality, D. B. Bronze	9 00		
First Quality, S. B. S. Steel	7 00		
First Quality, D. B. Steel	10 50		
BARROWS			
Railroad	16 00		
Garden	22 00		
BOLTS			
Stove	80		
Carriage, new list	70		
Plow	50		
BUCKETS			
Well, plain	4 50		
BUTTS, CAST			
Cast Loose, Pin, figured	70		
Wrought, narrow	75		
CHAIN			
Common	7 1/2 c.	6 1/2 c.	5 1/2 c.
BB.	8 1/2 c.	7 1/2 c.	6 1/2 c.
BBB.	9 c.	8 c.	7 1/2 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 IRON.			
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			
Common	dis. 50		
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	87 1/2
Casters, Bed and Plate	50 & 10 & 10
Dampers, American	60
MOLASSES GATES	
Stebbins' Pattern	60 & 10
Enterprise, self-measuring	30
PANS	
Fry, Acme	50
Common, polished	70 & 10
PATENT PLANISHED IRON	
"A" Wood's pat. plan'd, No. 24-27	10 80
"E" 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
10 to 60 advance	Base
10 to 16 advance	5
8 advance	20
6 advance	30
4 advance	45
3 advance	70
2 advance	50
Fine 3 advance	15
Casing 10 advance	25
Casing 8 advance	35
Casing 6 advance	25
Finish 10 advance	35
Finish 8 advance	45
Finish 6 advance	85
Barrell 1/2 advance	
RIVETS	
Iron and tinned	50
Copper Rivets and Burs	30
ROOFING PLATES	
14x20 IC, Charcoal, Dean	7 50
14x20 IX, Charcoal, Dean	9 00
20x28 IC, Charcoal, Dean	15 00
14x20 IC, Charcoal, Allaway Grade	7 50
14x20 IX, Charcoal, Allaway Grade	9 00
20x28 IC, Charcoal, Allaway Grade	15 00
20x28 IX, Charcoal, Allaway Grade	18 00
ROPES	
Sisal, 1/2 inch and larger	9 1/2
SAND PAPER	
List acct. 19, '86	dis. 50
SASH WEIGHTS	
Solid Eyes, per ton	30 00
SHEET IRON	
Nos. 10 to 14	3 60
Nos. 15 to 17	3 70
Nos. 18 to 21	3 90
Nos. 22 to 24	3 00
Nos. 25 to 26	4 00
No. 27	4 10
All sheets No. 18 and lighter, over 30 inches wide, not less than 2-10 extra.	
SHOVELS AND SPADES	
First Grade, Doz.	6 50
Second Grade, Doz.	5 75
SOLDER	
1/2 @ 1/2	30
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, Nicked	80
Coe's Genuine	40
Coe's Patent Agricultural, Wrought	70-10

Crockery and Glassware

STONEWARE	
No charge for packing.	
Butters	
1/2 gal. per doz.	52
1 to 6 gal. per doz.	6 1/2
8 gal. each	60
10 gal. each	75
12 gal. each	90
15 gal. meat tubs, each	1 28
20 gal. meat tubs, each	1 70
25 gal. meat tubs, each	2 38
30 gal. meat tubs, each	2 85
Churns	
2 to 6 gal. per gal.	7 1/2
Churn Dashers, per doz.	84
Milkpans	
1/2 gal. flat or round bottom, per doz.	52
1 gal. flat or round bottom each	6 1/2
Fine Glazed Milkpans	
1/2 gal. flat or round bottom, per doz.	60
1 gal. flat or round bottom, each	7
Stewpans	
1/2 gal. fireproof, ball, per doz.	86
1 gal. fireproof, ball per doz.	1 16
Jugs	
1/2 gal. per doz.	68
1/4 gal. per doz.	51
1 to 5 gal., per gal.	8 1/2
SEALING WAX	
Pontius, each stick in carton	Per doz. 40
LAMP BURNERS	
No. 0 Sun	38
No. 1 Sun	40
No. 2 Sun	50
No. 3 Sun	87
Tubular	50
Nutmeg	50
MASON FRUIT JARS	
With Porcelain Lined Caps	
Pints	Per gross 4 65
Quarts	5 30
1/2 gallon	6 70
Caps	2 35
Fruit Jars packed 1 dozen in box	
LAMP CHIMNEYS—Seconds.	
Per box of 6 doz.	
Anchor Carton Chimneys	
Each chimney in corrugated tube	
No. 0, Crimp top	1 70
No. 1, Crimp top	1 85
No. 2, Crimp top	2 85
Fine Flint Glass in Cartons	
No. 0, Crimp top	3 00
No. 1, Crimp top	3 25
No. 2, Crimp top	4 10
Lead Flint Glass in Cartons	
No. 0, Crimp top	3 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
Recheater in Cartons	
No. 2 Fine Flint, 10 in. (85c doz.)	4 40
No. 2 Fine Flint, 12 in. (\$1.35 doz.)	7 50
No. 2 Lead Flint, 10 in. (95c doz.)	6 50
No. 2 Lead Flint, 12 in. (\$1.65 doz.)	8 75
Electric in Cartons	
No. 2, Lime (75c doz.)	4 20
No. 2, Fine Flint, (85c doz.)	4 60
No. 2, Lead Flint, (95c doz.)	5 60
LaBastie	
No. 1, Sun Plain Top, (\$1 doz.)	5 70
No. 2, Sun Plain Top, (\$1.25 doz.)	6 94
OIL CANS	
1 gal. tin cans with spout, per doz.	1 30
1 gal. galv. iron with spout, per doz.	1 60
2 gal. galv. iron with spout, per doz.	2 50
3 gal. galv. iron with spout, per doz.	3 50
5 gal. galv. iron with spout, per doz.	4 50
3 gal. galv. iron with faucet, per doz.	4 50
5 gal. galv. iron with faucet, per doz.	5 25
5 gal. Tiltling cans	7 00
5 gal. galv. iron Nacafas	9 00
LANTERNS	
No. 0 Tubular, side lift	4 50
No. 2 B Tubular	6 75
No. 15 Tubular, dash	6 75
No. 2 Cold Blast Lantern	7 75
No. 12 Tubular, side lamp	12 00
No. 3 Street lamp, each	3 00
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.	25
No. 0 Tub., Bull's eye, cases 1 doz. e. 1	25
BEST WHITE COTTON WICKS	
Roll contains 32 yards in one piece.	
No. 0 1/2 in. wide, per gross or roll.	28
No. 1, 1 1/2 in. wide, per gross or roll.	38
No. 2, 1 1/2 in. wide, per gross or roll.	60
No. 3, 1 1/2 in. wide, per gross or roll.	90
COUPON BOOKS	
50 books, any denomination	1 50
100 books, any denomination	3 50
500 books, any denomination	11 50
1000 books, any denomination	20 00
Above quotations are for either 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
Steel punch	25



Observations of a Gotham Egg Man.

"You may have a good deal of interesting matter with which to fill your columns this week, but there is one subject that ought to be handled right away, because we are having difficulty in making our shippers fully understand the situation," said a prominent receiver of eggs. "I have reference to the enormous quantity of broken eggs that are being delivered to us by several of the railroads. I do not feel called upon at this time to single out any one transportation line, but some roads are worse than others, and unless this tremendous breakage can be stopped in some way something will happen.

"Look at that barrel over there absolutely full of broken and dirty fillers, and over there is another barrel of the same kind. These have all been taken out of our receipts within the past two or three days; and I do not believe that our experience is any different from other egg houses which get any considerable quantity of stock. I could give you numerous illustrations of the condition in which the goods are received. The other day we signed for seventeen cases in bad order out of a shipment of seventy-six cases, but when we got the lot down to the store we found that nearly half the lot had to be gone over as there were cracked or broken eggs in the cases. When we put out eggs to our customers we practically guarantee that they are all right. If anything shows on the surface or by reasonable examination, we make it right by taking out the 'breaks,' but over and over again buyers come back and claim losses resulting from so many dozen cracks. In many instances these were not seen in the top layer but were found farther down in the case. This is what we call a concealed loss, and we have to allow it because we believe the statement of our customer.

"Of course we put in a claim to the railroad, and report the matter to the shipper, but in a great many cases we simply have to go over the shipment, repack the eggs, supplying new fillers when needed and bear the expense of labor and loss ourselves. Most of the fast freight lines send a man to examine the goods when we notify them of the condition, and just claims are usually paid, but the labor and annoyance are aggravating beyond measure, and it seems to me that something ought to be done to remedy the trouble. Why, do you know that we put in claims this week on some lots that amounted to more than the freight."

After this full statement of conditions I visited a number of other stores and had a similar story repeated to me. This led to a closer investigation which developed several points that probably explain the difficulty: In the first place far too many No. 2 fillers are used. I am convinced that if only good No. 1 fillers were used the results would be

better. Then the enormous demand for cases this season has brought a lot of light and rather poorly made cases on the market. These stand only about so much hard usage when they weaken and do not give proper protection to the contents. This is a most important point when it is considered that most of the refrigerator cars are equipped with air brakes, and the sudden stopping of the fast freight trains causes so serious a jar that it takes a strong well built case to stand the strain. It is not improbable that rough handling in transit, especially at pick up and transfer stations, has much to do with the heavy breakage. But in calling attention to this matter it is in the hope that something can be done to remedy a situation that is becoming almost intolerable.—N. Y. Produce Review.

Soft Coal Near Lansing.

Lansing, June 25—While boring a well at his home, one mile south and east of Dimondale, E. L. Belvin struck a sixteen-foot vein of soft coal fourteen feet from the earth's surface. He is now boring another well eighty rods distant from the first, and if the same conditions exist preparations will be made for mining the coal. Mr. Belvin has been offered a royalty of 85 cents a ton on all the coal that can be produced from the property, and all that he will have to do is collect the money.

Furthermore.

"Hello, Jordle! What is your hurry?"

"Hello, doctor."

"I haven't see you lately. How is your wife by this time?"

"Oh, she's quite well now."

"Glad to hear it. Fully recovered, has she?"

"Yes, thanks to you, doctor."

"In addition to which, Mr. Jordle, my bill—let me see, yes, here it is—will be \$57. Shall I receipt it?"

It is doing considerable damage to San Francisco and not helping himself any when Mayor Schmitz, or more strictly speaking, the ex-Mayor, sends out manifestoes from his prison cell, saying he proposes to hold on to the office and that he counts himself chief executive of the city, notwithstanding his conviction for crime. Schmitz has done enough damage to the town that has honored him far past his deserts, without indulging in tactics of this sort. He has been proven a grafter and his crookedness is on record in a variety of places. What San Francisco wants now is to be able to assure the rest of the country that men of the Schmitz stamp are no longer in control there, and that the trades union sneaks and grafters have been put out of business to make way for those who are better and more trustworthy. When people generally become convinced of that then Eastern capital will go West for investment and San Francisco will boom. Schmitz has done enough damage already and he ought to have the sense to keep still.

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

Hot Weather—Lemons Higher

Order before further advance for 4th of July trade. Car fancy Messinas just in. Single boxes, \$5.50; five to ten box lots, \$5.25 f. o. b. Grand Rapids. These prices good until July 1, subject to previous sale. Write, phone or wire.

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.

MILLET

If in the market ask for samples and prices.

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

Butter, Eggs, Potatoes and Beans

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

R. HIRT, JR., DETROIT, MICH.

W. C. Rea

A. J. Witzig

REA & WITZIG

PRODUCE COMMISSION

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

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

REFERENCES

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

Established 1873

Sell at a Profit.

Is it reasonable to complain about low prices? If they are too low they should be promptly put up. It is better to refuse orders than to take them at unprofitable prices. Let the other fellow have them. When a tradesman is doing all possible to buy economically, work systematically, he can be fairly well assured that work that is unprofitable to him will not do his competitor much good. Volume of trade is not important unless it has profit-making quality. Better a small turnover on a profitable basis than big returns which are swallowed up by wages and merchants' bills.

A fair profit-yielding price is not a thing that one need apologize for. The man who is always professing reasons for selling at and below cost by his action proclaims himself either knave or fool. We know men who have played the "slaughtered prices" game for years. There is no stability in their businesses. Their trade is casual. A buyer rarely returns. Their word can not be relied on. It is different with the man who makes no secret that he is in business for profit. Even although we sometimes can not pay his prices we are compelled to respect him for his frankness. We can trust him when he does offer low prices to clear slow-moving stock.

In discussing prices it is well to remember that there is plenty of room for difference of opinion as to what constitutes a fair profit. A person of sound judgment who knows the requirements of his district, and is able to anticipate and gauge its requirements, may make more profit at 30 per cent. than another can at 50 per cent. He knows there will be a demand for particular goods at each season of the year. He has them in stock. He does not wait until the demand is in full swing before he orders. He meets it as soon as it arises, gets his goods off quickly and finishes with bare shelves. His competitor has to refuse orders before he knows what is wanted, and finishes the season with stock in hand that has to be sacrificed or carried over until next season. There are not many lines that can be held profitably over a year.

Running a business is not an eight-hour job. The business man must be continually alert. Many a one owes more to the schemes elaborated in the quiet of the evening than to the work done with his hands in the shop. In thought he repeats the day's transactions, checks his work and his men's work, calculates, perchance, the profits he has made on sales, discovers where mistakes have been made, and then anticipates the morrow's tasks, plans the work for the men, takes mental stock of his surroundings, endeavors to foresee the probable effect of current events, and market conditions on the trade of the future. This is what can not be done so well in working hours when the busy man is constantly in demand to deal with details.

Sorry He Was So Economical.

As an illustration of what industry, economy and determination may

do for a man the experience of Mr. Calthorp, a salesman in a hat store, deserves to be recorded:

His salary was only \$15 a week, and there was no prospect that it ever would be any more. He resolved that he would live on \$12 a week, regardless of whatever sacrifice of luxuries this might involve, and would deposit the remaining \$3 in a savings bank. It was a severe struggle, but he stuck to his resolution, and at the end of three years, during which time he had practiced the most pinching economy and had denied himself many things usually considered the necessities of life, he found himself possessed of a sum approximating \$500.

While eating his frugal breakfast one morning, and trying to think of some way in which he could invest the money so as to realize a substantial income from it, he received a telegram from a law firm in Brattleboro, Vt., informing him that a rich uncle of his in that city had died and left him \$50,000.

Then Mr. Calthorp hunted up a secluded spot and gave himself a good kicking.

Sold Nearly Five Hundred Separators.

Midland, June 25—Albert Reinhart, a local hardware merchant, has done more than any other individual in educating Midland county farmers along the lines of cream separators. His health made it necessary for him to seek outdoor employment and he entered the separator field vigorously, and now has a record that is unequalled by any single separator salesman in the county, having disposed of 478 separators in the last fifteen months, an average of over one a day.

You can see him any day with his hand to his ear listening for the tinkling of a bell; when heard he loses no time in locating the owner of the cow. By his rapid fire talk and suitable gesticulations he soon convinces the farmer that the separator is indispensable, and is reported to have sold one to a man who had no cow, but only a good crop of milkweeds. Another sold his only cow that he might proudly possess a coveted machine.

Why He Made Pants.

An interesting illustration is related of a man in Philadelphia whose desire was to start in business for himself. He applied to a woolen house and got goods to the amount of \$400. The salesman asked him what he manufactured.

"I mek pants," he replied.

"How do you want to buy these goods?"

"The best vey I can," was the answer.

"How will you pay for them?"

"Well, I gif you my note for four monts."

"Is your note good?"

The buyer looked around, winked to the salesman and put his finger on his nose. "Mine freud," he said, with an air of one who is about to impart a confidence, "if my note vas good, I would make notes, not pants."

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.

OTH PHONES 1217

GRAND RAPIDS, MICH.

What's the Matter with the Grand Rapids Market?

Our average selling prices last week were: Live Fowls 10¼c; Dressed 12¼c; Live Broilers 21c; Veal 9½c; Eggs 14½c; Butter 18c. "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.

Butter and Eggs

and count. Mark your shipment for

STROUP & CARMER, Grand Rapids, Mich.

Get our prices. Empties and check returned promptly. Full weights

Printing for Produce Dealers



Best Method of Finding New Customers.

"Where shall I find new customers?"

That is a question that salesmen for paper manufacturers must answer intelligently if they wish to keep their prestige with their house.

Some of them seek to evade the question on the theory that they have all they can do in holding the trade of old customers against competition.

But as a general proposition men who are content to sell only the old "stand-bys" year after year are lacking in back-bone and enterprise and can not long keep in the front ranks of salesmanship.

The ambitious salesman intends, of course, to hold his old trade. He expects to increase old accounts to be sure, and give pains and conscientious study to this branch of his work—but the vital thing is to open new accounts. He is always on the lookout for new customers.

An enterprising salesman does not depend upon luck in stumbling upon business or extending his trade. He takes specific means to locate new trade. There are three capital sources from which he can get information which will help him in this respect. The first is the service rendered by the press clipping bureaus. At a merely nominal expense he can have furnished him by these bureaus press notices from all the newspapers in his territory, relating to any significant developments in the publishing business. To-day comes a notice of the incorporation of a new concern—"John Brown & Company, with a paid-in capital of \$20,000 have incorporated for the purpose of launching a new technical paper adapted to the interests of such and such a trade." The clipping usually gives the names of the officers of the company and their residence. It is a simple matter for the salesman to set out on the trail for their order at once.

Perhaps to-morrow the clippings inform him of a change in the proprietorship of some concern whose trade he has long been seeking without success. Next week he learns of a consolidation which affects his chances of making a sale—and so on, ad infinitum.

In addition to the press clipping bureaus similar service can be obtained from Dun and Bradstreet's daily reports and from Typo's weekly New York report.

The announcements of a new firm's entrance into the publishing or printing field may precede, by several months or weeks, the time that concern will be ready to place its orders for paper. If the salesman's enquiries discover this to be the case—if he learns that no orders for printing paper will be placed by the new concern for three months, let us say—he may have to drop them temporarily, but he should keep a watchful

eye on the prospective account to prevent competitors from getting ahead of him. It is a capital plan to enter the name and address of the buyer, and such other data as he has collected, in a book arranged chronologically with regard to the time when the new concern may be expected to be in the market. In the meantime the salesman will do well to keep the prospective buyer supplied with his firm's literature and specimens of the paper which he regards as suitable for the buyer's purposes.

The salesman for the paper house must make friends among the foremen of the printing shops as well as among the publishers whom he expects to sell. Oftentimes, the advice of the foreman influences the publisher in his choice of paper, and the foreman is also in a position to give information as to where new business lies.

The paper on which the magazine, newspaper, catalogue or book is printed is a more important factor in the publishing business than it is usually credited with being. It has, indeed, its direct effect upon the circulation figures in many cases. Publishers know the importance of choosing a paper intelligently—of choosing the one which is at once the most effective, substantial and economical. The salesman who is only capable of talking about his paper from a technical standpoint seldom enjoys the knowledge that the customers rely upon his judgment and place a very high valuation upon his advice. He merely takes what orders they choose to give him. The salesman who shows a knowledge of and general interest in his customers' publications, who can show why such and such a paper is peculiarly adapted to his customers' needs—who instructs his customers from their point of view with regard to paper, rapidly builds up a permanent trade. Instead of taking as many orders as his customers choose to give him, it is rather a question of their giving him as many orders as he chooses to take.

There is a third type of salesman who is not only ignorant or indifferent to his customers' standpoint, but is incapable of talking paper from his own standpoint—who knows nothing of the technical side of it. He blunders into the field, confident of making good on the strength of an effulgent personality—and those customers who do not victimize him mercilessly are alienated from his house by finding out that his representations are not to be relied upon. In either case the firm is the prime loser. It is imperative that salesmen of this type should be weeded out of the field altogether.

It is true that selling methods nowadays are much more accurate and effective than they formerly were, and that the business of selling goods has been put on the plane of science. But it is also true that there are more inferior salesmen to-day than there used to be. This is because so many men take up the work as a temporary make-shift—"fly-by-nights" who are always experimenting and never getting down to serious business. These men are in the

way of sincere, determined workers—and it should be a particular care of every salesmanager to put the standard of salesmanship so high that only men who are qualified and eager to remain permanently in the field shall be given a trial.—Geo. W. Moser in Salesmanship.

Price the Last Thing to Mention.

A man who is now putting through deals involving from two to three thousands to a half million of dollars, and is generally regarded as the best informed person in his line in this country, tells with evident enjoyment of one of his first lessons in salesmanship.

It was in the days when no household was completely furnished without a "God Bless Our Home" motto, something done in wax under a glass cover on the center table, and a family record. He was selling one of the latter, an engraved blank on which such portions of the family record as were to be made public might be entered.

He was calling on a country merchant, and, impressed with the value of time and the importance of telling his whole story in a single sentence, exposed the family record to the admiring gaze of the storekeeper, and said, while unrolling it, "Here is a beautiful family record, sir; only five dollars."

A salesman from the city, who had just sold the merchant a bill of goods, shocked by such unsalesmanlike methods, butted in before the storekeeper had a chance to say no. "Young man," he said, "let me tell you something. Never mention the price until you have to. First create a desire for what you have to sell. Make your customer ask the price."

The lesson has been remembered, and practiced to advantage many times. Still, of course, there are times when price alone makes the sale.

Preachers Poultry Fed.

"I sometimes think, Brother Hardesty," observed the pastor, who was dining with him, "that a man ought to give one-tenth of his income to the Lord."

"I'm doin' more than that this year, elder," said Deacon Hardesty. "The only thing I'm makin' any money on now is my hens, and I feed mighty near half of 'em to the preachers."

Selling "Odd" Gloves.

Several haberdashers in town have an odd glove counter where they sell odd gloves, left, as a rule, for about a quarter apiece. These odd gloves are not bought solely, or even chiefly, by the one-handed; they are bought by men of every walk in life. The average man wears his left glove a good deal more than his right, keeping his right hand free to hold his cigar or to dive for change. Hence a left hand goes first and a right one will often be in perfectly good condition when the left is worn out. Therefore, the furnishers are careful to soil only right gloves, putting them uppermost in the box and the window, fitting them on the hand, and finally, if they get soiled, throwing them away, assured that for the lefts remaining a reasonable price can always be had.—Pittsburg Dispatch.

The Handshake

If you have ever noticed any difference between one handshake and another, you'll understand the reason so many travelers prefer the

"Livingston" Hotel
Grand Rapids, Mich.



Get our prices and try our work when you need

Rubber and Steel Stamps Seals, Etc.

Send for Catalogue and see what we offer.

Detroit Rubber Stamp Co.
99 Griswold St. Detroit, Mich.

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.

Movements of Michigan Gideons.

Detroit, June 25 — Alonzo C. Holmes has returned from Mobile, where he represented a Mobile paper house for some months. The Southern climate did not agree with Brother Holmes. He reports Southern mosquitoes long, wide and active, with bills long enough to go through and clinch on the other side. The sun is hot and the sand deep. The balmy air of Detroit, its river, Belle Isle and "Home, sweet home" are restoring Brother Holmes.

Brothers Wheaton Smith, Jacob J. Kinsey and Aaron B. Gates, with their wives, met at 387 Harrison avenue June 22 and arranged future Gideon meetings.

W. D. Van Schaack, Secretary Detroit Camp, has been home with a sick family during the past ten days. Four children and the wife were all sick and last week one of the children passed over to the "other shore." Brother Van. has our sympathy.

July 20 will be "Gideon Day" at Lake Orion and John A. Sherick, of Grand Rapids, will give the address on this occasion.

July 25, at 8 p. m., the Gideons will take charge of the Newell tent meetings at the Belle Isle bridge, and July 26 to 28 the National convention at Toledo. August 3 the official State Gideon rally takes place at Eaton Rapids and the State President, Watson R. Smith, has sent out a manifesto requiring Michigan Gideons and their wives to swarm the Camp at Eaton Rapids, and he means it.

There will be organized Michigan Gideon Camp No. 9 at Ann Arbor June 30. The State officers will be present and also National President Charles M. Smith.

Frank A. Vernor and family will spend their vacation at Bay View.
Aaron B. Gates.

Pity the Woes of the Poor Express Companies.

American Express stock was recently sold on the New York Stock Exchange at 220, an advance of 9 per cent. from the last sale reported. United States Express stock opened at 101 and sold at 106 1/4, an advance of 5 1/4 per cent. from last sale. Wells-Fargo stock has been reported sold at \$300 per share, and the company admits an increase in business for the year ending July 1, 1906, of \$1,512,841 over 1905. The Adams Express Co. has decided to make a distribution of assets to the value of \$24,000,000. The distribution will amount to an extra dividend of 200 per cent. It will be paid in collateral trust distribution bonds to bear 4 per cent. interest and to be payable in 40 years. Any person holding 100 shares of stock, worth at the last sale \$30,500, will soon have the same 100 shares and \$20,000 of bonds, worth presumably about 100. The shares will probably drop back for a while to about 100 and begin paying 4 per cent. dividends, so that the shareholder will get 12 per cent. if he holds on to his bond allotment. Of course, the shares will soon advance their dividend and by and by there will be another "reduction of capital." In ten years this company has

accumulated a surplus of \$36,000,000, besides paying a regular cash dividend of 4 to 10 per cent.

These disclosures confirm the statements repeatedly made by the Tradesman to the effect that the profits of the express companies are exorbitant.

Echo of the Pure Food Craze.

Battle Creek, June 25—Another stockholders' liability case is recalled by a suit instituted in the Circuit Court by the Gage Printing Co., Limited, vs. the Korn Krisp Co., Limited, to collect a judgment of \$3,687.60, obtained some two years ago. Judge North is asked to enter an order requiring the stockholders in the defendant company to show cause why they should not be assessed to pay the judgment to the extent of the face value of their watered stock.

The usual allegations are set up. The promoters of the Korn Krisp Co., Ltd., sold stock therein for less than the face value, and it is to collect the difference between the amount paid and the face value that the suit is brought. Of course, to satisfy this single judgment collection in full would probably be necessary, but if the present case is successful it is probable that other creditors will take advantage of the ruling.

Bread Bakers On Pleasure Bent.

Detroit, June 26—The fourth annual meeting of the Master Bakers' Association of Michigan, supplemented by delegations from Ohio, Indiana, and Ontario, last evening opened with a reception at the Hotel Tuller. The doings will last until tomorrow night. About 150 members and visitors are expected, and while one or two business sessions will be held, most of the time will be devoted to social events. The Detroit committee, of which Robert Morton is chairman, and Frank Wittlesberger secretary, has fairly outdone itself arranging a good time.

While the men are struggling with baking problems this morning, their wives will go sight-seeing. This afternoon there will be a boat ride to the Flats, and the evening will be spent at Electric Park. The election of officers will be held to-morrow morning.

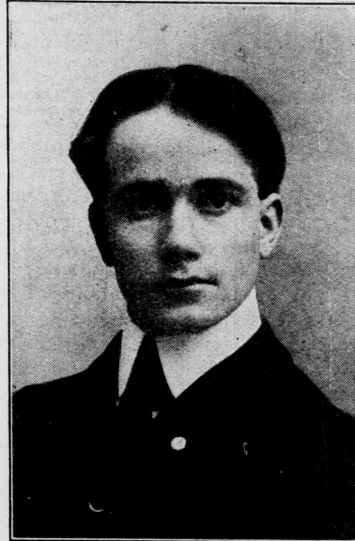
New Industry For Manistee.

Manistee, June 25—Manistee's Chamber of Commerce has on the string an industry that agrees to employ 400 men for a term of five years 300 days a year. The concern will put up a factory 50x350 feet at a cost of \$70,000, the entire investment being about \$200,000. The business will be a branch of the Ed. Turnball chair factory, at Grand Ledge, one of the most successful manufacturing establishments of the kind in the country. In order to secure this industry, Manistee must put up \$50,000 in cash or its equivalent in Michigan land and machinery. The indications are that the deal will be closed this week.

The Grand Rapids Brass Co. has increased its capital stock from \$100,000 to \$200,000.

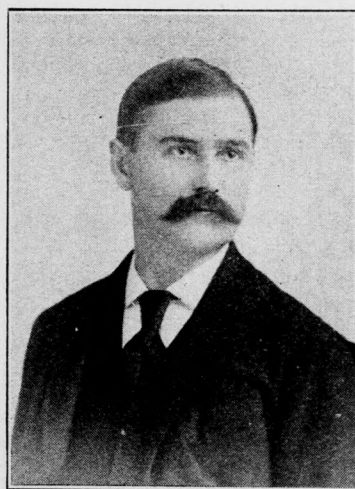
Rose & Prey Succeed the McBain Mercantile Co.

McBain, June 25—A deal was this week consummated whereby Messrs. Geo. Rose and H. L. Prey succeed the McBain Mercantile Co., in both ownership and management of one of the big general stores of the town. The first store on the present site was operated by S. B. Ardis about seventeen years ago and, after some three



Hoadley L. Prey

years of business, burned up while under the management of Geo. W. Storrey. Soon afterward O. O. Dunham erected the present building and for about a year it was occupied by Drury & Kelley, of Cadillac, as a hardware store; then the McBain Grocery Co., which had outgrown its old quarters, succeeded as the occupant of the building. This was fourteen years ago, and after a prosperous business in grocery trade, dry goods and general merchandise were added and the firm name was changed to the McBain



George Rose

Mercantile Co., which four years ago was incorporated under state law, composed of O. O. Dunham, W. O. Cromwell, H. L. Prey and Jas. Cawley.

H. L. Prey is the only old member to remain in the business and his wide acquaintance and knowledge of the trade will maintain the prestige of the old firm and with Mr Rose, a

gentleman of wide business experience, there will be something doing all the time in what will, when the new stock is in, virtually become a new store.

Geo. Rose, after some fifteen years experience in a leading wholesale house in Grand Rapids, engaged in business in Harrietta, and was for three and a half years highly prosperous, but sold out, notwithstanding, when offered a fancy price. He is a gentleman who can make friends and keep them and he will put every worthy effort forward to win and merit the confidence of our people.

Butter, Eggs, Poultry, Beans and Potatoes at Buffalo.

Buffalo, June 26—Creamery, fresh, 22@24 1/2c; dairy, fresh, 17@20c; poor to common, 16@17c.

Eggs—Choice, 15c; candled, 16@16 1/2c.

Live Poultry — Broilers, 21@23c; fowls, 12@13c; ducks, 12@13c; old cox, 9 1/2@10c.

Dressed Poultry—Iced fowls, 13@14c; old cox, 10@10 1/2c.

Beans — Pea, hand-picked, \$1.75; marrow, \$2.40@2.50; medium, \$1.75@1.80; red kidney, \$2.40@2.50; white kidney, \$2.25@2.40.

Potatoes—White, 35@40c; mixed and red, 25@35c. Rea & Witzig.

"Burglar proof vaults" were furnished for the new capitol in Pennsylvania, at a heavy expense. A New York expert testified on Friday that he had bored into one of these vaults in four hours with an ordinary 8-inch breast drill. He found no chrome steel, only ordinary steel that could be bored with ease. The list price for four actually burglar proof vaults, of the size put into the capitol, is \$27,000. The state paid \$66,000 for the imitations. Similar exposures of gigantic graft are being made daily before the investigating commission, but no one has yet been called to account. The grafters are on Easy street and appear to think they still own the state.

The Jamestown exposition managers want \$700,000 more to complete their elephant. Uncle Sam has the money, but it can not be invested in shows without an act of Congress. It is not likely that a special session will be held to vote an appropriation, and they might refuse it if called together. Better make the best of a bad job and run the show for what it will bring in. It is time to quit putting the people's money into expositions of little value, and that usually leave the local managers in a hole.

After July 1 you can send a special delivery letter by affixing 10 cents in ordinary postage stamps, in addition to the regular postage, and writing on the face of the envelope "special delivery." Failing to do this the letter will be classified with the registered mail and take the slow route. For a while this system will give rise to many mistakes and repeated accusations against the efficiency of the Department. Be sure you comply with this reasonable regulation and you will have no cause for complaint.



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Good Effects of the Federal Food Law.

Jackson, June 25—Among the good effects of the National pure food law, which went into effect January 1, is that the label must state the facts.

Last year there was, for instance, plenty of "maple syrup" in the market, but now the same healthful and agreeable product is sold under a variety of fancy names, which conform to the law prohibiting misbranding.

In the case of most food products prepared in factories there has been no change in process or in quality, they having always, from the sufficient motive of self-interest, been of good quality and made under better sanitary conditions than are possible in the ordinary home, as well as more economical than the home product made in small lots at greater relative cost for materials and making. By the modern process of putting up vegetables and fruits in tin cans, the cans are closed and hermetically sealed by machines, using no solder, and so not contaminating the contents with bits of solder or with the acid or resin formerly used in sealing the can. In this process the filled cans are submitted to thorough sterilization by a steam bath continued long enough to kill any germ. The contents of such cans, when poured out, will, with rare exceptions, be found in good order, but the flavor of the fruit or vegetable will have been considerably impaired by the heat used for complete sterilization.

For finer flavored goods put up in glass a less degree of heat continued for a shorter time must suffice, and to make such products safe from fermentation some preservative must be used. This, also, is obviously true of bulk packages designed to be used in portions such as are now so largely dispensed with soda water.

There is no need of being scared at this word "preservatives." Then use antedates history. Several classes of harmless preservatives—wood-smoke, salt, sugar, vinegar and spices are authorized in the National law, which also directs the Secretaries of Agriculture, the Treasury and Commerce of Labor to report on others whose harmlessness is established. Chief among those in use is benzoate of sodium, whose base is the same as that of common salt, united

with fragrant organic acid, naturally present in many balsams and spices and in some of the most healthful and delicious fruits. This valuable agent is used in medicine in doses of one-fourth ounce and naturally present in some fruits to an extent much larger than is required to preserve foods from fermentation.

Cases are reported every day of accidental poisoning, frequently fatal, from ice cream, baked beans, oysters and other nitrogenous foods in which processes of decay had produced violent poisons of the nature of cadaver alkaloids.

The first case of harm from foods containing benzoate added to the food product in the minute proportions necessary to keep it sweet and wholesome has yet to be recorded.

C. E. Foote.

Four Salable Specialties.

I put up four preparations all in the same style of container, thus avoiding an investment in different types of package. I buy the "Red Star" pomade bottles in the two-ounce size. These cost me \$3 a gross. For the first of the four preparations I bottle my own vaselin or petrolatum, buying the product in fifty-pound lots for the purpose, and getting my labels made by the local printer. This preparation retails at 5 cents. For preparation No. 2 I make a hair pomade consisting of lily-white petrolatum perfumed with bergamot; this retails readily for 10 cents. Preparation No. 3 is a foot powder consisting of talcum and salicylic acid. In this instance I take a small wire nail and make about ten holes in the cover of the package, so that the powder can be shaken out easily into the shoes. This product retails at 25 cents. Preparation No. 4 is an "Australian Ointment" consisting of petrolatum and oil of eucalyptus, and this retails also at 25 cents. Thus you see that I have two 25-cent preparations, one 10-cent preparation, and one 5-cent product, all utilizing the same container, thus avoiding duplication of investment and trouble.

A. E. Pratt.

Novel Window Idea.

Here is the scheme for a novel show window which recently attracted a great deal of interest: We stretched a cord across the window about 2½ feet from the bottom. Then a small electric fan, arranged at an angle of about 45 degrees, was placed about 3 feet back from the window-pane. Strings fastened onto the fan protector at intervals of two inches apart were run to a common point in the center of the cord stretched across the front of the window, thus making a funnel-shaped contrivance. Into this funnel we put a dozen small rubber balloons, variously colored and all of them inflated with air. The fan, turned on slightly, kept the balloons in constant motion, flying to the upper part of the funnel and then returning to the fan only to be shot back again. This proved to be the best window attraction we ever devised. It attracted crowds.

Justin Lovett.

The Drug Market.

Opium—Is very firm on account of advices from the primary markets. Another advance is due.

Morphine—Is unchanged.

Quinine—Is dull.

Glycerine—Is very firm and tending higher.

Haarlem Oil—Has declined.

Juniper Berries—Are very firm and tending higher.

Oil Bergamot—Has advanced on account of scarcity.

Oil Lemon—Is weak.

German Chamomile Flowers—Are very firm and are advancing.

Goldenseal Root—Is very firm and advancing.

Jamaica Ginger Root—Is in same position.

Ipecac Root—Has declined.

The Rest Cure.

Six weeks in bed was the old treatment for acute articular rheumatism. Six weeks in typhoid, six weeks in iritis, six weeks in gonorrhea at its best, and six weeks in so many other infections, all suggest that perhaps here there is the basis for some kind of a generalization. Perhaps the organism really requires six weeks to gather its forces and manufacture its supplies to defeat an army of invading parasites of certain species and repair the damage they inflict. It is a thought well worth following up. Even if there is no such general law possible, it is a good rule to impress upon patients even in the most trivial complaints—a cold—an influenza—a depression from overwork.—American Medicine.

Tooth-Brushes by the Bushel.

Let me tell you about a "freak" window display we had recently. We stuffed an ordinary bushel basket with scrap paper, and then topped it over with tooth-brushes in such a way as to make it appear that the basket was full of them. We then placed a card beneath reading as follows: "We buy these by the bushel. Can we sell you some?" After a few days we replaced the basket with a new and clean coal hod, filled it in the same way, and put on it a card which read: "We still have tooth-brushes to burn." There was nothing else in the window. The idea attracted attention, and we sold tooth-brushes in gratifying measure. The effects of the display were felt for months afterwards.

J. C. Eindress.

Making Tincture of Iodine.

Tincture of iodine is very conveniently made as follows: Place a tuft of cotton in the neck of the funnel, fairly tight; put the iodine in the funnel, and the potassium iodide on top, and pour in the alcohol. The alcoholic solution of potassium iodide dissolves the iodine very readily and the first half of the menstruum will take up all of the iodine, leaving the funnel clean after the operation.

A. H. Bosworth.

A "Corking" Device.

Take a small "riveting" hammer, slip a rubber crutch-tip over the head, and you have a bottle-corking machine which is just as useful to cork one bottle as it is a thousand, and you don't have to move the bot-

tles to the machine, either! Soften the corks by steaming or moistening, and you can pound them in tight with never a broken bottle, chipped neck or cut hands.

A. H. Bosworth.

A Corn-Cure Window.

We had a corn-cure window not long ago that caused a good deal of talk in our little town of 2,500 people. The central feature was a hand corn-sheller which I borrowed from a hardware dealer. Then I put a few dozen of my own corn medicine in the window and displayed a placard bearing the following legend: "The Two Best Corn-Shellers in the World!" I must say that this helped the sale of my corn cure considerably.

Andrew J. Gag.

Pushing Toilet Products.

To advertise the toilet department profitably insert a small advertisement on the woman's page of the local newspaper, following the section that gives health and beauty hints and recipes. Say in this advertisement briefly that the filling of toilet recipes is made a specialty and that all ingredients of the preparations suggested on this page are kept in stock, pure and fresh. Say a few words also about some toilet specialty of your own. Joseph F. Hostelley.

It's hard stirring the conscience that is under the narcotic of money.

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
 MUSKEGON, MICH.

PILES

CURED

...without...

Chloroform, Knife or Pain

Dr. Willard M. Burleson

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Booklet free on application



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

Advances

Aeldum			opaiba			Scillae Co		
Aceticum	6@	z	Cubebae	1 75@1 85		Tolutan		
Benzolcum, Ger.	70@	7	Evechthitos	1 35@1 40		Prunus virg		
Boracic	@	17	Erigeron	1 00@1 10				Tinctures
Carbolicum	26@	29	Gaultheria	2 50@4 00		Anconitum Nap's		
Citricum	65@	70	Geranium	oz 75		Anconitum Nap's		
Hydrochlor	3@	5	Gossippi Sem gal	70@ 75		Aloes		
Nitricum	8@	10	Hedeoma	5 50@6 00		Aloes & Myrrh		
Oxalicum	14@	15	Juniper	40@1 20		Asafoetida		
Phosphorium, dil.	@	16	Lavendula	90@3 60		Aurof Belladonna		
Salicylicum	44@	47	Limon	2 20@2 40		Aurant Cortex		
Sulphuricum	1 1/2@	5	Mentha Piper	2 25@2 40		Benoin		
Tannicum	75@	35	Mentha Verid	3 50@3 60		Barosma Co		
Tartaricum	38@	46	Morruhae gal	1 60@1 85		Cantharides		
Ammonia			Myrica	3 00@3 50		Cardamon		
Aqua, 18 deg.	4@	6	Olive	75@3 00		Cardamon O		
Aqua, 20 deg.	6@	8	Picls Liquida	10@ 12		Catechu		
Carbonas	13@	15	Picls Liquida gal	2 35		Cinchona		
Chloridum	12@	14	Ricina	1 00@1 10		Cinchona Co		
Aniline			Rosmarini	@ 100		Columbia		
Black	2 00@2 25		Rosae oz	5 00@6 00		Cubebae		
Brown	30@1 00		Succini	40@ 45		Cassia Acutifol		
Red	45@ 50		Sabina	9@ 1 00		Cassia Acutifol Co		
Yellow	2 50@3 00		Santal	@ 450		Digitalis		
Baccae			Sassafras	90@ 95		Ergot		
Cubebae	22@	25	Sinapis, ess, oz	@ 65		Ferri Chloridum		
Juniperus	8@	10	Tigil	1 10@1 20		Gentian Co		
Xanthoxylum	30@	35	Thyme	40@ 50		Guaiac		
Balsamum			Thyme, opt	@ 160		Guaiac ammon		
Copaiba	1 15@1 25		Theobromas	15@ 20		Hyoscyamus		
Peru	2 50@2 60		Potassium			Iodine		
Terabin, Canada	60@ 65		Bi Carb	15@ 18		Iodine, colorless		
Tolutan	40@ 45		Bichromate	15@ 16		Kino		
Cortex			Bromide	25@ 30		Labella		
Aloe, Canadian	18		Carb	13@ 15		Myrrh		
Cassia	18		Chlorate	po. 12@ 14		Nux Vomica		
Cinchona Flava	60		Cyanide	34@ 38		Opil, camphorated		
Buonymus atro.	10		Iodide	2 50@2 60		Opil, deodorized		
Myrica Cerifera	30		Potassa, Bitart pr	30@ 32		Quassia		
Prunus Virgin	10		Potass Nitras opt	7@ 19		Rhatany		
Quillaja, gr'd	12		Potass Nitras	6@ 8		Rhel		
Sassafras	po 25		Prusside	23@ 26		Sanguinaria		
Ulmus	38		Sulphate po	15@ 18		Serpentaria		
Extractum			Radix			Stromonium		
Glycyrrhiza, Gla	24@	30	aconitum	20@ 25		Tolutan		
Glycyrrhiza, po	35@	30	Athas	30@ 35		Valerian		
Haematox	11@	12	Anchusa	10@ 12		Veratrum Veride		
Haematox, 1s	13@	14	Arum po	20@ 25		Zingiber		
Haematox, 1/2s	14@	15	Calamus	20@ 40		Miscellaneous		
Haematox, 1/4s	16@	17	Gentiana po	12@ 15		Aether, Spts Nit 35		
	17		Glychirhiza pv	16@ 18		Aether, Spts Nit 45		
Carbonate Precip.	15		Hydrastis, Canada	1 90		Alumen, grd po 7		
Citrate and Quina	2 00		Hydrastis, Can. po	@ 200		Annatto		
Citrate Soluble	65		Hellebore, Alba	12@ 15		Antimoni, po		
Ferrocyanidum S	40		Inula, po	18@ 22		Antimoni et po T		
Solut. Chloride	15		Ipecac, po	2 00@2 10		Antipyrin		
Sulphate, com'l	2		Iris plox	35@ 49		Antifebrin		
Sulphate, com'l, by	70		Jalap, pr	35@ 38		Argentii Nitras oz		
bbl. per cwt.			Maranta, 1/2s	30@ 35		Armenicum		
Sulphate, pure			Rhel	75@ 100		Balm Gilead buds		
Flora			Rhel, cut	1 00@1 25		Bismuth & N... 1s		
Aralia	15@	18	Rhel, pv	75@ 100		Calcium Chlor 1s		
Anthemis	40@ 50		Spigella	1 15@1 50		Calcium Chlor 1/2s		
Matricaria	30@ 35		Sanuginari, po 18	50@ 55		Calcium Chlor 1/4s		
Folia			Serpentaria	30@ 35		Cantharides, Rus		
Barosma	40@ 45		Senega	85@ 90		Capsci Fruc's al		
Cassia Acutifol.			Smilax, off's H.	@ 43		Capsci Fruc's po		
Cassia, Tinnevely	15@	20	Smilax, M	2@ 25		Carphylus		
Cassia, Acutifol.	25@	30	Scillae po 45	20@ 25		Carmine, No. 40.		
Salvia officinalis,			Symplocarpus	2@ 25		Cera Alba		
1/2s and 1/4s	18@	20	Valeriana Eng	2@ 25		Cera Flava		
Uva Urei	8@	10	Valeriana, Ger.	15@ 20		Crocus		
Gummi			Zingiber	12@ 14		Cassia Fructus		
Acacia, 1st pkd.	@	65	Zingiber j	22@ 25		Centraria		
Acacia, 2nd pkd.	@	45	Semen			Cateacum		
Acacia, 3rd pkd.	@	35	Anisum po 20	@ 16		Chloroform		
Acacia, sifted sts.	@	18	Apium (gravel's)	13@ 15		Chloro'm Squibb		
Acacia, po.	45@	65	Bird 1s	4@ 6		Chloral Hyd Crsl		
Aloe Barb	32@	25	Carul po 15	12@ 14		Chondrus		
Aloe, Cape	@	25	Cardamon	70@ 90		Cinchonidine P-W		
Aloe, Socotri	@	25	Coriandrum	12@ 14		Cinchonide's Germ		
Ammoniac	55@	60	Cannabls Sativa	7@ 8		Cocaine		
Asafoetida	38@	40	Cydonium	75@1 00		Corks list D P C		
Benzonium	50@	65	Chenopodium	25@ 30		Cresotum		
Catechu, 1s	@	13	Dipterix Odorate.	30@1 00		Creta		
Catechu, 1/2s	@	14	Foeniculum	@ 18		Creta, bbl 75		
Catechu, 1/4s	@	16	Foenugreek, po.	7@ 9		Creta, prep		
Camphorae	1 40@1 50		Lini	4@ 6		Creta, precip		
Euphorbium	@	40	Lini, grd. bbl. 2 1/2	3@ 6		Creta, Rubra		
Galbanum	@	10	Lobella	75@ 80		Crocus		
Gamboge	po. 1 35@1 45		Pharlaris Cana'n	9@ 10		Cudbear		
Guaiacum	po 35		Rapa	5@ 6		Cupri Sulph		
Kino	po 45c		Sinapis Alba	7@ 9		Dextrine		
Mastic	@	75	Sinapis Nigra	9@ 10		Emery, all Nos.		
Myrrh	po 50		Spiritus			Emery, po		
Opium	4 40@4 45		Frumentum W D. 2	00@2 50		Ergota		
Shellac	60@ 70		Frumenti	1 25@1 50		Ether Sulph		
Shellac, bleached	60@ 65		Juniperis Co O T 1	65@2 00		Flake White		
Tagacanth	70@1 00		Juniperis Co	1 75@3 50		Galla		
Herba			Saccharum N B 1	90@2 10		Gambler		
Absinthium	4 50@4 60		Spt Vini Galli	1 75@6 50		Gelatin, Cooper.		
Eupatorium oz pk		20	Vini Oporio	1 25@2 00		Gelatin, French		
Lobelia	oz pk	25	Vina Alba	1 25@2 00		Glassware, fit box		
Majorum	oz pk	23	Sponges			Less than box		
Mentra Pip. oz pk		23	Florida Sheep's wool			Glue, brown		
Mentra Ver. oz pk		35	carriage	3 00@3 50		Glue white		
Rue	oz pk	25	Nassau sheep's wool			Glycerina		
Tanacetum	V.	22	carriage	3 50@3 75		Grana Paradisi.		
Thymus V. oz pk		22	Velvet extra sheep's			Humulus		
Magnesia			wool, carriage.	@ 200		Hydrarg Ch. Mt		
Calced, Pat	55@	60	Extra yellow sheep's			Hydrarg Ch Cor		
Carbonate, Pat.	18@	20	wool carriage.	@ 1 25		Hydrarg Ox Ru'm		
Carbonate, K-M.	18@	20	Grass sheep's wool,			Hydrarg Ammo'l		
Carbonate	18@	20	carriage	@ 1 25		Hydrarg Ungue'm		
Oleum			Hard, slate use.	@ 1 00		Hydrargyrum		
Absinthium	4 90@5 00		Yellow Reef, for			Ianthyobolia, Am.		
Amygdalae, Dulc.	75@	85	slate use	@ 1 40		Indigo		
Amygdalae, Ama	8 00@8 25		Syrups			Iodine, Resubi		
Anisi	1 70@1 85		Acacia	@ 50		Iodoform		
Aurant Cortex	2 75@2 85		Aurant Cortex	@ 50		Lupulin		
Bergamii	5 25@5 50		Zingiber	@ 50		Woodlous		
Caliputi	85@	90	Ipecac	@ 60				
Caraphylli	1 60@1 70		Ferri Iod	@ 50				
Cedar	50@	90	Rhel Arom	@ 50				
Chenopadii	3 75@4 00		Smilax Off's	@ 50				
Cinnamonl	1 85@1 95		Senega	@ 50				
Citronella	@	70						

Liquor Arsen et		Rubia Tinctorum	12@	14	Vanilla	9 00@	
Hydrarg Iod ..	@ 25	Saccharum La's.	22@	25	Zinci Sulph	7@	s
Liq Potass Arsnit	10@ 12	Salacin	4 50@	75	Oils		
Magnesia, Sulph.	2@ 3	Sanguis Drac's..	40@	50			
Magnesia, Sulph bbl	@ 1%	Sapo, W	13½@	16	Whale, winter ..	70@	gal.
Mannia, S F	45@ 50	Sapo, M	10@	12	Lard, extra	70@	36
Menthol	2 90@ 50	Sapo, G	10@	15	Lard, No. 1	60@ 65	
Morphia, S & W	2 65@ 2 80	Sedilits Mixture	20@	22	Linseed, pure raw	46@ 49	
Morphia, SNQ ..	2 65@ 2 80	Snipap	@ 18	18	Linseed, boiled ..	47@ 50	
Morphia, Mal ..	2 65@ 2 80	Snipap, opt	@ 30		Neat's-foot, w str	65@ 70	
Moschus Canton ..		Snuff, Macaboy,			Spts. Turpentine ..	Market	
Myristica, No. 1	25@ 30	DeVoës	@ 51		Paints	bbl. L.	
Nux Vomica po is	@ 10	Snuff, S'h DeVo's	@ 51		Red Venetian	1½ 2	@ 3
Ox Sopla	25@ 38	Soda, Boras	9@ 11		Ochre, yel Mars 1½	2	@ 4
Pepsin Saac, H &		Soda, Boras, po.	9@ 11		Ocre, yel Ber	1½ 2	@ 4
P D Co	@ 1 00	Soda et Pot's Tart	25@ 28		Putty, comm'r 1½	2½	@ 3
Picis Liq N N ¼		Soda, Carb	1¼@ 2		Putty, strictly put	2½ 2½	@ 3
gal doz	@ 2 00	Soda, Bl-Carb ..	3@ 5		Vermillion, Prime		
Picis Liq qts	@ 1 00	Soda, Ash	3½@ 4		American	13@ 15	
Picis Liq. plnts.	@ 60	Soda, Sulphas ..	@ 2		Vermillion, Eng.	75@ 80	
Pil Hydrarg po 80	@ 50	Spts, Cologne ..	@ 2 60		Green, Paris	29½@ 33½	
Piper Nigra po 22	@ 18	Spts, Ether Co.	50@ 55		Green, Peninsular	13@ 16	
Piper Alba po 35	@ 30	Spts, Myrcia Dom	@ 2 00		Lead, red	7½@ 7½	
Pix Burgum	@ 8	Spts, Vin Rect bbl	@ ~		Lead, white	7½@ 7½	
Plumbi Acet	12@ 15	Spts, V'l Rect ½ b	@ ~		Whiting, white, S'n	@ 14	
Pulvis Ip'e et Opil	1 30@ 1 50	Spts, V'l R't 10 gl	@ ~		Whiting, Gliders'	@ 36	
Pyrethrum, bxs H		Spts, V'l R't 5 gl	@ ~		White, Paris Am'r	@ 1 25	
& P D Co. doz	@ 75	Strychnia, Cryst' 1	1 05@ 1 25		Whit'g Paris Eng	@ 1 41	
Pyrethrum, pv ..	20@ 25	Sulphur Subl	2½@ 4		cliff	@ 1 41	
Quassiae	8@ 10	Sulphur, Roll	2½@ 3½		Universal Prep'd 1	10@ 1 20	
Quina, S P & W	20@ 30	Tamarinds	8@ 10		Varnishes		
Quina, S Ger	20@ 30	Terebenth Venice	28@ 30		No. 1 Turp Coachl	10@ 1 20	
Quina, N Y	20@ 30	Theobromae	65@ 70		Extra Turp	1 60@ 1 70	

Full Protection To Our Customers

The Secretary of Agriculture has accepted our guarantee and has given us the number

599

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

Index to Markets
By Columns

Col	A	B	C	D	F	G	H	I	J	L	M	N	O	P	R	S	T	V	W	Y
Ammonia	1																			
Axle Grease	1																			
Baked Beans	1																			
Bath Brick	1																			
Bluing	1																			
Brooms	1																			
Brushes	1																			
Butter Color	1																			
Candles	1																			
Canned Goods	1																			
Carbon Oils	1																			
Catsup	1																			
Cereals	1																			
Cheese	1																			
Chewing Gum	1																			
Chocolate	1																			
Clothes Lines	1																			
Cocoa	1																			
Cocoanut	1																			
Cocoa Shells	1																			
Coffee	1																			
Confections	11																			
Crackers	1																			
Cream Tartar	1																			
Dried Fruits	4																			
Farinaceous Goods	5																			
Fish and Oysters	10																			
Fishing Tackle	5																			
Flavoring Extracts	5																			
Fresh Meats	5																			
Gelatine	5																			
Grain Bags	5																			
Grains and Flour	5																			
Herbs	6																			
Hides and Pelts	10																			
Jelly	6																			
Licorice	4																			
Matches	6																			
Meat Extracts	6																			
Mince Meat	6																			
Molasses	6																			
Mustard	6																			
Nuts	11																			
Olives	6																			
Pipes	6																			
Pickles	6																			
Playing Cards	6																			
Potash	6																			
Provisions	6																			
Rice	8																			
Salad Dressing	7																			
Saleratus	7																			
Salt Soda	7																			
Salt	7																			
Salt Fish	7																			
Seeds	7																			
Shoe Blacking	7																			
Snuff	8																			
Soap	8																			
Soda	8																			
Soups	8																			
Spices	8																			
Starch	8																			
Syrups	8																			
Tea	8																			
Tobacco	9																			
Twine	9																			
Vinegar	9																			
Wicking	9																			
Woodenware	9																			
Wrapping Paper	10																			
Yeast Cake	10																			

1	2
ARCTIC AMMONIA	Oysters
12 oz. ovals 2 doz. box...75	Cove, 1lb. @1 05
AXLE GREASE	Cove, 2lb. @1 85
Frazer's	Cove, 1lb. Oval. @1 20
1lb. wood boxes, 4 dz. 3 00	Plums
1lb. tin boxes, 3 doz. 2 35	Peas
3 1/2 lb. tin boxes, 2 dz. 4 25	Marrowfat
10lb. pails, per doz. 6 00	Early June 1 25 @ 1 60
15lb. pails, per doz. 7 20	Early June Sifted 35 @ 1 65
25lb. pails, per doz. 12 00	Pineapples
BAKED BEANS	Yellow 1 00 @ 1 15
1lb. can, per doz. 90	Grated @2 50
2lb. can, per doz. 1 40	Sliced @2 40
3lb. can, per doz. 1 80	Pumpkin
BATH BRICK	Fair 80
American 75	Good 90
English 85	Fancy 1 00
BLUING	Gallon 2 60
Arctic	Raspberries
6 oz. ovals 3 doz. box \$ 40	Standard
16 oz. round 2 doz. box 75	Russian Caviar
Sawyer's Pepper Box	4lb. cans 3 75
No. 3, 3 doz. wood	1lb. cans 7 00
boxes 4 00	Salmon
No. 5, 3 doz. wood	Col'a River, talls 1 80 @ 2 00
boxes 7 00	Col'a River flats 2 10 @ 2 20
BROOMS	Red Alaska 1 25 @ 1 35
No. 1 Carpet 2 75	Pink Alaska @1 00
No. 2 Carpet 2 35	Sardines
No. 3 Carpet 2 15	Domestic 1/4s 3 1/2 @ 3 3/4
No. 4 Carpet 1 75	Domestic, 1/4s 5
Parlor Gem 2 40	Domestic, Must'd 6 @ 9
Common Whisk 85	California, 1/4s 11 @ 14
Fancy Whisk 1 20	California, 1/4s 17 @ 24
Warehouse 3 00	French, 1/4s 7 @ 14
BRUSHES	French, 1/4s 18 @ 28
Scrub	Shrimps
Solid Back 8 in. 75	Standard 1 20 @ 1 40
Solid Back, 11 in. 95	Fair 85
Painted Ends 85	Good 1 00
Stove	Fancy 1 25 @ 1 40
No. 3 75	Standard 1 10
No. 2 1 10	Fancy 1 40 @ 2 00
No. 1 1 75	Fair @1 10
Shoe	Good @1 20
No. 8 1 00	Fancy @1 40
No. 7 1 30	Gallons @3 75
No. 6 1 70	CARBON OILS
No. 5 1 90	Barrels
BUTTER COLOR	Perfection @10 1/2
W. R. & Co.'s, 15c size. 1 25	Water White @10
W. R. & Co.'s, 25c size. 2 00	D. S. Gasoline @16 1/2
CANDLES	Gas Machine @24
Electric Light, 8s. 9 1/2	Deodor'd Nap'a. @15 1/2
Electric Light, 16s. 10	Cylinder 29 @ 34 1/2
Paraffine, 6s. 9	Engine 16 @ 22
Paraffine, 12s. 9 1/2	Black, winter 8 1/4 @ 10
Wicking 20	CEREALS
CANNED GOODS	Breakfast Foods
Apples	Bordeau Flakes, 36 1lb. 2 50
3lb. Standards 1 00	Cream of Wheat, 36 2lb. 4 50
Gallon 2 90	Egg-O-See, 36 pkgs. 2 85
Blackberries	Evcello Flakes, 36 lb. 4 50
2lb. 90 @ 1 75	Excello, large pkgs. 4 50
Standards gallons @5 50	Force, 36 2 lb. 4 50
Beans	Grape Nuts, 2 doz. 2 70
Baked 80 @ 1 30	Malta Ceres, 24 1lb. 2 40
Red Kidney 85 @ 95	Malta Vita, 36 1lb. 2 85
String 70 @ 1 15	Mapl-Flake, 36 1lb. 4 05
Wax 75 @ 1 25	Pillsbury's Vitos, 3 dz. 4 25
Blueberries	Ralston, 36 2lb. 4 50
Standard @1 45	Sunlight Flakes, 36 1lb. 2 85
Gallon @7 50	Sunlight Flakes, 20 lbs 4 00
Brook Trout	Vigor, 36 pkgs. 2 75
2lb. cans, spiced 1 90	Veget Cream Flakes 4 50
Clams	Zest, 20 2lb. 4 10
Little Neck, 1lb. 1 00 @ 1 25	Zest, 36 small pkgs. 2 75
Little Neck, 2lb. @1 50	Crescent Flakes
Clam Bouillon	One case 2 50
Burnham's 1/4 pt. 1 90	Five cases 2 40
Burnham's pts. 3 60	One case free with
Burnham's qts. 7 20	5 1/2 cases.
Cherries	One-half case free with
Red Standards 1 30 @ 1 50	2 1/4 cases.
White 1 50	Freight allowed
Corn	Rolled C. ts
Fair 60 @ 75	Rolled Avena bbl. 5 60
Good 85 @ 90	Steel Cut, 100 lb. sks. 2 80
Fancy 1 10	Monarch, bbl. 5 35
French Peas	Monarch, 90 lb. sacks 2 55
Sur Extra Fine 22	Quaker, 18-2 1 55
Extra Fine 19	Quaker, 20-5 4 20
Fine 15	Cracked Wheat
Moyen 11	Bulk 3 1/4
Gooseberries	24 2 lb. packages 2 50
Standard 90	CATSUP
Hominy	Columbia 25 pts. 4 50
Standard 85	Columbia, 25 1/2 pts. 5 00
Lobster	Snider's quarts 3 25
1/4 lb. 2 25	Snider's pints 2 25
1 lb. 4 25	Snider's 1/4 pints 1 30
Picnic Tails 2 75	CHEESE
Mackerel	Acme @12 1/2
Mustard, 1lb. 1 80	Chimay @14 1/2
Mustard, 2lb. 2 80	Elsie @13
Soused, 1 1/2 lb. 1 80	
Soused, 2lb. 2 80	
Soused, 1lb. 1 80	
Tomato, 2lb. 2 80	
Tomato, 1lb. 1 80	
Mushrooms	
Hotels 19 @ 20	
Buttons 24 @ 25	

2		
Oysters		
Cove, 1lb.		@1 05
Cove, 2lb.		@1 85
Cove, 1lb. Oval		@1 20
Plums		
Plums		85
Peas		
Marrowfat		
Early June	1 25	@1 60
Early June Sifted	35	@1 65
Peaches		
Pie	1 00	@1 15
Yellow	1 65	@2 25
Pineapple		
Grated		@2 50
Sliced		@2 40
Pumpkin		
Fair		80
Good		90
Fancy		1 00
Gallon		2 60
Raspberries		
Standard		@
Russian Caviar		
1/4 lb. cans		3 75
1/2 lb. cans		7 00
1lb. cans		12 00
Salmon		
Col'a River, talls	1 80	@2 00
Col'a River flats	2 10	@2 20
Red Alaska	1 25	@1 35
Pink Alaska		@1 00
Sardines		
Domestic 1/4s	3 1/2	@ 3 1/2
Domestic, 1/2s		@ 9
Domestic, Must'd 6		@ 9
California, 1/4s	11	@14
California, 1/2s	17	@24
French, 1/4s	7	@14
French, 1/2s	18	@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		@15 1/2
Cylinder	29	@34 1/2
Engine	16	@22 1/2
Black, winter	8 1/4	@10
CEREALS		
Breakfast Foods		
Bordeau Flakes, 36 1lb.	2 50	
Cream of Wheat, 36 2lb.	4 50	
Egg-O-Sec, 36 pkgs.	2 85	
Excello Flakes, 36 lb.	4 50	
Excello, large pkgs.	4 50	
Force, 36 2 lb.	4 50	
Grape Nuts, 2 doz.	2 70	
Malta Ceres, 24 1lb.	2 40	
Malta Vita, 36 1lb.	2 85	
Mapl-Flake, 36 1lb.	4 05	
Pillsbury's Vitos, 3 dz.	4 25	
Ralston, 36 2lb.	4 50	
Sunlight Flakes, 36 1lb.	2 85	
Sunlight Flakes, 20 lgs	4 00	
Vigor, 36 pkgs.	2 75	
Volgt Cream Flakes	4 50	
Zest, 20 2lb.	4 10	
Zest, 36 small pkgs.	2 75	
Crescent Flakes		
One case		2 50
Five cases		2 40
One case free with ten cases.		
One-half case free with 5 1/2 cases.		
One-fourth case free with 2 1/2 cases.		
Freight allowed		
Rolled C-ts		
Rolled Avena, bbl.		5 60
Steel Cut, 10 lb. sks.		2 80
Monarch, bbl.		5 85
Monarch, 90 lb. sacks		2 55
Quaker, 18-2		1 55
Quaker, 20-5		4 20
Cracked Wheat		
Bulk		3 1/4
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		@12 1/2
Climax		@14 1/2

6	7	8	9	10	11
Meal Bolted 3 00 Golden Granulated 3 15 St. Car Feed screened 26 00 No 1 Corn and Oats 26 00 Corn, cracked 24 50 Corn meal, coarse 24 50 Winter Wheat Bran 23 00 Winter Wheat Mid'g 24 00 Cow Feed 23 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 Beet 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 ton lots 20 00 HERBS Sage 15 Hops 15 Laurel Leaves 15 Senna Leaves 25 HORSE RADISH Per doz. 90 JELLY 5 lb. pails, per doz. 2 10 15 lb. pails, per pail 45 30 lb. pails, per pail 82 LICORICE Pure 80 Calabria 23 Sicily 14 Root 11 MATCHES C. D. Crittenden Co. Noiseless Tip .45 @ 75 MEAT EXTRACTS Armour's, 2 oz. 4 40 Armour's, 4 oz. 8 20 Liebig's Chicago, 2 oz. 2 75 Liebig's Chicago, 4 oz. 5 50 Liebig's Imported, 2 oz. 4 50 Liebig's Imported, 4 oz. 8 50 MOLASSES New Orleans Fancy Open Kettle 40 Choice 35 Fair 26 Good 22 Half barrels 2c extra. MINCE MEAT Per case 2 75 MUSTARD Horse Radish, 1 dz. 1 75 Horse Radish, 2 dz. 3 50 OLIVES Bulk, 1 gal. kegs 1 65 Bulk, 2 gal. kegs 1 60 Bulk, 5 gal. kegs 1 65 Mansanilla, 8 oz. 90 Queen, pints 2 50 Queen, 12 oz. 4 50 Queen, 24 oz. 7 00 Stuffed, 5 oz. 1 95 Stuffed, 8 oz. 1 40 Stuffed, 10 oz. 2 40 PIPES Clay, No. 216 per box 1 25 Clay, T. D. full count 60 Cob 90 PICKLES Medium Barrels, 1,200 count 6 00 Half bbls., 600 count 3 50 Small Barrels, 2,400 count 7 50 Half bbls., 1,200 count 4 25 PLAYING CARDS No. 90 Steamboat 85 No. 15, Rival, assorted 1 25 No. 20, Rival, enameled 1 50 No. 572, Special 1 75 No. 98 Golf, satin finish 2 00 No. 808 Bicycle 2 00 No. 632 Tourist whist 2 25 POTASH 48 cans in case 4 00 Babbitt's 3 00 Penna Salt Co. 3 00 PROVISIONS Barreled Pork Mess 18 00 Clear Back 17 75 Short Cut 17 50 Short Cut Clear 17 50 Bean 16 00 Brisket, Clear 19 25 Pig 20 00 Clear Family 16 00 Dry Salt Meats S P Bellies 13 Bellies 11 1/2 Extra Shorts 11 Smoked Meats Hams, 12 lb. average 13 1/2 Hams, 14 lb. average 13 1/2 Hams, 16 lb. average 13 1/2 Hams, 18 lb. average 13 1/2 Skinned Hams 15 Ham, dried beef sets 15 California Hams 9 1/2 Picnic Boiled Hams 15 1/2 Boiled Ham 21 Berlin Ham, pressed 8 1/2 Mince Ham 9 Lard Compound 8 1/2 Pure in tierces 10 1/2 80 lb. tubs, advance 7 1/2 60 lb. tubs, advance 7 1/2 50 lb. tubs, advance 7 1/2 20 lb. pails, advance 7 1/2 10 lb. pails, advance 7 1/2 5 lb. pails, advance 7 1/2 0 lb. pails, advance 7 1/2	Sausages Bologna 5 1/2 Liver 8 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 1/4 bbls., 80 lbs. 3 00 Casings Hogs, per lb. 28 Beef, rounds, set 16 Beef middles, set 45 Sheep, per bundle 70 Uncolored Butterline 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 45 Deviled ham, 1/2 45 Deviled ham, 1/4 45 Potted tongue, 1/2 45 Potted tongue, 1/4 45 RICE Fancy 7 @ 1/2 Japan 5 1/2 @ 6 1/2 Broken 3 @ 3 1/2 SALAD DRESSING Columbia, 1/2 pint 2 25 Columbia, 1 pint 4 00 Durkee's, large, 1 doz. 4 50 Durkee's, small, 2 doz. 5 25 Snider's, large, 1 doz. 2 35 Snider's, small, 2 doz. 1 35 SALERATUS Packed 60 lbs. in box 3 15 Arm and Hammer 3 15 Deland's 3 00 Durkee's Cow 3 15 Emblem 2 10 L. P. 3 00 Wyandotte, 100 lbs. 3 00 SAL SODA Granulated, bbls. 85 Granulated, 100lb. cs. 1 00 Lump, bbls. 80 Lump, 145lb. kegs 95 SALT Common Grades 2 10 60 5 lb. sacks 2 00 28 10 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 Halibut Strips 13 Chunks 13 1/2 Holland Herring White Hoop, bbls. 11 00 White Hoop, 1/2 bbls. 6 00 White Hoop, keg 65 @ 75 White Hoop mchs. 80 Norwegian Round, 100lbs. 3 75 Round, 40lbs. 1 75 Scaled 12 Trout No. 1, 100lbs. 7 50 No. 1, 40lbs. 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 4 50 100lb. 5 25 50lb. 2 40 10lb. 1 12 8lb. 92 50 SEEDS Anise 10 Canary, Smyrna 4 1/2 Caraway 9 Cardamom, Malabar 1 00 Celery 16 Hemp, Russian 4 1/2 Mixed Bird 4 Mustard, white 8 Poppy 9 Rape 5 1/2 SHOE BLACKING Handy Box, large, 3 dz. 2 50 Handy Box, small, 1 dz. 1 25 Bixby's Royal Polish 85 Miller's Crown Polish 85	SNUFF Scotch, in bladders 37 Maccaboy, in jars 35 French Rappie in jars 43 SOAP J. S. Kirk & Co. American Family 4 00 Dusky Diamond, 50 8 oz 2 80 Dusky D'nd, 100 6 oz 3 80 Jap Rose, 50 bars 3 75 Savon Imperial 3 50 White Russian 3 50 Dome, oval bars 3 50 Satinet, oval 2 15 Snowberry, 100 cakes 4 00 Proctor & Gamble Co. Lenox 3 25 Ivory, 6 oz. 4 00 Ivory, 10 oz. 6 75 Star 3 25 LAUTZ BROS. & CO. Acme, 70 bars 3 60 Acme, 30 bars 4 00 Acme, 25 bars 4 00 Acme, 100 cakes 3 25 Big Master, 100 bars 4 10 Marselles, 100 cakes 6 00 Marselles, 100 cakes 6c 4 00 Marselles, 100 ck toilet 4 00 A. B. Wisley 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 Soapine 4 10 Babbitt's 1776 3 75 Roseine 3 50 Armour's 3 70 Wisdom 3 80 Soap Compounds Johnson's Fine 5 10 Johnson's XXX 4 25 Rube O'clock 3 35 Nin-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, 105-110 35 Nutmegs, 115-120 30 Pepper, Singapore, blk. 15 Pepper, Singapore, white. 25 Pepper, shot 17 Pure Ground in Bulk Allspice 16 Cassia, Batavia 28 Cassia, Saigon 55 Cloves, Zanzibar 24 Ginger, African 15 Ginger, Cochinch 15 Ginger, Jamaica 25 Mace 65 Mustard 18 Pepper, Singapore, blk. 28 Pepper, Singapore, white. 28 Pepper, Cayenne 20 Sage 20 STARCH Common Gloss 1lb. packages 4 @ 5 3lb. packages 4 @ 1/2 6lb. packages 4 @ 1/2 40 and 50lb. boxes 3 1/2 @ 3 1/2 Barrels @ 3 1/2 Common Corn 20lb. packages 5 40lb. packages 4 @ 7 SYRUPS Corn Barrels 27 Half Barrels 29 10lb. cans 1/2 dz. in cs 1 90 10lb. cans 1/2 dz. in cs 1 85 5lb. cans 1/2 dz. in cs 1 85 2 1/2lb. cans 1/2 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, fancy 33 Nibs 22 @ 24 Siftings 9 @ 11 Fannings 18 @ 14	Gunpowder Moyune, medium 30 Moyune, choice 32 Moyune, fancy 40 Pingsuey, medium 30 Pingsuey, choice 30 Pingsuey, fancy 40 Young Hyson Choice 30 Fancy 36 Oolong Formosa, fancy 42 Amoy, medium 25 Amoy, choice 32 English Breakfast Medium 20 Choice 30 Fancy 40 India Ceylon, choice 32 Fancy 42 TOBACCO Fine Cut Cadillac 54 Sweet Loma 34 Hiawatha, 5lb. pails 55 Telegram 30 Pay Car 33 Prairie Rose 49 Protection 40 Sweet Burley 44 Tiger 40 Plug Red Cross 31 Palo 35 Hiawatha 41 Kyro 35 Battle Ax 37 American Eagle 33 Standard Navy 37 Spear Head, 7 oz. 47 Spear Head, 14 1/2 oz. 44 Nobby Twist 55 Jolly Tar 39 Old Honesty 43 Tody 34 J. T. 38 Piper Heidsick 66 Boot Jack 80 Honey Dip Twist 40 Black Standard 40 Cadillac 40 Forge 34 Nickel Twist 52 Mill 32 Great Navy 36 Smoking Sweet Core 34 Flat Car 32 Warpath 26 Bamboo, 16 oz. 25 I X L 5lb. 27 I X L 16 oz. pails 31 Honey Dew 40 Gold Block 40 Flagman 40 Chips 33 Kiln Dried 21 Duke's Mixture 40 Duke's Cameo 43 Myrtle Navy 44 Yum Yum, 1 1/2 oz. 39 Yum Yum, 1lb. pails 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 36 Country Club 32 Forex-XXXX 32 Good Indian 25 Self Binder, 16oz. 8oz. 20-22 Silver Foam 24 Sweet Marie 32 Royal Smoke 42 TWINE Cotton, 3 ply 22 Cotton, 4 ply 22 Jute, 2 ply 14 Hemp, 6 ply 13 Flax, medium 18 Wool, 1lb balls 20 VINEGAR Malt White, Wine, 40 gr 9 Malt White, Wine 80 gr 1 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, wide 1 10 Bushels, wide P d 1 60 Market 30 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 65 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 Unwashed, med. @ 26 Unwashed, fine @ 21	Clothes Pins Round head, 5 gross bx 50 Round head, cartons 70 Egg Crates and Fillers. Humpty Dumpty, 12 doz. 20 No. 1 complete 32 No. 2 complete 25 Case No. 2 fillers 15 sets 1 30 Case, mediums, 12 sets 1 15 Faucets Cork, lined, 8 in. 70 Cork lined, 9 in. 80 Cork lined, 10 in. 90 Mop Sticks Trojan spring 90 Eclipse patent spring 85 No. 1 common 80 No. 2 pat. brush holder 85 12lb. cotton mop heads 1 40 Ideal No. 7 90 Pails 2-hoop Standard 1 60 3-hoop Standard 1 75 2-wire, Cable 1 70 3-wire, Cable 1 90 Cedar, air 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 25 Single Acme 2 25 Double Peerless 3 90 Single Peerless 3 90 Northern Queen 3 25 Double Duplex 3 00 Good Luck 2 75 Universal 3 40 Window Cleaners 12 in. 1 65 14 in. 1 85 16 in. 2 30 Wood Bowls 11 in. Butter 75 13 in. Butter 1 25 15 in. Butter 1 25 17 in. Butter 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 2 1/2 No. 1 Manila 4 Cream Manila 3 Butcher's Manila 2 1/2 Wax Butter, short c't 13 Wax Butter, full count 20 Wax Butter, rolls 15 YEAST CAKE Magic, 3 doz. 1 15 Sunlight, 3 doz. 1 00 Sunlight, 1 1/2 doz. 50 Yeast Foam, 3 doz. 1 15 Yeast Cream, 3 doz. 1 50 Yeast Foam, 1 1/2 doz. 53 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 Pike 9 Perch, dressed 9 1/2 Smoked, White 12 1/2 Red Snapper 16 Chinook Salmon 17 Mackerel 17 HIDES AND PELTS Hides Green No. 1 8 1/2 Green No. 2 7 1/2 Cured No. 1 10 Cured No. 2 9 Calfskin, green, No. 1 12 Calfskin, 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 Shearlings 25 @ 50 Tallow No. 1 @ 5 No. 2 @ 4 Wool Unwashed, med. @ 26 Unwashed, fine @ 21	CONFECTIONS Stick Candy Pails Standard 7 1/2 Standard H. H. 7 1/2 Standard Twist 7 1/2 Cases Jumbo, 32 lb. 7 1/2 Extra H. H. 10 Boston Cream 10 Big stick, 30 lb. case 13 Mixed Candy Competition 6 1/2 Special 7 Conservé 7 1/2 Royal 8 Ribbon 8 1/2 Broken 7 1/2 Cut Leaf 8 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 12 Fudge Squares 13 Peanut Squares 10 Sugared Peanuts 11 Salted Peanuts 13 Starlight Kisses 13 San Blas Goodies 11 Lozenges, plain 12 Lozenges, printed 9 1/2 Champion Chocolate 10 Eclipse Chocolates 12 Eureka Chocolates 14 Quintette Chocolates 13 Champion Gum Drops 8 1/2 Moss Drops 9 Lemon Sours 10 Imperial 11 Ital. Cream Opera 12 Ital. Cream Bon Bons 12 Golden Waffles 12 Old Fashioned Molasses Kisses, 10lb. box 1 20 Orange Jellies 50 Fancy-in 5lb. Boxes Lemon Sours 55 Old Fashioned Horehound Drops 10 Peppermint Drops 10 Chocolate Drops 60 H. M. Choc. Drops 90 H. M. Choc. Lt. and Dark No. 12 1 00 Bitter Sweets, ass'd 1 16 Brilliant Gums, Crys. 60 A. A. Licorice Drops 90 Lozenges, plain 55 Lozenges, printed 55 Imperial 60 Mottos 60 Cream Bar 55 G. M. Peanut Bar 60 Hand Made Cr'ms. 80 @ 90 Cream Buttons 65 Siring Rock 60 Wintergreen Berries 60 Old Time Assorted 2 75 Buster Brown Goodies 3 50 Up-to-date Assmt. 3 75 Ten Strike No. 1 6 50 Ten Strike No. 2 6 00 Ten Strike, Summer assortment 7 75 Scientific Ass't 18 00 Pop Corn Dandy Smack, 24s 65 Dandy Smack, 100s 2 75 Pop Corn Fritters, 100s 50 Pop Corn Toast, 100s 50 Cracker Jack 3 25 Checkers, 5c pkg. case 3 50 Pop Corn Balls, 200s 1 20 Cicero Corn Cakes 5 per box 60 Azulikit 100s 3 00 Oh My 100s 3 50 Cough Drops Putnam Menthol 1 00 Smith Bros. 1 25 NUTS-Whole Almonds, Tarragona 17 Almonds, Avica 17 Almonds, California sft. shell 15 @ 17 Brazil 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, New York State, per bu. 5 Shelled Spanish Peanuts 9 @ 10 Pecan Halves 7 1/2 Walnut Halves 3 1/2 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 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
2 lb. cans 13 00
5 lb. cans 21 50

BLUING



C. P. Bluing

Doz.
Small size, 1 doz. box..40
Large size, 1 doz. box..75

CIGARS



G J Johnson Cigar Co.'s bd.
Less than 50033
500 or more32
1,000 or more31
Worden Grocer Co. brand
Ben Hur
Perfection35
Perfection Extras35
Londres35
Londres Grand35
Standard35
Puritinos35
Panatellas, Finas35
Panatellas, Book35
Jockey Club35

COCOANUT

Baker's Brazil Shredded



70 1/2 lb. pkg. per case 2 60
35 1/2 lb. pkg. per case 2 60
38 1/2 lb. pkg. per case 2 60
16 1/2 lb. pkg. per case 2 60

FRESH MEATS

Beef

Carcass6 1/2 @ 9
Hindquarters7 1/2 @ 10
Loins8 @ 14
Rounds7 @ 8
Chucks5 @ 6 1/2
Plates5 @ 5
Livers5 @ 5

Pork

Loins@ 11
Dressed@ 8 1/2
Boston Butts@ 10 1/2
Shoulders@ 9 1/2
Leaf Lard@ 9 1/2
Trimnings@ 8

Mutton

Carcass@ 9 1/2
Lambs@ 14 1/2
Spring Lambs

Veal

Carcass6 @ 8 1/2

CLOTHES LINES

Sisal

60ft. 3 thread, extra..1 00
72ft. 3 thread, extra..1 40
90ft. 3 thread, extra..1 70
60ft. 6 thread, extra..1 29
72ft. 6 thread, extra..1 50

Jute

60ft.75
72ft.90
90ft.1 05
120ft.1 50

Cotton Victor

50ft.1 10
60ft.1 35
70ft.1 60

Cotton Windsor

50ft.1 30
60ft.1 44
70ft.1 80
80ft.2 00

Cotton Braided

40ft.95
50ft.1 35
60ft.1 65

Galvanized Wire

No. 20, each 100ft. long 1 90
No. 19, each 100ft. long 2 10

COFFEE

Roasted

Dwinell-Wright Co.'s B'ds.



White House, 1 lb.
White House, 2 lb.
Excelsior, M & J, 1 lb.
Excelsior, M & J, 2 lb.
Tip Top, M & J, 1 lb.
Royal Java
Royal Java and Mocha
Java and Mocha Blend
Boston Combination
Distributed by Judson
Grocer Co., Grand Rapids;
Lee, Cady & Smart, De-
troit; Symons Bros. & Co.,
Saginaw; Brown, Davis &
Warner, Jackson; Gods-
mark, Durand & Co., Bat-
tle Creek; Fielbach Co.,
Toledo.

Peerless Evap'd Cream 4 00

FISHING TACKLE

1/4 to 1 in.6
1 1/4 to 2 in.7
1 1/2 to 2 in.9
1 3/4 to 2 in.11
2 in.15
3 in.20

Cotton Lines

No. 1, 10 feet5
No. 2, 15 feet7
No. 3, 15 feet9
No. 4, 15 feet10
No. 5, 15 feet11
No. 6, 15 feet12
No. 7, 15 feet15
No. 8, 15 feet18
No. 9, 15 feet20

Linen Lines

Small20
Medium25
Large24

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 15
Cox's 2 qt. size1 61
Knox's Sparkling, doz. 1 25
Knox's Sparkling, gro. 14 00
Knox's Acidu'd. doz. 1 20
Knox's Acidu'd. gro. 14 00
Nelson's1 50
Oxford75
Plymouth Rock1 25

SAFES



Full line of fire and burg-
lar proof safes kept in
stock by the Tradesman
Company. Twenty differ-
ent sizes on hand at all
times—twice as many safes
as are carried by any other
house in the State. If you
are unable to visit Grand
Rapids and inspect the
line personally, write for
quotations.

SOAP

Beaver Soap Co.'s Brands



100 cakes, large size..6 50
50 cakes, large size..3 25
100 cakes, small size..3 85
50 cakes, small size..1 95

Tradesman's Co.'s Brand



Black Hawk, one box 2 50
Black Hawk, five bxs 2 40
Black Hawk, ten bxs 2 25

TABLE SAUCES

Halford, large3 75
Halford, small2 25

Use

Tradesman

Coupon

Books

Made by

Tradesman Company

Grand Rapids, Mich

If you want to sell
your business.

If you want to buy
a business.

If you want a
partner.

If you want a sit-
uation.

If you want a good
clerk.

If you want a
tenant for your
empty store-
room.

If you would trade
your stock for
real estate.

If you want at any
time to reach
merchants,
clerks, traveling
salesmen, brok-
ers, traders—
business men
generally

Try a
Michigan Tradesman
Business
Want
Ad

On Opposite Page

BUSINESS-WANTS DEPARTMENT

Advertisements inserted under this head for two cents a word the first insertion and one cent a word for each subsequent continuous insertion. No charge less than 25 cents. Cash must accompany all orders

BUSINESS CHANCES.

For Sale—Best general store in Genesee Co. Rent \$18 month. Terms easy. Address No. 984, care Michigan Tradesman. 984

For Sale—Horseshoeing, blacksmithing and wagon shop, doing a thriving business in a hustling little town. Will also sell building and lots if desired. Address B. B. Baldwin, Alto, Mich. 983

For Rent—Brick store, centrally located in city of 3,000; best opening for clothing and furnishing this city has had for forty years. Reasonable rent. Write F. G. Holtz, Columbus, Ohio. 985

For Sale—28 acres, good house and barn, grapes, variety of other fruits. Located near electric road, south of Benton Harbor, Mich. Small payment down. A. M. Johnson, 712 Reaper Block, Chicago, Ill. 982

For Sale—Good millinery stock, fixtures. Best location in town. Good reasons for selling. Will inventory to suit buyer. The Misses Little, Laingsburg, Mich. Lock Box 19. 981

For Sale—Groceries, crockery and notion stock in Southwestern Michigan. \$300 stock for cash. Wish to retire from business. Address No. 980, care Michigan Tradesman. 980

Commercial Auctioneer. I get the best prices for goods if you wish to close out. References given. J. F. Mauterstock, Owosso, Mich. 979

For Sale Cheap—A country store doing a cash business. Owner must sell on account of sickness. The purchaser could secure the railroad and express agency and other agencies at this point which will pay several hundred dollars per year. This is a rare opportunity for the right man to secure a good income paying business. Buildings, stock and fixtures can be bought for about \$3,800. Pratt, Loomis & Pratt, Benton Harbor, Mich. 978

For Sale—Paying corner general store, business center of good town with bright prospects. Genuine bargain at \$2,000. West Michigan Realty Co., Hespera, Mich. Also country store at resort, \$1,000 and farms, wild lands, etc. 976

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

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 \$50 on dollar. Invoice about \$10,000. 1/2 cash and arrange balance. Equipped ice cream plant, full prices. Address H. C. Fueller, Box 1271, Grafton, W. Va. 972

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

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 Wolftrain, Cadillac, Mich. 963

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

For Sale—Wholesale and retail fancy grocery and table supply house. In 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, Waynetown, 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—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

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

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—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 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—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—Small country store, doing strictly cash business. A moneymaker. 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 invoices about \$2,700. Annual sales \$5,000. In town of over 2,000. Store centrally located. An old stand. Expenses light. Reason for selling, other business requires attention. Address No. 591, care Tradesman. 591

Butcher's Boston Polish is the best finish made for floors and interior woodwork. Not brittle; will not scratch or deface like shellac or varnish. Send for free booklet. For sale by dealers in paints, hardware and house furnishings. The Butcher Polish Co., 356 Atlantic Ave., Boston, Mass. 505

For Sale—\$10,000 to \$12,000 stock dry goods, notions, carpets, etc., largely staple. Long-established in Southern Michigan city. Part pay, productive clear real estate. Easy terms. Address No. 528, care Michigan Tradesman. 528

For Sale—Stock of groceries, boots, shoes, rubber goods, notions and garden seeds. Located in the best fruit belt in Michigan. Invoicing \$3,600. 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—By a young lady, a position as stenographer or stenographer and cashier. Can furnish references. Lock Box 5, Chippewa Lake, Mich. 977

HELP WANTED.

Agents Wanted—To sell Pileed, 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

Salesman—Hustler, to sell latest improved gasoline lighting systems. Address Allen Sparks Gas Light Company, Lansing, Mich. 933

Wanted—A registered druggist or registered pharmacist, at once. Address No. 820, care Michigan Tradesman. 820

Want Ads. continued on next page

ATLAS MASON JARS

Made from superior quality of glass, by a special process which insures uniform thickness and strength.

BOOK OF PRESERVING RECIPES—FREE

to every woman who sends us the name of her grocer, stating if he sells Atlas Jars.

HAZEL-ATLAS GLASS CO., Wheeling, W. Va.



The "Ideal" Girl in Uniform Overalls

All the Improvements

Write for Samples

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

AN EFFECTUAL SATIRE.

Wayne county has as its Prosecuting Attorney a Michigan born Yankee over six feet tall, rather slender and angular, named George F. Robison, who, while he is not given to volubility in regard to his official doings, is so well known by the newspaper men of Detroit that it not infrequently happens that they quote(?) him without even seeing or talking with him. As a rule these wireless messages are approximately correct—good examples of successful efforts at telepathy. A graduate of the law department of the University of Michigan and a member of the Wayne County Bar Association for twenty odd years, "Rob" was for several years the court reporter for the Free Press, so that he has a fellow feeling for the reportorial fraternity.

It may be that, as the Detroit reporters put it, Mr. Robison said that Representative Ward would have to appear in court in Detroit in the Edith Presley case if he lived and was able to travel, but it is doubtful. "Rob" rarely expresses himself in such terms openly and bluntly until he is satisfied that conditions warrant emphasis of that character. But it is a safe wager that all through the pointedly remarkable lull in the excitement over the death of the legislative stenographer Prosecuting Attorney Robison has not lost a single trick as to Mr. Ward's condition and the alleged efforts of his friends to procure delay in bringing the case to trial.

For many years, because of his unassuming demeanor, his thoroughness in preparing and his clearness and homely force and honesty in presenting a case, together with a general suggestion, in his figure, his rectitude and his dry humor, to the late Abraham Lincoln, Mr. Robison has long been known among members of the bar and his friends as "Honest Old Abe." When he was court reporter there was a distinguished editor on the Free Press known for his ornate English in conversation and the almost fiendish pleasure he derived from annihilating his associates by suddenly and frequently bestowing upon them one of his magnificently framed speeches. Several times during a glorious springtide this editor had entered the editorial room on particularly bright sunny days, and taking a pose in the center of the room addressed them: "Good morning, gentlemen. You can not imagine the effect of this day upon my nature. As I left my cosy little home and strolled through the Grand Circus; as I sniffed the clear bracing air, heard the rustling rhapsody of the foliage, inhaled the bounteous bouquet of the millions of blossoms, my soul singing to the trilling of the birds, I stopped in my tracks and threw my hat high into the air out of the pure exuberance of my strong young manhood."

It was a good speech, heard once, but after it had been repeated several times to the same audience it lost its flavor and was unfavorably commented upon by the reporters. Through all the criticism, however, "Rob" had remained noticeably si-

lent and indifferent—a fact which caused many surmises.

Finally, one cold, wet and dismal day late in May, "Rob" entered the editorial room, immediately following the oratorical gentleman, and before he had left the room, imitating the vocal rotundity and volume of his associate's voice and the rhetorical figures so well learned and known by all present, he repeated the speech verbatim, adding at the close: "But it was raining so hard that my hat fell to the ground and my strong young manhood cussed a few choice phrases."

A large roar followed the satire and no one joined more heartily in the appreciation of the joke than did the gentleman whose idiosyncrasy had been burlesqued. From that day to the present the Detroit lawyer has had no greater admirer than is the gentleman who received a lesson from "Honest Old Abe," which he has never forgotten.

ORIGIN OF THE MOON.

Everybody is interested in the moon. It is supposed to have a great deal to do with love and the weather, two of the most capricious entities in the whole of human experience, and so important are its illuminating functions that without them every night in our year would be black and terrible, since in such a constant recurrence of darkness there would be a vast increase of crime and all sorts of evil.

But important as is our moon, we give little attention to it, because we know that we have it, and all our energies are given towards getting something which we have not already. Nevertheless, the astronomers are telling some interesting tales about it.

Much of the science of astronomy, so-called, is mere conjecture and speculation, but some of the theories are so plausible that we can not but give them a good deal of credit. The astronomers tell us that our solar system was once composed of a vast central mass where the sun now is, but, while whirling around with inconceivable velocity, before it had become stable and consolidated, numerous fragments broke off and were projected into space to whirl around the central body. Thus the various planets which revolve around the sun were formed, and they in time gave off fragments which have become their moons or satellites.

Thus it was that we got our moon, and Prof. William H. Pickering, of Harvard University, a noted astronomer, tells an interesting story about the way it was formed. While the interior of our earth was in a fluid form, but with a solid crust over it, the tides under this crust one day operated so violently as to burst loose a big fragment, which, as soon as it was set free, was whirled away into space and became our moon.

This chunk of our earth's pie crust made a moon 2,000 miles in diameter, while it left its mother earth 8,000 miles of diameter, and it is revolving around us at a distance of 240,000 miles, while we revolve around the sun at a distance of some 90,000,000 miles.

As may be expected, the big hole made in our earth by the outbreak of the moon was filled with water and it became the Pacific Ocean. Of course, if there were any people and living creatures on the earth at the time of the outbreak, some were carried away and are doubtless still on the moon. We see only the volcanic side, the side which shows how it was torn out, but the other side, which we never see, is doubtless much like our earth and is fit for human habitation. Our globe is like a moon to the inhabitants of our satellite, but it is vastly bigger, and we may well believe that they climb to the edge of the volcanic side of their world so that they may see ours as a great luminary.

Doubtless, after all, there is not only a man but a woman in the moon.

THE COLLEGE GRADUATES.

The month of June will see thousands of young men and young women graduated from American colleges and they will start out in life either to study further for some particular profession or to enter at once upon some income earning employment. That they will know more a decade hence than they do now is no reason why they do not know a great deal more now than they did four years ago, when they entered college. It is sort of a custom for paragraphers to poke fun at the newly fledged alumni. It is said of them all that they know more now than they ever will again, or at least they think they do, and as a man thinketh so is he. They are laughed at because in their commencement orations and essays they definitely settle and determine questions which have vexed men great in practical affairs and statesmanship for years and years.

Instead of being thought of lightly these young people are to be very heartily congratulated, first upon having had the opportunity for a college course and, second, upon having had the good sense to improve and appreciate it. There really ought to be no need for any very extended argument to prove that a college education is well worth having and that those fortunate enough to secure it have a very considerable start and a large advantage over those who must do their life work without it. Of course there are a great many men of common school education who have achieved great success, but that was not because of their limited educational facilities, but in spite of them. There is no telling how much more they might have done had they gone through college. There are in the world to-day very few successful men who stopped at the common schools or academies who will not say they are sorry and who will not insist that their children have the very best educational facilities obtainable. If it were possible to start out two boys of equal capacity, brains and ability, one without a college education and the other with it, the latter would certainly lead the former in any line of honorable, intelligent activity. The young people who are graduating not only are to be congratulated but they deserve

the very heartiest good wishes, not alone of their relatives and friends but of the communities where they live, which ought to be made better because of the advantages they have enjoyed.

JUSTICE TO CHINA.

The announcement that the next session of Congress will be asked to authorize the remission of more than half the indemnity assessed against China by an international commission is certain to attract a great deal of attention and not a little disfavor abroad. It will be remembered that at the close of the Boxer rebellion the representatives of the Powers insisted upon the payment by China of a large indemnity to be divided among the Powers whose interests were injured by the rebellion and that were put to heavy expense in sending troops to the Far East and conducting a campaign against the Chinese forces. The amount fixed upon as due to the United States was \$24,000,000. Other Powers demanded and were promised very much larger sums. The total indemnity is distributed over a number of years, and certain percentages of the customs, receipts and other revenues are set aside to provide the money.

It appears that after careful investigation it was found that the indemnity to missionaries and other Americans who suffered during the Boxer rebellion aggregated about \$2,000,000, and has all been paid, while the total expense of the expeditionary forces sent to China amounted to about \$9,000,000. Having ascertained that the American losses were less than half the amount China has promised to repay us, the President has very properly decided to ask Congress to remit something more than \$12,000,000 of the indemnity.

There can be no doubt about the justice of this treatment of China, but such a course is likely to give offense to the other claimants, who have assessed not merely actual but punitive damages besides. The temptation to pluck China, as a result of the opportunity provided by the Boxer rebellion, was too strong, besides the argument was used that the more China was compelled to pay the less liable she would be to foment further trouble. While there is something in the last argument, it does not look right to plunder a helpless country, and the Administration has adopted the right course in determining to ask Congress to remit a large proportion of the indemnity, and it is to be hoped that Congress will handle the matter in an equally generous spirit.

BUSINESS CHANCES.

For Sale—One of the best paying drug stores in Saginaw city. Invoices \$7,000. Easy terms. For particulars write No. 986, care Michigan Tradesman. 986

To Exchange—Farm of 60 acres, one mile from Saranac, for a stock of drugs in or near Grand Rapids. Address Box 333, Saranac, Mich. 987

Wanted—Salesman in dry goods and shoes. Young man preferred. Must be steady and willing to work. Salary \$45 per month. T. D. Hobbs, Kalkaska, Mich. 988

"The Standard" Our splendid roll top office desk for merchants is yours for the asking. Address Standard, 211 South Hoyne Ave., Chicago Ill. 989

Headquarters for

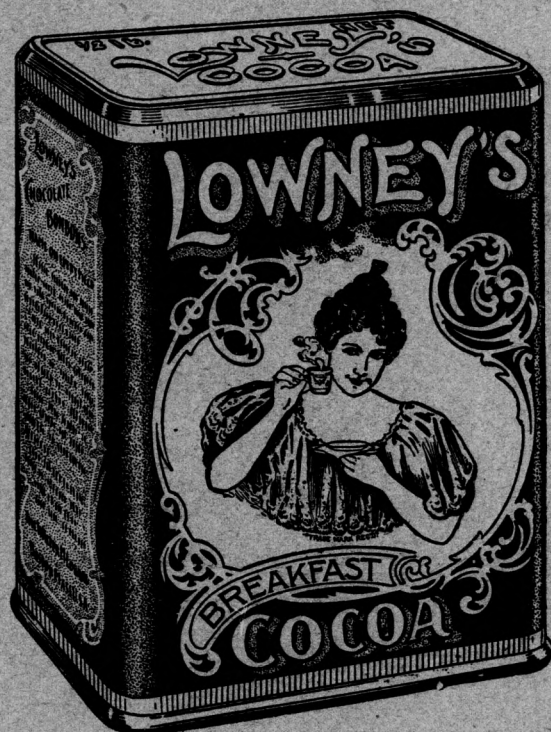
Tablets

First carload of the season
just recieved.

Splendid line to select from
and bottom prices.

Judson Grocer Co.

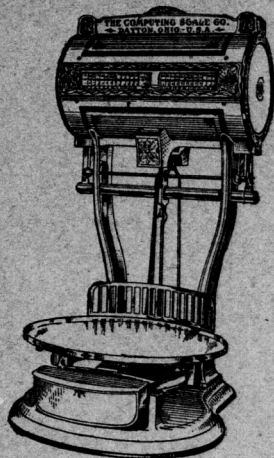
Grand Rapids, Michigan



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 STILL CONTINUE TO QUOTE THESE BIG BARGAIN PRICES

for a few more days, but will be obliged to withdraw them on July 1st. Our store is crowded with just such bargains as these.

SEND US YOUR ORDERS AT ONCE - - - - IT MEANS MONEY IN YOUR POCKET

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

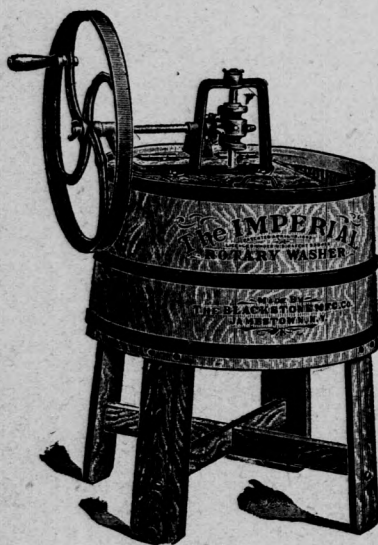
is unusually attractive both in styles and prices

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

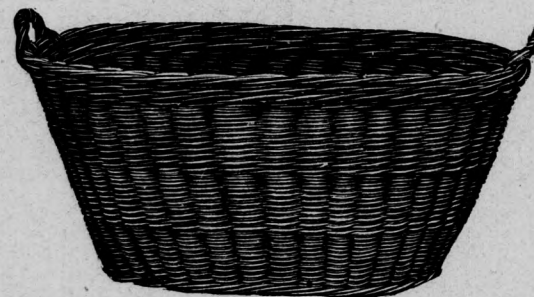
**Best and Easiest
Running Machine
On the Market**

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

31 inches

\$7.90

Per Dozen

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