



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

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

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

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

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

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

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

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

Won Its Favor Through Its Flavor

Toasted Corn Flake Co. - - Battle Creek, Michigan

Every Cake



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

The Fleischmann Co.,

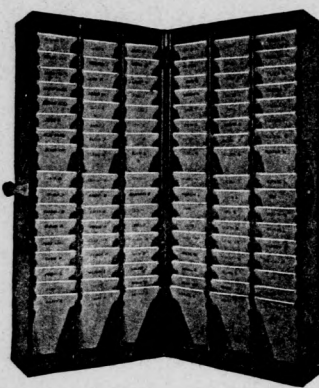
of Michigan

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

DO IT NOW

Investigate the

Kirkwood Short Credit System of Accounts



It earns you 5 per cent. on your investment. We will prove it previous to purchase. It prevents forgotten charges. It makes disputed accounts impossible. It assists in making collections. It saves labor in book-keeping. It systematizes credits. It establishes confidence between you and your customer. One writing does it all. For full particulars write or call on

A. H. Morrill & Co.

105 Ottawa St., Grand Rapids, Mich.

Bell Phone 87 Citizens Phone 5087

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

Pure Cider Vinegar

There will be a great demand for

PURE CIDER VINEGAR

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

Sold Through the Wholesale Grocery Trade

The Williams Bros. Co., Manufacturers

Picklers and Preservers

Detroit, Michigan

Makes Clothes Whiter-Work Easier-Kitchen Cleaner.

SNOW BOY WASHING POWDER.

GOOD GOODS — GOOD PROFITS.

MICHIGAN TRADESMAN

Twenty-Fourth Year

GRAND RAPIDS, WEDNESDAY, JULY 3, 1907

Number 1241

The Kent County Savings Bank

OF GRAND RAPIDS, MICH

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

3½ Per Cent.

Paid on Certificates of Deposit

Banking By Mail

Resources Exceed 3 Million Dollars

Commercial Credit Co., Ltd.

Credit Advices and Collections

MICHIGAN OFFICES
Murray Building, Grand Rapids
Majestic Building, Detroit

ELLIOT O. GROSVENOR

Late State Food Commissioner

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

2321 Majestic Building, Detroit, Mich.

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

THIRD RAIL SYSTEM

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

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

GRAND RAPIDS FIRE INSURANCE AGENCY

THE MCBAIN AGENCY

Grand Rapids, Mich. The Leading Agency

Fire and Burglar Proof

SAFES

Tradesman Company
Grand Rapids

GOVERNMENTAL LEADERSHIP.

Governor Hughes defended himself in a recent address against the charge of executive usurpation. The passage of some important bills may be fairly ascribed to his active support, but his appeal was addressed primarily to the public, and his defense is that his endeavor has been simply to give the State of New York "government by public opinion after discussion." The distinction suggested in that phrase is real and important. Democracy has been defined as government by public opinion, but government by the crude judgments of a hasty and uninformed public would be likely to prove disastrous. It is the duty of a Governor to recommend to the Legislature of his State the enactment of such laws as he thinks necessary to the security or advancement of the general welfare; but he has no actual legislative function beyond the exercise of the veto power lodged in his office. Governor Hughes maintains that the Chief Executive of a State has the same right that other men have to make known their convictions, and thus to influence public opinion.

Precisely the same claim may be made for the President of the United States, and no President has assumed the right of discussion more persistently than has Mr. Roosevelt. If he relied entirely upon argument, if he sought only to bring Congress under the influence of an enlightened public opinion, his attitude in relation to the lawmaking branch of the Government would differ in no respect from that of Governor Hughes. But it is suspected that Mr. Roosevelt's appointing power is sometimes a more decisive consideration with halting and uncertain statesmen in the two houses of Congress than any argument employed by him as to the legality and expediency of the course upon which he insists. It has come to be very generally acknowledged, indeed, that Mr. Roosevelt is a very shrewd politician. He plays the game and does things without permitting himself to be too much hampered by a rigorous observance of the proprieties of his position. He appears to proceed upon the assumption that the President of the United States is the constitutional chief of the Federal Government as a whole. That theory is, of course, untenable upon legal grounds. It is inconsonant with distinct provisions of the Constitution of the United States, and with the general tenor and spirit of that instrument. But the President of the United States is the head of his party, and in that capacity undertakes to prescribe its course in any given case. Dispensing the patronage of the Government with a view to strengthen his hold upon his party, bringing the

influence of that party to bear upon its ostensible representatives in the legislative branch of the Government, his authority is reinforced by extra constitutional elements of power. The consequence is at least a menace to the balance of power in the Federal system. Mr. Roosevelt not only contends that the power of the Federal Government must be increased by legislation by executive acts, and by judicial construction of the organic law of the land, but, by combining his influence as the head of his party with his influence as the dispenser of Federal patronage, he has gone far towards converting the Federal Government into what Senator Rayner calls an "Executive Government."

Mr. Roosevelt is, undoubtedly, a politician, but it would be a mistake to suppose that he carries his points merely by the ordinary arts of machine politics. He has been careful to nurse his popularity by proclaiming, at every opportunity, his devotion to the rights and interests of the people as opposed to the aggressions of unscrupulous union labor leaders and concentrated capital. At the same time he has displayed caution enough when he was not sure of a majority behind him. It is believed that he favors a revision of the tariff, but has refrained from advising that step because he feared it might divide his party. Meanwhile he casts an anchor to the windward now and then, gently reminding the big corporations and the so-called captains of industry that, although he may appear to deal with them somewhat roughly, they would fare still worse should they fall into the hands of the Democracy. He assures them, also, that it is not his purpose or his desire to restore the old regime of private enterprise and open trading in the home market, because he is convinced that those big concerns commonly known as trusts have become necessary to the safe and efficient transaction of business, although Mr. Bryan would gladly put the last monopolist in the land behind prison bars. It is true that he does contend that the corporations doing interstate business, as well as the railroads, should be subjected to Governmental supervision and regulation; but that is such an immense undertaking that the great capitalists have not much fear that it can be accomplished in their time.

Last year the amount of money expended for fireworks in Greater New York was estimated at \$10,000,000. It is said that indications point to an increased amount this season. The record of disasters on the morning of the fifth will probably show a proportionate increase.

In the temple of a great and good life almost all the bricks are small.

A DAY OFF.

Those good old fashioned days were genuine. You will recall how the word was passed around that on such a day the picnic would be held at such a place. And the housewives began to plan about broiled chicken, boiled ham, boiled eggs; the store room supply of jellies and preserves was inventoried; raised biscuits, fresh bread, new butter, cookies, doughnuts, frosted cake, an interminable variety of pastries, pickles, cheese and other delicious zests were arranged for, not forgetting the ice cream, fruits and coffee. And then those picnic baskets! What capacious good natured receptacles they were with a suggestion in each corner that somewhere within was an ample extra portion for the unexpected guest, the poor lonesome bachelor who had no resource for such an occasion. Then came the day and the wagon ride to the forest lake or the boat ride to the woodsy river banks, and the long tables with snow white sheets for covers; the steaming pots of coffee, the romping of the girls and boys and the more sedate games of the elders. Over here they were pitching quoits; beyond were the "resslin" matches, and then there were foot races for the fat men and for the fat women; the hop-skip-and-jump, the standing broad jump, the games of tag and finally came the luncheon. Everybody hungry, everybody welcome and all on a frank, honest, neighborly basis of good fellowship.

And one of these days is to be restored and revived under the auspices of the Grand Rapids Board of Trade on July 24. With over 1,000 members invited to come themselves and bring their wives and daughters, it is believed that the largest basket picnic given in recent years by Grand Rapids people will result. The steamers Grand and Rapids are both chartered for the event, and as they are licensed to carry 700 passengers each it is estimated that fully a thousand persons will participate.

Few physicians could give a more brief and comprehensive description of the grippe than that of an Irishman who had suffered from the disease. He was asked by a brother Irishman about his health, and in reply Pat said: "Pretty well now, but I had a bad attack of the grippe this winter." "And what is the grippe?" "Well," says Pat, "the grippe is that disease that you're a long time sick, after you get well."

German scientists have discovered that there are special germs that destroy paper. There are many men who have paper outstanding that they would be pleased to have this germ get at.

OLD CANNED GOODS.

No Deterioration on Account of Their Age.

L. J. Callanan, of New York, describes his controversy with the New York Times and his practical demonstration of the argument in a lively article written by himself, as follows:

In order to explain the reason why I have such great faith in the keeping qualities of canned goods, it is necessary for me to go back to the time they were first put in stock by Peter Lynch & Co., in 41 Vesey street.

When they were first brought to our attention I was very skeptical as to their keeping qualities. I made up my mind to test them myself. I put a case of peaches, pears, tomatoes, peas and corn in the cellar, taking a can out of each case every six months for examination. I followed up this plan until the end. Now I wish that I had kept a record of the results, but I have to give them from memory, which is very clear on the subject. Every can of goods was in perfect condition for three years. After the third year, the peas, peaches and pears softened a little—they kept in shape, but you could feel that they were softening. They required more care to take them out of the cans, in their shape, but they were still as sweet as the day they were put up. The corn and tomatoes were in perfect condition at the end of five years.

This I considered an exhaustive test; it gave me great faith in the keeping qualities of all canned goods. During my experience in the grocery business I have distributed thousands of dollars' worth of canned food, and sold it to millions of people. I have never heard of a case of sickness or death, caused by eating canned meats, fish, fruits, vegetables or soups.

In the packers' agitation caused by the sensational reports of the commissioners appointed by the President (who were as fit to report on conditions governing any business as they were to make a watch), the press was only too glad to magnify the reports, which discredited one of the great industries of the country on the word of a commission whose only qualifications for judging the conditions under which the business was carried on was that they belonged to some charity organization society. It was a needless scare. The investigations could have been carried on by men who understood the conditions, some of which were unavoidable in the transaction of the business.

There is no question that some of the buildings in which the business was carried on were not in as good sanitary condition as they should have been. There is no question that there was carelessness in handling the goods, but these faults could have been remedied without injuring the business to such a great extent, if the commission comprised men who knew the trade and who would have been glad to serve at the call of the President and whose report would be received with confidence by the people.

The great fault with the packers was their efforts to cheapen their products on the demand of men who wanted quantity, not quality. Yielding to the demands of these cheap Johns of the trade, the packers devoted their energies to hunting up processes which would cheapen their goods, or cheap materials which manufacturers and dealers will know how to not be deleterious to health. Many of them added corn meal to their potted meats. The meal was not unhealthful but the practice was dishonest.

The agitation started by these sensational reports was, without doubt, largely responsible for the passage of the pure food laws by Congress. There is no question but that these laws will have a good effect. Goods will be of better quality, and if all the states will enact laws on the same lines, which can be enforced from one end of the land to the other, manufacturers and dealers will know how to comply with them.

It was while this law was being enacted that the Hon. James W. Wadsworth took the stand against putting the date of packing on canned goods. There were other men in Congress who knew as well as he did that putting the date of packing on a can of meat or vegetables would not be of any benefit to the consumer, while it would be a source of great loss and annoyance to the dealer, but they were not men enough to back up with their votes what they knew to be right.

No man in the grocery business can calculate to a certainty how many cases of meat, fruit or vegetables he can sell in a year. Some years more of one kind of goods are sold than in another. The grocer has a good demand for corn, peas or tomatoes this year; next year the customers switch off to some other kind of goods. He has some goods left over. What is he going to do with them? He would be in the same position with every class of canned goods he has in his store. No man in the business, wholesaler or retailer, can calculate just how many cases of goods he needs from one season to another. He knows that the goods are as good as the day they were put up. But this plan of dating cans would put the brand of Cain on them. It would create a want of confidence in the minds of many consumers which would cause them to stop using canned foods at all, while the fact would still remain that the goods put up in tins would be in as good condition as on the day they were packed and far better, fresher and cleaner than the great majority of fish, meats, fruits and vegetables purchased in the stores in this city or country.

It was for defending the Hon. James W. Wadsworth in his manly stand in opposing the placing of the date on canned goods that I got into the controversy with the New York Times. The Times asserted that canned goods commence to deteriorate shortly after they are packed. I took the opposite position, that they would keep indefinitely in as good condition as when they were first put up. I invited the editor of the Times and the editor of every

paper in the city, as well as many representatives of the grocery trade, to partake of a luncheon of soups, fish, meats and vegetables, none of the food to be less than six months old. This was a true and not a sensational test. The editors of three daily papers were among those accepting invitations but none of the evening papers responded.

I had a good deal of work to get all the old goods I needed. Mr. Garret, of the Franco-American Food Co., came to my assistance and found in its factory some pea soup made in 1888, which they had put aside for a test, and some beef stew made in 1890. I had some of the same soup made in 1907. I had some of Huckins pea soup which was in my

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

Vandenberg Cigar Co.

816 E. Fulton St.

Grand Rapids, Mich.

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

Alabastine

The Sanitary Wall Coating

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

Alabastine Co.
Grand Rapids, Mich.
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We want competent
Apple and Potato Buyers
to correspond with us
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GRAND RAPIDS, MICH.

WORDEN GROCER COMPANY

Grand Rapids, Mich.

The Prompt Shippers



Do You Want to
Know More About

Jennings
Extracts?



Perhaps you have some customers who want to buy some other brand and you lose the sale because you are not posted on the merits of Jennings Flavoring Extracts and cannot convince them of the superiority of our brand.

Let us supply you with selling arguments that will make more business for you on these reliable extracts. We can not tell them here, but we can load you or your clerks with a lot of strong, convincing talk that will make sales and new customers.

Jennings Flavoring Extracts are without a superior—honestly made, pure, strong and high grade. Two of our specialties are

Jennings Terpeneless Extract Lemon—made from selected Messina Lemons.

Jennings Extract Vanilla—made from Mexican Vanilla Beans.

(U. S. Serial No. 6588)

You might as well build up your business on a thoroughly dependable line, with a profit and fair treatment always, as to spend your time on a line not as staple nor as profitable.

Jennings Flavoring Extract Co.

C. W. Jennings, Manager
Grand Rapids, Michigan

Established 1872

store fourteen years. The soups were served together, numbered. The oldest soup was voted to be the best.

The beef stew was served next. There was only one kind, that furnished by the Franco-American Food Co. It was without question as good as the day it was put up; it was excellent. Braised beef by the Armour Packing Co. was served next. There was no question as to its being as good as the day it was put up, the flavor was superb. Then came boned chicken, put up by Curtice Bros. Co., which was found to be excellent. Next served was whole boned chicken. Nothing could compete with it; it could not be excelled. This chicken was four years old and had been put up by Richardson & Robbins, Dover, Del. Lunch tongues were served next, put up by the Armour Packing Co. The way it disappeared was a caution. Every one passed plates for more. The tongues were twelve years in cans. Then a can of corned beef put up by the same company, ten years old, was served and proved as good as the day it was put on. A can of pigs' feet, put up by Armour & Co., Chicago, over ten years old, was served next. The trouble with the pigs' feet was that I had only one can. It vanished so quickly that it barely gave each a small portion and every one was delighted.

After we had partaken of the soups and meats it was voted that we take a recess to wash down the hearty portion of the lunch. Two or three of the gentlemen had engagements and had to leave. I asked them to stay until I tested a can of shrimp,

which was presented to me over a year ago by one of my customers, who found it the last one of a dozen in his store room where it had lain, covered up, over five years. I was very glad to get it, but was afraid it would not stand up. I was advised by several friends not to risk it, but I was determined to take a chance, and was agreeably surprised to find it in first-class condition and fully as good as it was the day it was put up. We compared it with one put up last year and it was voted to be fully as good in appearance as the new shrimps. The two cans were made into two separate salads. The vote was in favor of the old one.

This ended the solid part of the lunch, as the gentlemen were too full to eat more and their engagements compelled them to leave.

If there was anything which could add to my confidence in the keeping qualities of canned foods it was this trial, no deterioration showing in any of them. Not a guest knew what he was eating until he sampled it. Every man went away with more confidence in the goods than when he entered the room. I was jocularly asked if I had ordered ambulances to be ready for my guests when the lunch was over. I answered that I had not, but if my guests had come in ambulances they would go home fit for a football game. And that is the way they went home.

The first step toward a widow's second trip to the matrimonial altar is her announcement that she will never marry again.

Recent Trade Changes in the Hoosier State.

Young America—D. A. Staley is succeeded in the general merchandise business by Staley & Turley.

Anderson—W. J. Whyte will continue the grocery business formerly conducted by King & Whyte.

Muncie—L. Bennor, clothier, has moved to Addyston, Ohio.

Terre Haute—Chas. F. Murphy, grocer, has discontinued business.

Mentone—The dry goods business formerly conducted by Jenkins & Borton will be continued by F. M. Jenkins.

Gem—J. C. Barrett succeeds C. W. Gladden in the general merchandise business.

Anderson—F. M. Gates is succeeded in the meat business by W. E. Lawson.

Cannelton—H. A. Clark is the successor of A. P. Gest, druggist.

Jacksonville—A petition in bankruptcy has been filed by the creditors of A. C. Hall & Co., clothiers.

Oak Forest—The general merchandise business formerly conducted by Frederick Stumpf will be continued by Stumpf & Co.

Proctor—Thos. Hardin will continue the general merchandise business formerly conducted by Hardin Bros.

Troy—Fred Gayer will succeed Gayer Bros. in general trade.

Recent Business Changes in the Buckeye State.

Bethel—The flour mill business formerly conducted by A. W. Dill-

man will be conducted in the future by A. W. Dillman & Son.

Cincinnati—Lett & Co., general commission merchants, have merged their business into a stock company under the same style.

Columbus—Herman Poppendick, jeweler, has made an assignment.

Conneaut—F. W. Main is succeeded in the bakery business by Seibert & Cromble.

Geneva—The creditors of Chas. Craine, druggist, have filed a petition in bankruptcy.

Rising Sun—Martin & Naderhouser succeed J. W. Saylor in the meat business.

Worthington—A. B. Clements is the successor of F. F. Fink, grocer.

Akron—The grocery stock owned by Miss L. C. Von Kanel has been sold under attachment.

Plain City—Crayton & Strickland succeed Thos. E. Crayton in the grocery business.

Rosedale—J. C. Roseberg will continue the general merchandise business formerly conducted by Rosenberg & Roseberg.

Toledo—F. B. Fisher will continue the meat business formerly conducted by Fisher & Ross.

Lima—The tobacco business formerly conducted by Wm. Tigner's Son has been merged into a stock company under the style of Wm. Tigner's Sons Co.

When men have bound their eyes they always open their mouths wider.

When a church really has a worthy work she will not want for workers.

STAPLE AS GOLD

Grocers are wise to sell more Royal Baking Powder, because in the end it yields a greater profit than the low-priced powders, many of which contain alum, which is injurious to health.

Royal Baking Powder is always worth one hundred cents on the dollar, and no grocer need hesitate to carry a large amount of it in stock.

Royal Baking Powder retains its full strength in all climates all the time.

Varying atmospheres do not lessen its leavening qualities. You have no spoiled stock.

It is absolutely pure and healthful and always sure in results.

It never fails to satisfy the consumer.

It is sold the world over and is as staple as gold.

ROYAL BAKING POWDER CO., NEW YORK.

AROUND THE STATE

Movements of Merchants.

Brockway—Mrs. M. H. Rogers, of Avoca, will open a general store here.

Jerseyville—J. A. Hunt has moved his stock of general merchandise to Mt. Pleasant.

Port Huron—A tea, coffee and spice store has been opened by William Johnston.

South Boardman—Jas. H. Patterson has purchased the M. M. Wilson stock of groceries.

Traverse City—Chas. Wilhelm & Co. succeed Wilhelm, Bartak & Co. in the grocery business.

Monroe—A. B. Kopke will continue the tailoring business formerly conducted by Kopke Bros.

Olivet—Merwin Morton has disposed of his grocery stock and purchased a farm near Jerome.

Harbor Beach—Mrs. Mary Tucker has sold her stock of groceries to Chas. I. Falk, general dealer here.

Manistee—A petition in bankruptcy has been filed by the creditors of Manuel Herzberg, dry goods dealer.

Lowell—Wm. Burdick and Wm. Flynn have purchased the grocery stock formerly owned by Gain Bangs.

South Boardman—Dell Musser, of Saginaw, will open a grocery in the store recently occupied by M. M. Wilson.

Marlborough—F. R. Dodge, of Grand Rapids, has purchased the general stock of the Marlborough Mercantile Co.

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

Grand Ledge—John Walsh, who recently purchased the grocery stock of A. C. Davis, has re-sold same to Mr. Davis, who will continue the business as before.

Hastings—Roy Hutchinson has become the partner of Chas. Potts in the grocery business with a half interest. The business will be conducted under the style of Potts & Hutchinson.

Flint—Thomas Page has sold his stock of groceries to Charles W. Grobe, who will remove the same to his store. Mr. Page will be employed in the store of Mr. Grobe as a clerk.

Hudson—Guerney C. Lowe succeeds Hiel Bennett in the furniture and undertaking firm of Bennett & Brown. The new firm will conduct its business under the style of Lowe & Brown.

Bronson—G. L. and S. L. Keyes have purchased the stock of Leidy & Monroe, hardware dealers, and will continue the business under the firm name of the Keyes Hardware Co. at the old stand.

New Buffalo—Carl Anderson has sold his grocery stock to Edward Grieger, who will conduct the grocery in connection with his meat market. Mr. Grieger will engage in business in Michigan City.

Fenton—Geo. D. Bradley is succeeded in the cigar business by his brother, Ellis, who recently came here from Flushing. Geo. D. Bradley will remain in the store and work for his brother for some time at least.

Grand Haven—Will Brouwer, having disposed of his stock of shoes, to a party who has removed same from the city, will go to Kalamazoo, but is not yet decided just what his occupation will be in the future.

Avoca—Sherman Moore has sold his general merchandise stock to W. C. Bricker and the business will be continued under the style of W. C. Bricker & Co. Mr. Bricker is also engaged in the elevator business.

Port Huron—Walter Williams, of Sandusky, who recently purchased the grocery stock of J. C. Price, has sold the same to J. Rupe, of Lima, Ohio. Mr. Williams will continue to conduct his general store at Sandusky.

Manistee—A corporation has been formed under the style of the Nessen Warehousing Co. for the purpose of constructing, owning, leasing and operating warehouses. This company has an authorized capital stock of \$1,000, all of which has been subscribed and \$20,000 paid in in cash.

Detroit—A corporation has been formed under the style of Nathan Finley & Co., which will conduct a merchant tailoring business. The company has an authorized capital stock of \$8,000, of which amount \$4,000 has been subscribed, \$350 being paid in in cash and \$3,650 in property.

Manufacturing Matters.

Hastings—It is announced that the Hastings Wool Boot Co. will resume operations July 8.

Manistee—The Delivery Box Co. has changed its style to the Manistee Delivery Box Co.

Coldwater—The Champion Brass Works has increased its capital stock from \$10,000 to \$20,000.

Lansing—The Dyer-Jenison Barry Co., Ltd., has increased its capital stock from \$5,000 to \$25,000.

St. Clair—The capital stock of the Diamond Crystal Salt Co. has been increased from \$225,000 to \$325,000.

Detroit—A corporation has been formed under the style of the Cadillac Cigar Co., with an authorized capital stock of \$25,000, of which amount \$15,000 has been subscribed and paid in in property.

Shepherd—The Shepherd Canning Co. has been reorganized, fourteen of the stockholders having purchased the interest of the others. The company's name has been changed to the Isabella Canning Co.

Alpena—The Detroit & Mackinac Railroad is extending its line or rather building a spur about twenty miles west of Alpena to reach a large body of timber which will furnish an enormous quantity of freight traffic.

Allegan—The Allegan Cider & Vinegar Co. has been incorporated to manufacture apple products and vinegar, with an authorized capital stock of \$13,500, all of which has been subscribed, \$3,000 being paid in in cash and \$10,500 in property.

Plainwell—Ernest J. Chart, who has been identified with the milling

business in Plainwell for some time, has taken charge of the Harrison Brownell mill and B. C. Shayler, who managed this mill for some time, has taken a position with J. A. Stout in his mill.

Detroit—A corporation has been formed under the style of the Rozo-Dermo Co. to manufacture medicines and toilet preparations, with an authorized capital stock of \$10,000, of which amount \$6,000 has been subscribed, \$3,800 being paid in in cash and \$2,200 in property.

Detroit—A corporation has been formed to manufacture clothes wringers and household utensils under the style of the Cinderella Wringer Co., which has an authorized capital stock of \$25,000, of which amount \$13,200 has been subscribed, \$200 being paid in in cash and \$13,000 in property.

Kalamazoo—A corporation has been formed under the style of the American Gas Light Co., which will manufacture inverted gas arc lamps and gas appliances, with an authorized capital stock of \$100,000 common and \$50,000 preferred, of which amount \$128,500 has been subscribed, \$100,000 being paid in in cash.

Neebish—The Woodworth Land & Lumber Co. is hurrying forward the construction of its mill for the manufacture of box lumber. The building is 48x120 feet on the ground, with an engine room 28x60 built of stone, the entire plant representing an investment of \$30,000. It is calculated the mill will cut 50,000 feet of box lumber a day and the company has a ten-year run in sight at this time.

The Grain Market.

The past week has seen considerable activity in the wheat market, prices having recovered practically 5c per bushel from low point. There has been a good steady demand for cash grain, and crop news of both spring and winter grain has been more inclined to the bullish side of the market. The past week has shown a decrease in the visible supply of wheat of 470,000 bushels; oats, 1,259,000 bushels, and an increase in corn of 1,747,000 bushels.

Corn has advanced 1c per bushel the past week and oats about 1½c, which seems largely in sympathy with wheat, as trading has been comparatively light. There are all sorts of contradictory reports regarding the outlook for corn and oats, some sections indicating a full crop, with prospects never better, and others that the plant is late, short and backward and can not possibly mature, but, taken all in all, we can see no reason for alarm either as to oats or corn.

Millfeeds are still in good demand, prices having dropped back about 50c per ton on Western feeds during the week, with State quotations unchanged.

L. Fred Peabody.

Alex Miller, who has been employed in the office of the Lemon & Wheeler Company for the past three years, was married last Tuesday to Miss Barber at her home at 896 Canal street. Mr. and Mrs. Miller are now enjoying a wedding trip.

The hot-headed man is apt to hate the fellow who gets cold feet.

Inaugurating a Pure Food Propaganda.

Battle Creek, July 2—This city has been infested for the past few days by inspectors from the Bureau of Chemistry, of the Agricultural Department at Washington, a full half doze in number. Dr. L. F. Kebbler, Assistant to the indomitable Chief Wiley, led the onslaught, his lieutenants being John F. Emmerham and F. S. Wollard, of Washington, D. C.; W. H. Anderson, of Omaha, Neb.; J. L. Lynch, of Fargo, N. D.; H. C. Winslow, of Seattle, and G. L. Hager and wife, of Oklahoma City. The chief and each of his lieutenants led a small army of student inspectors, aggregating eighteen in number, schooling them in the system of government pure food inspection. Their visit to this city was due to this city's numerous food industries. They would not say where they were going next, insisting that they did not make their inspection tours under the lead of a brass band. What they found in Battle Creek will be reported to the Department at Washington.

Kalamazoo Grocers To Picnic August First.

Kalamazoo, July 2—All retail business will be suspended in this city on August 1 if the plans of the Grocers' and Butchers' Association of this city can be carried out. At the last meeting of the Association it was decided to run the annual excursion to Ottawa Beach on that date. The men in charge are going to make a grand attempt to make this excursion the largest yet given by the Association. In order to do this an invitation will be sent to all the business men of the city to close their stores and join in the good time. Should they accept the invitation nearly every store in the city will be closed and thousands will go on the excursion. Several committees were appointed to look after the arrangements. Henry Van Bochove is chairman of the Committee on Transportation. Groceryman Walsh, J. Van Bochove and Boden will have charge of the advertising. A program consisting of athletic sports, music and speeches will be arranged.

Destroyed Entire Output in Stock.

Standish, July 2—Martin Sebel, of Saginaw, proprietor of the cheese factory at this place, recently decided to destroy the entire output of his factory in stock. Some time ago a dog with rabies attacked a cow whose milk was being sent to this factory. In due course the cow developed hydrophobia and the whey, which was sold to farmers for pigs, in turn infected the swine, a number of severe cases developing. All the animals evincing symptoms of the malady were destroyed, and, fearing lest people who should eat the cheese might be infected, Sebel acted on the advice of Health Officer Davey and destroyed the whole stock.

Hilliker & Co. have opened a grocery store at Boyne City. The stock was furnished by the Lemon & Wheeler Company.



The Produce Market.

Asparagus—65c per doz. bunches.

Butter—The market is firm at an advance of $\frac{1}{4}$ c. There has been a slight increase in the make and the quality is now running very fancy. The consumptive as well as the speculative demand is good and the receipts clean up every day on arrival. A continued increase in production can be looked for, with probably no material change in prices in the near future. Under grades are also firm and unchanged. Creamery is held at 24c for No. 1 and 25c for extras. Dairy grades command 18c for No. 1 and 16c for packing stock.

Cabbage—Virginia is in fair demand at \$2.50 per crate. Louisville is active at \$2.25 per crate.

Cantaloupes—\$5.50 for crate of 45 Rockyfords.

Cocoanuts—\$4 per bag of 90.

Cucumbers—60c per doz. for hot house.

Eggs—The recent hot weather has affected eggs in transit somewhat, but there has been no change in price. Fancy eggs are cleaning up better, while under grades need to be sold at sharp concessions. The production of eggs is at present very large, and until there is some falling off we will probably have no improvement in the market. There will probably be a falling off, however, within a week or so, and then a steady advance. Local dealers pay 13c for case count and find no difficulty in getting 14c for candled.

Green Onions—15c for Silver Skins.

Green Peas—Early Junes command \$1 per bu. Telephones fetch \$1.25.

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

Lemons—Californias and Messinas command \$5.50@5.75. Shipments from California are coming pretty regularly now, but there are a good many Messinas being sold in this market.

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

New Beets—50c 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@5.50. Trade in oranges is pretty good, the Mediterranean Sweets and Valencias being the principal sellers. The California navels are near the end.

Parsley—35c per doz. bunches.

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

Pineapples—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—New are much stronger and supplies are limited. It is be-

tween seasons in the South, and in Oklahoma, upon which the markets are depending for new stock just at this time, the heavy rains have interfered with the digging, so that shipments have practically ceased for the time being. Old stock is also in limited supply in this market at the present writing, but quotations are weak at 40c per bu. New command \$1.10 per bu. for red and \$3.25 per bbl. for white stock.

Poultry—The market is without change. The local dealers pay 9 $\frac{1}{2}$ c for live hens and 11c for dressed; 10c for live ducks and 12 $\frac{1}{2}$ c for dressed; 12c for live turkeys and 16@20c for dressed; live broilers 16@18c.

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

Strawberries—Home grown are now in market, ranging from \$1.25@1.50 per 16 qt. crate. The crop is excellent in quality and fair as to yield.

Tomatoes—Home grown command \$1 per 8 lb. basket. Southern fetch \$1.50 per 4 basket crate.

Veal—Dealers pay 6@7c for poor and thin; 7 $\frac{1}{2}$ @8 $\frac{1}{2}$ c for fair to good; 9@9 $\frac{1}{2}$ c for good white kidney from 90 lbs. up. Receipts are liberal, but the demand is strong, which keeps the market well cleaned up.

Watermelons—Are now coming in carlots from Georgia and Florida. The quality is very good and the crop is said to be of average size, but the trade will not take hold of the melons in real earnest until the weather gets good and hot again. Black Spanish command 35@50c.

Wax Beans—Illinois stock commands \$2.50 per bu.

One of the largest timber land deals in Oregon this year was closed July 1. It consisted of the purchase of 22,000 acres of timber at the head of the Nehalem River at a consideration of about \$1,000,000 by William H. White, of Boyne City, and associates, from Wheeler & Cook, of Portland, who bought it less than three years ago from J. F. Hoch. The tract forms a part of townships 2 and 3 north, of ranges 6, 7 and 8 west, and some of it lies not more than twenty miles from Portland on the tributaries of Nehalem known as Wilson and Trask Rivers. As the new owners have timber and intend to operate for some years in Michigan it is likely that the timber is bought for investment purposes.

The Jennings Manufacturing Co. has contracted for \$5,000 worth of advertising in the Butterick Trio, to appear in the September, October, November and December issues, and has created an advertising department to handle the enquiries which will result from the publicity thus given Dorothy Vernon. The department has been placed in charge of Mrs. Florence Clapp, who has been head demonstrator for the company for several years.

Noleware & Crum have engaged in the grocery business at Mesick. The Lemon & Wheeler Company furnished the stock.

The Grocery Market.

Sugar—Refined is in good demand owing to the advancing fruit season, and the situation is firm. The immediate future is entirely problematical, but an advance within the next few days would surprise no one.

Tea—The market is apparently having a healthy reaction from the dullness which has marked it for several months. Stocks are low and the general situation is firm. New teas are particularly firm and high. Prices are being paid for almost everything. New Ping Sueys have opened on a basis above old Ping Sueys, and since the opening have advanced 1 cent per pound. Ceylons and Indias are unchanged, but the quality is showing steady deterioration.

Coffee—Dealers in actual coffee maintain the same standoffish attitude toward the market as the speculators in options, and will continue to do so as long as present conditions exist. The present demand for Brazil coffee is from hand to mouth, and there seems to be no escape for the syndicate, which must go on carrying its enormous load. Mild coffees are unchanged and steady, and so are Java and Mocha. The demand for all these grades is fair.

Canned Goods—Future tomatoes are easier. Spot goods are strong. Corn shows more strength. Future Maine corn is very strong. Medium and low grade spot peas are out of it. High grade peas are in fair supply. Pumpkins in both No. 3 and gallon sizes are in short supply. Asparagus continues high, although the market is easier than at opening prices. The trade is awaiting opening prices on California canned fruits, which are expected soon. Better growing conditions are reported in Eastern canning districts. Futures on standard strawberries and other small fruits are a little easier. New York state growers all report that nothing can save them from a short crop. The market in all spot goods is very strong. Stocks are badly broken. Many items can not be replaced until the new pack arrives. Salmon continues in a very strong position. The trade is awaiting new prices on pinks. The retail trade has been buying quite heavily of red Alaska fancy sockeye and fancy Chinook. As indicated in this column before, this will be a high year for salmon. Cove oysters are scarce and stocks are badly broken. The East reports the new pack lobster is opening up well.

Dried Fruits—Apricots are high, scarce and dull. Currants are in good demand, speaking of futures, and the spot demand is seasonably small. Apples are firm and unchanged. Spot prunes are about unchanged. Some holders are firmer in their ideas than others, but the general market is about unchanged. Futures are as strong as ever, with indications that point to even higher prices. Peaches are scarce and still very high. A few are selling all the time, but the price is prohibitive. Spot raisins are about exhausted and are selling at very high prices. Choice seeded raisins have sold on spot as high as 11 $\frac{3}{4}$ c. Futures are strong

and unchanged, with no prospect of any recession in values.

Syrups and Molasses—Sugar syrup shows enough demand to prevent a surplus. Prices are unchanged. Molasses is in moderate demand at unchanged prices. The general demand for sweets at this season is naturally light.

Cheese—The market is firm at the recent advance. There is a strong speculative demand and the receipts are being readily absorbed on arrival. Good producing weather has ruled and the quality is very fine. Under grades are scarce and wanted at firm prices. No material change is looked for in the near future.

Provisions—Prices remain unchanged and will probably rule on the same basis for some time. Dried beef, barrel pork and canned meats are all in better demand, but with no apparent prospect of any change in the price. Pure and compound lard are both firm and unchanged and the market is very active.

Fish—Cod, hake and haddock are all dull and unchanged. Domestic sardines are firm and in fair demand, prices unchanged. Imported sardines are steady to firm and wanted to some extent. Salmon is unchanged in price and steady. New shore mackerel have come into the market during the week and have sold readily around \$12.75, in a large way. The supply up to date has been very light, as the catch is small and late. Norway mackerel are scarce, high and wanted. There are some 2s and 3s; 1s and 4s are about gone. Some new Irish mackerel have come forward. Before they were interfered with by new shores they sold freely at good prices.

Homer Klap, who has served the Grand Rapids Retail Grocers' Association for thirteen consecutive years as Secretary, has decided to relinquish that office at the annual meeting in October and he authorizes the Tradesman to state that he will surely decline a re-election. Mr. Klap has learned, as many other men in similar positions have learned, that the emoluments incident to active connection with a retail organization are by no means adequate to the time and effort involved and that when the time arrives for a man to save up something for a rainy day it is absolutely necessary for him to lay aside association duties and devote himself assiduously to his own business. Mr. Klap has made a faithful and painstaking officer and it will be very difficult for the members to fill the position.

W. S. Ware, for the past four years manager of the Voigt Cereal Food Co., has taken the position of sales agent for the Toasted Corn Flake Co., of Battle Creek. His territory comprises Michigan and Indiana and he will put ten or twelve salesmen in the field. His office is located at 825 Michigan Trust building. Mr. Ware is a man of excellent parts and boundless resources and the Tradesman confidently expects to see him achieve an enviable reputation and make an unusual record in his new relation.

WINDOW TRIMMING

Original Arrangement of Oilcloth That Might Be Employed.

I notice nowadays, going the rounds of a number of advertising media, striking illustrations of oilcloth—table or floor, I can't quite distinguish which. These figures are generally in some vigorous attitude that shows the outline of the muscles to advantage. The wording that goes with these story-telling pictures is terse and to the point. Here is a specimen:

"Ever try to parse your form of business policy? Would you call it active or passive?"

"Action, power, impetus—these are the things we inject into your business by the aid of our goods and our methods. Its the result of teamwork between manufacturer and retailer."

"We are ready to demonstrate. Will make it plain to you the day you begin ordering."

"Meritas table oilcloth and Sanitas washable wall covering are two of the best known and most widely advertised household utilities in the American market to-day. They fit in with women's ideas of things needed in the home."

"Then, we brand them—guarantee them—push them with pointed, pertinent, practical, salesmaking co-operation that brings results that can be counted at the bank."

"If you'd know more of OUR way of doing things ASK YOUR JOBBER."

Now, there's personal conviction for you, backed up by strong language."

On studying these fine advertisements I've wondered why some dealer in these goods does not think to try in windows some life-size figures cut out of this floor oilcloth. If these were attached invisibly to enough frame work of wood to hold them firm, and then placed flat against a store glass, they would attract everybody in town out of sheer curiosity, whether they wanted to buy this brand of oilcloth or not.

The advertisement I am studying has two narrow bands of the oilcloth at the top. Between them runs the word POWER in bold face type. The advertisement takes up a whole page. The left half shows—in oilcloth—a Hercules balancing on his left upper arm a large sphere, in the center of which is a white card bearing the trade mark of the Meritas goods.

If, say, three oilcloth figures were next the glass, with a generous variety of the goods, in rolls, with the floor all covered with one sort, it would be a trade-pulling window.

Any other brand of oilcloth could be used in the same manner. Such windows would certainly be "different," and that's the thing to be aimed at. Avoid sameness to yourself and to your competitors.

* * *

Some of the designs turned out by

the New York Window Dressing Service are particularly noteworthy. One of them employed by a shoe firm has an upright standard with two long glass shelves and one small one at the top. When last seen in a shoe store there was a shoe box on each end of the shelves, wrapped in white bond paper. These were tied with broad yellow satin, put twice around and tied in a neat bow with no skimpiness as to quantity used. On the central shelf was one of these boxes and there was one on the floor on either side of the fixture. On each box was disposed a man's shoe, with a pair of yellow polka-dotted black hose tucked daintily into the top and hanging over a trifle. This arrangement made nine boxes in all—not enough to pall on the eye. A cool-looking display for hot weather.

This same style of fixture was seen in a haberdashery. Here brown four-in-hands were contrasted with sheer white handkerchiefs with narrow brown borders. The floor was covered with Japanese white matting in which were woven odd-looking brown dragons. The background was hung with soft brown sateen of the same shade as the four-in-hands and the handkerchiefs. It made an unusual exhibit.

This firm placed in the window on the other side of the door a single suit of brown tweed, with gloves, tie and handkerchief to harmonize. The coat, trousers and white waistcoat with fancy brown figures were airily disposed. A brown wood cane was added.

This window illustrated the great value of having but a few goods on view.

In a recent prominent trade magazine were shown several attractive fixtures from this same New York Window Dressing Service—76-78 Court street, Brooklyn. One was a five-panel screen made of vertical lattice work of willow, interlaced with two twisted strands of the same fibre. Only neckties and the big plaid handkerchiefs so popular on the golf grounds were draped on the screen. This, too, was a good way to give a

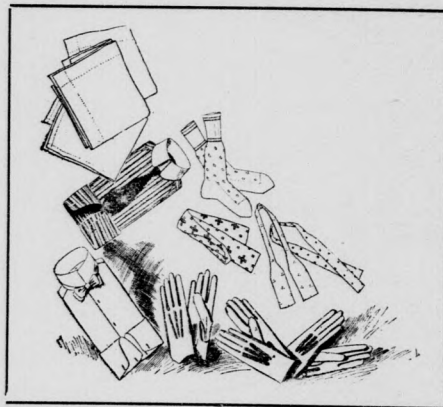
CANVAS SHOES

Now Is the Time to Push Them

We Carry a Large Line

Michigan Shoe Company, - Detroit, Mich.

For Men's Wear



Before placing orders for fall merchandise look over our lines of Neckwear, Shirts, Suspenders, Underwear, Handkerchiefs, Gloves, Socks, etc., for men's wear. We pay close attention to the needs of furnishing goods merchants, and our new lines are made up of nobby, up-to-date, popular priced items. Let us know if interested and not on our salesman's calling list.

Grand Rapids Dry Goods Co.

Exclusively Wholesale

Grand Rapids, Michigan

Dress Goods Department



EDSON, MOORE & CO.

Wholesale Dry Goods

Detroit, Mich.

comfortably-cool effect for uncomfortably-hot days.

If flowers are introduced with such exhibits they should be made subordinate to the goods, and should not be of vivid coloring. Rather select white and pale-tinted blossoms. Leave the flaming colors for December-January-February.

* * *

A local clothier's window that met the gaze in one of our late torrid times was entirely in white—white pleated shirts, white handkerchiefs, white ties. Buster Brown's beaming little face seemed to betoken keen enjoyment of his spotless little white suit and the rakish white Tam that crowned his flaxen curls.

Offers To Remove To Port Huron.

Port Huron, July 2—Representatives of the American Machine Manufacturing Co., of Detroit, builders of the Commerce motor trucks, visited this city this week and met the officers of the Chamber of Commerce, with a view of moving its establishment to this place. The company is at present employing fifty men, and turning out a large number of machines. They are anxious to locate here, and will change their location providing the citizens of this city take a certain amount of stock. The entire matter was referred to the Industrial Committee and they will visit the plant in Detroit, later submitting a report to the Industrial Committee. One of the trucks will be brought here and placed on exhibition.

One of the most complete cement factories in Michigan is conducted at South Park by A. J. Zimmer. Mr. Zimmer can turn out 300 blocks in a day, besides making flower pots, cement shingles and brick. Recently Mr. Zimmer began the erection of a unique cement block house at South Park. It will be entirely of cement, even to the shingles, and cement nails will be driven into whatever partitions may be made of wood.

Will Carry War Into Africa.

Muskegon, July 2—Celery growers here allege that certain Chicago commission houses are organized to beat the efforts of the local shippers to place their goods on the Chicago markets, where they will be shown to advantage, and an organization was effected this week, to be known as the Celery Shippers' Association. They will boycott certain Chicago commission houses which have been trying to down Muskegon celery. Fifty growers are in the Association, and representatives from the Muskegon Association will be in Chicago at all times in the interests of the celery growers.

New Factory for Battle Creek.

Battle Creek, July 2—The H. B. Sherman Manufacturing Co. has let the contract for a new factory to be erected adjacent to their four-story brass foundry building, Kalamazoo street. It will be devoted to the manufacture of Mr. Sherman's newly patented roofing nail, an innovation among builders. Work will begin at once.

You are not likely to make straight truths by twisting scripture texts.

The Drug Market.

Opium—Is very firm, there having been two advances within a week and the article is tending higher.

Morphine—Has advanced 15c per ounce.

Quinine—Is steady.

Codeine—Is tending higher.

Guarana—Has been advanced \$1 per pound and is tending higher.

Balsam Copaiba—Is lower on account of increased stocks.

Balsam Peru—Has been advanced on account of scarcity.

Oil Bergamot—Has been advanced 25c per pound on account of short crop.

Oil Lemon—Is very firm but unchanged.

Oil Peppermint—Is unsettled on account of different opinions as to the amount of growing crop.

Oil Anise—Is lower on account of larger stocks.

German Chamomiles—Are very firm and tending higher.

Camphor—Is very firm at the present high price.

Aloes—All kinds are very firm and tending higher.

Foenugreek Seed—Has advanced.

California Mustard Seed—Is in small supply and tending higher.

Paint Factory for Grand Ledge.

Grand Ledge, July 2—Frank Field and John R. Pound have begun the erection of a factory building, 30x40 feet, two stories in height, in which they will manufacture and mix paint for the trade. The building will be of cement bricks.

Never Touched Her.

"Darling," declared the sentimental man, "I would gladly die a hundred deaths for your sake."

"And so would any other man," rejoined the practical maid, coldly, "but the trouble is that one death is a man's limit."

POST CARDS

Our customers say we show the best line. Something new every trip.

Be sure and wait for our line of Christmas, New Year, Birthday and Fancy Post Cards.

They are beautiful and prices are right. The sale will be enormous.

FRED BRUNDAGE

Wholesale Drugs

Stationery and Holiday Goods

32-34 Western Ave. Muskegon, Mich.

PILES

CURED

...without...

Chloroform,
Knife or Pain

Dr. Willard M. Burleson
103 Monroe St., Grand Rapids

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

DEPENDON
TRADE MARK

DEPENDON
TRADE MARK

Whether You Buy or Not

often hinges on the pattern of the lace curtain or the portiere. Too little attention is paid to the weave and edge on lace curtains, or to the yarns and colors in portieres. But if the curtain breaks, or the edge tears, or the colors of the portiere turn, the merchant is blamed, and in many cases rightly so.

Dependon Lace Curtains

are made of such strong yarns that only extraordinary strains will tear them. They are matched perfectly—something worth remembering.

Dependon Portieres

are colored with the best of dyes, making the colors stay bright much longer than usual.

You don't pay any more for DEPENDON LACE CURTAINS and PORTIERES than for the ordinary kind.

JOHN V. FARWELL COMPANY

CHICAGO, THE GREAT CENTRAL MARKET

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DEVOTED TO THE BEST INTERESTS
OF BUSINESS MEN.

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Grand Rapids, Mich.

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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, July 3, 1907

MORE COURAGE NEEDED.

With a generous appropriation annually from the State for the increase of premiums, the West Michigan State Fair has a good lift toward the making of our annual agricultural and live stock show what the managers of the institution hope to make of it ultimately, and with its new vehicle building in position and use a crying necessity has been well met. And, finally, with a concrete, well-designed plan as to roadways, foliage plants, shade trees, drainage and the location of buildings already being carried out, the good start is under way to a very limited extent.

Michigan is a large State, with agricultural interests constantly enlarging, and Grand Rapids, with its present population of 120,000 people, has just begun its growth. She has a location which can never become less advantageous and a tributary territory which must speedily advance in wealth, strength and products, and for these reasons the West Michigan Fair must, as an institution, inevitably grow with the general development. It can not be otherwise, and this being the case a campaign of new and up-to-date exhibition buildings should begin at once.

In Illinois, Wisconsin, Indiana, Ohio, all the New England States and many other of our commonwealths, the State Fair Associations have artistic buildings of reinforced concrete, brick and stone construction. The present ugly structures on Comstock Park are tiresome, inadequate and unprofitable. Unlike the enterprise at Detroit, the West Michigan Fair grounds are certain to remain permanently devoted to such a purpose. Political influences can not drive the West Michigan Fair away from Grand Rapids and individual real estate interests can not divert our fair grounds to other uses.

And yet Detroit, with just such possibilities confronting her enterprise, has in three years only made a beautiful park of her fair grounds, with great brick stables and exhibition buildings. The Grand Rapids grounds are nearer to the city's business center; they have steam railway connections infinitely superior to those at Detroit, the street railway service is equally good and all nat-

ural conditions are better, and yet all we have thus far—possibly excepting the grand stand and the new vehicle building—are a lot of rookeries too small, too cheap and inadequate for the enterprise they represent.

In the conduct of an institution like a State Fair the "front put up," to use the vernacular of the street, counts for much, and that "front" is not materially helped by the blue and tinsel badges worn once a year by the officers of the Association or by the horsemanship shown by those officers as they ride or drive in the grand cavalcade. What helps in such an enterprise are well proportioned and dignified architecture in the buildings, good driveways and walks bordered by shade trees, foliage plants, flowers and shrubbery artistically disposed, perfect sanitary conditions, ample and well arranged rest rooms and facilities and an abundance of perfectly equipped exhibition space.

It costs money to develop such an enterprise and it is good economy, in order to reach a maximum of returns as soon as possible, to avoid a timid and niggardly policy of expenditure in the belief that some time or other the thing itself will compass its own perfection. Of course, this latter policy, well conducted, will ultimately win, but meanwhile other similar enterprises will be born and developed as rivals which, in the face of a courageous, broad and energetic administration at Comstock Park, might not come into being.

GOOD MEN WANTED.

No more important gathering has ever been held in Michigan than the convention that will assemble next fall for the purpose of revising the State constitution. It is very important that representative men should be sent to this convention and it is to be hoped that no member of the present Legislature, which provided for the convention, will consent to serve a body which he has helped to create and whose work he may be called upon to interpret and amplify at a special session of the Legislature. The Grand Rapids Board of Trade has taken advanced grounds on this subject and its Executive Committee has arranged to send out a letter to all the commercial organizations in the State, urging them to use their influence to prevent the sending of unworthy men to the convention. This action is timely and praiseworthy and it is to be hoped that it will bear fruit.

A Yonkers man who was arrested for playing base ball on Sunday, swore out warrants for a lot of people who played golf and raced the streets with automobiles on the day of rest. He explained that he was not moved by spite or vindictiveness, but simply wanted the law to recognize the equal rights and privileges of American citizens.

Conscience never makes cowards of us until we turn our backs on it.

It is better to regret many a loss than to earn the profit of remorse.

DANGEROUS MADMEN.

Some medical men have conceived the idea that all the evils, moral and physical, that assail the human race are the result of imperfections found in human creatures at birth. These being allowed to handicap the individual who is born with them, and such individual being permitted to convey to his descendants all the imperfections which he inherited congenitally, and all that he thereafter acquired, becomes the progenitor of physical and mental and moral deformities, and this sort of thing going on for centuries has filled the world with disease and crime.

The only measure of relief proposed by these physical philosophers is, first, to kill and destroy at birth all deformed, weakly and sickly infants. Next, to round up all diseased or disabled adults, and if they are not to be immediately put to death, they must be shut in from all association with the healthful population and not allowed to propagate the species. All old persons who have reached the age of sixty years are to be chloroformed, and thus the population of the country, the United States for instance, is to be kept up to a standard of physical perfection.

The Bible is authority for the statement that sin brought death and all human woe into the world, and as it may be assumed that man's original progenitors were physically perfect, and, being in such close relations with their divine Creator, were as far advanced in mental illumination as they were in beauty of face and form, if some forbidden awful act brought death and disease upon their descendants, it is not likely that physical deformity and mental and bodily deficiencies were the cause of the trouble, but that they were the results of abnormal acts by progenitors who were themselves physically and mentally up to the highest standard. The parent who is an Apollo or a Venus in physical beauty, but who by intemperance and abominable habits has become morally depraved, is far more certain to produce deformed or otherwise deficient offspring than is the unhandsome man or woman who is morally and mentally worthy, if physically ugly and deformed.

The medical men who want to kill every member of the human race that fails to meet their requirements of bodily perfection, and would slaughter without mercy the young and the aged, the sickly, the weak, the unhandsome and the unlovely in face and form, have arrogated to themselves the functions of gods who destroy, with no power and no desire to heal, to cure and to reform. It is the healer, the savior, who is wanted by our poor humanity, and not any more destroying agents than we already have.

Of course, it is a diseased brain that induces a mere man to desire to assume absolute control over all his fellow creatures, and to be able to exercise over every individual the powers of life and death. Such men, without regard to their real or pretended science, are most dangerous madmen, and, if not immediately shut up in some asylum, should be placed under

strict and constant surveillance, to insure that they neither harm others nor themselves.

THE WANAMAKER WAY.

At the annual meeting of the National Association of Credit Men, held in Chicago three weeks ago, John Wanamaker came in for a large measure of criticism because he has acquired the habit of discounting ten day bills after the expiration of thirty or forty days. In many cases the checks are returned and the cashier is thereupon compelled to send a supplementary check covering the amount of the discount unfairly and unjustly deducted. In many cases, however, the same remittance is repeated a second time by John Wanamaker, accompanied by a threat that if it is not accepted in full of account, no further orders will be sent to the house in question. So common have these infractions of good business methods become that the name Wanamaker—which has long stood for probity and highest type of merchandising—is now being trailed in the dust. The Tradesman calls attention to the matter at this time in the belief that if it is presented to Mr. Wanamaker in the right way he will instruct his clerical force to cease resorting to methods more in keeping with the business shyster than the Christian gentleman.

President Roosevelt's quiet summer vacation would be disturbed by a little personal matter, if the imagination of an Illinois woman should prove a reality. Mrs. Paulie Thompson, of Lee, Ill., recently called on an attorney at Sycamore and wanted a suit brought against Mr. Roosevelt in the sum of \$500,000, for breach of promise. She said he had promised to marry her and failed to fulfill his promise. The attorney consulted the sheriff, who kindly invited Mrs. Thompson to take lodgings at the hospital, where he conducted her with her satchel. She was delighted with the handsome quarters there and her cordial reception, and at last reports was enjoying her sojourn. She will probably be tried for her sanity and be committed to an asylum. When she applied for assistance at the attorney's office she was serious in her plea, but acted very much excited and agitated.

The esteem in which William Judson is held in the great fraternity of wholesale grocers in respect to his important relation to the industry as a counselor and an executive man of affairs was evinced by his re-election as President of the National Wholesale Grocers' Association at the annual convention held at Chicago last week. Mr. Judson is a genial, whole-souled, friendly man of whom everyone who knows him thinks well. He has an extraordinary capacity for work and is conservative in action, and when a given policy is arrived at and endorsed by himself and his associates it is carried out to its completion with fidelity and assiduity of purpose and, consequently, with profitable results.

You never taste the wine of life until some of its fruits are crushed.

SEVENTY YEARS AGO.

John Ball's Early Experiences in Grand Rapids.

In 1826 my father, John Ball, was practicing law in Troy, New York. It was a year when conservative Eastern capitalists speculated wildly in Western Government lands. Some of father's friends, knowing his love of travel, proposed to him that he take their capital West and buy and sell land on speculation. Father readily accepted the offer.

He left Troy July 31, 1836, in company with Wm. Mann. They crossed New York State by railroad to Utica, then by the Erie Canal to Buffalo; from there they went by steamboat to Toledo and Detroit. It took them one week to make the journey. They found corner lots in Detroit too high to promise any advance, so they took the steamboat for Monroe. Father had a letter of introduction from Hon. Job Pierson, a Representative of New York State from the Troy District, to the Hon. Austin E. Wing, Delegate from the Territory of Michigan, and a resident of Monroe. Monroe at that time claimed to be the business place for all the south part of the State, with the best kinds of prospects for growth, but they decided to go on to Toledo and also went up the Maumee River to Maumee and Perrysburg, but could not decide to make any purchases. On returning to Monroe Mr. Mann was taken ill, so, leaving him behind, father determined to investigate Government lands that were still to be had in Hillsdale county.

In looking over father's papers I find a copy of a letter he sent at that time to Mr. Mann. There is no date on it, but it was probably written the last part of August, 1836. His first impressions are so original that I will make copious extracts from this paper. There are no entries for the first and second days. Then, being in Lenawee county, the memorandum begins thus:

Third day of departure: Having fallen in with a Mr. Treat, of New York State, going to Jonesville to see a land agent and get land, etc., and finding so poor a chance in Lenawee, I resolved to go to Hillsdale, but on Sunday morning the stage was so full and they went on and left us. But we got onto a load of oats and went as far as Springville, twelve miles, and stopped.

Fourth Day: First stage full, but an extra carried us up to Jonesville over hill and by lake. Much poor land. My New York companion did not find his agent and was all up a tree.

Fifth day: Hired a horse, rode seven miles into T. 6 S. R. 2 W., found a young man who knew the lay of the land, having ranged much. Left my horse, sallied out with him four miles through wood marsh and into a Tamarack swamp and there we found the two vacant lots we were in search of, not two inches good land on them.

Sixth day: Took horses, went into T. 8 S. R. 2 W., to a Mr. Bird's, the only settler in the town; left horses and went into T. 7 S. R. 3 W., and looked at three lots; these some better, although not good. Returned, slept in same room with men, women, etc.

Seventh day: Started out early, could not find line, so dark, and in half an hour came on to rain hard, came back dripping, laid by until it broke away in p. m., and then went out in wet bush in T. 8 S. R. 2 W.

and traveled six or seven miles, saw three lots not worth seeing; came in wet and disheartened.

Eighth day: Good weather, went into T. 8 S. R. 3 W., and ranged over land through briars and brambles; came back, took horses and came to young man's house.

Ninth day: Came early into Jonesville, turned shirt (to those acquainted with Father's immaculateness in personal attire, this shows the situation truly desperate), and got your letter, it did me good to learn you were better, but found myself quite in the fog to know what next to do, wished how much I was with you to see if we could not unravel something. The offices are closed, the land poor and our funds too low for even them.

The tenth day found Mr. Ball at Jonesville. His discouragement and embarrassment were complete. "Thought of going to the Grand River country, or Indiana, or the Lord knows where," but, finally, on learning the offices were closed, so there was no buying the lands "they perhaps would not want," and further that specie only was accepted, he resolved to return by stage to Monroe, but found that the stage was full. By breakfast time an empty wagon came along so he jumped in and came to within four miles of Tecumseh.

Eleventh day: Came on to Tecumseh and then was dropped again and found another chance to Monroe, but conceive my surprise and disappointment at finding that you had departed without leaving any word. Yes, they said you did say something, but they knew not what. It was provoking I can well assure you.

Twelfth day: Went with Mr. Buckley out south on a fine pony to see the country; found it better than I had expected. Is not a lot with a house and thirty acres improved, at \$1,000, a good purchase?

Thirteenth day: Lounged, etc.

Fourteenth day: Lounged and talked at night to Richard Mann, who came in from Toledo, thought strange not to find you with me.

Fifteenth day: Went about the place with Richard Mann.

Sixteenth day: Rode out with Mann to see the country, purchased two farms of three hundred and twenty acres.

This purchase in Monroe proved to be a losing venture.

The memorandum then gives a description of various pieces of land in T. 7 and 8 S. R. 3 W., being the south part of Hillsdale county. He then adds: "The above I have seen, yes, and many more that the devil would flee from; no real good ones are left us; besides I have information on which I can rely that the E. 1/4 of the S. E. 1/4, Sec. 7, T. 7, S. R. 2 W. is better than any I have seen, except no water, and if I take it up must pay \$2, for they were to sell it to another man. And the N. W. 1/4 of Sec. 34, in same township, may not be taken, although they say a man has gone after it. It has timber and is as well worth taking as any left, they say, and I rely upon it. Should the best that I have described be taken, let the whole go to the bugs, for all I care, still I leave the whole to your judgment."

Mr. Ball arrived in Detroit after this trip the twelfth day of September.

Quite disheartened, he returned to Troy. His friends were not at all discouraged and sent him back. A land office in Ionia for the sale of the

lands in the rand River Valley had been opened and he was told to try his luck there. He returned to Detroit October 1, bought a horse and started for Kalamazoo by the territorial road. He found company in Eastern friends until he reached Kalamazoo and, on the suggestion that they continue with him to Ionia, they said they would not risk their lives and health in any such enterprise, so alone he turned northward, spending the first night at Yankee Springs, where Mr. Lewis had a log cabin. My father, in common with all the travelers of that day, always paid a glowing eulogy to the hospitality he received at Yankee Bill Lewis' Tavern. Mrs. Lewis had the best of suppers and there was the biggest of fires in the fireplace to welcome the hungry traveler. The next day he stopped at Mr. Leonard's, on the Thornapple. Night brought him at Mr. Marsac's, at Lowell. Following the Indian trail he reached Ionia the next day.

Ionia at that time consisted of a half dozen houses, the land office and a tavern. After studying the maps at the land office he started for Grand Rapids, arriving there Oct. 18, 1836.

He described Grand Rapids at that time as being inhabited by half French people, who had followed Louis Campau, and half speculators, like himself, making a very lively little place. Louis Campau's house, situated where the Widdicomb building now stands, and Richard Godfrey's house, standing on the site of the Aldrich block, were the most pretentious houses. There were a few small houses on Waterloo, now Market street, and warehouses on the river. The Eagle Tavern was the only hotel; the Bridge Street House was just started. There were also a few houses north of Monroe street, but lots were selling at fifty dollars a foot on Canal and Kent streets, so father thought it no place to speculate in, and immediately started for the woods, locating and purchasing lands in Allegan and Barry counties.

I can not tell all of his adventures in land locating, but one of his trips was in Ottawa county. He and Mr. Anderson started from Ionia, spending the night in Grand Rapids, and before breakfast the next morning went to Grandville. They went to the house of Charles Oakes, who pro-

tested that he could not feed them, although he would care for their horses while they went into the woods, but after some urging Mrs. Oakes got them a scanty breakfast. I want to say a word right here of Mrs. Charles Oakes. Her father was an Indian trader by the name of Boliau, of Mackinaw Island. He had married an Indian wife and they had two daughters, who were carefully educated in Wm. M. Ferry's mission. One daughter married Charles Oakes, of Boston, and the other a Danish gentleman by the name of Borup. Charles Oakes was connected with the Grandville Company, which laid out and platted Grandville, being one of the first settlers there. Both families went from there to the Upper Peninsula and afterwards settled in St. Paul. They became very wealthy and their descendants are still living in that city. This Mrs. Oakes has translated a number of beautiful Indian legends and songs which are to be found in Schoolcraft's *Algie Researches*. But to continue the story of this trip:

They were sent on to Brush Creek, where a sawmill was being built, and Mr. Boynton kept a boarding house, to get supplies to take into the woods. Mrs. Boynton had no bread for them, and they were forced to wait while she baked them a loaf of unleavened bread, so with this and some raw beef they started to locate some pine lands that Mr. Anderson had a memorandum of.

They started due west on the section line, and after walking all day did not find their pine lands, so roasting their beef by the fire, they rolled themselves in their blankets and lay down to sleep as best they could, although the howling of the wolves and the tramping of the deer could be heard all around them. The next day, on going a little farther, they came into a dense forest of beautiful pine and spent the day trying to learn its extent. They slept that night without their supper, saving the little they had left for breakfast. They continued their prospecting the next morning, but warned by their failing strength they started north, thinking to find a road between Grand Haven and Grandville. They did strike an Indian trail and some Indians, whom they tried to induce to take them up the river in their canoes, but the Indians were going on a hunting ex-

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

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

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pedition and the silver dollars offered were no inducement to them. So they footed it the best they could and night overtook them again before they reached the settlement. The next morning found them near Grandville and, fortunately, there was a supply of food, to which, after being out three days on one day's rations, they did ample justice.

A little later Mr. Ball returned and located 2,500 acres of pine land. These pine lands had oak openings and there grew the largest oak that was ever seen in Michigan. It was seven feet in diameter and had a clean trunk about seventy feet high with a beautiful spreading top. It was cut down and sent East for navy purposes.

The winters of 1836 and 1837 were open winters and were spent by Mr. Ball in camp or on horseback. He explored the counties of Kent, Ottawa and Muskegon. At one time he went down Grand River in a sleigh to Grand Haven and there made the acquaintance of Wm. M. Ferry, Luke White and Thomas D. Gilbert, lifelong friends. In the spring of 1837 he was poled down the Grand River by Capt. Sibley and his men, and walked up the beach to Muskegon, where he found the Indian traders, Joseph Troutier and Wm. Lasley. The former had a clerk, Martin Ryerson, who afterwards became the millionaire lumberman. On returning to Grand Haven, he came back in a log canoe. Paddling up the river in a log canoe is not the most enjoyable way of navigation, and he got off at Mr. Yoeman's, the only settler on the river below Grandville, stopped there over night and footed it the rest of the way.

In the spring of 1837 Mr. Ball took up his residence permanently in Grand Rapids, boarding at the Eagle Tavern, which was then kept by Louis Moran. He was obliged to make many trips to Detroit to change his notes and drafts into specie, as President Jackson had decreed that only specie could be exchanged for Government land. He took this trip in as many different ways as possible, the two principal ways being either by Battle Creek, on the territorial road, or by the northern route, as it was called, which from Detroit brought the traveler the first day to Kingston, the next to Mr. Williams' on the Shiawassee, the next to Mr. Scott's on the Looking Glass, these being the only settlers in Shiawassee and Clinton counties. At one time he stopped with Edward Robinson, who lived in a log house a mile below Ada. He had a baker's dozen of children but still welcomed the traveler to his small quarters.

This continued traveling soon made him well known to all the isolated settlers in Michigan. It was also known that in politics he was a Democrat or Jackson man, having first voted for Andrew Jackson in 1824.

In the fall of 1837 Governor Mason was up for re-election and Mr. Ball was nominated on the same ticket for State Representative for the unorganized counties of Ottawa, Kent, Ionia and Clinton. I find among father's papers a curious old dodger

gotten out by Mr. Mason's opponent, Mr. Trowbridge, in which the settlers on Government land were warned that they would be arrested if Mason was re-elected. It reads as follows:

SETTLERS Beware!

Conrad Ten Eyck, U. S. Marshal, left Detroit yesterday for the Grand River country, for the pretended object of electioneering for Stevens T. Mason. It is well known here that his real object is to arrest the settlers on the Government lands. Be on your guard, he has a large lot of blank capias, and after the election every settler will be brought to Detroit.

Daniel Goodwin, Esq., U. S. District Attorney, was seen on Saturday several times with Ten Eyck. Some forty or fifty persons have already been arrested by Mr. Titus, one of Ten Eyck's deputies.

Governor Mason has no doubt been advised by Ten Eyck of this movement. Settlers, are you willing to be dragged from your homes and brought three hundred miles at this season? If you are not, Beware—beware of Conrad Ten Eyck, U. S. Marshal, and Silas Titus, his deputy.

Ten Eyck is the same man who has tried to rob the State of \$13,000, for the passage of the railroad across his farm. If Trowbridge is elected he can not get it. He will dupe you and then arrest you. Mark him well.

Detroit, Oct. 30, 1837.

The only polling place for Ottawa county was Grand Rapids. Seventy men came down the river on a steamboat and marched in line to the polls. Father received 397 votes out of the 505 cast. He was the third Representative from the district after the organization of the State government, the first being Maj. Britton, of Grandville, Judge Almy of Grand Rapids, being the second.

It was in the middle of the summer before Grand Rapids began to feel the effects of the great financial panic of 1837. It was so far away from the center of civilization that it was several months before it felt the depression that was affecting the Eastern cities. When it came time for Mr. Ball to take up his duties in Detroit he practically had no business to leave behind him, for buying and selling of land had ceased. So all he had to do was to put his effects in a saddle bag and mount his horse. He left Grand Rapids December 15, arriving in Detroit the 23d. He put up at the old National Hotel, where the Ponce now stands. At first he had a room to himself, but as the hotel grew more crowded he was requested by the landlord to receive a roommate. It proved to be Mr. Barry, afterwards Governor Barry. This incident had a bearing on the growth of Michigan, as will be seen later.

The sessions were held in the Old Territorial Hall. S. K. Bingham was made the speaker of the House. The Democratic party was in majority, both in the Senate and the House. Their first work was a continuation of the revision of the laws started by the previous legislature. This was a period in our State history when there was State ownership of the railroads. The previous legislature had authorized a state loan of five million dollars for internal improvement, and its first use of this money was to purchase the Detroit & St. Joseph

Railroad, which had obtained its charter from the territorial government in 1832. Only thirty-six thousand dollars had been expended on it.

The Legislature then took up the work of appropriating money to three roads and two canals which were to cross the State. They started the surveys for these roads and much time was consumed by contesting claims of aspiring villages on the different lines. The line to go through the central tier of counties would have been glad to have monopolized the whole. That everything was not smooth may be seen from the following memorial, which I found among Mr. Ball's papers.

To the Members of the Senate and House of Representatives of the State of Michigan.

Gentlemen—As a reply to the many and varied assertions of interested persons, that we are opposed to the Southern Railroad, we distinctly state that as delegates from Niles and that portion of Berrien county on the Northern Survey, we, and those we represent, will go as far to sustain the integrity of the Southern Railroad, established by the Legislature, as any person or persons can, having at heart the best interests of the State, her well known policy, and the views of her citizens.

Erasmus Winslow,

Jacob Beeson,

Joseph N. Chipman.

The name of the Detroit & St. Joseph Railroad was changed to the Michigan Central, and had progressed as far as Ypsilanti. The following is an invitation to the legislators to take a ride to Ypsilanti, but on their return there was an accident some two or three miles out of Detroit and they had to foot it in.

Office of Internal Improvement,
Detroit, Feb. 2, 1838.

Sir—The Commissioners of Internal Improvement respectfully invite you to take a seat in the cars, which will leave the depot at the Campus Martius to-morrow morning at 10 o'clock for Ypsilanti.

By order of the Board,

J. Burdick, President.

To Mr. Ball.
I find still another invitation at this same period, which I will also give:

Railroad Ball.

The Managers respectfully solicit the company of Mr. John Ball and Lady at Mr. J. A. Collier's Hotel, in Dearborn, on Thursday, 15th March, 1838, at 6 o'clock p. m.

Managers.

Wm. Ten Eyck, A. B. Gibbs,

E. D. Lord, A. H. Howard,

H. S. Leake,

J. L. Ankrum.

Detroit, March 12, 1838.
The Locomotive and Car Governor Mason will be in readiness at 5 o'clock to convey the company to the House.

These three railroads projected at that time by the State Legislature afterwards passed into the hands of private corporations and became our Southern Michigan, Michigan Central and Grand Trunk roads.

I must not forget to add that thirty thousand dollars was laid aside to improve the navigation of the Grand and Maple Rivers.

Mr. Ball was on the committee on education. The statute creating the University of Michigan had been passed in the first State Legislature and there were many petitions for using the educational land for sectarian colleges and schools, to which he was much opposed.

The State Library was already be-

gun, and I find among his papers the report of O. Marsh, the librarian, and the list of books that had been purchased with an appropriation of \$2,000.

The organizing of townships took up considerable time. The number of townships was quadrupled in Mr. Ball's district and Grand Rapids was incorporated as a village.

It was this winter that the Canadian Patriot war occurred, which helped to bring emigrants to Michigan. General Scott came to Detroit on business connected with this war, on a steamboat during a January thaw. That thaw occasioned a great flood in Grand Rapids, quite as large if not larger than anything it has experienced in these days.

The Legislature did not adjourn until April 7. Mr. Ball sold his horse and returned in a wagon to Grand Rapids in company with Mrs. O'Flynn, Mrs. Watson and Miss Lucy Genereau, John Godfrey's first wife, ladies well known in pioneer days. The passage took them six days, but they had such a good social time that the journey did not seem long.

On arriving home he found things sadly changed. Grand Rapids was no longer the lively little place he found when he first went there. A blight had fallen on Michigan. Its lands and its finances were at a discount, for this was the time of wildcat banking. The People's Bank, of which Louis Campau became President, had commenced operations, but not having the required specie on hand when the Bank Commissioner called, this Commissioner, D. N. Bell, after giving them a month's grace to raise the funds, put it in the hands of a receiver, appointing Mr. Ball. The summer was passed in winding up that business. He made but one trip at that time and that was to Port Sheldon, a village that was started by Philadelphians and was expected to out-rival Grand Haven.

Every one was leaving Grand Rapids who had money enough to get away. Mr. Ball went East to visit, but returned, for he was in love with Michigan and thought that there was no more beautiful site in the State than Grand Rapids.

The United States Congress of 1841 offered to new Western states five hundred thousand acres of land to be used for internal improvements. Michigan gladly accepted this offer at the next session of the Legislature. Mr. Barry was then Governor and, knowing Mr. Ball and his experience as a woodman, he asked him to select these lands in the Southwestern part of the State. Mr. Ball had hardly enough business in his law practice at that time to prevent him from accepting the offer, which he gladly did, happy for a chance to get into the woods again. He asked the Governor for some advice as to whether he should make these selections near settlements or down the lake, and whether they should be farming or pine lands. He answered that he would leave it entirely to his judgment.

He started out exploring, taking Frederick Hall, of Ionia, with him

and James Lyon, son of Judge Lyon, of Grand Rapids.

On his first trip he explored the Eastern part of Ottawa county, north of Grand River. He found most of it first-class beech and maple lands. Then he made a trip to the Muskegon River to see the prairies near Croton, but found them only pine plains. He then struck Flat River and explored around where Greenville now is. Luther Lincoln and son were then the only inhabitants of Montcalm county. He also explored as far as the Pere Marquette River, following the Indian trail to Muskegon Lake, where he found one sawmill and a half dozen houses. Swimming his pony across the head of the lake after a boat, and doing the same at White Lake, where Charles Mear was the only settler, he struck the lake shore at the Clay Banks, where he found Indian planting grounds. He returned by an inland route, and thought this trip one of the hardest he had ever made.

After giving a good deal of thought to the matter he decided to report sections of land nearest the settlements. This was opposed by some people, they fearing the State would hold the price of these lands so high that it would impede immigration. but Mr. Ball reasoned that the State's indebtedness was so widely diffused among its inhabitants that enough pressure would be brought to bear upon the Legislature to put the lands on the market at a reasonable price. The result showed that his opinion was good. He selected nearly four hundred thousand acres of the five hundred thousand of improvement lands. He made his selections near the settlements and it resulted as he anticipated. The Legislature of 1843 passed a law putting the price of these lands at \$1.25. They were payable in State dues, which at first could be bought at 40 cents on the dollar.

The settlers who had previously "squatted," as it was then called, on the lands that had been purchased from the Indians north of Grand River by the Washington treaty of 1836, and that were surveyed in 1839, had remained with fear and trembling that they might lose their improvements. Most of them were too poor to purchase their farms at that time and some of them even raised money at 100 per cent. to do so. But they now saw their advantage and came to Mr. Ball to select their lands, although at first they were afraid he might select them.

Mr. Ball had to receive his pay, too, in State warrants, which was unexpected by him, and, on his complaining to Governor Barry he was answered that the law provided only such funds for that purpose, and that he should have noticed the provision of the law before. The Governor suggested that he indemnify himself by making some good purchases with what funds he had. These lands were first offered for sale in August, 1843, at the State Land Office at Marshall. Mr. Ball was there and bought some lands for some of the settlers who had furnished the means. That was all the sales that took place

at that time. No one offered to purchase them on speculation.

Up to this time all the emigration was going past Michigan to Illinois and Wisconsin, but, hearing that there were selected lands in Michigan to be had at a reasonable rate the emigrants stopped and looked at them. Mr. Ball kept a run of all the sales in the Land Offices and had corrected plats. He was there to meet the emigrants and give them his knowledge in regard to the lands, so most of them, although they came just to look, remained and others followed them.

Father was tired of living in the backwoods alone and threw his whole heart and soul into the work of detaining these emigrants. It is a saying among the old settlers that anything he undertook generally succeeded. Anyway, the flood of emigrants began to come in. He aided them in every way possible, not only with advice but with money, for but few of these early farmers could boast of five hundred dollars, and many of them had not enough to buy their places. Many times he would make the payments for them and give them time on his fees.

How warmly and kindly he spoke of these first settlers who built their log cabins and cleared the forests, their wives playing their parts as well as the men, and after a few years of privation and hardship they found themselves in possession of farms, houses, cattle and horses. This kindly feeling toward these farmers was fully returned by them. I think it was about this time that father received the affectionate title by which he was so well known in Southwestern Michigan of "Uncle John." He took as much interest in their prosperity as if they were his own family and they all looked to him for advice and assistance.

It was under these circumstances that he gained the reputation, and I think justly, of having done more than any other man of early times to promote the settlement of the Grand River Valley. Lucy Ball.

Duplicate Order from Uncle Sam.

Marshall, July 2—The Marshall School and Church Furniture Co. has just received a large order from the United States Government for school seats for use in the public schools in Panama. This is a duplicate of an order received here about four months ago, at which time it was stipulated that if the first order should be satisfactory a second order would follow. The second order came sooner than had been anticipated, and the factory is running full capacity to turn out not only this order, but many others that are coming in.

The Blashfield Appliance Co. recently moved here from Kalamazoo and rented the upper two stories of the Martin building. The company will do a mail order business. About twenty-five girls are being employed at present, but the company is rapidly extending its business and, with the beginning of the winter months, this force will probably be doubled.

The man who faces both ways never sees much any way.

Play Suits

For Boys and Girls

\$4.50 Per Dozen

Children's Dresses \$2.25 to \$9
Shirt Waist Suits Fleece
and Percale \$10.50 to \$15
Percale Wrappers \$10.50 to \$12
Fleece Wrappers \$9.50 to \$12
Dressing Sacques
and Kimonos \$4.50 to \$9

Lowell Mfg. Co.
Grand Rapids, Michigan



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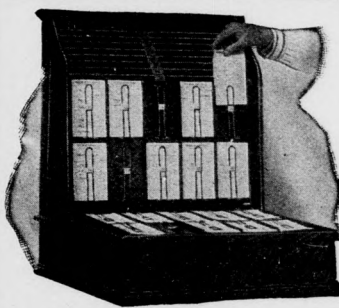
White Goods Department

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.

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The FAMOUS MULTIPLEX DUPLICATING COUNTER PADS and ORDER BOOKS are the QUICKEST and most CONVENIENT books ever made.

Every other sheet has a carbon back.

No loose carbons to bother with.

Every copy a good ONE.

DUPLICATES or TRIPLICATES.

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Write us for free samples and catalog.

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Agencies in all Principal Cities

WRITING ADVERTISEMENTS.

First Principles in the Preparation of Copy.

In the preparation of advertising copy first be sure you've got the right "start" on the subject. Pencil and paper don't come into the job until you have succeeded in putting yourself in the other fellow's place; that is, style, arrangement and technical features are to be considered only after the writer has determined just what information he wishes the advertisement to convey. That is the one most potent factor in the making of a good salesman—the faculty and habit of shucking your own individuality like your shirt and slipping yourself into your neighbor's outfit. Things look different then—you get his viewpoint.

Suppose we have a dog-biscuit campaign on hand. You don't own a dog. But your neighbor next door owns a wakeful puppy that yip-yaps at the moon, hour after hour right through the night, until you have contemplated every crime in the calendar, from plain assault and battery up to arson with trimmings; you can't imagine anything more unattractive and senseless than a newspaper advertisement of Bullwinkle's Dog Biscuit.

Nevertheless, in order to sell the dog biscuit you have got to unbutton all your ideas and prejudices touching on and appertaining to pups, and get possession of the inner consciousness of that neighbor of yours. You have got to get his view-point so clearly that the nocturnal wail of the wakeful pup is sweet and soothing music to you. You've got to know all the calm content of a half hour in the hot sunshine with the pup and a stiff brush and a good flea-wash, and you've got to be able to fully appreciate the tender solicitude of the man who would never let that pup of his eat anything until he had first fed a little to his mother-in-law in order to be sure it was digestible and wholesome.

Having reached that point (and the question of media having, of course, been already settled) how are we going to display our dog biscuit so that we can exchange it for minted money? Well, first of all and once for all, we are going to remember this one long-suffering axiom—advertising is the selling of goods, nothing else. It's plain, every-day commerce—not literature, as that word is understood. Getting a short magazine story written and read is easy enough, for your reader has paid his money for the magazine, and he's going to sled through the stories to get his money's worth. But you've a harder task: Dog biscuit for a theme—and trying to distract the attention of your prospective customer from the reading matter he paid his money for over to your reading matter, which you are shoving at him without his consent.

Here we are, then—ready for pencil and paper as soon as we've registered a vow never to forget this one general rule which many advertising men have acquired only after sundry hard knocks and which may just as well sink in by word of

mouth: Only a small proportion of the people you would like to do business with are going to do more than glance at your advertisement—at least the first time it comes to them.

All sorts of reasons why: Apply it to this dog-biscuit business. It is evident enough that even those who love their dogs better than their friends are going to be too busy or preoccupied part of the time to listen to pup-proposals. Therefore whatever else we do, we must have Bullwinkle's Dog Biscuit sticking out like a steeple on a steam-tug.

We'll assume that this is a newspaper campaign, because in my opinion newspaper advertising copy is hardest to produce. Magazine readers have more time and it is well known that of late years magazine readers have been educated up to scan the advertising pages, to look at the pictures, and to read anything that looks interesting.

We'll assume also that it's already been settled that the first advertisement in the series is to be four columns wide by ten inches deep.

We won't sit and gaze pensively afar beyond the twilight and wait for an inspiration—we'll get to work jotting down the things we can do, one after the other, and then select the best. You see we have our inspiration already. We have put ourselves in the other fellow's place and "inspiration" is bound to come from seven directions at once.

Our job is much the same as that of the Bullwinkle Company's traveling salesmen except that we are on the retailing end of it. We've got to say the things that will make neighbor Robinson stop at the store on his way home and buy dog biscuit—and not just that either, for there are fifty-seven other varieties of dog biscuit, but Bullwinkle's Dog Biscuit, and to wax indignant when the dealer hands him some other biscuit, just as good, and to trot around to other stores until he gets Bullwinkle's and goes home to feed the pup and watch him grow.—Geo. P. Metzger in Salesmanship.

Poultry for Alaska.

One of the largest single shipments of live chickens ever sent from Seattle to Alaska was shipped on the steamship Yucatan, June 7. There were 900 hens, all of the Leghorn variety. The shipper was the Bell-Tower Company, and the consignee is J. R. Chambers. They were shipped to Fairbanks, being transferred to the river boats at St. Michael. Mr. Chambers, the owner, accompanied the chickens to personally attend to the feeding and watering of the stock. Under the most favored circumstances it will be twenty-two days before the consignment will arrive at Fairbanks. The object in selecting all Leghorns, aside from the fact that this variety is especially marketable in the North, where, if desired for laying purposes, a hardy fowl is required, is, that they are lighter than most other fowls and take less room for shipment.

The only way to have happiness as a permanent guest is to keep your door open to the helpless.

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.

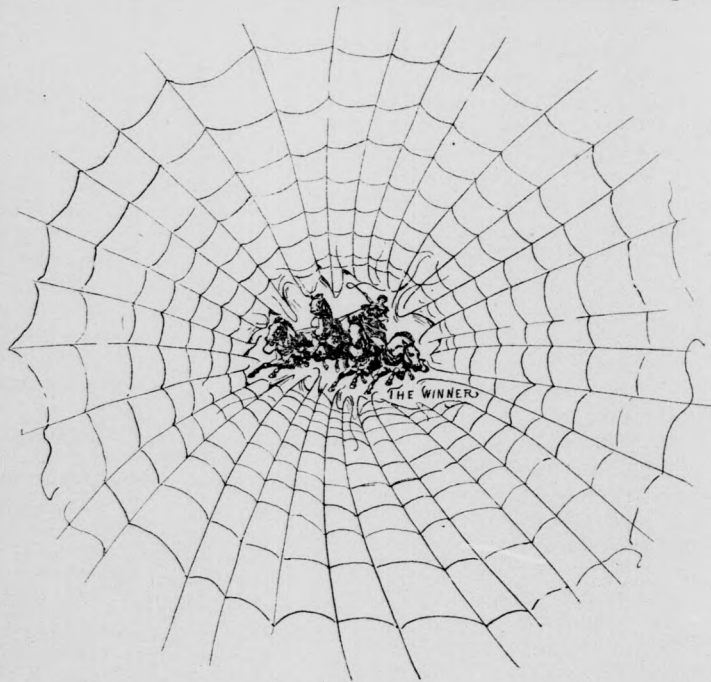
A Candy with Merit

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

Straub Bros. & Amiotte

Manufacturers

Traverse City, Mich.



The Ben-Hur Cigar

Sweeps the Cobwebs Away From Many a Slow Business Place

No cigar ever brought out has done so much in the interests of better business; we have said this before and we say it again, that it is a business builder.

This is not a pet theory of ours but a FACT which has been demonstrated again and again when disheartened, worried dealers have seen business "pick up" from the day they gave Ben-Hur a showing in their case. Your jobber can supply you.

GUSTAV A. MOEBS & CO, Makers

Detroit, Mich., U. S. A.

BEN-HUR CIGARS MADE ON HONOR
SOLD ON MERIT
WORDEN GROCER COMPANY
Wholesale Distributors for Western Michigan

Workers Who Work Up Make Their Own Chances.

"Opportunity?" says the man in a trade, "Nothing doing. I don't know any such damsel. She doesn't recognize me. We aren't in the same class. She is too busy paying attention to the fellows who've got more natural chances in life than I have to waste any time on a fellow putting in fifty-six hours a week for \$18. No; I must say that I never expect to have the pleasure of making Opportunity's acquaintance."

And for this reason—the pessimism of the man—it happens that his belief comes true. He never comes to know Opportunity; he is too busy explaining that for him there is none to see her when she meets him face to face.

However, it also happens that there are those among the wage earners of a great city who refuse to believe that their position in life forbids them to come in contact with the chance to better themselves, and these, by far too few in number, are to be found in the ranks of workers who have worked up. Not that Opportunity runs rampant, proffering her favors wantonly to all of the great army of labor, but it is certain that she exists and is to be wooed and won a score of times where in reality advantage is taken but once.

And this is the way two young workers did it, and how many others could do the same.

They were general machinists, and they were brothers. The latter condition doesn't count, the former does. It made them men in a trade—hopelessly ostracized by Opportunity—and it gave them their chance to climb. Being machinists they had to scratch to find their Opportunity, but find it they did. The only difference between them and 6,000 other machinists was that they were looking for their Opportunity.

By looking they discovered that the demand for second hand tools among mechanical workers of all kinds was more than equal to the supply of the same. Not that there were not plenty of second hand tools lying loose around the city. Not that there were not enough to supply most, if not all, of the workers who wanted such tools. But there was no efficient medium between the second hand tools, whether in the hands of an owner or lying rusty and forgotten in the back of some musty pawnshop or junk yard, no means for bringing together the man who wanted second hand tools and the man who had them, no competent meeting of demand by supply.

The brothers looked further and the possibilities of a new sort of business began to grow upon them.

"What a lot of fellows there are who would jump at the chance to get second hand tools if they only knew where to get them," said one brother.

"What a chance there is for somebody to make money selling second hand tools," said the other.

"If we only had some money, we might do it ourselves," said No. 1.

"But we haven't," said the other.

"I wonder how much it would take to start?" speculated one.

Then they began to figure on the

proposition in earnest. What had been mere idle speculation became a thing of serious possibilities and probabilities to them.

"Four hundred for a store," was their decision, after considering the matter for a week.

"Then we can't have a store," they agreed. They didn't have \$400 or any considerable part of it.

One of the brothers was married. The other wasn't.

"Tell you what I'll do," said the single one, "I'll quit my job and start a sort of a little agency to try the thing out."

Whereupon he had printed cards bearing the legend, "Dealer in Second Hand Tools," and went about among his friends and acquaintances, and their friends and acquaintances, asking what they needed in the way of tools and whether or no they would buy such articles if offered to them in good second hand condition.

He found that mechanics always need some more tools. Some of them, he found, needed lots of tools. And they had no objection to buying second hand ones, if they were in first class condition. This discovery made, the young venturer sought the supply for the demand. He found it in various places. Sometimes it was in a pawnshop, where the tools were looked on often as so much dead stock; sometimes in a junk yard or shop, where the article was lying in a heap of scrap iron, covered with rust, and, to judge from appearances, utterly passe so far as its original purpose was concerned. The ex-machinist bought it for a price that often made him laugh, took it home, cleaned it up, smoothed out bumps and nicks, sharpened it, put a new handle in it, or otherwise put it in good working condition, and sold it for a price that made him laugh again—at the percentage of profit that he made.

"A second hand tool is no good to a man who doesn't need it; it's just as good as a new one to the man who does," he said at the end of a month of business. "We've got to get into this thing on a bigger line, sure."

Combining his small capital with that of his brother, he rented a small basement on a big street out of the business district, where the rent was nominal, and hung out a sign. Now he had a place of business, but he kept up his agent's work besides. In two months the other brother left his work and began to tend store while he was out buying and selling.

The stock in the little basement began to grow, and the sales along with it. But it wasn't the store that made the business. There had been second hand stores before, and some of them had failed. It was the idea that made this one; the idea of bringing the demand and supply together, not waiting for one to seek out and find the other.

Sometimes the second brother left his wife to tend the store for a few hours while he went out and assisted in missionary work. In a year they found that they had made less money than they would have had they stuck to their work as machinists, but they found also that they had a whole

store full of tools, value anywhere from \$300 to \$3,000, according to whether estimated at the buying or selling price, and had established the nucleus of a profitable business.

They soon had a store on the ground floor above the basement. Next they moved to a corner, which was passed by several thousand mechanical workers morning and evening on their way to and from work.

It now is about ten years since they started in business. Their store is one of the largest in the great machine district of the West Side of Chicago. Their line has expanded. They handle now not only tools, but machinery of all kinds as well. They are so well established that there is nothing but continued prosperity in sight for them. Martin Arends.

Cause of Woe.

"Did you notice that nearly every one in the audience shed tears during my great death scene?" queried the leading lady.

"Yes," answered the soubrette, "and I don't blame them."

"Don't blame them!" echoed the l. l. "Why, what do you mean?"

"They were next to the painful fact that your demise wasn't real," explained the soubrette.

As Time Rolls On.

He (after a year's absence)—I suppose you and your husband are still living happily together?

She—Oh, no; we are now living happily apart.

The surest way to impoverish your heart is to hoard up your love.

Merit==That's It

This is the unanimous opinion of all users of our

Harnesses

PRICES reasonable. You are invited to call and see the line.

Sherwood Hall Co., Ltd.
Grand Rapids, Mich.

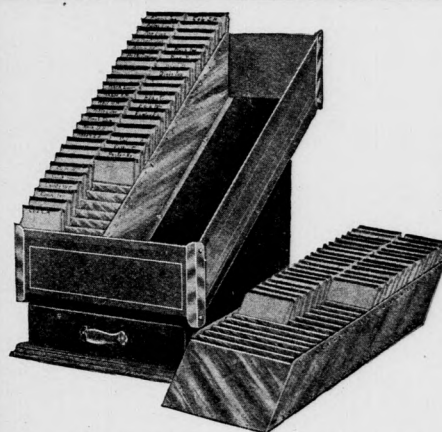
Mica Axle Grease

Reduces friction to a minimum. It saves wear and tear of wagon and harness. It saves horse energy. It increases horse power. Put up in 1 and 3 lb. tin boxes, 10, 15 and 25 lb. buckets and kegs, half barrels and barrels.

Hand Separator Oil

is free from gum and is anti-rust and anti-corrosive. Put up in ½, 1 and 5 gal. cans.

Standard Oil Co.
Grand Rapids, Mich.



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

Which Shall It Be—Memory Or System?

Have you a good memory? If so, you are very fortunate for it will save you much in your business. Don't depend upon it, however, for keeping a record of your business. You have enough to worry about, and on the other hand it is unsafe.

Which would be the safer and saner way to do, make a charge upon one of the tablets in your memory or upon one of the tablets in our Keith System where you have reliable and tangible reference at any time? The latter, most assuredly.

Then why not commence right now with our Keith System?

It is an automatic collector of accounts.

It compels your clerks to be accurate.

It reduces your book-keeping to a minimum—in fact, it is all done with One Writing.

It prevents goods going out of your store without being charged.

It is adapted to your business.

Our catalog and complete information are yours for the asking.

THE SIMPLE ACCOUNT SALESBOOK CO.

Sole Manufacturers, Also Manufacturers of Counter Pads for Store Use
Fremont, Ohio, U. S. A.



Special Features of the Grocery and Produce Trade.

Special Correspondence.

New York, June 29—The coffee market shows greater firmness this week than has characterized it for some time. Jobbers almost all report a fairly satisfactory demand, and at the close Rio No. 7 is well sustained at 6¼c. It is now possible to ascertain the result of the year's receipt of coffee at Rio and Santos. From July 1, 1906, to June 27, 1907, the aggregate has been 19,588,000 bags. This tremendous supply exceeds by far any previous yield and is almost double that of last year. In store and afloat there are 4,020,768 bags, against 3,312,442 bags at the same time last year. Mild sorts have met with rather good demand and close firm.

Teas show better request and holders generally profess to be quite well pleased with the outlook. Prices are well held, and with the advancing season it is thought the whole market will show up better than at any time during the first half of the year.

Sales of refined sugar have been moderate and about all trading has, as usual, been of withdrawals under previous contract. The weather is much more favorable for consumptive demand and an advance in the price of granulated is looked for. At this writing the regular quotation is 4.90c, less 1 per cent. cash.

Supplies of rice are running light. The demand is fairly good and the market is firm, with quotations tending upward, although figures are as yet unchanged. Choice to fancy head, 5@6¼c.

Both jobbers and grinders of spices have been quite liberal purchasers this week and holders are, seemingly, very confident of a good autumn trade. There is little, if any, speculation and rates are on the basis of previous quotations all along the line.

As is to be expected at this time of year, molasses is in the "shade." Sales are of small lots and little interest is shown, although the season is not different from others. Syrups are fairly steady and unchanged.

Canned goods have been rather easier this week, owing to the much more favorable weather conditions. Canneries are humping down in Maryland and Delaware, and after all the lamentations of the past two months it is thought there will be a fair output of peas and other goods if not a fair average pack. Tomatoes, which have ruled all other goods in interest, have now taken a back seat, although as yet quotations show no positive decline. Packers are not seemingly anxious to make future sales just now. Spot tomatoes are well sustained, but sale are usually of rather limited quantities on the basis of \$1.02½@1.05. Peas sell readily at \$1@1.10 for standard early Junes f. o. b. Corn is rather quiet and is

selling at recent rates—62½@65c for New York State and 95c@\$1 for Maine. Salmon is being re-shipped from England to this country and the market is well sustained. These goods will cost perhaps \$1.12½ in New York.

Butter is somewhat quieter and some very good stock has been sold at 24c, although 25c is about the usual asking price. Firsts, 23@24c; imitation creamery, 19½@21c; factory, 18½@19½c; renovated, 19@21c.

There is a better feeling in the cheese trade and quotations have shown an advance of about 1c. Small size full cream are worth 12½c, although some good stock can be found at 12 or even less.

Eggs are in good demand for really desirable stock and extra firsts, Western fresh gathered, are worth 16½@17c; firsts, 15½@16c.

Prosperous Factories Cause Shortage of Houses.

Albion, July 2—Owing largely to the recent great growth of nearly all the manufacturing industries of the city, Albion is this spring experiencing a building boom such as has not been seen here in years, and still it seems a hard matter to keep up with the increasing demand for dwelling houses of the medium class. In some cases American laborers of the better class are living in tents with their families during the warm weather, in hopes that houses will be ready for them in the fall. In many other cases the head of the household is here holding down a job, but is compelled to let his family live in some other city.

Three new additions to the city have recently been platted by enterprising land companies and lots sold at auction. The lots have sold like hot cakes, going quite largely to persons of moderate means who intend to build small homes for their own use. Many of the lots have also been bought by speculators. There is not believed to be a single vacant unrented house in the city, but the heavier portion of the demand for houses will probably be satisfied before another winter sets in.

The Union Steel Screen Co., makers of oven racks, grating, etc., although one of the newer industries of the city, has found it necessary to move this week to larger quarters, having leased a large building formerly occupied by the Albion Buggy Co. This concern is owned almost entirely by local capitalists.

The Cook Manufacturing Co., manufacturer of gasoline engines and windmills, began taking some outside job work in their foundry a few months ago, until now it seems almost impossible to turn out fast enough the large amount of work that comes to them unsolicited. They are making all kinds of wrought castings for several concerns in Battle Creek, Jackson and other cities, besides having the contract for doing nearly all this kind of work for the Michigan United Railways Co.

On his wedding day the average man thinks he is getting a peach, but in after years he may discover that he plucked a lemon.

Men are Made Cranky by Bad Weather.

Unseasonable weather of any character in any season has its more or less morbid influences on the human anatomy. In this Northern climate, where the four seasons may be expected in accordance with the signs of the zodiac, man's anatomy subconsciously prepares itself for the season's changes. In the warming weather of the spring season his appetite for heavy foods, which have been his diet in the winter, falls away as his first premonitory warning. A sudden warm day in March, for instance, distresses him. He doesn't know just why. He is uncomfortably warm and irritated and psychologically affected. In August such a temperature would be a refreshing delight from the normal; in March it is dead dullness and depression.

Notoriously any day of strong wind at any temperature shakes the nervous system of the whole animal creation. Unusual heat or unusual cold may be accepted by individuals with little temperamental disturbance, but the high wind has been observed as tending to nervous stress and discomfort, always, not only in the streets, but indoors.

More than the wind, or the cold, or the heat, however, the day of chill rain and gloom finds most victims—victims of a profound depression, mentally, and perhaps of aching bones and weary muscles, physically. A few natures rise in spirits under leaden skies, but they are rare.

Under these abnormalities of season one may see what these phenomenal conditions have cost the world of business.

Naturally the retail merchant feels instantly the effects of the "bad day" outside, merely for the reason that at the slightest excuse the customer stays at home. But to the extent that the customer is forced out, he comes as a disgruntled customer, depressed and critical, to be served by men and women salesmen who are as much disturbed as he is. The store managers are depressed in the same degree, until the situation is too simply inimical to business to require comment of any kind.

This anticipates only that customer who of his own necessity goes out to buy that which he needs and feels that he needs. But only a half portion of the retail business is conducted in this way. What a tremendous effect this unseasonableness of weather has upon that class of business which depends upon soliciting!

The prospective customer in his office is sitting there "out of sorts." Any interruption is to some extent a challenge to his sore feelings, which he hasn't attempted to analyze. His associates in the office may have remarked to themselves that he is "grouchy," to say the least. And it is in this condition that the soliciting salesman finds him, the salesman, too, reflecting in his moods the abnormality of the weather. It isn't a propitious occasion for business, is it?

Further, in all the bewildering ways and means of handling and moving the great material substances which constitute business entity, all are under the meteorological influ-

ences which make work harder and more disagreeable.

These are suggestions only of what the influences of our abnormal spring have been on our business activities. We may have an abnormal summer, with quite as great distracting tendencies.

Why not anticipate the condition with resolution to overcome, as far as possible, these abnormal influences which affect us?

John A. Howland.

Will Pay One Hundred Per Cent. Dividends.

Lansing, July 2—July dividends of several concerns here are large, but the most notable instance of success is afforded by the Reo Motor Works, which has declared a dividend of 40 per cent. in addition to one of 20 per cent. three months ago, making 60 per cent. for the year. Another dividend of 40 per cent. will probably be declared before the beginning of the new year. The success of this company probably does not have its equal in the State. The company was organized two years ago, with \$150,000 paid in capital, out of \$500,000. The company borrowed \$100,000 on preferred stock. The first year the preferred stock was retired and dividends of 100 per cent. paid. A stock dividend of 50 per cent. was also declared. R. E. Olds received \$260,000 of the original stock in return for his experience in the automobile business and his holdings are now worth more than \$1,000,000.

The Capital National Bank, organized one year ago, reports total footings of over \$500,000.

The Hammell factory, formerly used for the manufacture of cigars, has been rented by the Capital Furniture Co., which recently removed here from Holly, and will be operated as quickly as possible. A large factory will be erected soon. Lawrence Price, of this city, has been made President of the new company, and W. H. Porter Secretary.

Both Men and Women at Work.

Delton, July 2—Although this is a village of only a few hundred inhabitants, it is not the less ambitious, and as a result the Delton Board of Trade has just been organized with the following officers: President, Chas. Moneau; Vice-President, DeWitt Murdock; Secretary and Treasurer, E. E. Faulkner.

Plans are being made to secure another factory, a brick making establishment having been secured last year which is proving to be a benefit to the town. Not content to leave all the pushing to the men, the Ladies' Civic Improvement League has been organized, and is planning many improvements toward making the village more attractive.

Muskegon Factory Enlarging.

Muskegon, July 2—The Linderman Manufacturing Co., manufacturer of dove tailing machinery, has plans prepared for an addition 400x50 feet in dimensions. The building will cost \$15,000, and the machine department will be moved to the new structure, while the old shipping room will occupy the old building.

A Big Offer

YOU sell wheat flakes—then sell one that will give your customers abiding satisfaction—such satisfaction that they'll continue to buy — that flake is the famous MALTA-VITA.



To put profit in your pocket—
please your patrons—and create
a return trade—we give

1 FREE 5
WITH
'till July 15th

Order through your jobber today—Now.
Our old policy still in force—Fresh Goods—
as fresh goods mean good goods and
“come-back” customers.

Malta-Vita

“The Perfect Food”





Profitable Specialty for the Hardware Trade.

The bicycle is not by any means dead, but on the contrary is very much alive, and is again becoming more and more in evidence every day and everywhere. It has gained for itself a permanent and lasting place as a necessary article of utility and convenience.

In the larger cities it takes the place of the street cars as a matter of economy, as well as convenience, besides providing an excellent means of healthful outdoor exercise.

In the smaller towns and villages where trolley tracks have not yet gridironed the streets, there will be found thorough recognition and full appreciation of the practical utility of the iron horse. In small towns the dweller must either walk or own a horse. Walking is slow and irksome. Horses are expensive, a trouble to feed, to keep clean and rarely convenient.

But the cardinal merits of the bicycle are its economy, its convenience, its ever-readiness for immediate use, and its celerity as a means of locomotion. To-day the bicycle is everywhere recognized as the simplest and most useful form of quick locomotion. As a ready outdoor exerciser, as a most effective medium of retaining good health, it is within the reach of all mankind and womankind, and it is just as safe for the girl as for the boy, as enjoyable for the woman as for the man. For the masses there is nothing so good as the bicycle. For the hardware dealer no side line is more easily sold or more profitable to handle than an up-to-date line of attractive and easy-running 1907 bicycles.

The demand for good, easy running, responsive bicycles has increased enormously within the past two years. There are more bicycles being used, and every day is seeing more of them purchased, so that the hardware dealer who fails to grasp this opportunity of adding to his trade and profits is surely willfully blind. Let him look around for himself; let him note the number of bicycle clubs that are being formed; let him note the interest of the buying public—the real, live, human interest—and he will agree that more bicycle enthusiasm is now being displayed than for a term of years.

And this condition does not exist only in one locality, but the situation is the same the world over. No, we do not see anything but good times ahead for the bicycle and the hardware dealer who will take up the line in dead earnest. Cycling has come into its own again, and is strongly and distinctively all right. The only thing that ever was the matter with bicycling was the fad or epidemic among the richer class and which was properly called the "bicycle craze," but the present popular prices for good, well made, scientifically constructed bicycles has placed the bi-

cycle business on a foundation that will make it the favorite with the masses for all time to come.

The present revival of the bicycle places a trade winning opportunity before the hardware trade, that if they fail to take advantage of, they are putting aside a money-making specialty on which the sales and profits are practically boundless.

Since the old days within the memory of most of us, when the bicycle business was booming, the price has been steadily hammered down, and yet during all this time the factory competition has been so strong that, notwithstanding the large cut in price, the line of 1907 wheels offered to the trade to-day are the best bicycles the world has ever seen. The bicycles of to-day not only look good, but they are as good and safe as they look. While there may be a slight change in general appearance, the manufacturers have found a way to make their frame lines more scientifically correct. The leading factories are constantly striving to attain perfection in cycle making. For instance, here is a manufacturer who has adopted a new spindle hub; another, a flush head, and still another who has added a new and lengthier form of reinforcement. All this counts and helps the dealer selling bicycles. It proves that bicycle manufacturers—the high-grade factories—are still alive and alert, studying and striving to make good bicycles even better.

All this, together with the increased use of the coaster brake and the cushion rims and tires, the bicycle models of 1907 show a striking array of equipment, combining comfort and pleasure with easy riding and utility, as well as a strong line of selling argument for the wide-awake bicycle dealer.

Many dealers are prejudiced against handling bicycles because their memory takes them back to the time when the prospective purchaser of a wheel could ask more questions than they cause of lack of knowledge regarding the line. Selling bicycles to-day is vastly different from what it was in the old days. Place your sample line of wheels on the floor and say to the first prospective bicycle customer that enters the store: "I have just purchased a line of celebrated bicycles. Note the beauty of the finish, the symmetry of the frame, the splendid equipment, the guaranteed tires, the graceful saddle, and see how easy and responsive it is to the slightest touch."

One reason why the sale of bicycles is large and comparatively easy is that several bicycles are frequently in use in one family, so that the principal requirement is to get the line started and prominently displayed in your store, then if the wheels you sell are good and reliable, each wheel sold will help to make other sales for you.

The sale of bicycles this year will be large and will continue to increase. The bicycle trade will not down, because there is nothing that can ever take its place. The factory managers report that preparations have all been made for turning out

not less than 750,000 wheels for the 1907 season, and if the present demand continues this amount will fall considerably short of the current demand for the 1907 riding season.

The bicycles that help cycling and make riding a wheel truly a pleasure and a delight are the good bicycles—the high grade wheels that have stood the test of time for years, and the equipment of which is in keeping with the balance of their high grade construction. These bicycles command their price mainly because they are worth it and will usually outlast three or four of the shoddy-class variety which are ordered from the manufacturer with the clause: "We don't care how the machines are fitted together, or what they are made of, but they must be cheap and they must look good."

The 1907 exhibition of bicycles simply confirms the opinion that every change that has been made is with the view of simplifying, improving and modifying the wheel to suit up-to-date 20th century requirements. In frame design there is but little change. However, one notes a well-defined tendency towards seamless tubing with pressed steel connections and reinforced throughout. From all appearances it would seem that the purchaser of a 1907 mount will acquire a machine that will not soon be obsolete. Certainly, chain bicycles are here to stay, and it is hard to say how much improvement can be made with such a large combination of tire equipments and other specifications to choose from.—G. H. Dirhold in Hardware.

New Ways To Make Money.

A young man regularly employed at a salary of \$100 a month went home one evening carrying with him a permit from his boss to lay off for ten days because of a spell of extra hard work. The clerk did not have to do a hand's turn in that time and he would draw his salary just as if he worked. When he got home he found that his father-in-law, with whom he was boarding, had lost his job and was doing nothing.

The young man ventured to suggest two ways by which his wife's paternal parent could make a lot of money. One plan was to engage in rebronzing gas and electric fixtures.

The young man first tackled the bronzing proposition. He first secured a quantity of the necessary materials, and one morning he started out on a house to house canvass. He bronzed up the fixtures of the first house he struck and charged enough for his services to make them well worth while. He kept on at the work that day and the next, and while he met some rebuffs he did business with a fair proportion of the householders on whom he called. He rang every doorbell on the street and some more streets. He cleared more money from this single job than his father-in-law had made in the same length of time at his last employment, which was that of a bartender.

The young man, however, was well satisfied with his experience. Not only had he made enough to much more than pay him for his work, which really gave him needed outdoor

exercise, but he found out what he could profitably turn his hand to in case he lost his own job. The result was that he went back to his work rested, was doubly paid for his layoff, and fear of being thrown out of his place had considerably less terror for him. It was a little diversion that worked well for everybody but the jobless father-in-law.

J. L. Graff.

He Was Puzzled.

He was an old-fashioned business man from Hemlock Siding and was in the market to buy goods. When he had given his order he said to the salesman:

"I've heard it has got to be all the fashion for business men to have typewriters nowadays?"

"Yes, that's the style now."

"And to marry 'em if they suit?"

"Yes, a good many do that."

"Haven't got one around the store, have you?"

"Oh, certainly."

The man from the interior was thereupon taken down to the office, where a typewriter sat on its table, while the girl was at her lunch.

"Well, what do you think of it?" was asked, as he looked at it in a puzzled way and scratched his head.

"I guess I must be mistaken," he replied. "The machine seems to be all right, but how in thunder does a widower get married to it?"

"Oh, I see. He doesn't marry the machine, but the girl who operates it. You've got the two things mixed up."

"That's it, eh? Then I'll sit here until the gal comes in and unmix 'em. If I'm going to get married again I want something that can cook meat and 'taters and do the housework."

Thought He Saw Double.

A worthy professor was invited to dine at the house of a lady of fashion.

The day was hot, the wine cool, the professor's thirst great, and the fair neighbor with whom the professor was engaged in a lively conversation filled his glass as often as it was emptied.

When the company rose from the table the professor noticed, to his great consternation, that he was unsteady on his feet.

In his anxiety to save appearances he repaired to the drawing-room, where the lady of the house yielded to the wishes of her lady friends and ordered the nurse to bring in the baby twins.

The pair were lying together on a pillow, and the nurse presented them for inspection to the person nearest the door, who happened to be the professor.

The latter gazed intently at them for awhile, as if deciding whether or not there were two or one, and then said, somewhat huskily:

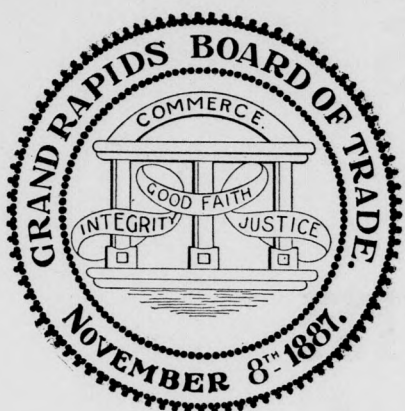
"Really, what a bonny little child!"

A Danger Signal.

Hix—Come, let us hurry past that house with the red flag at the door.

Mrs. Hix—Why?

Hix—Because it indicates danger—either smallpox or an auction.



Perpetual

Half Fare

Trade Excursions

To Grand Rapids, Mich.

Good Every Day in the Week

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

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

Amount of Purchases Required

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

Read Carefully the Names

you are through buying in each place.

as purchases made of any other firms will not count toward the amount of purchases required. Ask for "Purchaser's Certificate" as soon as

ART GLASS

Doring Art Glass Studio.

AUTOMOBILES

Adams & Hart
Richmond, Jarvis Co.

BAKERS

Hill Bakery
National Biscuit Co.
A. M. Scott Bakery

BELTING AND MILL SUPPLIES

F. Raniville
Studley & Barclay

BICYCLES AND SPORTING GOODS

W. B. Jarvis Co., Ltd.

BOOKS, STATIONERY AND PAPER

Edwards-Hine Co.
Grand Rapids Stationery Co.
Mills Paper Co.
M. B. & W. Paper Co.

BREWERS

Grand Rapids Brewing Co.

CARPET SWEEPERS

Bissell Carpet Sweeper Co.

CEMENT, LIME AND COAL

S. P. Bennett Fuel & Ice Co.
A. B. Knowlson
S. A. Morman & Co.

CIGARS AND TOBACCO

Woodhouse Co.

CIGAR MANUFACTURERS

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

CLOTHING AND KNIT GOODS

Clapp Clothing Co.
Ideal Clothing Co.

COMMISSION—FRUITS, BUTTER, EGGS, ETC.

Bradford & Co.
C. D. Crittenden
J. G. Doan
E. E. Hewitt
Yuille-Zemurray Co.

CONFECTIONERS

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

CROCKERY, HOUSE FURNISHINGS

Leonard Crockery Co.
G. R. Notion & Crockery Co.

DRUGS AND DRUG SUPPLIES

Hazeltine & Perkins Drug Co.

DRY GOODS

Grand Rapids Dry Goods Co.
P. Steketee & Sons

ELECTRIC SUPPLIES

Grand Rapids Electric Co.
Lewis Electric Co.
Lynch & Ball Co.
M. B. Wheeler Co.

FLAVORING EXTRACTS AND PERFUMES

Jennings Manufacturing Co.

GAS ENGINES

Lynch & Ball Co.

GRAIN, FLOUR AND FEED

G. R. Grain & Milling Co.
Valley City Milling Co.
Voigt Milling Co.
Wykes & Co.

GROCERS

Judson Grocer Co.
Lemon & Wheeler Co.
Musselman Grocer Co.
Worden Grocer Co.

HARDWARE

Clark-Rutka-Weaver Co.
Foster, Stevens & Co.
HEARSE AND AMBULANCE
Michigan Hearse & Carriage Co.
HOT WATER—STEAM AND BATH HEATERS
Rapid Heater Co.

ICE CREAM

Kelley Ice Cream Co.

MEATS, FISH, OYSTERS & FANCY GROCERIES.

Detenthaler Market
MEN'S FURNISHINGS.

Otto Weber Co.

MILLINERY

Corl, Knott & Co.

MUSIC AND MUSICAL INSTRUMENTS

Julius A. J. Friedrich

OILS

Standard Oil Co.

PAINTS, OILS AND GLASS

V. C. Glass & Paint Co.
Harvey & Seymour Co.
Heystek & Canfield Co.
Pittsburg Plate Glass Co.

PIPE, PUMPS, HEATING AND MILL SUPPLIES

Grand Rapids Supply Co.

SHOES, RUBBERS AND FINDINGS

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

PLUMBING AND HEATING SUPPLIES

Ferguson Supply Co. Ltd.
The Federal Co.
Wolverine Brass Co.

POST CARDS AND NOVELTIES

W. P. Canaan

READY ROOFING AND ROOFING MATERIAL

H. M. Reynolds Roofing Co.

SADDLERY HARDWARE

Brown & Sehler Co.

Sherwood Hall Co., Ltd.

SAFES

Grand Rapids Safe Co.

SAUSAGE MANUFACTURER

Bradford & Co.

SEEDS AND POULTRY SUPPLIES

A. J. Brown Seed Co.

SHOW CASES AND STORE FIXTURES

Grand Rapids Fixtures Co.

STOVES AND RANGES

Wormnest Stove & Range Co.

TELEPHONE COMPANIES

Citizens Telephone Co.

Mich. State Telephone Co.

TINNERS' AND ROOFERS' SUPPLIES

Wm. Brummeler & Sons

W. C. Hopson & Co.

UNDERTAKERS' SUPPLIES

Durfee Embalming Fluid Co.

Powers & Walker Casket Co.

UPHOLSTERING SUPPLIES

A. F. Burch Co.

WALL FINISH

Alabastine Co.

Anti-Kalsomine Co.

WALL PAPER

Harvey & Seymour Co.

Heystek & Canfield Co.

WHOLESALE FRUITS

Vinkemulder & Company

WINES AND LIQUORS

Detenthaler Market

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

CITY VS. COUNTRY.

Which Resident Has the Best of Life?

Those who study the trend of American life to-day are struck by the tendency of the young man to migrate to the city and leave the country and all its associations behind. There is an eager, almost a feverish desire to see life, and the bucolic and inexperienced youth thinks that life can be seen only in its true conception in the great centers of population. He has beautiful day dreams of the city, of its grandeur and magnificence of its pleasures and contentment, of its wealth and ease, of its joys and happiness. A feeling of unrest takes possession of him, and his spirit becomes so disturbed that all peace forsakes his pillow until he separates himself from the home ties and launches his craft on the troubled waters of urban life; little dreaming of the shallows and quicksands that have wrecked the barks of so many other adventurers that put out upon this troublous sea. The shore he leaves is dull and uninviting, but the perspective land ahead is bathed in golden sunshine and its ivory gates lie open for all who wish to enter.

Shakespeare said, "Better to endure the ills we have than to fly to those we know not of," and Shakespeare was right. The fire is a poor exchange for the frying pan. A mountain is grand and impressive when observed from the perspective of distance; its lofty peaks cut the clouds and its sides appear clothed with a beautiful arborage and foliage, but as we approach it the aspect changes, and when we come close upon it we find that it is a forbidding, bare and bleak succession of rocks whose grim and frowning heights terrify us by their looks, and it is thus with the city.

No one can realize the magnificent misery of the city until he has had experience with it, nor the glided poverty that is inclosed by its walls. The strain of city life is one never ending grind, wearing out body and nerves, never giving a surcease from the daily, hourly toil and care and worry which stifle and smother the finer sentiments of the soul.

The wheels of the city juggernaut never stop; they are constantly revolving and ever crushing out the lives of human beings beneath their relentless progress, yet people of their own free will lie down and invite their own destruction. Unthinkingly they rush to their doom.

Could the young man in the country but realize for a moment the condition of affairs in the city he never would wish to exchange his place. Surely you would call the person foolish who would exchange gold for dross. Is he not more foolish who barter health for disease, virtue for vice, and life for death? And this is just what the inexperienced youth does who comes to the great cities without having friends or influence to prepare the way for him and clear it of the pitfalls and snares with which it is lined. But even if it is cleared he may not be able to walk upon it without stumbling, and may

never reach by it the house of success, whereas, did he keep on the country road, he has as good a chance, in fact, a better one, of reaching that desirable haven.

Never did farming pay better than to-day or never have agricultural pursuits held out such alluring inducements; the best of men are turning their attention in this direction, and these know well that brain as well as brawn is necessary to success. Perhaps to most of us in our inexperience the farmer is identified with ignorance, for have we not been convulsed with laughter at the outre conceptions of the "Jays" and the "Rubes" as caricatured by the comic artists? But the farmer really has the laugh on us and can well afford to overlook our ignorance.

I would say to the country boy—shun the city, keep away from it until your character and habits have been so fully formed that you will be impervious to temptations. Lay the foundations of your manhood strong and solidly in the country, so that there never will be any danger of their being uprooted; graduate in the country, so that when you enter the university of life in the city you will be an experienced scholar, more than able to hold your own. Most of the distinguished men who have built the ramparts of greatness and success around this mighty nation were country bred boys, but they so firmly had established the underlying principles of character before taking up their places in the crowded hives of men that nothing could bend them, nothing turn them away from the high purposes they had in view; the virus of contamination could not touch them.

Of the twenty-six presidents of the United States seventeen have come from the country, from the small farms around the small townships in remote districts; Roosevelt may be said to be the only city bred man that has occupied the White House, but he at an early age severed himself from city surroundings and got close to the heart of nature and in close communion with the country life.

And every day conditions are becoming worse in the city, for, as the population becomes larger, competition becomes keener and the field more limited. The city is circumscribed as a center for talent, and already it is glutted with that commodity. 'Tis mainly the country at present that holds out any inducement for young brains to develop, so that they may benefit the world at a future day. Madison C. Peters.

You Will Never Be Sorry

For living a white life.
For doing your level best.
For your faith in humanity.
For being kind to the poor.
For looking before leaping.
For hearing before judging.
For being candid and frank.
For thinking before speaking.
For harboring clean thoughts.
For discounting the tale-bearer.
For standing by your principles.
For stopping your ears to gossip.
For asking pardon when in error.
For being loyal to your employer.
For the influence of high motives.

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.

The Story of a Great Conspiracy.

John Ford carefully tore a pipe lighter out of the nearest book, lighted it over the flame of the reading lamp, puffed luxuriously for a full minute as he held it over the fresh load of Arcadia mixture, and—laughed.

"Who is the fool this time?" I said.

He sat up and regarded me seriously. "Well, you're getting on. I didn't say that anybody had made a fool of himself, and yet you know, I'm jealous. As a man who makes his living mainly through his gifts of observation, I claim the right to monopolize all the observation and deduction powers of this establishment. So.

"Hanscom is general manager of one of the largest department stores of the city. He is way up. They do not call him a captain of industry. He's a general. When men in his line say 'Hanscom' they know that they've got to the end of their string. He's ne plus ultra in the general managements of department stores. There is nobody beyond him in power, reputation and acknowledged ability. It is considered an honor to have worked with Hanscom, even if he has fired you in humiliating fashion. People in the merchandising line think that you couldn't possibly have gotten on his payroll unless you are something exceptional, he being accredited with having the best judgment in picking men of anybody that ever happened. Yes, sir, Hanscom is the king of his line—and he's the one who made me laugh.

"I got a letter from him asking me to call on him at once. That was Hanscom's way. He was used to having people come to him at once when he desired, and used to having them do what he wanted them to do when he wanted it done. He didn't have room in his busy brain for the idea that, perhaps, there were some people in the world who were not used to coming at once in response to a written demand from an utter stranger. So he was pretty much surprised when he got my reply, which was to the effect that I was busy at present, but would be at liberty and would see him or his representative on the following Saturday, two days away, when I would be at leisure to consider his proposition. I had been working hard for a stretch of three months on a series of petty cases that wouldn't come right for a long time, and I didn't care to return to work at once, at least not for a man who wrote 'come at once.'

"I figured that my answer would kill Mr. Hanscom's desire to see me. I was wrong. It didn't. On Saturday Mr. Hanscom himself came rolling up to my humble place of abode in a red touring car and came rushing into my room as if he wanted to see me, indeed.

"I'm afraid that I'm the victim of a conspiracy in our store," said he when we'd got down to business. "The fact is, I know I am, but where it is and how it is being worked I'm sure I don't know. But the trouble is there, all right. I'll give you a little outline of it. It's simple: my people won't work as I must have them

work. That's the trouble in a nutshell. It's all through the store. Not merely in the salespeople, but in the buyers, and the department heads and the office people as well.

"I don't mean to say that everybody in the store is in this conspiracy, but enough of them are to control to a certain extent the vital points of the business and hamper me and my policy considerably. For instance, our buyers have standing orders to look for bargains in novelties. All the department buyers except the jewelry man fulfill the order. He doesn't. He lets bargain after bargain slip into the hands of competitors, overlooks chances for big hits, and generally shows that he is conspiring to cripple our bargain policy, one of the strongest lines of the store. If he were an inefficient man the things would be no mystery. But he is not. He is one of the best men in his line in the country. I took him out of another store to get him."

"Why don't you discharge him?" I asked.

"Because," he replied, "if I began discharging for this offense I would have to cripple my force hopelessly. The thing so deeply has wormed itself into the organization of the store that to pick it out would be to kill the whole thing. But I want you to try to find the whyness of it, and after that a remedy ought to be apparent."

"You think that the jewelry buyer is a good specimen of your conspirators?"

"He replied that he was. I then took the case, telling Hanscom that I would work exclusively on the buyer from the start, as one conspirator run to earth was as good as a thousand, if conspiracy there was.

"So I went to work hard on the buyer. It took just three days to show me that he was about as much of a conspirator as a rabbit could be. It wasn't in him. He couldn't have been part of a conspiracy to save his life. He would have shown his hand at the first test. He was just a plain fool, personally, and extremely inefficient as a buyer in his line.

"Three more experiences of this nature, and a great light broke upon me. Hanscom's conspirators were innocent of anything of the kind. Instead of throwing him and his policy down in subtle fashion they were falling down hopelessly themselves.

"It took me four days to convince him of it. Then he paid he for my services, and said not another word.

"He's still general manager of the big store. I've heard that recently he separated several of the 'conspirators' from their positions and put in their places higher salaried men—men who wouldn't fall down, unless they really did want to."

James Kells.

He Still Sticks.

It was at a recent meeting of the Board of Directors of the Kill and Maim 'Em Railroad. Everything was harmonious until one hard-headed director asked of the President:

"Sir, I see by the reports before us that on the second of the month the engineer of a freight train overran his orders and crashed into the rear

of a passenger train and killed seven and maimed fifteen persons."

"Yes, but it was an act of Providence," was the reply.

"And on the fifth a passenger train which had been ordered to sidetrack continued on and brought about a head-on collision with an accommodation in which four were killed and nine injured."

"Act of Providence, sir."

"And on the tenth a freight train that did not slacken speed at a curve left the track and killed the fireman and engineer and caused damage to the extent of \$40,000."

"Nothing but Providence, sir."

"And on the fourteenth," continued the director, "a siding switch was left open, and an express dashed in and thirty people were killed or hurt. Did Providence have anything to do with that?"

"Assuredly, sir. She no doubt opened the switch herself to have the accident take place where there was plenty of doctors at hand."

"And how about the collision the other day, where we had thirty-six victims?"

"Another clear case of Providence, sir. There was plenty of water in the ditches to put out the fire."

"And would you consider it an act of Providence if you were voted out of this meeting?"

"No, sir. You would probably vote someone in who didn't believe in God, and Providence wouldn't help you get out of half the claims for damages!"

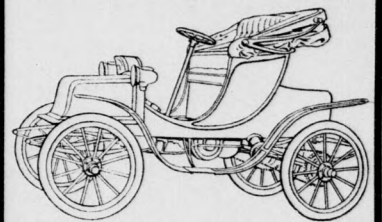
Future Provision.

Mr. Porkface—Yes, sir, my canned meats I guarantee will keep good for years in any climate.

Mr. Taffeigh—I'm glad, sir, to have met you. I admire a man who has made some provision for the future.

If you want an Electric Carriage that is built right, is right and works right, you want the stylish, noiseless and simple

BABCOCK



Model 5 \$1,400

This car is thoroughly dependable, clean, and especially recommended for ladies' use.

We will be glad to give you demonstration on request.

Ask for Babcock catalogue.

ADAMS & HART

47-49 No. Division St.

Grand Rapids, Mich.

The Sun Never Sets where the Brilliant Lamp Burns

And No Other Light HALF SO GOOD OR CHEAP

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



BRILLIANT GAS LAMP CO.

24 State Street

Chicago, Ill.

GRAND RAPIDS PAPER BOX CO.

MANUFACTURER

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

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

Estimates and Samples Cheerfully Furnished.

Prompt Service.

Reasonable Prices.

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

GRAND RAPIDS, MICH.

One Vast Exchange

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

Michigan State Telephone Company



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

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

C. E. WILDE, District Manager

Grand Rapids, Mich.

MONEY MAD.

Greatest Trust Maker Denounces Evils of High Finances.

I have spent my whole life in the Wall street district. The stock exchange is around the corner. If you will go to one of my front windows you will hear the shouts of hundreds of curb brokers. I have centralized capital and all that sort of thing. But I am not blind to the trend of events and can not refrain from raising my voice against some of the serious abuses of high finance as it is called.

Men say, "O, yes; you are now independent and can afford to object." I have been consistent. For ten years I have fought and protested. I have sold myself to no one and steadily have declined to accept a general retainer, which would bar me to-morrow from appearing in court against the client of last week. Nor will I take a case which is disapproved by my conscience. Just now I am trying to destroy the theatrical trust, which butchers art, strangles play writing, and brutally commercializes one of our best institutions. For tyranny it is the worst conspiracy in the world.

In the life insurance trust battle I was nearly alone. But the fighting isn't over. It is but fairly begun. When the defects of the present law regulating elections have been secured so that the ballots are counted the struggle will go on until the policy holders come into their own. Meanwhile the attempt of the discredited managements to retain their grip on the funds and the organization grows more desperate every day. The power so employed is enormous. It reaches through every subterranean channel of the financial world into the most hidden recesses of social and business life. Eventually, however, the policy holders will be successful.

It sometimes is hard to say how one gets under way in any direction. The brewers in England had organized their business into public companies and sold their shares to the people. It occurred to me that I might make like investments attractive in this country. Accordingly, I obtained options on two large breweries in New York and sailed for England. I never had been abroad, was scarcely 28 years old, and my options covered about \$4,000,000 worth of property. I went directly to one of the richest banking houses in London and laid my business before the Board of Directors. I had one price and held to it. Some men want to haggle, but I adopted a different policy in dealing with the Englishmen. I opened every detail of my proposal to them, told them how much I would make if they bought the breweries, and acted with entire frankness. Thus I gained their confidence, which I have tried always to deserve and which has been of great assistance to me since in many ways.

I then sold other manufacturing concerns to foreign investors. All told I was instrumental in bringing \$40,000,000 to the United States from Europe. In no instance did I have two prices, and on every occasion the foreigners were informed as to the amount of my personal profits.

The establishments I sold are owned to-day by the original purchasers and I still represent them on several boards of directors. I am glad to say that most of the ventures have been profitable for all concerned. But the business of selling American mills and factories abroad was eventually run into the ground. Besides, many fraudulent schemes were attempted.

Does the consolidation of business enterprises into trusts promote the general welfare? With rare exceptions it does not. I was active in the concentration of companies when it was first undertaken. I believed that the consolidation of several concerns would result in a reduction in the cost of administration, of selling and of production. Theoretically, the people, the consumers, would get the benefit. The principle, as I saw it, was sound in economics. Put into practice, however, it failed in many respects. Manufacturers combined, capitalizing their companies far beyond their value. Then they lost personal interest in the details of active management, and often became speculators in their own stocks. Employes ran the business. The consumer suffered; everybody suffered but the persons who had sold their shares to the public. Manufacturing concerns largely are problems of management. The individuality of each separate concern, so essential to success, disappeared. Virile men with money, talent and enthusiasm started independent establishments.

The water soaked corporations couldn't live long against that kind of competition. In some instances, therefore, the outside concerns were purchased on extravagant terms. Those which were not bought often were destroyed by cutthroat methods, such as the temporary reduction of prices below the cost of production. When competition went into bankruptcy or boarded up its windows the whole bill of expense was charged against the public. I did not foresee the short sighted greed which has turned a wholesome theory into a burden on the people. In my opinion most of the trusts, as they are called, will break down of their own top heaviness, but we shall have to wait for years, perhaps, before that occurs to any appreciable extent. In the meantime they are plundering the public wherever they get the chance, and thus are hastening their own ultimate undoing.

However, the power of the trusts is not yet understood, even by the men who control them. When the possibilities of our great corporations fully are comprehended and developed the evils from which the country suffers will be increased both in number and character. The few will be richer and the many will be much poorer.

The remedy is sensible legislation. We shall have no revolution such as was necessary in France to liberate the people, but I feel that Americans will compel the enactment of effective laws. My own opinion is that we must have a national statute that will license and control all corporations engaged in business between the states. We ought also to have a more comprehensive interpretation of

the meaning of inter-state commerce. The United States Supreme Court in the Knight case held that, although the sugar trust owned and operated refineries in New York and Pennsylvania, it was not, therefore, engaged in inter-state business. The decision has been modified somewhat since, but not sufficiently to give the Federal Government the control of what is in effect inter-state commerce.

It also ought to be made impossible for the officers of corporations, and especially of public service corporations, to hold back information as to their earnings and dividends and speculate in the shares of their own companies. Nor should they be permitted to buy branch lines and sell them at a profit to the shareholders whom they are supposed to represent and protect. In short, I would supervise railroads and large corporations which deal throughout the country as national banks are controlled at present. And there should be criminal penalties to the statutes which would send lawbreakers to jail.

The laws we now have are futile. Nothing less than the dread of the criminal law will check the mad race for money at the expense of the people. Then, again, the high protective tariffs breed and support many of the worst offenders among the trusts. If trusts were compelled to compete with the world they could prove their right to exist. A trust that prospered under such circumstances would have shown itself to be an economic success and at the

Established in 1873

Best Equipped
Firm in the StateSteam and Water Heating
Iron Pipe
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same time completely would disarm hostile criticism.

The moral standards of business men are higher than they were ten years ago in respect to merchants and manufacturers. Among financiers the standards are as low as ever, which is about as bad a thing as can be said. Acts are being done with impunity in high finance which would mean the open door of a penitentiary in any other country of the world. We beat the universe in making it easy for dishonest men to stay out of prison. Not long ago Bourke Cochran said the Government wasn't strong enough to send a man worth \$10,000,000 to jail and I am afraid he is right. Larceny is well defined among the poor, but not among the rich.

And all the powers in high finance stand together. A trust, for instance, wants to buy out a competitor. Persons owning a majority interest in the independent concern agree to the sale. A minority are averse to the transaction. "We are doing well enough," they assert, "and want to keep our business." What happens? In the case I have in mind, which is one of many, the trust goes straight to the Stock Exchange in the city of New York and has the shares of the independent company stricken from the list of the securities which are daily bought and sold, either on the specious ground that because of the small proportion of shares outstanding there is danger of a "corner," or for some equally plausible but insincere reason. There are no further transactions in the shares owned by the refractory minority, even quotations are withheld. No market remains but the trust, and there the minority are compelled finally to go and accept what is given.

I am of the opinion that the New York Stock Exchange should be regarded as a quasi public institution, which it is, and not as a mere private enterprise, subject to the control of a few big men, and that everything it does should be subject to judicial enquiry and review. If any minority shareholder thinks that he is being treated unjustly he ought to be clothed with the right to appeal to the courts and have the action of the Stock Exchange investigated.

I believe that the dollar has too large a part in the thoughts and efforts of Americans. The country is mad on the subject of money. We have no aristocracy of blood to worship, and so we bow down before the aristocracy of money, no matter how gained. I far rather would live under the reign of an aristocracy of blood than of money, if we must choose between the two evils.

Samuel Untermyer.

The Cuckoo Claim Jumper.

Cuckoo cleverness has puzzled the bird lovers. How does the young cuckoo lay the egg in the nest or did its foster parents? Did the mother suckoo lay the egg in the nest or did she carry it in her beak? What every one knows is that the interloping cuckoo is duly hatched out by the confiding foster parents and that shortly afterwards the legitimate offspring are found dead outside the

nest. The generally accepted belief usually is that the mother cuckoo comes on and clears the nest of all but her own chicklet or else that the little cuckoo, being of a much larger breed, squeezes out the other birds by rapidly filling the whole nest itself. John Craig, one of the most experienced naturalists in Scotland, was the first to maintain that the little cuckoo, just a day old, actually ejected all the eggs by its own unaided effort. With photographs he now has proved his point that when the young cuckoo comes out of the shell he takes the other inmates of the nest one by one on his back, makes the way up the side, and throws out his burden. The young cuckoo is blind. Feeling the stranger's egg in the nest he slowly works himself under it and gets it into the hollow which is in his back for the purpose. He then slowly works his way up the side of the nest backwards, his two sturdy legs firmly gripping the side and his head pressing the bottom of the nest, forming a tripod. The wings are spread out to keep the burden from falling back into the nest. It is a desperate struggle, but bit by bit the cuckoo rises in the nest until he feels himself at the top, then up goes his head, and the burden falls off his back outside the nest. The small cuckoo is quite exhausted after these herculean labors.

How Color Affects Growth.

Color agriculture is the latest. Camille Flammarion put seedlings of the sensitive plant into four different houses—an ordinary conservatory, a blue house, an ordinary greenhouse, a red house. After a few months' waiting he found the little plants in the blue house practically just as he had put them in. They seemingly had fallen asleep and remained unchanged. In the green glass house they had grown more than in the ordinary glass house, but they were weedy and poor. In the red house the seedlings had become positive giants, well nourished and well developed, fifteen times as big as the normal plants. In the red light the plants had become hypersensitive. It was found that blue light retards the processes of decay as well as those of growth. Perhaps the most extraordinary development is that of forcing plants by the use of anaesthetics. It was the discovery of Dr. Johannesen, of Copenhagen. The plants are put into a box into which ether is evaporated. The heavy vapor descends and envelops the plants. After forty-eight hours the plants are taken out and placed in a cool-house. The buds and plants at once begin to sprout far more rapidly than those plants that have not been treated with anaesthetic. Chloroform also can be used. Dr. Johannesen suggests that we here come on the question of repose in plants. In France, by setting up a sort of lightning conductor in the center of a field and connecting it with a network of wires running through the soil of the field, an increase of 50 per cent. was secured in a potato crop. The electricity was drawn from the atmosphere.

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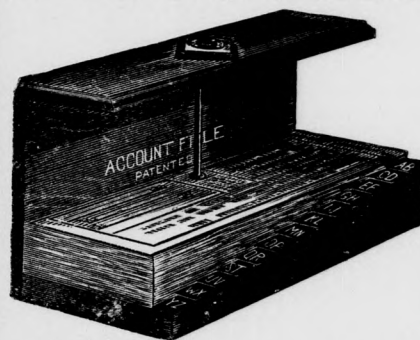
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CAREER OF CRIME.

Hold-Up Men Average Only One Dollar Per Day.

B. Franklin was right about honesty, at least partly. Honesty may not be the most paying investment, but it is the safest and most conservative, and dishonesty in the individual does not pay.

In making this statement I must qualify it to some extent, but not enough to affect the general truth. The qualification is that not one of the forms of dishonesty which I have investigated pays from a commercial standpoint. In making the investigation I purposely have omitted entirely any consideration of social, ethical, or moral factors, but have interviewed and investigated only with a view of ascertaining whether or not it pays financially to be dishonest.

The police of four cities have assisted, and the wardens of two state penitentiaries graciously have permitted me to make investigations. I have talked with 142 known and confessed dishonest men in prison, and forty dishonest men who are not arrested, and with three exceptions not one of them said that he could make as much money by dishonesty as by working steadily. Many asked for time to remember sums dishonestly secured, and later, after figuring it out, were as frankly surprised at the showing as any one could be.

"H—!" said one. "Me a bank robber and earning less in three years than the book-keepers in the banks."

If that man ever reforms (he is serving twelve years) it will be because he figures that the game does not pay.

Train robbing is the most remunerative form of dishonesty, crooked gambling second, robbing banks (by officials) third, and so on down to picking pockets, which is the poorest paid branch of the profession. Shoplifting is fairly remunerative, burglary pays less than the \$80 a month a policeman earns, and the hold-up man makes less money than the laborer at \$1 a day.

Apparently the deductions to be reached are that, unless you can enter into some form of dishonesty with big backing and powerful political and corporate influence behind you, or can locate one big pile of money, which you can steal and then retire on, there is no branch of dishonesty that pays.

One of the surprising turns of the investigation is that what is known as "graft" never yields anything to the grafter unless he has organized graft behind him. A man might as well try to start a department store on \$1 a day as to graft without capital and backing and organization.

The average earnings of officials who wreck banks are, according to the figures furnished by twelve who are now serving time, about \$4.25 a day for an average of seven years and three months.

One man who broke a bank, causing a loss of about \$175,000, actually gained only \$1.40 a day, calculating the two years he was stealing, the four and a half years that he was idle fighting to escape trial, and the four-

teen years (with good time off) he was sentenced to serve in prison.

The average earnings of a "confidence man" are small. I picked twenty-five of these, expecting to discover that the noble profession of "flimming" the public paid well. Among them were five men who never have served time, and perhaps never will. The other twenty are in prisons. According to their figures—which were gone over carefully with me in every instance—they earn less than \$6 a day, exclusive of the time they serve in prison or under arrest, and about 20 cents a day including all the time they have been at it. Besides, their pay days are few and far between.

One man who is known among the police and crooks as one of the best in the business figured that he made \$12,000 in the first two years he worked, \$2,500 a year for the next three years, and less than \$1,000 a year for four years, after which he went in for picking pockets.

The man's case is typical. The "con game" appears to pay well at first, but the mere fact that the man makes big money acts to reduce his earning capacity. The bigger his first year the sooner his source of income is curtailed—for he becomes notorious, his movements are watched, and the police prevent him from plying his calling until they ruin him as a con man and either force him to reform or go to porch climbing and picking pockets.

Among the con men whose figures were ascertained were three "get rich quick" men. These men declared they averaged \$1 a day while working honestly for bookmakers at race tracks—and less than \$3 a day from their "get rich quick" schemes.

One of them, who was mixed up prominently in a great swindling scheme at St. Louis, said that beyond \$4 a day actual expenses he never got a cent out of the game. This man figured that one person who backed the scheme got away with approximately \$2,500,000 in money—and that not one other man connected with it earned or received as much as he could have done working for some one honestly.

Here is a case where even a wonderful organization and big capital behind failed to benefit more than one of the crooks.

That the average house burglar—and this includes porch climbers, sneak thieves and jimmy men—earns, according to the statistics furnished by nineteen who are in prison, and four who are free and reformed, less than \$3 a day is admitted. One burglar, who is declared by the police to be a clever and dangerous man, told me that, in a career covering over nineteen years and including four penitentiary and two workhouse sentences, he had not averaged 75 cents a day from that source—and the biggest haul he made, when he tapped a crib for \$2,460 worth of diamonds, was \$580, for which he was forced to sell the plunder.

Every story was the same—long planning, weeks of poverty and scheming, and then, even when successful, only a month's wages for a decent working man.

The police estimates of the average earnings of thieves from house burglaries is even lower. There are listed with the Chicago police about 900 known burglars, and if they got full value for all the stuff stolen from Chicago houses during the year they would not make \$80 a year each. True, most of these men "work the outside," but even if the Chicago robbers stole everything stolen in Illinois during the year they would not make a decent living.

In fact, to make money robbing houses a man requires such a high order of intelligence or cunning that he would be tempted to burglary only by absolute knowledge that some large sum of cash was in a certain place. The great majority of burglars are boys under 17 years of age,

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misled by tales of great game.

Picking pockets not only is dangerous business, requiring a lot of deftness and special training and involving the maximum danger of arrest, but the pickpockets I interviewed declare that it can only be made to pay decent living wages by the hardest of work.

One woman pickpocket, whose picture is in every rogues' gallery in the country, informed me that during two-thirds of her time she could not make enough money to support herself at picking pockets, and was forced to resort to vice to earn a livelihood.

The trouble with picking pockets is that the thief must go it blind, and after the police gets his record such tricks as loafing in stores and around banks to spot people who show rolls of bills are impossible.

The men who follow circuses and street fairs informed me that they can average about \$10 a day during the summer if they escape arrest, but must loaf most of the winter, not daring to work in their home towns. The expenses are heavy and they seldom have any money.

The holdup game is not a remunerative one. The average earnings of sixteen holdup men were about \$1 a day during the time they actually were engaged in highway robbery, and not counting their time in prison.

In figuring holdup earnings I purposely omitted the profession of "rolling drunks," which is one of the most remunerative branches of thievery and also one of the lowest. The earnings are high, counted by the job, but the jobs are few and far between, and the "drunk rollers" complain bitterly that they are forced to work against the honest police and in competition with others who can not see a drunken man helpless without seeing if he has valuables in his clothes. This branch pays much more than holding up stray pedestrians, and a smart man, after trailing a drunk for a time from saloon to saloon, should know approximately how much money the man has and whether or not it will pay to touch him.

The dime novels have made heroes of train robbers and bank robbers. These are the real swells of the army that preys upon others. Yet, exclusive of expenses, which are extremely heavy, the bank robbers earn less than \$6 a day during their active careers, and the train robbers earn on an average less than \$10 a day, not including their prison terms.

The train robber needs no expensive appliances and simply risks his life for gain. He usually knows exactly what money he is after. One of the men divided a third of a haul of \$120,000, which lifted the average considerably. He was in five jobs, one of which gave him \$38,000, one \$6,200, one \$775 and one \$100. These covered a period of nine years. This means an average of about \$100 a week, but counting the twenty years he must serve, his earnings will be considerably less.

Altogether, stealing is a poor trade. The mere criminal without education or brains can not earn his salt at it,

and a clever, cunning and brainy man can not earn half so much as he could at honorable work.

F. L. Pinckney.

Rock Drill Has Built New York.

New York is a city founded upon a rock. And the rock drill and the Italian have built it. The rock drill is the most potent instrument in the building of New York, and the tool itself is a child of New York. Both the rock drill and the air compressor served their apprenticeship in the construction of the later Croton aqueduct. The subway—the possibility of the subway—was developed there and then. When a new street is to be run through in the northern section of Manhattan or in other outlying regions of the greater city there is usually a lot of rock cutting to be done over some portion, and often a large portion of it, merely to get the street level. Then there is more rock cutting required for the sewers, water pipes, gas pipes and electric conduits—the veins and arteries and nerves of the city's living organism. When a street is graded and completed with gutters and curbstones and corporation sidewalks the entire surface of the land contiguous to it often is considerably above the street level. There are many such high tracts in the newer parts of the city. And the height must be cut down before the land is fairly in the market. It is not easy to suggest any public work in New York which is not a rock drill creation, the speedway, the Harlem River ship canal, the railroads.

Perils of Air Poisoning.

The perils of air poisoning although unguessed are great. Albert Levy, the noted French chemist and hygienist, has constructed an apparatus which indicates as low as the 100,000th part of oxide of carbon of the air in a closed room. The process is based upon the fact that oxide of carbon liberates the iodine contained in a chemical combination of the iodine and that this iodine gas effects a coloring of chloroform. To measure the quantity of oxygen contained in the air is difficult, but the quantity of carbolic acid which has replaced that of the oxygen consumed can easily be determined. The quantity of carbonic acid contained should not exceed the 1,000th part. M. Levy says that the deterioration of the air is the result of two different causes: the process of combustion, which takes place in dwellings, the heating, cooking, the burning of lights and also the breathing of the inmates deprive the air of its oxygen, whose quantity becomes decreased in a degree injurious to health if care is not taken for a sufficient renewal of the air. To avoid injury to the health the normal quantity of oxygen of the air must be renewed and the poisonous gases removed. Some of these gases are sufficiently discernible by the sense of smell. But one of the most important, the oxide of carbon, is odorless and apt to cause more or less severe poisoning without the least advance notice of such danger, and this even with relatively small quantities of the noxious gas.

When the Wind Blows.

To go like the wind around the North Pole means 132 miles an hour. The Prince of Monaco has sent kites to a height of 14,750 feet to take scientific records in the high atmosphere. A series of kites are attached to a line carrying the recording instruments. A kite operation at 9,800 to 13,000 feet lasts almost all day. To enable the kites to pass through zones of light wind or calm the ship from which the kite is operated sometimes must go full steam ahead. After a season with kites the Prince used light India rubber balloons, and learned the strength and direction of aerial currents at different altitudes. Eighteen experiments were made with balloons in the Atlantic up to close on 46,000 feet. A way has been found of recovering the balloon and of stopping its ascent when desired. Pilot balloons were sent up to heights of at least 82,000 feet, and then disappeared forever. They furnish information as to the direction of high aerial currents. It was they that proved that in the Arctic region near the eightieth parallel, at about 43,600 feet, there are winds of 132 miles an hour.

Many a cloud that we call sorrow is but the shadow of our own selfishness.

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BACHELOR GIRLS.

Pity the Man Who Takes One of Them.

Written for the Tradesman.

Old Jones, who keeps the provision store out by the park, put a girl clerk behind the front counter last week. There are a lot of small flats and single and double rooms furnished for light house-keeping about there, and Jones thought the girl would hold more customers than a man would, especially as women do most of the buying.

About the third day he saw that the new clerk was getting quite chummy with her customers. She seemed to know them by their first names, and she joked and giggled with them in a way to cause each one to believe that she was the store's star customer. Jones often wondered what it was all about, and one evening at closing time he spoke to the new clerk about it.

"Why," said the girl, looking up with round brown eyes, "do you think I ought not to make friends with the girls?"

"That is what you are here for," replied Jones. "I am not complaining, understand. I thought I'd like to know how you won them so soon."

The girl laughed, looking out at a girl who was waiting for her by the door.

"You men are stupid," she said. "I find it easy to get the confidence of these women because I live as they do, know what they want, and sympathize with them in their little economies. They are bachelor girls."

"Eh? What's that?"

"Bachelor girls."

"Yes, of course. Perhaps you'll tell me what a bachelor girl is?"

"You know what a bachelor man is? Well, a bachelor girl is just like a bachelor man, only different. She lives in rooms of her own, with a cute little bath, and a range, and an ice chest, and a cat in the south window—if the place has a south window. There are usually two of her in every bachelor flat, and they keep house together and look down upon the tyrant man."

"Just so."

"And all the time they are looking for a man who can give to them the right sort of an establishment, so they will no longer be bachelor girls."

"And they work in offices and stores, and come here and buy the things they like to eat?"

"That is just it, and they like to trade with me because I know all about their way of living, and am able to give them pointers on buying."

"What do they feed on?"

"Why," said the girl, "you talk like they were wild animals, and devoured things they caught in the jungle."

"Honest, now, what do they buy?"

"I wouldn't tell you for the world, but if you should happen to be about this counter when some of them are stocking up, you'd find out why they look lily white and do not have the strength of a mouse."

"It wouldn't be wicked?"

"Wicked to do what?"

"Spy upon these girls?"

"Oh, I think not. Besides, you

could find out anyway, if you cared to look over the order book."

"I see," said the grocer, but he decided that it would be more to the point to listen to the bachelor girls when they were buying. So, the very next morning, he sat himself down at a desk not far away and, man like, pretended to be very busy with his books. A girl in a blue waist and a girl in a white waist came in and stood by the counter. They were "made up," and looked rather fine, the merchant thought.

"What shall we get this morning, Estelle?" asked Blue Waist.

"Oh, I don't know," replied White Waist. "Something nice, for I shall be just ravenous by night."

"There's some extra fine porterhouse there at the meat counter," suggested the girl clerk, "and there're some splendid young chickens."

"My! We haven't got time to cook anything like that."

"Too much bother!"

The girls unanimously discarded the porterhouse and the chicken. The listening grocer got the notion that the clerk was drawing them out for his special benefit.

There was silence for a moment. Then:

"Let's get some of those funny little fish, Madge."

"Yes, let's. You can get ever so many boxes for a quarter, and we can keep them in the ice chest. And we must have some pickles."

"Lemons with the sardines, stupid."

"Aren't lemons frightfully high?"

"Well, then, pickles. And I want some stuffed olives, and some cheese, and some sinkers, and—"

"Why, Estelle! How awfully you talk! Sinkers, indeed!"

"Well, then, fried cakes," said Estelle, "and what do you say to some of that rice candy that you can get so

much of for a nickel? I think it is just lovely, and when people call it looks like so much on the table."

"Sure, and have you bread that came yesterday? Two for a nickel? That's right. We use it for toast, you know, and it is even better than the fresh bread. Now, have we bought all we want?"

"Trade seems to be improving here this morning," thought the grocer. "If those girls should stand there and giggle for another half hour their order might amount to as much as a quarter."

"Why, of course not," said the other. "We must have some of these cookies, the white ones that won't daub your waist if you drop a crumb, and why not one of those cute little pies, with the crescents on the rim? I'm just ravenous for pie. Edward says I am a native of the New England pie belt. Kipling writes about. We want pie to go with the cheese anyway."

"Then, if we're going to have two kinds of cake and a pie, I'm going to order some little piggy sausages. We can cook them in the chafing dish when Nell and George come up to-night."

"My! they do make the flat smell so! But I guess they'll be good eating. I can take one in my music roll for lunch. Now we have got everything, I take it."

"I wish we could buy some oranges. They would look nice in a dish with that puffed candy stuff."

"Why, of course, and we'll save the rind for the dresser drawers. It's awfully expensive, but we'll economize in some other way. Have it all packed in a neat parcel and leave it with the janitor's wife. We'll get it when we come back to-night."

"Sardines, pickles, stuffed olives, cheese, sinkers, rice candy, bread,

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cookies, pork sausages, pie, oranges," wrote the clerk. "Is that all this morning?"

"My," said Madge, "what a long list. We've just got to cut something out. Let's leave out the sausages, Estelle. They smell so when you've got them on the fire."

"All right," replied Estelle. "If we want any meat we can bring home a ham sandwich. Come on, now, or we'll be late at the store."

The girls trotted away, and the grocer faced the clerk.

"Sardines, olives, cheese, pickles, candy, pie, cookies!" he repeated. "Say, is that the way those bachelor girls live?"

"Of course. They don't have time to cook much, and, then, it musses up their white waists to fuss around the range."

"And they set all this stomach-killing stuff out in a dainty shape on a table with cut glass, I presume."

"Indeed they don't. They lay the food on the pantry shelves and catch it up any time when they feel hungry. You noticed they didn't buy meat? Well, they know no more about cooking than a rabbit."

"And these are the girls that are looking for some nice man to take care of, to make a home for, to cause to rejoice that he is no longer a single man! Much they know about making a home. Why, they ought to be arrested for false pretenses if they ever marry a man who wants a domestic life. The idea of a girl who eats such stuff as that because she is stingy and too lazy to cook ever mak-

ing a domestic woman! The training is not there. She might be willing, but she wouldn't know how."

"I guess men don't marry just to get a cook," said the clerk, with a frown.

"A man marries a woman expecting her to look after her end of the game. If she doesn't there's trouble. He supplies the money, she makes the home care free and pleasant for him, and there you are. Say, if I see any young man I like going with a bachelor girl I'm going to warn him to look out for breakers."

"I guess you'd be doing the girl a favor if you broke off the match. She wouldn't gain enough to pay her for giving up her bachelor life," said the clerk, walking away with her nose in the air.

Alfred B. Tozer.

Why Women Fail in Selling Furnishing Goods.

Why don't haberdashers employ women to sell their goods? You never thought of it before, but now that you do think of it you are curious to know. To be exact, some stores do employ women to sell men's furnishings. But the majority of these are department stores that carry only the cheaper grades of merchandise. No exclusive men's furnishing shop employs women, nor do the department stores that cater to high class trade.

It might be supposed that women would attract men to patronize the stores where they worked. As a matter of fact, men avoid being waited on by women in a men's store. One of the largest department stores

in Chicago recently took on a woman who came highly recommended from a nearby store. She knew the goods as well as any man behind the counter; she was attractive; she could make sales; but somehow she did not catch on. Men customers always avoided her, and finally she had to give up and go elsewhere.

"I attribute it largely to the fact that a man does not feel so free and easy in making purchases of a woman," said the head of the furnishing department in the above mentioned store. "A man likes to come in smoking a cigar and if he lets a profane word slip out involuntarily while he is picking out a necktie, all right—no harm done. We got a good deal of criticism from other stores when we employed women in our men's department. So we decided to employ men only and we find it works much better, although the expense of running the department materially increased. Yes, women work cheaper and, of course, that is a point in their favor, but the men make up the difference in salary by selling more goods."

Said another furnisher: "A saleswoman is out of place in a men's furnishing store. Men are shy—yes, it is a fact they are shy—when it comes to dealing with a woman. The average man could not be got to confide to a pert damsel that he was in need of a pair of Blank garters and that the color he preferred to have them in was pink. He would shrink from making known his desire to procure two suits of union underwear, waist measurement 38, inseam 36.

"No, sir, he would rather go without. As for buying neckwear of a woman, well, he would remember that last Tartan plaid thing his wife bought him for a birthday present and postpone his purchase. Men distrust a woman's judgment in dress and they are right. The most tasteful woman has no sense of what looks well on a man. When a man buys his furnishings of a man he feels that he is getting a guarantee of style. He can talk things over with the salesman in a friendly way, and if he is in any doubt he generally will take the salesman's advice."

"A woman is all right in a booth at a church fair," said another Chicago furnisher to whom the subject was broached, "but not when it comes down to business. When a man buys a pound of candy at a charity bazaar he does it to be a good fellow—to boost the game. It is part of the fun to spend your money and not get value received. But it is serious business when he goes to his furnisher to get a half dozen shirts or a couple of cravats. He isn't out to be euchred this time. The woman he sees behind the neckwear counter recalls the last church fair. The analogy goes further, and he invariably thinks of the home made fudge at 80 cents per, which to his mind was not half so good as the stuff he used to get at the 10 cent store when he was a kid.

"The winsome way, the comely face, the buxom figure count for nothing now. He is looking for 100 cents' worth of value for his dollar, and the eternal feminine doesn't carry weight."

Irwin Spear.

This Is the Jar People Are Buying

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

ATLAS SPECIAL JAR

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

E. Z. SEAL JAR

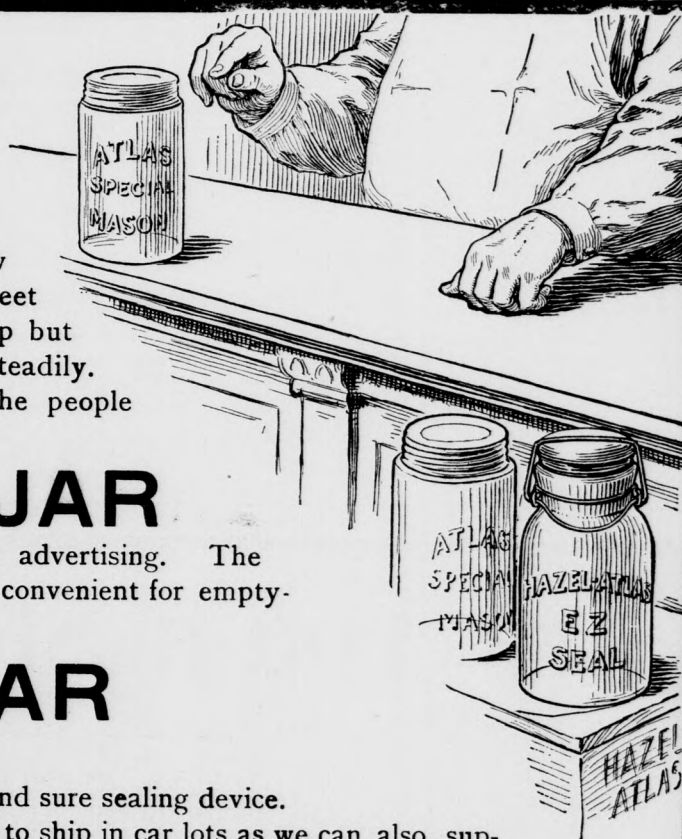
(Lightning Trimmings)

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

You can get these jars of your nearest jobber. We expect to ship in car lots as we can also supply Atlas Mason Jars, Atlas Mason Improved, and Atlas E. Z. Seal Jars with Lightning Trimmings and with wider mouth than other similar jars.

If not with your jobber write us before it's too late. We have done our part. Now it's up to you, and really it's "ALL IN THE JAR."

HAZEL-ATLAS GLASS COMPANY, WHEELING, W. VA.



CLERKS' CORNER

Why He Remained With the Old Firm.

I had been with the house a year when Haggins & Co. started in business as our competitors. By this time I felt that I was sufficiently "in" the grocery business to be interested in every phase of it. It is not merely the heads of a firm that are interested in the starting of a competitive house. All through the firm, from the powers in the private offices behind the frosted glass doors to the truckers on the shipping room floor, a certain degree of interest obtains. The heads are interested in a manner that makes them slightly worried; the clerks and other employees are interested in a way that serves to make them elated.

"There is always a chance for a good job with a new house," is their slogan, and it is safe to say that there never is a new house started in any line that is not made the recipient of applications for employment by men in the employ of an older house.

Fleury was one of the men who went from the invoice department. The day that Haggins & Co. opened their office he went to the general manager and asked for a job.

"Well, I landed all right," he said, boastfully, when I met him. "I certainly did get in right over there. Say, that's going to be the place to work in as soon as they get started. They are going to do the business—knock this old firm sky high—and they're going to treat their clerks like men, not like a lot of office boys. Why, say, do you know what they're doing? They're not hiring anybody who will take a job for less than \$12 a week. That's for the common rumdubs, the new boys on the smallest jobs. Fifteen's their regular price to start experienced clerks. And they haven't their departments organized yet, and when they do get 'em set up they're going to pick the men to run 'em from among the clerks who've made the best showing. That is the kind of a place this is going to be."

I went home just a little excited.

I felt a new sort of an independence. I had learned that there was a demand for experienced clerks. I was an experienced clerk. The idea of hanging on to my present position and making good there wasn't such an overwhelming one any more.

At 3 o'clock the next afternoon I had a telephone call from Fleury. He wanted me to meet him that evening; he had something to say to me.

"They want some more experienced men over there at Haggins & Co.," he said. "I can get you in there if you want to go. What do you say?"

"Oh, I'll have to think it over," I replied. "I don't know; I haven't thought of making a change."

"Well, think it over. And, take my word, you're a dub if you don't come."

I was troubled that evening and all the next day. I didn't know what to do. It was a proposition altogether new to me. I had never been up against anything like it before, and I had nobody I could go to for advice. I couldn't ask anybody in the firm, because I was afraid it would mean discharge for me if they found that I was considering an offer for another position. I didn't want to cast loose from my old place, and yet I surely did want to take advantage of the glowing possibilities that Fleury had pictured.

On the second day after Fleury's declaration I received a letter in a blank envelope. It was from Haggins & Co. and it was an offer of a checker's position "at a salary at least \$2 higher than you are receiving at present, and an immediate advance providing your work is satisfactory."

I read that letter over twenty times. But I didn't call on the writer. I was so far up in the air by this time that I couldn't do anything.

Next day I was asked to step in to the head's office.

"We have learned that some of our good men have gone to Haggins & Co.," said the head. "Possibly there are others in the office who contemplate going. Now, while we don't want to stand in the way of anybody's advancement, and while the loss of a few employees doesn't disturb our office organization in the least, we want to make a few things clear to such of our men as may be considering a change.

"Haggins & Co. are a new firm. They are not established. They will not be established to any degree for two years to come, admitting even that they are going to make a success of their business, which is largely problematical. So, while there are apparently any number of opportunities for advancement there, as a matter of fact there will be no such opportunities for at least two years. There will be no office force worth speaking of for at least this long. Anybody going to work for them now will have to wait this long for a chance to show himself. Two years is a long while. Two years spent in a house where a man had already made a good start is something of big importance in a man's career. You have made a good start here. You know that your services have been appreciated, materially as well as personally. We have made you checker in order purposely to put you in line for further advancement. That is all we care to say on the matter. Not knowing whether or not you have received any offer from the new firm, or whether you have thought of them for a second, we simply ask you to think over what has been said and use your judgment. That is all."

Shortly after this Fleury called me to the phone. "Well, what are you going to do about it?" he asked impatiently. "Somebody'll be getting in ahead of you if you don't make up your mind quick."

"Let 'em get in," I replied. "I've made up my mind. I'm going to stay right here."

"You're a fool," he said.

"Maybe," I said. "But it'll take some time to prove it."

Henry W. Jackson.

The critic is the last to discover his own crookedness.

'Fun for all—All the Year.' Wabash Wagons and Handcars

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

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

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

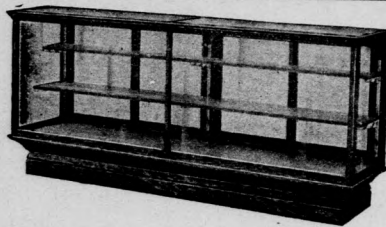
The Wabash Limited—A safe, speedy, regular flyer. Built low down and well balanced so there is no danger of upsetting. 36 inch frame, with Wabash 11 inch steel wheels. Handsomely painted in red and green. Affords sport and exercise combined. Recommended by physicians.

Manufactured by
Wabash Manufacturing Company
Wabash, Indiana

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

Wanted SECOND-HAND SAFES

Grand Rapids Safe Co.
Grand Rapids, Mich.



Wolverine Show Case & Fixture Co.

47 First Ave.

Grand Rapids, Mich.

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

Are You a Storekeeper?

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

TRADESMAN COMPANY, Grand Rapids, Mich.

Sold for Cash and Did Not Deliver Goods.

My brother and I had worked for a man in our home town in Iowa, I as a clerk and he as delivery man in a grocery and market. Our employer had made a success of his business in this town of about 12,000, and was comfortably well off.

But in spite of his success he always was complaining of two drawbacks to his business—the credit system of selling and the custom of delivering goods.

In this age of telephones, when the housewife can order her groceries and meats, it would seem that it were impossible for a market of this kind to succeed without delivering the goods, but there are fully as many people ready to declare that it is as impossible to conduct a store of this kind on a strictly cash basis.

And yet it has been done and with most satisfactory results. At the time our old employer decided to retire from business my brother and I, being out of work and having saved about \$2,500, decided to embark in a business of our own, but as we were going to try new methods and conduct the business along original lines, hoping to profit by some of our employer's experiences, we did not wish to take his old business nor even his old stand.

We decided that we would risk our little capital in an effort to conduct a business from which the two elements of loss of which we had heard so much complaint should be eliminated. In other words, we would deliver no goods and would sell for cash only or keep the goods on our shelves.

We came to this decision after mature deliberation and after many consultations with our old employer, who was much interested in our experiment and who gave us much advice.

We went into this business and adopted these methods fully realizing that in doing so we would have to lose a certain class of trade, which we could otherwise hold—and some of this was desirable trade, too—but we reasoned that we could hold out inducements that would bring and hold other trade which would more than offset this loss.

The loss by bad accounts, the expense of books, book-keepers, collectors, horses, wagons, delivery men, etc., were, of course, estimated from our own observation and the experience of our former employer, and with his help we figured about as follows:

We put our annual sales at \$20,000, and felt that in allowing a 6 per cent. loss for bad accounts was conservative, which gives us:

Bad debts	\$1,200
Bookkeeper and collector	800
Saved on Books, bills, and other stationery and printing	100
Deliveryman at \$40 per month	480
Interest on cost, wear and tear on horses wagon, and harness	125
Feeding and shoeing horses, repairs on wagon and harness	250
Barn rent	30

Total

We secured a room which never had been thought of as a location for a grocery by any one but ourselves. We considered the location good. The room was convenient and light, the rent reasonable, but not as low

as we could have rented as large rooms for in other locations.

We put \$2,000 into the business at the start, holding a reserve of \$500 in the bank.

As before stated, we had determined to give our customers the advantage of at least a large part of what we were saving by our elimination from our business of these two elements of loss, and we so stated in all our advertisements, both in the newspapers and on cards placed conspicuously in the store and sometimes in the store windows so as to show on the outside.

We aimed to put this reduction on all of our goods, but we were careful to show a leader every day, in staple lines, which we brought to the notice of every one who came into the store and most of those who passed and even to the readers of the daily papers, employing methods which are well known to all progressive dealers.

The business was a success from the start, even more of a success than we had ourselves expected. We had been told by nearly all of our friends that it could not be made to pay. Even the wholesale house of which we bought our goods was doubtful. But as our bills always were discounted and increasing in size and numbers, this house was converted to our way of thinking before the year was out.

We realized in attempting to do a strictly cash business that most of those who had tried it before us and failed—and most of them did fail—did so because they could not refuse an old friend or a member of a prominent and wealthy family credit when asked for.

Knowing this, my brother and I determined that we would show no friendship, no rich, no poor in this connection and had spent considerable time in discussing methods and in formulating arguments with which to refuse requests for credit and yet hold the customer.

One incident in our experience is interesting in this connection, also in its relation to our moving to a larger city at the time we did.

Dr. B. was a prominent and well connected citizen of our town, an old friend of ours, and had bought goods of us for years when we were clerking. He had patronized us some in our new store, always paying the cash and taking with him his purchases.

But one fateful day he came in, ordered a few groceries put up, then, as if he were in the habit of buying in that way every day, he started out of the store and said, "Just make a ticket of that."

Seeming, however, to remember the conditions, he hesitated at the door, and it became my duty to talk with him and to finally refuse him the goods on those terms, which I did with the best front I could put up.

After listening attentively to all I had to say Dr. B. sat in sober thought for several minutes, then got up, and, extending his hand, he said, "You are right about it, the credit business is a curse wherever you find it. It is a curse to him who gives and to him who receives. Hereafter I will pay

the cash for what I buy, and if I were a young man starting in my profession again, I would break away from the ethics of the profession and select a specialty, advertise, and collect my fees in advance."

At the end of our two years' experiment we closed out our stock in Iowa and opened up on a much larger scale in Colorado Springs, conducting our business along the same lines of our first venture, and we still are of the opinion that this is the only way to do business after one year of success in our new location.

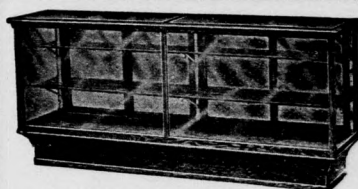
C. S. Longshore.

The Emperor's Reprieve.

A touching little story is related of the aged Emperor of Austria. The other day a death warrant was given him to sign. He read carefully the documents bearing on the case and afterward sat for some time in deep thought. At last, with a sigh and evident reluctance, he took up the pen and began slowly tracing his signature. But as he wrote two large tears rolled down his cheeks and fell upon the paper. "Look," he said, throwing aside the pen and turning to his Secretary, "I cannot sign this. See for yourself. My tears have blotted it out. I grant the condemned man his life. Surely heaven wills it so."

We Carry a Complete Line of Books for Commencement Exercises

Grand Rapids Stationery Co.
29 N. Ionia St.
Grand Rapids, Mich.



A CASE WITH A CONSCIENCE

is known through our advertising, but sells on its merit.

The same can be said of our **DEPENDABLE FIXTURES.**

They are all sold under a guarantee that means satisfaction.

GRAND RAPIDS FIXTURES CO.
So. Ionia and Bartlett Sts. Grand Rapids, Mich.

President, Geo. J. Heinzelman Vice-President, Ulysses S. Silbar
Secretary and Treasurer, Frank VanDeven

Grand Rapids Paper Co.

Representatives of Manufacturers and Wholesale Dealers in

PAPER BAGS, CORDAGE AND WOODEN WARE

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

Coleman's High Class Flavors

Pure Vanilla, and Lemon, Terpeneless

Sold Under Guaranty Serial No. 2442

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

ORIGINATORS OF TERPENELESS EXTRACTS



A 5c Cigar in a Class by Itself

G. J. JOHNSON CIGAR CO., Makers, Grand Rapids, Michigan



Bridge Pity Builds Between Masses and Classes.

I may have said in this column last summer, or the summer before, or some other time, that I adore Chicago. I like the tonic of its air. I like to get in the rush and hustle and bustle of its crowds too intent in getting somewhere to notice where they are going, and in this sinful and fallen world I can imagine nothing more heavenly than it would be to be turned loose in one of his big department stores with an unlimited credit ticket.

But it is not all of Chicago to know its fine boulevards, its shops, its miles of stone and marble palaces and its marvelous parks. There is another and a tenderer side, and nowhere else does philanthropy blossom with a more perfect flower than in this great city, where gaunt want stalks in the shadow cast by wealth, where the rags of poverty brush against fashion in the crowded street and hunger stands forever gnawing its fingers just without the halls of feasting.

Hard as abject poverty is for all, it never seems so bitter and so cruelly hard as when it holds little children in its iron grip—little children who should know nothing but sunshine and blooming flowers and laughter and all pure and innocent things, but who—God pity them!—even in their very babyhood, make acquaintance with want and drunkenness and vice, and are old in sin before they are in years. To me no charity seems so beautiful as that which takes compassion on these blighted little lives and that tries to restore to them in some small measure the birthright of which they have been robbed.

One of the ways in which Chicago does this is by establishing vacation schools, and recently I had the pleasure of visiting one of these and seeing its work. It is situated in that part of the town described by Mr. Dooley as being "forninst the tracks," and is in the very heart of the tenement district. To reach it we went through streets of ramshackle old buildings, guiltless of paint or comfort and crowded from damp basement to hot attic with a swarming hive of human beings. Pallid-faced men bent over sewing machines at the windows, frowsy women nursed sickly-looking babes at their breasts on the doorsteps, children fought and screamed on the sidewalk, while the few ragged garments floating from an upper window—the pathetic, scant weekly "wash"—gave an added emphasis to the poverty and squalor of the neighborhood. In the midst of this the big, comfortable school building seemed like an oasis in a desert, and we were glad to push open the big swinging doors and find ourselves in a cheerful atmosphere.

Within there was the sound of a piano playing a gay march, the shuffling of little feet, the faint click of a hammer and the shrill treble of

childish voices singing, for the vacation school does not attempt to teach by means of books. Its object is primarily to reach the very poorest class of children living in the slums—children whose only home is one room in which sometimes a dozen people herd together, and where the cooking, washing, sleeping, eating—the whole living—must be done. From such a place the children are thrust out upon the streets for a playground, to shift for themselves and to learn what the street has to teach them. The vacation school invites them in and tries to amuse them and to teach them so subtly they are not aware they are doing anything but playing. Rules are relaxed, but if a child is not interested he must leave, for the vacation school is supported by voluntary contributions and there are hundreds of applicants for admission on the waiting list, for whom at present there is no room.

In the first room which we entered a kindergarten class of babies were going through their exercises. Such funny little tots as they were, showing such a wide diversity of nationalities! Here was a swarthy little Italian, there a rosy-cheeked Swede. Here the neat braids of a little Dutch Gretchen, there the frowsy head of a little Pole. Some were barefooted, with the grime of the street on them, others were cleanly although plainly dressed. Several sturdy little fellows in coarse overalls looked already like miniature workmen, while one tiny lad, evidently more Americanized than the others, sported an immense ruffled collar. Every little face had been scrubbed clean, either at home or by the school matron, and shone with interest as the three pretty young kindergartners—the vacation schools employ only the very best teachers—guided them through the mysteries of a fascinating game.

In another room there were blooming flowers and growing plants, with great aquariums full of little fish, turtles and tadpoles. Butterflies were pinned against the walls, and the teacher was telling an interested roomful of children some of the wonder secrets of nature. Presently she asked them who had pets at home. There was a silence a moment, and then a grimy little hand went up, and a boy said that he had a pigeon—a statement that made him the cynosure of all eyes and brought out the undisguised envy of his less fortunate companions. Another, a sickly-looking little fellow, said that he had had a sparrow; that it fell out of a nest in the elevated road, and he caught it, but that as soon as it was strong enough to fly he let it go. He told it quite simply, but to me the little deed seemed full of the divine pity of the poor for the poor.

There probably never was a child who didn't delight in making pictures, and two big classes were happily engaged in this fascinating occupation under the skillful direction of good teachers. In one room a little girl in a red frock posed on a table, while the embryo artists drew impressionistic pictures of her in colored chalk. They followed Mr. Kipling's advice, and each "painted the

SYMONS BROS & CO.

SAGINAW, MICH.

WHOLESALE DISTRIBUTERS OF



WHITE HOUSE

DWINELL-WRIGHT CO.
BOSTON—Principal Coffee Roasters—CHICAGO.

COFFEE

Everything Is Up
Excepting

Mother's Oats

Same good quality

Same old price, but an additional profit for the grocer

Why?

Because of our Profit Sharing Plan
which applies to

MOTHER'S

Oats Twos
Oats, Family Size
Cornmeal

Encourage economy by pushing these brands
and make MORE PROFIT

The Great Western Cereal Co.

Chicago

thing that he saw," with the rather amusing result that some represented her as standing on one leg and others on three, but nothing apparently dampened the satisfaction they felt in the result.

Another interesting feature of the vacation school is the manual training department, with its miniature carpenter shops, in one of which the boys were making the loveliest kites, and in the other pretty wooden table mats. In the girls' department a sewing class was in full swing, with fifty or more little lassies learning how to make and mend; do fancy stitches and work buttonholes. In both these departments the material is furnished free, and the children may take their handiwork home.

So much for the material work being done by the vacation schools in keeping the children off of the streets, giving idle hands good work to do, and turning restless energy into the right channel. The spiritual significance is far greater. In every room there is written upon the wall these words: "God hath made of one blood all nations of men, and we are his children, brothers and sisters all. We are citizens of this United States, and we believe our flag stands for self-sacrifice for the good of all the people. We want, therefore, to be true citizens of our great city, and to show our love for her by our own works. Chicago does not ask us to die for her welfare, she asks us to live for her, and so to live and act that her government may be pure, her officers honest, and every corner of her territory shall be a fit place to grow the best men and women who shall rule over her." They call that the civic creed, and every child in the school repeats it every morning. The tower of Babel could not furnish a greater variety of accents than the way in which they say it. A teacher told me that in a room of fifty scholars, there was not a single child of American parentage, but that fine sentiment is a forge in which to weld every nationality into Americanism. Wherever the anarchist or the nihilist of the future comes from, he will not come out of a school where he was nourished on that creed.

Out at Oak Park, the pretty suburb in which I am spending my vacation, this tender pity for the poor has taken the form of a camp, where over 100 women and little children are being entertained as the guests of the town. The camp is pitched in a beautiful grove, just on the edge of the prairie. The tents have floors laid in them and berths comfortably fitted up with mattresses and sheets and blankets and pillows. There is a dining tent, kitchen, a bathing tent, with hydrant and sewer connection, and a big assembly tent, with a piano and plenty of camp stools for the entertainments that are given in it.

Out of doors there are innumerable hammocks, footballs, swings and croquet sets, as well as the vast expanse of green for the children to roam over, and to this paradise the poor sickly mothers and children are invited for a week's visit, when they are succeeded by another set who are selected from the poorest and most forlorn denizens of the slums. Noth-

ing is expected of them. At home they know nothing but toil and privation, and here it is intended they shall have absolute rest. The churches, in turn, have charge of all the arrangements and provide the food, which is not only abundant and well cooked, but consists of many dainties unknown to those who are forever engaged in a hand to hand fight with starvation. One generous butcher provides the camp with enough chickens for their Sunday dinner, a confectioner sends them free ice cream, and so on. Picture books, toys, games make life a new delight to the youngsters, while every few days the residents send them carriages and give these poor creatures the unparalleled delight of a ride. One little girl thus taken for a ride showed such wonder and joy that a lady asked her if she had never ridden before, to which the little waif replied, "I have hitched but I have never set," meaning she had caught on behind, but had never been within a carriage.

To understand what such an outing means to the poor, one must remember that many of them have never seen any country. They know only the grime of the streets and the stone forests of houses that shut them in. The sweet, fresh air, the green of trees and blooming flowers are miracle and mystery to them. It is said that some of the children are afraid to walk on the grass at first for fear they will break it, and one little child was found fast asleep with a broken and withered dandelion in her hand, the first flower she had ever plucked, and so a treasure beyond all price. Another, seeing a cow for the first time, came running in, crying out she had seen a horse with horns.

So the week runs around. It is not long before the little vacation is ended, and they go back again to the city, but there is a flush of health on many a white cheek, the tired look has died out in many an eye, and life can never be quite the same again for the memory of a golden summer week, and the bridge pity builds between the masses and the classes.

Dorothy Dix.

Legible Prescriptions.

A plea for more legible prescriptions should meet with a universal response. Many druggists rely on their familiarity with the respective physicians' handwriting or guesswork as to the possible combination in compounding a prescription. An adoption of the rescript recently issued by the Austrian Minister, ordering that no pharmacist shall deliver medicines unless prescriptions are legibly written, would be beneficial all around.

Making Suppositories.

I have found that in making suppositories which contain drug extracts you can get the best results by first rubbing the extracts down with glycerin and alcohol, afterwards melting the cacao butter by placing the dish in hot water. By this method the cacao butter does not get hot enough to burn the extracts.

J. H. Schroeder.

Michigan, Ohio And Indiana Merchants

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

Have The Money

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

ROQUEFORT CHEESE.

Making, Ripening and Marketing of This Variety.

Roquefort is perhaps the most widely known of all the high flavored cheese. It is made in the Department of Aveyron and some of the adjoining districts of Southern France. Very few factories are found outside of this region, and even these few send their cheese to the village of Roquefort for ripening. This cheese is made from sheep's milk and in enormous quantities, although the sheep give milk but six months in the year. Cheesemaking begins on a small scale about the middle of December, is at its best from March to June, and gradually ceases in July and August. Almost no cheese is made from September to December. The stock of cheese to supply the market for the year is accumulated in cold storage in the active months and gradually ripened to supply demands. The total amount of Roquefort cheese ripened by the firms at this village is given as 8,000,000 kilograms (16,000,000 pounds) a year.

The village of Roquefort is situated on the northeast face of a mountain or cliff three to four kilometers from the village of Tournemire (on the railroad from Paris). Here a group of natural caves, originally used for ripening cheese, have been supplemented by enormous cellars excavated in the mountain side. The extent of these cellars may be understood from the fact that one of the buildings has twelve floors, and in one place a cold storage room in process of construction at the time of my visit was said to be calculated to hold 600,000 cheese. The cellars are moist from the gradual dripping of the water from above. Ventilation is secured by tunnels running back into the mountain to connect with a crevice or vault leading to the mountain top some hundreds of feet above. Through this vault a continuous stream of cool air reaches the cellars, laden with moisture from passing a long distance in narrow passages between damp, rocky walls. This stream of air has a temperature of about 15 deg. C., except in the warmer part of the summer, when it is a little higher. So abundant is this ventilation that a candle held in the open door of a cellar is usually extinguished.

This Department of France is mountainous, with large areas unfitted for cultivation. These bleak, rocky hillsides have been for centuries devoted to sheep raising. The sheep are the principal source of income to the department. Although the returns to farm labor are exceedingly small, the aggregate values are very large. Most of the land is devoted to pastures. Flocks vary from small numbers to several hundreds. One farmer who was visited milks 200 sheep; from these he received in the past season about 15,000 liters of milk. Rating the average milking season for a sheep at six months, this is about one-half liter a day for each sheep. This milk brings as high as 30 centimes a liter (6 cents a quart), although the price has been much less at times in the past. The milking

of these sheep requires six men for two hours each morning and evening. A little calculation will show that the farmer will hardly become excessively rich.

Formerly the cheese were made on the farm by the sheep raiser and later transported to the caves for ripening. But this practice has disappeared, so that the farmer is now only a producer of milk. The milk is taken from the farm to the local factory and sold. In nearly all cases the local factory is owned and operated by one of the large firms at the village of Roquefort. Under a rigorous system of inspection uniform methods are used, and a remarkable uniformity of results is secured from the whole region. So careful is this inspection that admixture of other than sheep's milk is fairly sure to be detected and the offender punished by refusal to accept his milk afterwards, which would entail both loss and hardship in that region. The cheese made at these local factories is transported to the cellars and caves at Roquefort, where it is ripened.

The two great establishments at the village of Roquefort are the Societe des Caves et des Producteurs Reunis and Louis Rigal. The former produces about 5,000,000 kilograms of cheese a year, the latter about one-third as much. There are several smaller concerns, only one of which makes any large quantity for export, the Societe Nouvelle.

The large societe handles the milk from some 6,000 farmers. This milk tests 10 to 12 per cent. fat in summer and 7 to 8 per cent. in winter, with total solids varying from 17 to 23.6 per cent. The sheep used belong to the race Larzac. As sold from the factory Roquefort cheese brings 220 francs per 100 kilograms net, for Paris—about 25 cents a pound for the cheese. The large firms now own all the space available in the original village where future cellars can be built. Roquefort cheese ripening is therefore practically a monopoly, where three firms control the product. All outside production is a negligible quantity.

Since there was no cheese made at the season of my visit, a review of the necessary facts may be made from the testimony of the makers and the instructors consulted:

In the making of Roquefort the milk is curdled at 24 to 28 deg. C. in one and one-half to two hours. The curd is cut with curd knives into lumps the size of a walnut. After the whey has partially separated the curd is emptied into vessels covered with cloth to hasten the draining, where it is shoveled over to equalize the cooling and draining. After the whey is removed the hoops are filled with the curd and allowed to drain with absolutely no pressure. While the curd is going into the hoops it is well sprinkled with spores from a powerful bread culture of the Roquefort Penicillium. This is done with an instrument resembling a pepper box at the rate of 10 grams of bread to about 100 kilograms of cheese curd. Such a cheese is turned three times during the draining process on the same day. In from three to five days the cheese are sufficiently hard to be

handled freely. On these days the cheese are turned three times each day and the hoops washed once a day. The cheese may now go at once, but are commonly allowed to accumulate a few days, and are then crated and carried or shipped to Roquefort.

In the caves the cheese are salted at least twice with a coarse, hard grained salt. In this process they are first salted on one side and then laid in piles of three for the salt to diffuse into the cheese. At the second salting the other side receives the salt. They are allowed to drain some time after salting. After the surface has dried somewhat they are run through a brushing machine, which leaves a clean surface. They then go through the prickle machine. This machine has a disk set with long parallel needle-like spikes which make numerous holes through the cheese to let in the air for the growth of mold.

Roquefort cheese when a few days old is hard enough to stand han-

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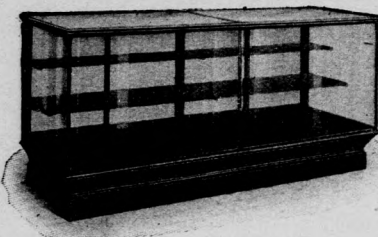
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dling and transportation. In the salting process the cheese remain in piles of three without support and without change of form. In section, so far as determined, they show air spaces; that is, the pieces of curd are not completely welded together by the treatment while making. When the cheese drain these spaces are left as the whey runs out, and the cheese is thus from the first specially suitable for the entrance and growth of mold. It may be noted here that these large firms employ trained men and furnish them well equipped laboratories to study the technical phases of the work.

When the cheese are ready for ripening they may be sent to the caves at once or put into refrigerators. If the cheese are intended for the immediate market they go at once to the caves; but if they are to be held for the season when no cheese is made, they are sent to the refrigerator. In the latter case the cheese are wrapped closely in tin foil and carried into great storage rooms, where the refrigerator machines run constantly to maintain a temperature of about 3 or 4 deg. C. The makers declare that a cheese may be kept in this way for five months with very little ripening. This does not entirely stop all changes, but the changes are at least very much retarded. When needed to fill the demand the cheese are taken from the refrigerator, the tin foil is removed and they are placed in the caves.

In the caves the cheese stand upon edge upon the shelves. They are there exposed to a moist atmosphere at a temperature of 15 deg. C. or near that degree. Here the development of flavor takes place. In so moist an atmosphere there is very little drying, but the cheese become heavily coated with a yellowish or reddish slime, which is probably mostly bacteria and oidium lactis. So abundant is this greasy slime that everything one touches is sticky, beginning at the doorknob of the outer door. No development of other surface molds is allowed. The surface is scraped once or twice while the cheese is in the cave. A cheese coming from cold storage will show flavor in three to four weeks. It is then scraped clean, wrapped again in tin foil and sold. The makers find that cheese kept in cold storage for a time ripen with better flavor than those sent to the caves while fresh. It is therefore customary to send all cheese, as far as space permits, to the refrigerators, for a time at least. Whether this indicates an associative action in which the ripening attributable to the mold is supplementary to a ripening of the curd such as occurs in the cold storage ripening of Cheddar cheese is not determined. Such action is suggested by this practice.

Such is a brief review of the conditions at the village of Roquefort and the processes of making and ripening of Roquefort cheese. Although it adds little to the many descriptions published and leaves out all details, it clears up a few points in which the accounts hitherto published (except that of Marre) have been totally misleading. It has been stated that the

temperature of the caves for ripening is 5 to 7 deg. C., a temperature almost refrigeration, while as a matter of fact it is 15 deg. C. or higher. This statement has been made repeatedly and even appears in the work of an excellent French authority. Obviously every attempt to ripen such cheese upon the lines laid down in such descriptions has been necessarily a total failure, for at that temperature the mold never develops properly. The period necessary for ripening as corrected would be perhaps six to eight weeks, with the possibility of hastening it somewhat or delaying it very greatly by control of the conditions in the cellar or cave used and by refrigeration. In this connection it may be worth repeating that experimental cultural data indicate that a period less than six weeks is probably undesirable, since this is about the minimum time for the appearance of the flavor, or, better, the disappearance of the unpleasant flavors at first resulting from the action of the Roquefort mold. The notion that goats' milk is used to make Roquefort cheese has been quite widely disseminated by writers. The absolute demand for pure sheep's milk by the great establishments at Roquefort shows that very little goats' milk enters into the product.

The making of genuine Roquefort is confined to this restricted area in Southern France. The companies concerned in its manufacture and ripening have succeeded in maintaining in the French courts their claim that Roquefort is a sheep's milk variety of cheese which must be ripened in the village of Roquefort, in Aveyron. In various parts of France imitation Roquefort cheese are made from cows' milk. These approximate the genuine Roquefort in texture, flavor and general appearance, but the name is not legally allowed to be used for them in France. These cheese are sold under the name of "fromage bleu" (blue cheese), but bring a much smaller price, although they are said to be substituted for the genuine article in many cases. Unfortunately, I did not reach these factories. Out of respect for the decisions of the French courts for our own laws as to the branding of food products, it seems desirable that we recognize the designation "Roquefort cheese" as applied only to cheese ripened at Roquefort and complying with other requirements previously mentioned. The use of that name for any other cheese whatever, no matter where or by whom made, would, according to this view, be misbranding and therefore illegal. We could, however, appropriate to our own use the suggestions as to methods derived from the practice of the makers of Roquefort, Stilton and Gorgonzola cheese, and in that way produce an improved cows' milk cheese under a new or definitely modified name.

There does not appear to be any reason to believe that the production of the same cheese as Roquefort would be impossible in any region where the sheep's milk could be had and the conditions of ripening found or artificially supplied. In fact, some of the makers are seriously

meditating an attempt to transplant such an industry to America. Roquefort is the only village whose name is associated with a famous variety of cheese which has retained the monopoly of the manufacture of such cheese. If such monopoly is justified, and if others should produce the same cheese a new name must be used.

There is no reason for saying, as the Roquefort people have at times attempted to do, that Gorgonzola and Stilton, as well as all other cheese ripened by the agency of the same mold, are imitations of Roquefort. This is only another instance of the production in widely separated regions of very similar articles because the same natural conditions were complied with. In this way cheese of the same type have arisen in several different lands under different names and in many cases are described as entirely different cheese, while there is in reality no essential difference in their production or flavor. The conditions of ripening Roquefort and related cheese seem to exercise a natural selection among the numerous common molds, which gives a culture in which this species of Penicillium is overwhelmingly dominant when not in actually pure culture. The comparison in this way of related varieties points out the deficiencies of some of the methods used and offers suggestions which may be useful in improving all.

Charles Thom.

Pinched the Wrong Knee.

The late Archbishop of Canterbury was for many years fearful of a stroke of paralysis.

Seated at the right of Countess T— at a brilliant banquet, he startled the guests by arising and remarking:

"Brethren, it has come at last—that which I have feared for forty years—a stroke of paralysis. I have been pinching my knee for the last twenty minutes and can not find the least sensation there."

"Pardon me," said the Countess, "but it was my knee you were pinching."

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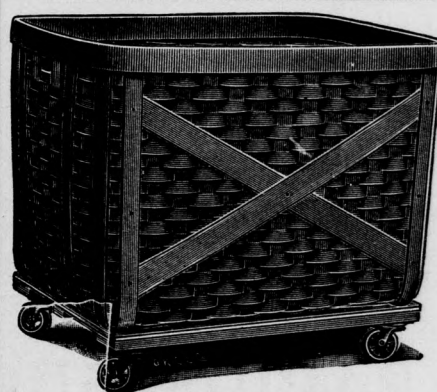
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X-strapped Truck Basket

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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.

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Facts About the Marshall Field Shoe Business.

Choosing the right man for the right place is not the easiest thing in the world. And old Diogenes is not the only one who has gone up and down the earth with his lantern in search for a man that would "measure up." The business world is ever in quest of that kind of a man to-day. And when the firm of Marshall Field & Company wanted a suitable man for the head of their shoe business they flashed the light Eastward to the Hub Center of the Universe; for in Boston they heard there was a man that towered head and shoulders above all his contemporaries.

And here I shall avail myself of the opportunity, at the close of his decade of labor in Chicago, to say a few things about this most interesting character—a man whom I will wager you have never read much about, and all for a very good reason; he avoids publicity as he would a powder magazine or a pest, and is as shy of a camera as a Filipino is of a 16-inch dynamite gun.

I introduce to you a man of 46 summers, and, if severity and duration count for anything, twice that many winters—not that there is more ice than dewdrops in his disposition, but that where he came from, the

winters, like the folks, do nothing by halves. He stands a little over five feet nine in his number 10 "Daves," and from these eloquent tributes to his chosen profession, up to the shiny spot on top of the seven and three-quarters head that sets squarely between and quite well down toward the broad shoulders, we have approximately 170 pounds proportionately distributed to make up the physical contour of our man.

On meeting him for the first time you find yourself under the scrutiny of a pair of cold, calculating eyes that mellow somewhat on the assurance of your sincerity. But not a spark of credulity is discernible on the iris. "Seeing is believing" is the backbone of his creed, and were it not for the unqualified reputation which he bears in relation to the truth, and for the New England vernacular which betrays his nativity, one might easily infer that he hailed from Missouri. Do not interpret me as accusing this man possessed with an invulnerable skepticism that sees all men traitors—this is not true; but he is incarnated with a degree of certitude that places him a safe distance beyond the length of the dog's chain.

Mr. Firman was born at Huntington, a sequestered hamlet of Northern Vermont, where the Green Mountains rise to a lordly height and overlook the picturesque valley of Winoski. Shortly afterward, however, he moved, with his parents, to Richmond, a village about ten miles distant. Here he was raised amid the environs of rustic New England,

where, as in no other locality in this country, the very surroundings are conducive not only to physical robustness, but to the development of sturdy manhood and the inspiration of lofty ideals.

But the time came when, like all ambitious young men, his mind turned to the larger activities of life, and he went to Boston. From the very outset his career was marked with an invincible determination to succeed. It was not easy sailing in those days; wages were small, hours long, and the duties that were piled on to the fellow who began at the back door of the store were many and irksome, and if he didn't knuckle down and do things to suit the high-cock-a-lorum of the premises he got the "front door" experience a good deal sooner than he had calculated on. The young clerk from Richmond, however, was in love with mercantile work, so much so that he not only was willing to spend fourteen hours a day in diligent application over the counter, but when closing time came he slept under it. Thus, he was always on time in the morning.

"Firman was always honest, sincere and dead in earnest," said a man from Boston recently, when I asked him to tell me something about the shoe buyer's career in that city, "and when he did a thing he did it to a finish."

"With something of the alacrity of a Kansas bottle smasher," I added.

"Yes," he replied, "only tempered with more decorum."

At this point I could not resist asking my auditor if the precocious

Richmondian handled shoe cases anything like Sam Adams and his frenzied band of colonists did King George's tea chests in this self same harbor in Revolutionary days. He assured me this was true; and from all I can learn the young redoubtable possessed a resoluteness of spirit unequaled in Boston-town. Nothing daunted him then, and even to-day he can see more philosophy in a puppy tugging at a root than Newton saw in falling orchards, or Galileo in bronze lamps swinging in cathedral towers. Hard work is ever his slogan. He never makes much ado about genius. If asked for his definition of genius, I dare say he would tell you it is a compound made up of equal parts gray matter and elbow grease.

If, therefore, genius is the ability to bring things to pass by persistent effort founded on prudential thinking, then B. W. Firman is a man of this quality. For by his inflexible purpose, his untiring energy and strict application to duty he soon found himself on the upward trend; and in the years he spent in the metropolis of the Bay State he acquired a rich experience and laid the sure foundation for the larger success that was to follow.

It was not a "pull" that laid the mantle of power upon him in Chicago. Some men get into the high places through a pull; but the firm of Marshall Field & Co. was looking for a man with the opposite quality—they wanted a man with "push;" and if possession is nine points in the law business, as it is in jurisprudence,

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.

they surely have the law on their side, for the lusty New Englander after hitching his wagon to a star got behind it and began to push, and he has continued up the steep ascent until his enterprise has reached an unparalleled point in shoe history.

Mr. Firman entered upon his duties here in the spring of 1897. Comparatively speaking, it was a new field. The project had little more than been launched; it had not become a part of the bone and sinew of the great organization, but as yet was only a weak member of the massive body of systems and departments. Less than two dozen employes comprised the entire force—seventeen clerks, two stock boys, one cobbler, a book-keeper and one floor-walker.

But it didn't take long for the place to begin to get "Firmanized." At that time scarcely anybody made any ado about shoes from Field's. Regular customers of the store knew that such a department had been installed, and, as a matter of course, some began to patronize it because they traded at Field's for nearly everything they bought in the way of wearing apparel. But for the most part, even in those days, the "dry goods store's shoe department" was not a popular institution, the exclusive shoe store appealing more strongly to the vast majority of the trade. But "Firmanization" meant reorganization, and the birth of a new era that should give a distinct tone to the character of the enterprise.

From the very outset his ability as a buyer began to assert itself. At once a distinct class of footwear found its way into the establishment in such an array of assortments, styles and qualities that the public began to take notice; the department began to be talked about, and soon he had the people coming his way.

At the time of his coming Mr. Firman had mastered the shoe business, having been stock boy, shoe clerk, traveling salesman, partner in a firm and finally manufacturer of shoes in Boston. But even to these facts, valuable as they are, may not be attributed the real secret of his success. Surely, it was not printers' ink that brought the trade in his direction and built up the enormous business which he is enjoying to-day. By no means; for from one year's end to the other does he use scarcely an inch of space for advertising. Not another section in the entire retail store dares pursue such methods. Back of such a policy it must readily be apparent even to the ordinary mind that there must lie a very unusual system of doing business—a system founded on principles that are far above the ordinary.

A "pleased customer," to his way of thinking, is worth more than a full page advertisement in the leading newspaper. Mr. Field once said that he would rather give a customer \$100 than allow her to go away from his store dissatisfied—a broad statement at first glance, but this is essentially the policy of Mr. Firman.

I have seen him time and again, when customers would come to him with a complaint, give away a pair of high grade shoes as though they were two pieces of chewing gum.

Does the trade in general not take advantage of this levity? you ask. Why, to be sure, there are no doubt many such; but where there is one of this kind there are ten who will hear of the fair treatment. I believe that it may safely be said that to fair treatment more than to any other single quality he owes his wonderful success. He believes inherently that there is one other quality, however, which stands a close second to this one—and that is courtesy in the last analysis.

A little incident which occurred just the other day will illustrate this point more forcibly than pages I might write. A woman came into the shoe section, and when I had her waited on, she said: "I have bought shoes in this store ever since that man took charge of the department." At this juncture she pointed to the subject of our sketch, who stood in the main aisle examining a newly trimmed shoe case.

"I came in one day just looking," she continued, "and was shown such courtesy at the hands of the new manager that I purchased a pair of shoes that day, and our whole family has been trading here ever since."

This law of his being he enforces throughout the entire organization to a degree that can not help but make itself one of the most powerful factors in trade building. Moreover, he is pre-eminently an organizer. He believes in developing men, and has the faculty of choosing the right man for the right place, as you will see a little later on. Associated with him in the many branches of his vast organization are seven assistants, each having a distinct branch of the business to look after, and for which he holds each strictly responsible. Besides these it requires eight or ten floor managers, who have general supervision of the employes, and who look after the interests of the trade.

Glance with me for a moment into the interior of these various shoe departments, now located in their permanent quarters and occupying immense space on five different floors of the new three and one-half million dollar white granite building, covering one tire block and fronting on State street. The new enlarged quarters of the women's and children's shoes on the fourth floor, at State and Washington streets, are elegant in their appointments, being furnished throughout with piano-finished, solid mahogany chairs and fixtures, elaborate electric lighted show cases, while every inch of floor space is covered with heavy Wilton carpet of rich green. In this great emporium, divided into seven spacious aisles, into which daylight is emitted through a solid row of plate glass windows extending nearly a half block in either direction, may be seated nearly 200 customers. About sixty salespeople are required to look after this one section alone, and in addition a large corps of inspectors and wrappers.

On the first floor, in the great north room facing on Randolph street, is located the men's shoe section. This entire room is devoted exclusively to men's furnishings. Here every man

in Chicago knows that he can enter and shop with the same facility and convenience that he can in the finest exclusive furnishing stores. The shoe section here is likewise equipped with solid mahogany fixtures and illuminated display cases, and employs ordinarily about eighteen to twenty salesmen.

Directly below this is the great basement salesroom containing men's, women's and children's shoes of the less expensive grades. This branch of the business was founded by Mr. Firman in 1898 and placed under the management of Charles W. Bennett, then a young salesman in the children's shoes on the main floor. The choice was a wise one, as the years have proved, for under the prudent training of the senior member the young shoe clerk has made for himself and his department an enviable reputation. Whole volumes could be written concerning this profitable and thriving branch of the business, grown to enormous proportions in an incredibly brief period of time. Here the salesforce and other attaches constituting the staff of employes number about seventy.

Then there are the stock rooms on the tenth floor, where the reserve stock of all the various sections is carried. This work is operated on a carefully devised system by a force of assistants under the direction of a competent stock-keeper. Goods are transported to and from the various sections by an electric elevator system, equipped with telephones and designed for quick service, so that a desired size may be obtained, if

necessary, while the customer waits, causing little inconvenience to any concerned in the transaction.

On the floor above this is to be found the finely equipped, modern shoe factory, employing about fifty skilled shoemakers and other workers. Here are made some of the finest specimens of footwear that the high class trade of Marshall Field & Co. demand—hand made shoes wrought out, from the raw material, in faultless fashions, and ranging in prices from \$8 to \$20. This project is the outgrowth of Mr. Firman's knowledge and experience in the manufacturing business in the East. This branch of the enterprise he has placed under the supervision of William J. Gibbs.

It was just plain "Willie" when the new manager from the East came on the field—in fact, Gibbs was one of the very stock boys in the little company which Mr. Firman found when he came. By diligent application, however, and by virtue of the excellent training which he has received, he has developed into a strong exponent in the large and rapidly increasing manufacturing and repairing end of the business.

Right alongside of him we must place another of the (novus homo)

HATS At Wholesale

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



You Can Hardly Overestimate

The trade-holding and business-bringing power of a line of boys' and girls' shoes that are thoroughly dependable.

Those we make are of the dependable kind only. They vary in price and fineness, but all are built to stand the grief that's coming to them in the shape of extra hard wear.

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

class—Andrew B. Means, assistant buyer and manager in the women's shoe section. Mr. Means came to Chicago from Washington, Pa., soon after Mr. Firman took up his duties here. Securing a position as salesman in the ladies' section, he proved an ardent worker and a thorough shoeman, always awake to the interests of his department. And when, a couple of years later, his superior needed another assistant, Mr. Means was selected to fill the position, which he has done for the past six years with much efficiency.

Thus is this peer of organizers constantly developing his constituency for the highest possible service. He reserves no place in his curriculum for "can't" or "indecision," and holds in contempt the man whose vertebrae is not stiff enough to withstand discouragement and opposition.

Fair minded and ready to give every one a chance who has a disposition to win, he is relentless with the man who "cuts corners." Punctilious? Yes, he is exacting in the sense that he demands the best that is under the skin of every man allied in any way with his branch of the vast enterprise.

Few men immersed in the multiplicity of so large a business as this man has built up are able to keep an eye on individuals, and be in touch with details to the extent he does; for if you will look about you, you will see thousands of men hopelessly bewildered by the red tape of their business affairs. Yes there is an indigenous something in the make-up of this man that enables him in a rare sense to be familiar with every phase of the machinery in his control.

And here I resign the herculean task of trying adequately to portray this princely character in the kingdom of shoes. Do you suspect that I am a trifle over-enthusiastic, that perhaps I have over estimated the merits of the subject of our sketch—that if the facts were boiled down, he is just like any other shoeman "doing time" between 8 o'clock in the morning and 6 o'clock at night in the petty details of a shoe store? Go to any of this man's business rivals on State street and ask how big a man is bucking against them at number 91, and their looks will give silent confession to his strength. Or go to every one of the scores of men and women, of boys and girls that are in his employ and enlist their sentiment in your memorandum book; and then go and grasp the hand of this shoe king yourself, look straight into his eyes, and you will have discovered a man with horizon enough in his cardiac region to fly a kite in—a man who has shaped the trend of policies, moulded a unique character in the institution with which he is allied and given an unprecedented impulse to a business organization that stands foremost among its kind in America.—Chas. S. Given in Shoe Retailer.

One Man's Wisdom.

Slopay—Say, what do you mean by sending me a statement of my account before the first of the month?

Grocer—Oh, I thought it would be a good idea to get mine in early in order to avoid the rush.

Reserves of Iron Ore Abundant.

Iron, iron everywhere—at least in Uncle Sam's country. New finds are being made continually in iron ore fields, where exploitation is most active, or where mining operations have covered the longest period. There are few sections of the United States where iron ores have been mined which fail to indicate liberal reserves that have been unwrought or imperfectly exploited, and in portions of the country where ore has not been won exploratory work has demonstrated that deposits of some importance may be expected. The Lake Superior region at present furnishes 80 per cent of iron ore mined in the states. And one-third of the output of the Lake Superior region in 1906 came from ten mines, each of which furnished from one to two and a half million tons of iron ore. With the exception of Great Britain and the German empire, no country has supplied in any year as much iron ore as came from these ten mines in 1906. If the whole of the United States is considered, an expert estimates that the 1906 total will exceed the combined totals of Germany and England, and the next most important iron ore producing country, Spain. Outside of the Lake Superior region the exploitation of iron ore in the United States has been most limited. Many sources of local supply have been abandoned or allowed to lie unutilized, while the Lake Superior ores have covered long distances to take the place of local mineral. Some excellent mining properties have been dormant for years. Every state in the union has iron ore. The United States uses iron ore more rapidly than any other country, and produces as great a quantity of pig iron from a given amount of iron ore as any other nation, and feeds to its blast furnaces a richer mixture than is smelted in the average plants of western Europe.

Working on Big Dam.

Berrien Springs, July 2—The busiest place in Southwestern Michigan is the site where the Berrien Springs Power & Electric Co. has started the construction of a \$1,000,000 dam at this place. A small army of men and teams are at work. It is only a few weeks ago that active work was started. The site of the dam is at the head of Pardee Island, where the St. Joseph River broadens out into a stream 400 feet in width. A high bluff bounds the stream on one side with low lands on the other. The dam will be twenty-one feet high and over 1,000 feet long.

The entire working force is housed on the grounds, buildings having been erected for the accommodation of the laborers. Four sidetracks branch off from the Pere Marquette into as many directions, where the materials and supplies can be unloaded to the greatest advantage. The power company own thousands of acres of timbered land, and a force of men are at work clearing it.

If a man knows that other people are not any bigger fools than he is he knows all about human nature that is worth knowing.

Elk Skin Work Shoes



Unlined Chrome
Tanned Uppers

**Blucher or
Bal**

Heavy Sole
Leather Bottom

Best Work Shoe Made

Soft, for Tender Feet

Durable,
for Hard Wear

We have them in **Men's and Boys' Sizes**

We make them We stand behind them

Write for sample case

HIRTH-KRAUSE CO.

Shoe Manufacturers

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

COTTAGE VS. CASTLE.

Advantage of the Former Over the Latter.

The cottage has contributed more than the castle in the making of manhood, the country has given birth to more great men than the city, and the university of hard knocks has graduated the best scholars.

Poverty, instead of pinching, dwarfing, and shutting a man up, enlarges and ennobles him and sets him free.

The best dowry for a boy is a childhood spent outdoors. Eighty per cent. of the college students come from the farm. The country and the common people have always given to the world the seers and sages. Call the roll of the great and glorious in life and death—they were born in mangers of poverty and cradled in obscurity. Fully 85 per cent. of the possessors of palaces in America were born in poverty and brought up in the country. Genius has rocked her biggest children in the cradle of hardship. One of the winning forces in life consists in being handicapped. Columbus, discoverer of peerless, unrivaled, unapproached and unapproachable America, was the son of a weaver and a weaver himself; Homer was the son of a small farmer, and

Seven cities claim him—dead—
Through whose streets he begged for bread.

Mohammed, founder of a new religion and who changed the face of empires, was an orphan at 8 and afterwards a camel driver; Copernicus, who introduced the modern system of astronomy, was a bakers' son; Stephenson, inventor of the locomotive, and Watt, perfecter of the steam engine, were both of poor and humble origin; Shakespeare, to whose far reaching, all embracing genius all the world does honor, was the son of a wool carder; Robert Burns, who has taken his place in the galaxy of British poets as an immortal, a star of the first magnitude, whose light glows brighter in the flight of time, was a plowman; Daniel Webster, the most versatile statesman America has produced, worked on a farm as a boy, and when a student at Dartmouth a friend sent him a recipe to grease his boots, he sent back word: "But my boots need other doctoring; they admit water and even gravel stones;" Henry Clay, whose passionate appeals and fervid periods placed him first among American orators, was "the millboy of the slashes," his widow mother being so poor that she could not send him to school, but conscious of his oratorical abilities, he began to speak in a barn with only a horse and a cow for an audience.

Stephen Girard, the second richest man in his day, came to America as a cabin boy on a vessel, and commenced life in the New World with a sixpence, but he made the world his best school and his industry his

best capital. Cornelius Vanderbilt laid the foundation of his great fortune with \$50 his mother gave him of her savings to buy a small sailboat, with which he transported garden truck from Staten Island to New York City. When the wind was unfavorable he pushed the boat along by poles, and got his freight to market in season. After awhile he began to run and build steamboats, putting his savings into railroads, which then were being constructed rapidly. John Jacob Astor beat furs for Hayman Levy at a dollar a day. Nicholas Low, ancestor of Seth Low, laid the foundation of his fortune in a hog-head of rum purchased from the same employer.

Young man, don't say that you can do nothing because you are poor or because you can have no one to help you. Take down any encyclopedia or biography, or, better still, look around your city or town and you will see that your distinguished men were rocked in the cradle of lowly cottages and buffeted the billows of Fate, depending on their own energy.

You have no right to be discouraged on account of adverse circumstances or even feeble abilities, for every giant oak in the forest was once an acorn, kicked about by the feet of passing swine. Look about you for proof of what I say and you can easily corroborate my statements. The most successful men in business and professional life began the world in their shirt sleeves. It seems that an essential condition of success is the necessity of working hard and faring meanly. Those who begin with fortunes generally lose them, those who begin life on crutches will always limp. Necessity is the stimulus to industry, hence the blessing of labor, which is the root of all progress in the individual as well as in civilization and in nations.

Don't dream of some Hercules coming to give you a lift. All rich men's sons are not fools, no more than are poor children all wise, but the heaviest curse on a child, as a rule, is inherited wealth. Many a father is his children's worst enemy when he accumulates riches for them to squander. Beethoven said of Rossini that he had the stuff in him to make a good musician, if he had only been well flogged when a boy; he was spoiled by the ease with which he composed.

Many a man has been spoiled by the ease with which he began life. Success is chiefly due to one's own ability, determination, courage and will.

Madison C. Peters.

When a man blows a trumpet to call attention to the moral screen at his front door you can be pretty sure of finding the back door wide open all the time.

**SELL
Mayer Shoes**

And Watch

Your Business Grow

**W. J. NELSON
Expert Auctioneer**

Closing out and reducing stocks of merchandise a specialty. Address

215 Butterworth Ave. Grand Rapids, Mich.

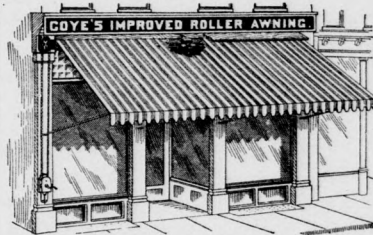
Grand Rapids Notions & Crockery Co.
Corner Ionia and Fulton Sts.

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.

Chas. A. Coye

Manufacturer of



**Awnings, Tents
Flags and Covers**

Send for samples and prices

11 and 9 Pearl St.

Grand Rapids, Michigan

**Typewritten Letters Win Trade
Imitation Typewritten Letters Waste Postage**

We make duplicate Typewritten Letters in any quantity, every letter ACTUALLY TYPEWRITTEN, at about the price you pay for imitations. Samples and prices for the asking.

Grand Rapids Typewriting & Addressing Co.

A. E. Howell, Manager

23 South Division St.

Grand Rapids, Mich.

**It's NOW Time to
Wake Up**



Let me put on one of my 5 or 10 day sales at your store and make this month's business the best of the whole year.

My plans are new.

Good clean, honest advertising used in every instance.

Write for full particulars.

EUGENE FOCHTMAN

Petoskey, Mich.

Headquarters for

**Warm Weather
Candies**

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

ESTABLISHED
1883

WYKES & CO.

SUCCESSORS TO WYKES-SHROEDOR CO.

THOS. E. WYKES
CLAUDE P. WYKES

MANUFACTURERS AND
WHOLESALE DEALERS IN

FLOUR, GRAIN & MILL-PRODUCTS

WEALTHY AVE. AND S. IONIA ST.

GRAND RAPIDS MICH.

SHIPPING GREEN CHEESE.

Boomerang Nature of Its Effect on Values.

There are two sides to the question of shipping green cheese from the factory, but there is no doubt but what the practice has an injurious effect upon the reputation of a product, particularly if indulged in during the season when the time between shipment and consumption is so short that the cheese are not given sufficient chance to ripen before appearing on the tables of the consuming public. The dangers of the practice and a possible remedy are well pointed out in the following letter addressed to Canadian cheesemakers by Dairy Commissioner J. A. Ruddick:

"Many cheese factories are shipping their cheese in a very green condition. In fact, one instructor writes that he has seen Monday's cheese boxed and shipped on Tuesday. It is difficult to understand how intelligent men can be induced to act so foolishly in the face of the positive warnings which they have received from time to time during the past year as to the injurious effect of such a practice on the cheese trade of Canada. If we continue to ship green cheese to Great Britain at a time of the year when they are most likely to go into direct consumption, there can only be one result, and that will be to check the consumption of cheese enormously, with a consequent decrease in the demand, which is bound to have the effect of reducing the price before the season is over. It would seem to require scarcely a second thought to convince any person that it is a most suicidal policy to allow the cheese to be shipped when they are not in a condition fit for food and when their presence on the market will have the effect of stopping the consumption of cheese and encouraging the consumers to look for some other article of food. It is useless to throw all the blame on the buyers, and to let it go at that. The buyers know the danger of this sort of thing well enough, and the fact that they are offering to buy the cheese is proof that they will not act in the interest of the producer when it serves their purpose to do differently. The factory manager or salesman can not escape his responsibility for the protection of his own business, or the business of his patrons. It is quite evident that the only way to deal with this question is for the salesman to refuse to sell the cheese until they are fit for market. I appreciate the difficulty of individual action in a matter of this kind, owing to the strenuous competition among factories, but there is nothing to prevent the salesmen on the different cheese boards from agreeing, as a body, not to allow cheese to leave their factories until they have attained a reasonable age, say at least ten days or two weeks. Some of the cheese boards have already done so, and I venture to say that the factories represented will reap a handsome reward before the season is over, because the district which resolutely refuses to allow the cheese to go forward until they are in a proper condition will add very

materially to its reputation on that account. I know of no surer way of forcing the market down than by selling green cheese. Those who are following the sales on the cheese boards closely will have noticed that certain districts are receiving a handsome premium over others, simply because they have sufficient foresight and good business judgment to recognize that it pays them to protect the reputation of their cheese in every possible way. When the patrons of cheese factories come to fully realize how vitally they are interested in the actual condition of the cheese as it reaches the consumers in Great Britain they will make it warm for any factory manager or salesman who allows absolutely green cheese to be shipped from the factory. What is the use of the Government spending money for the purpose of instruction if cheese are to be shipped before anyone can determine anything about their quality? The instructors might just as well remain at home under such circumstances. Any of the improvements which have been made in recent years, and which have done so much to help the cheese industry, will be almost wholly nullified if this sort of thing goes on.

"With the knowledge that I have as to the effect of this practice on the British market, I conceive it to be my duty to protest as vigorously as possible against a continuance of this practice, and point out the inevitable results if it is continued."

Receiver Asked for a Toledo Creamery.

Toledo, July 2—After seventy days of existence the Ansted Creamery Co. has found itself in difficulties and has asked the court for help. On the application of the Board of Directors, Judge Kumler has appointed J. M. Carr receiver. The directors also ask that the corporation be dissolved.

The directors, James Belyea, Ernest and Ransom Ansted, K. Kaichem and Frank Carabin, say in their petition that the business and equipment were purchased by the company from Ransom Ansted for \$15,000, of which Ansted took \$8,970 in stock, and the company assumed his debts, amounting to \$6,530. They say that they had to pay cash for their milk and have no money to do it with, and that a liveryman has taken possession of their horses for a board bill and they can not send out their wagons, also that they are threatened by creditors, who have taken possession of their equipment, and their output has been insufficient to pay their running expenses, because of conditions of the plant; that they have met with severe losses, the property has depreciated until it will not meet all just liabilities, their business is destroyed because their wagons can not go out and because they could have no milk to sell if they could, and they have other difficulties.

The company was incorporated for \$30,000, of which \$10,500 is paid up. The assets are listed at \$14,925 and the liabilities \$6,530.

Nothing makes wrong seem innocent more quickly than to acquire an interest in it.

Boys Quick in Business Ways.

Business ability often manifests itself in small boys. Their ideas and the way they carry them out are often original and ingenious enough to be a credit even to a successful business man.

One enterprising west side youth will surely land on his feet when he grows up and gets into the business game. He started right. One of the first things he did worth remembering was to sell the wheels of his baby carriage. He works in a grocery store for an hour or so every day, putting up small orders and delivering rush orders in the immediate neighborhood. Every night, after he has worked, the proprietor gives him a bag of "pay," which consists of a generous mixture of cookies, oranges, bananas, apples, peanuts, and the like.

This shrewd youngster frequently bargains with his mother to advance him a nickel for part of his "pay," which is suitable for use on the table.

He also delivers packages for a dry goods store near his home, for which he receives a nickel a package. Sometimes it is "easy money," as the customer may live just across the street, and sometimes he has to trudge a couple of miles and back to earn his 5 cents. But it's all in the business and he takes it good naturedly. On Saturdays he often distributes handbills for the different retail stores.

One of his good business strokes was starting a collection of cigar bands. He accumulated a large assortment of different kinds by asking his father and brothers and their friends to save them for him. He then got the other boys in the neighborhood interested and sold them bands for their collections. He also sold tickets to various entertainments and picnics, getting a commission for all he sold.

Last summer he put up a sign in the front window, "Grass Cutting, Also Cherry Picking Done, Inquire Within." His mother found it out when a stranger called to inquire and she made the lad take the sign, which was lettered in all sizes and kinds of letters, and not ornamental to the house, out of the window. Although disappointed, he was not discouraged, and took the sign down to the corner, where his friend, the grocer, let him put it up. This resulted in several jobs for the boy.

Another bright lad in a west side suburb bought tomato plants and set them out and raised them. He made a speciality of selling tomatoes throughout the neighborhood and cleaned up enough money during the season to buy himself a wheel.

Another lad went into partnership with his sister and had her make candy, which he went about selling. The candy was good and he was good at selling it, so they divided quite a snug sum in profits.

A south side boy got his father to put in a bed of strawberries, the product of which he sold in the neighborhood easily, as home grown strawberries are not so common as many other garden products.

Another youngster with an eye to business planted flower seed and

raised flowers, which he sold, working up many permanent customers, who bought from him at regular intervals. George H. Yardley.

Obeyed Orders and Got Fired.

Once upon a time there was a young man who was made to be a private secretary. Everybody said so, so of course it must have been true. He was a quiet young man, with a long, white face and thick glasses, and round shoulders, and a black tie, and a respectful, humble air. His great ambition in life was to obey somebody. It didn't make much difference to him who it was he obeyed, or why—just so long as he obeyed somebody in something he was content. The place in his head where the bump of individuality should have been had been overlooked when his brains were being made up; so it is easy to say that everybody was going on long and well established precedent when they picked him as ideal material for a private secretary.

For a long time there was no vacancy in such a position in the office where the young man was employed, so he had to content himself with being a petty clerk. But a prospective secretaryship was before him, so he knew that some day success would be his.

When his chance came he thanked his stars and everybody said he was lucky in being born to be a private secretary, and the boss called him in and gave him his instructions.

"Now," said the young man, "all I've got to do is to obey orders and I win out."

So he obeyed orders. One day the boss called him in to take a letter. The boss was angry. He was red in the face and little sparks flew from his eyes. When he spoke the office chairs jumped apprehensively.

"Here, take this," said he, and he began to dictate. It was well for the private secretary that he had a good supply of sharpened pencils, for the words that he took down even in shorthand melted the lead so it ran in streams. But he took it down, word for word.

Three days later the boss again called the private secretary into his office. The boss was angry again. He was red in the face and the sparks flew from his eyes. He held a letter in his hands.

"See here, Blank, do you know what I've got here?"

Blank did not know.

"Well, it's a reply to that letter I dictated three days ago, that long letter."

Blank said he was glad to hear it. He hoped—

"You blamed idiot, you! Do you mean to say that you mailed that letter?"

"Mailed it? Of course, sir, I—"

"You twice blamed idiot! Didn't you know any better than that? Don't you know anything about your duties? A fine private secretary you are. Get back to your old job on the desk. You may be a good clerk, but you're no good as a secretary. Why—why—why, you don't know any more than I do myself."

The young man has been puzzling

over the thing ever since. He has had plenty of time to do it. They don't work their clerks hard in the office where he is employed.

A. C. Johnstone.

How To Sell Wall Paper.

Every dealer in wall paper knows that it requires considerable tact, or what we usually term salesmanship, to handle and sell wall paper successfully, and as a preliminary help to the uninitiated, or to those having a limited experience, I offer a few suggestions or pointers which, if adhered to, will help in making sales and serve also to shorten the time of doing so. After learning that my lady customer desires to see wall paper, my method is to open up the sample books and immediately ask what kind of a room she intends papering, and I also enquire if she prefers a one-band or a two-band border, meaning, of course, a narrow or wide border. These two questions being answered, the salesman has some idea in his mind of what kind of a paper the customer is looking for.

Never ask what priced paper one is in search of, for this may knock you out of a sale later on, in this way: If a lady comes to your store with her mind strongly impressed that she will not pay more than 8 cents or 12½ cents, as the case may be, you may have some trouble in showing her anything better, but continue showing her all your samples, being very careful to notice and remember as you are passing the ones that she likes best, and these you can return to later and show her a second time. It is a wise plan, if possible, to get the customer pinned down to one or two patterns, and having done so it is now time to ask for the size of her room so that you can estimate the cost to her in the papers of her selection.

Using this method you will be surprised how quickly you can make your sale and how easily, too.

A Horse Fire Alarm.

In October last an Ohio farmer who was in Zanesville to make purchases was asked to buy an old horse for \$5. He felt pity for the beast and handed over the money and took the animal home and turned him out to take comfort the rest of his days. His neighbors laughed at him, but they laughed too soon.

In December, while the old horse was standing in a warm stable at night, he was heard whinnying and stamping, and when the farmer arose and went out it was to find that a tramp had started a fire with his hot pipe. It was put out after considerable trouble, and the tramp was put out after it, and all gave the old nag the credit of saving a barn valued at \$2,000.

Perhaps he didn't do it as a reward for the farmer's kindness, but for the \$5 expended the barn was saved and the investment must be looked upon as a good one. It is seldom that a good action does not bring its reward.

No matter how eloquent the lips heaven is deaf to prayer when the heart is dumb.

Hardware Price Current

AMMUNITION.				
Caps.				
G. D., full count, per m.	40			
Hicks' Waterproof, per m.	50			
Musket, per m.	75			
Ely's Waterproof, per m.	60			
Cartridges.				
No. 22 short, per m.	2 50			
No. 22 long, per m.	3 00			
No. 32 short, per m.	5 00			
No. 32 long, per m.	5 75			
Primers.				
No. 2 U. M. C., boxes 250, per m.	1 60			
No. 2 Winchester, boxes 250, per m.	1 60			
Gun Wads.				
Black Edge, Nos. 11 & 12 U. M. C.	60			
Black Edge, Nos. 9 & 10, per m.	70			
Black Edge, No. 7, per m.	80			
Loaded Shells.				
New Rival-For Shotguns.				
Drs. of	oz. of	Size	Gauge	Per
Powder	Shot	Shot		100
120	4	1½	10	\$2 90
129	4	1½	10	2 90
128	4	1½	9	2 90
126	4	1½	8	2 90
135	4½	1½	6	2 90
154	4½	1½	4	2 95
200	3½	1½	4	3 00
208	3	1	10	2 50
236	3½	1½	6	2 65
265	3½	1½	5	2 70
264	3½	1½	4	2 70
Discount, one-third and five per cent.				
Paper Shells—Not Loaded.				
No. 10, pasteboard boxes 100, per 100.	72			
No. 12, pasteboard boxes 100, per 100.	64			
Gunpowder.				
Kegs, 25 lbs., per keg	4 75			
½ Kegs, 12½ lbs., per ½ keg	2 75			
¼ Kegs, 6¼ lbs., per ¼ 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	33 00			
BOLTS				
Stove	80			
Carriage, new list	70			
Plow	50			
BUCKETS				
Well, plain	4 50			
BUTTS, CAST				
Cast Loose, Pin, figured	70			
Wrought, narrow	75			
CHAIN				
Common	7¼ c.	6¼ c.	5¼ c.	5 3-10 c.
BB.	8¼ c.	7¼ c.	7 c.	6¼ c.
BBB.	9 c.	8 c.	7¼ c.	7 c.
CROWBARS				
Cast Steel, per lb.	5			
CHISELS				
Socket Firmer	65			
Socket Framing	65			
Socket Corner	65			
Socket Slicks	65			
ELBOWS				
Com. 4 piece, 6 in., per doz.	net 65			
Corrugated, per doz.	1 00			
Adjustable	dis. 40&10			
EXPANSIVE BITS				
Clark's small, \$18; large, \$26	40			
Ives' 1, \$18; 2, \$24; 3, \$30	25			
FILES—NEW LIST				
New American	70&10			
Nicholson's	70			
Heller's Horse Rasps	70			
GALVANIZED 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. 33½			
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	9½
Per pound	10
MISCELLANEOUS	
Bird Cages	40
Pump, Cistern	75
Screws, New list	87½
Casters, Bed and Plate	50&10&10
Dampers, American	50
MOLASSES GATES	
Stebbins' Pattern	60&10
Enterprise, self-measuring	30
PANS	
Common, polished	70&10
PATENT PLANISHED IRON	
"A" Wood's pat. plan'd. No. 24-27	10 80
"B" Wood's pat. plan'd. No. 25-27	9 80
Broken packages ¼ c per lb. extra.	
PLANES	
Ohio Tool Co.'s fancy	40
Sciota Bench	50
Sandusky Tool Co.'s fancy	40
Bench, first quality	45
NAILS	
Advance over base, on both Steel & Wire	
Steel nails, base	3 00
Wire nails, base	2 35
20 to 60 advance	Base
10 to 16 advance	5
8 advance	20
6 advance	30
4 advance	45
3 advance	70
2 advance	15
Fine 3 advance	25
Casing 10 advance	25
Casing 8 advance	25
Casing 6 advance	25
Finish 10 advance	25
Finish 8 advance	25
Finish 6 advance	45
Barrell ¼ advance	85
RIVETS	
Iron and tinned	50
Copper Rivets and Burs	30
ROOFING PLATES	
14x20 IC, Charcoal, Dean	7 50
14x20 IX, Charcoal, Dean	9 00
20x28 IC, Charcoal, Dean	15 00
14x20 IC, Charcoal, Allaway Grade	7 50
14x20 IX, Charcoal, Allaway Grade	9 00
20x28 IC, Charcoal, Allaway Grade	15 00
20x28 IX, Charcoal, Allaway Grade	18 00
ROPES	
Sisal, ½ inch and larger	9½
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	
½ @ ½	30
The prices of the many other qualities of solder in the market indicated by private brands vary according to composition.	
SQUARES	
Steel and Iron	60-10-5
TIN—MELYN GRADE	
10x14 IC, Charcoal	10 50
14x20 IC, Charcoal	10 50
10x14 IX, Charcoal	12 00
Each additional X on this grade	1 25
TIN—ALLAWAY GRADE	
10x14 IC, Charcoal	9 00
14x20 IC, Charcoal	9 00
10x14 IX, Charcoal	10 50
14x20 IX, Charcoal	10 50
Each additional X on this grade	1 50
BOILER SIZE TIN PLATE	
14x56 IX., for Nos. 8 & 9 boilers, per lb.	13
TRAPS	
Steel, Game	75
Oneida Community, Newhouse's	40&10
Oneida Com'y, Hawley & Norton's	65
Mouse, choker, per doz. holes	12½
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	
½ gal. per doz.	52
1 to 6 gal. per doz.	6½
8 gal. each	60
10 gal. each	75
12 gal. each	90
15 gal. meat tubs, each	1 28
20 gal. meat tubs, each	1 70
30 gal. meat tubs, each	2 38
30 gal. meat tubs, each	2 85
Churns	
2 to 6 gal. per gal.	7½
Churn Dashers, per doz.	84
Milkpans	
½ gal. flat or round bottom, per doz.	52
1 gal. flat or round bottom each	6½
Fine Glazed Milkpans	
½ gal. flat or round bottom, per doz.	60
1 gal. flat or round bottom, each	7
Stewpans	
½ gal. fireproof, ball, per doz.	85
1 gal. fireproof, ball per doz.	1 16
Jugs	
½ gal. per doz.	68
¾ gal. per doz.	51
1 to 5 gal., per gal.	8½
SEALING WAX	
Pontius, each stick in carton	Per doz. 40
LAMP BURNERS	
No. 0 Sun	28
No. 1 Sun	40
No. 2 Sun	50
No. 3 Sun	87
Tubular	50
Nutmeg	80
MASON FRUIT JARS	
With Porcelain Lined Caps	
Pints	Per gross 4 45
Quarts	5 80
½ gallon	6 70
Caps	2 35
Fruit Jars packed 1 dozen in box	
LAMP CHIMNEYS—Seconds.	
Per box of 6 doz.	
Anchor Carten Chimneys	
Each chimney in corrugated tube	
No. 0, Crimp top	1 70
No. 1, Crimp top	1 85
No. 2, Crimp top	2 85
Fine Flint Glass in Cartons	
No. 0, Crimp top	3 00
No. 1, Crimp top	3 25
No. 2, Crimp top	4 10
Lead Flint Glass in Cartons	
No. 0, Crimp top	3 30
No. 1, Crimp top	4 00
No. 2, Crimp top	5 00
Pearl Top in Cartons	
No. 1, wrapped and labeled	4 60
No. 2, wrapped and labeled	5 30
Recheater in Cartons	
No. 2 Fine Flint, 10 in. (\$5c doz.)	4 60
No. 2 Fine Flint, 12 in. (\$1.35 doz.)	7 50
No. 2 Lead Flint, 10 in. (\$5c doz.)	6 25
No. 2 Lead Flint, 12 in. (\$1.65 doz.)	8 75
Electric in Cartons	
No. 2, Lime (75c doz.)	4 30
No. 2, Fine Flint, (85c doz.)	4 40
No. 2, Lead Flint, (95c doz.)	5 50
LaBastie	
No. 1, Sun Plain Top, (\$1 doz.)	5 70
No. 2, Sun Plain Top, (\$1.25 doz.)	6 60
OIL CANS	
1 gal. tin cans with spout, per doz.	1 20
1 gal. galv. iron with spout, per doz.	1 60
2 gal. galv. iron with spout, per doz.	2 50
3 gal. galv. iron with spout, per doz.	3 50
5 gal. galv. iron with spout, per doz.	4 50
3 gal. galv. iron with faucet, per doz.	4 50
5 gal. galv. iron with faucet, per doz.	5 25
5 gal. Tilting 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	8 50
LANTERN GLOBES	
No. 0 Tub., cases 1 doz. each	55
No. 0 Tub., cases 2 doz. each	55



Observations of a Gotham Egg Man.

One of the most important events of the week occurred on Friday last when the Egg Committee changed the grading under which eggs are to be sold in this market during the summer. For a week or more the bidding under the call on 'Change indicated that buyers were finding comparatively few goods that would pass as extra firsts under the requirements of 85 per cent. full, strong bodied, sweet eggs, with a maximum loss of only one dozen to the case; and even the grade of firsts with 65 per cent. of fine fresh gathered eggs were in small supply. The higher bids that were made, and the premiums paid on the street made a discrepancy in values that could be adjusted only by lowering the gradings required by the rules. This was carried into effect on Friday and we are now operating under the new rules.

It is possible that many shippers are not fully conversant with the Exchange grades, and for that reason I am inclined to print such as apply to current business. They are as follows:

Fresh gathered extras shall be free from dirty eggs, of good uniform size, and shall contain fresh, reasonably full, strong bodied, sweet eggs, at the discretion of the Egg Committee, as follows:

A—90 per cent.

B—80 per cent.

The balance—other than the loss—may be slightly defective in strength or fullness, but must be sweet. The maximum total average loss per case permitted in "extras" shall vary with the requirement of reasonably full, strong bodied eggs as follows:

A—90 per cent. full, 1 dozen maximum loss.

B—80 per cent. full, 1½ dozen maximum loss.

When sold "storage packed" extras must not contain an average of more than twelve cracked or checked eggs per case.

Fresh gathered firsts (or extra firsts) shall be reasonably clean and of good average size and shall contain fresh, reasonably full, strong bodied, sweet eggs, at the discretion of the Egg Committee, as follows:

A—85 per cent.

B—65 per cent.

C—50 per cent.

The balance—other than the loss—may be defective in strength or fullness, but must be sweet. The maximum total average loss per case permitted in "firsts" or "extra firsts" shall vary with the requirement of reasonably full, strong bodied eggs as follows:

A—85 per cent. full, 1 dozen maximum loss.

B—65 per cent. full, 2 dozen maximum loss.

C—50 per cent. full, 3 dozen maximum loss.

When sold "storage packed" fresh gathered firsts (or extra firsts) must

not contain an average of more than eighteen cracked or checked eggs per case.

Fresh gathered seconds shall be reasonably clean and of fair average size, and shall contain fresh, reasonably full eggs, at the discretion of the Egg Committee, as follows:

A—70 per cent.

B—50 per cent.

C—40 per cent.

The balance—other than the loss—may be defective in strength or fullness, but must be merchantable stock. The maximum total average loss per case permitted in "seconds" shall vary with the proportion of reasonably full eggs required, as follows:

A—70 per cent. full, 2 dozen maximum loss.

B—50 per cent. full, 3 dozen maximum loss.

C—40 per cent. full, 4 dozen maximum loss.

Fresh gathered thirds shall be reasonably clean and of fair average size, and shall contain reasonably full, sweet eggs, at the discretion of the Egg Committee, as follows:

A—50 per cent.

B—30 per cent.

The balance—other than the loss—may be defective in strength or fullness, but must be merchantable stock. The maximum total average loss per case permitted in "thirds" shall vary with the requirements of reasonably full, sweet eggs, as follows:

A—50 per cent. full, 4 dozen maximum loss.

B—30 per cent. full, 6 dozen maximum loss.

Until the change was made we were working under class A; now extra firsts are in class B, which requires 65 per cent. of clean good average size, reasonably full, storage bodied, sweet eggs with a maximum loss of 2 dozen to the case. Firsts to be in class C—50 per cent. full and 3 dozen maximum loss. Seconds in class C—40 per cent. full and 4 dozen maximum loss. Thirds in class B—30 per cent. full and 6 dozen maximum loss.

The change in the grading came none too soon for there is an appreciable falling off in the quality. In many sections the weather has been quite hot and the best marks contain a good many eggs that are not full. The losses in bad eggs are considerable, and it seems probable that a number of the shippers who want to maintain a high standard for their brands will soon be compelled to candle.—N. Y. Produce Review.

Daily Capacity of Nine Carloads.

Battle Creek, July 2—Within a week one food company alone will have four distinct factories running here. The Toasted Corn Flakes Co. started with one factory, then it bought the Hygienic Food Co.'s plant on Bartlett street, when the latter moved, and still later leased the Norka Food plant on Marshall street, four stories in height. Now the factory of the former Grape Sugar Flakes Co., three stories high, has been leased and is being remodeled. The company now has an output of nine cars a day.

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 8, 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

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

Butter Needs Better Protection.

While on his tour of inspection recently State Dairy Commissioner Bishopp, severely criticized the methods of handling butter, practiced by some of the grocers and many of the meat markets of the towns of Colorado. He found butter kept in the same refrigerators with meats, smoked sausage in some places was in close proximity to opened boxes of butter. In one case the quantity of bologna lay across the top of a box of butter, while in another shop a loin of pork lay upon the open box. Many grocers kept broken packages of compressed yeast, having a strong odor, in the same ice box with their bricks of butter.

Some of these merchants are complaining of the keeping qualities of both ranch and creamery butter. It is a well known fact that pure butter acquires an off flavor and odor from substances kept with it to a greater extent than most foods. Even ripe strawberries will produce bad flavor in butter. The best butter on earth would soon spoil under such conditions as exist. Mr. Bishopp advises the use of ice boxes which shall be for butter exclusively. The promiscuous use of the family refrigerator, no doubt, gives rise to similar difficulties in many cases.

"Let us give the buttermaker a 'square deal,'" says Bishopp, "realizing that his product on an average, in Colorado, is not quite equal to the prime article produced in those states where dairying is the chief industry. Let us not accuse him of something of which he is not guilty. We hope to help the dairyman to make a better product by showing him the advantage of modern methods, by means of farmer's institutes and the Colorado Agricultural College, and by establishing more creameries throughout the state.

"We expect to secure for him better prices for his butter and a genuine article for the consumer by suppressing the grossly fraudulent sale of oleomargarine, represented to be butter, which has gained such enormous proportions in our state. Over two carloads of oleomargarine per week has been marketed in the cities of Colorado, not a single pound of which was marked and sold at retail for oleomargarine, in accordance with the law."

Why She Was Mad at the Store-keeper.

"I've bought my last bill of goods there," declared the caller, with emphasis on the possessive pronoun. "I've told Mr. Wenham that he might as well close my account. He's been wanting me to do it for a long time, although I can't see what difference it makes whether you pay cash or have things charged. You have to pay for them anyway and they don't let the cash customers have things any cheaper and I don't think they are as polite to you if you haven't an account. But I must say I think it's downright mean and dishonest the way they do business."

"I thought they had a rather good reputation," said the hostess.

"I don't care what kind of reputa-

tion they've got," said the caller. "I know they served me a mean trick and I'll never buy another cent's worth there again, unless it's something that I've absolutely got to have. You know that mercerized French poplin I was telling you about?"

"I don't think you told me."

"Perhaps I didn't, come to think of it. You noticed Emmie's dress, didn't you—the heliotrope?"

"Yes, indeed. I thought it was a sweet little dress."

"Well, it is. I think so myself. How much do you think I paid for that poplin?"

"I don't know, I'm sure. It's very pretty and it looked as if it would wear."

"Would you think 38 cents too much to pay?"

"No, indeed!"

"There! That's just what I told Mr. Wenham and he laughed at me. But I guess I know something about goods. That poplin cost me just 28 cents a yard at Goopin's. The moment I saw it I said to myself, 'That is a bargain!'"

"I should think so."

"Wouldn't you now, really?"

"Indeed I should. Didn't it wash?"

"Yes, it washes nicely. The girl told me that it would, but I didn't take any chances. I made her cut me off a piece and took it home and washed it, and it came out beautifully. Yes, Emmie has worn that dress six or seven times. You would not think it to look at it, would you?"

"I thought it was quite new. Have they any more of it?"

"Oh, yes. Certainly they've more of it. I bought enough for me a dress and for Emmie a dress, but there's more of it."

"But what was there wrong with it?"

"There was nothing wrong with it, as far as that goes. But I bought all that stuff and thought I'd made a clear saving of 10 cents a yard on it, and everybody I showed it to thought it was such a wonderful bargain, and for that matter they are selling a poorer grade right now at Sudhamer's for 39 cents—no better, anyway. And what do you think? Guess!"

"Oh, I couldn't," said the hostess.

"I knew you couldn't. Well, I looked in the paper the other day and saw that Goopin's were offering mercerized silk poplins for 25 cents, and I went right downtown and found it was the very same I'd paid 28 for. I declare I am so mad I never want to buy another thing there."

Make Refrigerators at Howell.

Brighton, July 2—Lewis M. Curry, owner of Brighton's only factory, where carpenters' and masons' spirit levels are made and shipped to all parts of the United States, has interested the business men of Howell to form a \$10,000 stock company and build a factory to make the Crystal refrigerators, which he recently had patented. This is the fourth patent that Mr. Curry has been granted.

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 10c; Dressed 12½c; Live Broilers 19c; Veal 9¼c; Eggs 14½c; Butter 18½c. "SHIP US."

Prompt Returns

BRADFORD & CO., 7 N. Ionia St., Grand Rapids, Mich. (The New Commission House)

Butter

We will pay you 16¾ cents f. o. b. your track, weights guaranteed, for all packing stock butter you can ship us up to July 8.

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

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.

Printing for Produce Dealers



Developing the Maximum Capacity of the Salesman.

Man's capacity for wholesome work is limited only by his self-confidence and hopes. If a salesman promises his company and himself a heavy production, let him not be afraid to make the promise big. Once made, let him go to work to keep the promise. The result will surprise him. What man knows what he can do? There are plenty of men in the world who are going to accomplish some particular object sometime, but they are too busy to do it now.

That "sometime" which is to find them ready for the task and equal to its demands will never come—now is the accepted hour. The man who has not the courage to face the issue squarely in the present will be found hesitating for all time.

The only irreparable calamities are those which paralyze the will. Until he admits his defeat a man is never conquered by his enemy. Because another failed is the best reason in the world why you should make the effort. There is little reward or satisfaction in doing the things anyone else can do. It is in doing the things at which others fail that big rewards are obtainable. The ready excuse is a weak weapon, always found in the hands of a coward. Master the task, and you will not have to manufacture an excuse; rely upon action, not adroitness in evasion. An employer should manifest generosity toward men's faults, but not toward their excuses. Managers must cultivate assiduously self-confidence, self-respect, pride and ambition in their men; and, above all, impress upon them what a curse is insincerity.

Every success in life was first a success in thought. Men who lack confidence in their ability to succeed confess a weakness that breeds failure. Many men who meet with small success in life have in them great possibilities, if but the proper environment and stimulus can be brought to bear to kindle the spark of their ambition.

The man of strong courage and determination welcomes every new problem in business. It makes him more powerful because it exercises his judgment, and exercise is necessary to growth. Determination is power to battle well and overcome obstacles. The determined man goes on when others turn back. He says "I will" when others say "I can't." Without determination no important thing was ever accomplished.

Every new proposition offered by the salesman's firm should be given a fair and impartial trial by him.

Men should not condemn the requirements made of them by their employers as unreasonable until they have so proven them. The road managers and officers of any company are not going to require of their men anything they believe impossible, because so doing would force them to

condemn their own judgment later and embarrass them with its impracticability.

The thing which to the doubting salesman seems impossible is not only possible but easy to the man who has performed it, and to the man who makes up his mind to perform it.

Leaders are men who know how to meet and dissolve difficulties. This knowledge has been learned through experience, and experience has been accompanied by hard knocks.

They have learned to fight the battles of life early, when their entire being yielded to the undertaking. This has taught them one of the valuable lessons of mankind. It is not for men to resent the open criticism of their superiors. Criticism is good for all. It is not for men to look between the lines of their instructions for the flaws and faults they may hurl back at those who happen to be directing their efforts; rather, they should accept the instructions in the spirit in which they are given, and follow them as well as they are able.

It is an axiom that "we never prove higher than the value we place upon ourselves." Every man who works in the selling field should emancipate himself from the meager value he may have placed upon himself, and believe that he is valuable; he should know the reason why he is valuable, and then substantiate those reasons by proving, in the results of his work, that he has not overestimated his capacity. The fact that a part of the time we accomplish more than we do at other times is conclusive proof that our time is worth just the value we place upon it.—E. A. Evans in Salesmanship.

Department Store Trade Declared Undesirable.

There are some prominent clothing manufacturers holding the opinion (the result of long experience with) that department store trade is not all that it would appear to be on first experience. The opinion, as expressed by one leading manufacturer, is voiced by others, and there is more talk than formerly along this viewpoint of the department store as a trading proposition for the clothing manufacturer. A leading New York State manufacturer, speaking of the undesirability of department store clothing trade, said:

"The worst feature to contend with in department stores is the frequent change of buyers and the personal friendship element that so often influences these buyers. First-class manufacturing houses are often disgusted to see their clothing dropped in favor of less meritorious goods in large department stores simply because they do not happen to 'stand in' with a new buyer, whose pull to get a job may be greater than his ability to hold it, and who, in some cases, is under obligation to some house or some wholesale salesman who helped him land the job. Except in the largest department stores the clothing buyers are not very well paid, and, therefore, many of them are under constant temptation put to them by houses that believe in and practice

such trade-getting methods. For these reasons department store trade is not so earnestly sought as that of regular clothing retail concerns, and yet a confirmed department store order is considered to be less liable to cancelation for the reason that confirmation is final according to the merchandising methods of most department stores. Their greatest damage to the clothing trade, though, is the frequency with which they cut prices and thereby make it more difficult for straightout clothing dealers to dispose of their stock at a reasonable profit."

Another manufacturer said along the same subject: "The tenure of office of the average clothing buyer in the department store is too short to make that sort of trade really worth while. To-day buyers are given an average of three years in any one position by clothing manufacturers who deal with them, and because the changes in the buyerships are so very frequent, and you never know when or where they're going to happen. These oft-recurring changes make the business risky for the manufacturer. For instance, I know and sell Mr. Smith, buyer of clothing for Brown, Jones & Co., and he knows my product. I have been selling him for a few years when a change of buyer is made. I perhaps never heard of the new man, and he never of me or my line of clothing. Some clothing house put him there, and no matter how much more merit my line has, the man who influenced the job for him gets the business, and I am closed out of that house as a seller. Now Brown, Jones & Co. do not know me, my house or my product, so I have no redress. The manufacturer does not come in contact with the members of the firm, and with buyers changing so frequently what's the use of that kind of trade?"—Apparel Gazette.

Just Slightly.

He was a dry goods drummer on his way back to New York from Washington, and finding himself alone, and having read the daily paper, he went over and dropped into a seat beside a stranger and began:

"I see that the United States Senator who was convicted of stealing Government land out West some-

where and sent to prison for a year is out again."

"Yes," was the cold reply.

"Do you remember his name?"

"No."

"Remember how much he stole?"

"No."

"Well, it was a good thing, but I wonder how they ever convicted him. What's your opinion of a U. S. Senator who goes into such a job? He should have got five years instead of one, shouldn't he?"

"Perhaps so."

"There are probably others engaged in the same sort of steals?"

"Probably."

"Well, I hope they will all be brought to prison bars. The people are in earnest in this demand for reform. Do you hang out in Washington?"

"More or less."

"Then you have met this fellow who went to prison?"

"Yes; he is my brother."

The drummer whistled and raised his eyebrows. The position was embarrassing, but only slightly so—to him. He mused over it for a minute and then said:

"Oh, well, no feller can ever tell what his brother is going to do. Do you care about a game of poker?"

Pleasant for Clarence.

The sharp penetrating voice of the young woman's mother rang out on the still night air:

"Marie, come in the house this minute! Haven't I told you—"

"Mamma," interrupted an equally sharp voice, appearing to come from somewhere on the front porch, "this isn't Jack! This is Clarence!"

The Eternal Question

Where Are You Stopping?

'Tis a decided point in your favor if your answer is

Hotel Livingston

Grand Rapids, 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, July 2—South Carolina has her first Gideon camp, born at Greensboro June 16, with Supt. Merriam in charge. Field Secretary W. C. Hamner was present and rendered valuable assistance. It started off with a membership of ten and expects to advance all along the line in both work and growth.

Georgia holds her State convention at Atlanta on the 5th and 6th of July. Likewise Missouri at the tri-cities—Japlin, Carthage and Webb City.

"The Smiths" of Michigan were active on June 30. They came from the East and West to Ann Arbor on electric cars and they had that "electric spark in the eye" which is a characteristic of "The Smiths." The activities commenced promptly at 9 a. m., with Watson R. Smith, State President, in the chair in the reception room of the Y. M. C. A. The meeting was called to order with National President Charles M. Smith, Herbert W. Beals (representing Smith-Winchester Co.), State Secretary, Warren H. Smith, Samuel P. Todd, State Chaplain, and State Field Secretary Eugene J. Fogell, John A. Sherick, State Vice-President, and Aaron B. Gates present, and enjoyed an hour of song and praise service, after which the brothers attended the various churches in the city. At 2:30 p. m. services were held at the hospital and about 4 p. m. the Winding Path was taken through hill and vale to the "Island," which was swarming with "Smiths" and others seeking rest and enjoyment. At one end of the island the band was playing a quick-step and music to enliven and start in motion the blood of youth, and at the other end of the island the gospel was preached in a forceful and convincing way by State Chaplain Samuel P. Todd. At the close Gideon Camp No. 9, of Ann Arbor, was organized with William L. Ballard, 1113 College street, as President and Warren H. Smith as Secretary-Treasurer. It is a little strange that the Smiths get so many offices, and get the money, too. The Chaplain wants liberty and therefore lives on Liberty street. The members are Fred Schumacher, H. M. Chamberlain, Ann Arbor, and C. W. Mansfield, A. P. Roberts and Samuel Smith, of Ypsilanti. During the Smith movements in Ann Arbor Wheaton Smith (as good as the "Wheat") was arranging the Griswold House meeting in this city, which he carried out successfully. Now this is not all. The Smiths are going to swarm at the National convention July 26-28 at Toledo, and we want Smith for our National President, and August 3 at Eaton Rapids they will swarm again, and Ballard will have his mitts all marked on the back of each pair, "Gideon Convention for Michigan at Ann Arbor."

The first meeting of Gideon Camp No. 9 will be held at the home of William L. Ballard, 1113 College avenue, Ann Arbor, July 13. All members and their wives are expected.

Aaron B. Gates.

How They Did It.

"Johnnie, have you got your composition on the Fourth of July ready?"

asked the teacher of one of her brightest pupils.

"Yes, ma'am."

"Then you may read it."

"The King had taxed the colonists and played hanky-panky with them 'till everybody was mad. He said they had got to do as he said or he'd larrup them out of their boots. They stood it and stood it and stood it, but finally they couldn't stand it no longer. Then a feller named John Hancock, along with some other fellers what didn't care a darn for the police nor nobody else, met in Philadelphia.

"The meeting was accidental. They had just strolled into town to see what sheep-skins were worth. They were on their way to Mr. Hancock's house to have a little game of poker, when they passed Independence Hall. There was a feller standing on the steps, and he says, 'Boys, won't you come in and take a nip?' And they said it was about their time o' day for nipping. When they were in the hall Mr. Hancock says, 'Boys, the time is ripe to throw off the yolk of tyranny.' 'But we are to have a game of poker,' said one. 'Never mind the poker, but let's raise a row and scare the King out of his hide. I move that all fellers are born free and equal.'"

"Then another feller moved that taxation without representation was tyrannical, and other fellers began to chip in, and finally Mr. Hancock sat down and wrote out a paper and signed his name to it with a great flourish, and the first thing the thirteen colonies knew they had licked the British and were free. If they hadn't won the day we should have had no Fourth of July, and would have had to go to school on that day. This is all, except that there was no poker."

Wm. H. Downs, of the Star Knitting Works, and S. F. Downs, of the Ideal Clothing Co., were called to Coldwater last week by the death of their mother, Mrs. Leah Downs, who was in the eighty-fourth year of her age. The death occurred on Thursday and the funeral was held in Coldwater Sunday morning, interment being in the neighboring town of Burlington.

Louis E. Davies (J. M. Bour Co.) has relinquished his country trade to J. F. Heberling, of Detroit, who will hereafter cover the country customers which have been created for the house. Mr. Davies will devote his entire time to the trade of Grand Rapids, Saginaw and Bay City. The new arrangement went into effect July 1.

Henry Stephenson (Lemon & Wheeler Company), who underwent an operation at the U. B. A. hospital about two weeks ago, is recovering so rapidly that it is thought he will soon be able to resume his work on the road. During his illness his territory has been covered by Alex Miller and Leo Welch.

C. W. Williams, druggist, Mikado: I think the Tradesman is the best trade paper I ever saw.

VAGRANTS AND LOAFERS.

The people of the United States support an army of loafers, idle persons who perform no useful part in the business of life, but, on the contrary, are a heavy burden upon the entire working and worthy body of the population.

No account of these worthless creatures, wretched excrescences upon the body politic, is taken by the United States Census, only so far as some of them may be in prison for some offense, and then they are classed as criminals, but the thousands of street loafers in the various towns and cities, and the hundreds of thousands of tramps and other vagrants who infest this great country from end to end, are never mentioned in any statistics, so that it is impossible to know how many there are, and only those who are killed in railway accidents, or fall into the hands of charity, are ever counted.

For instance, according to the railroad statistics, the number of trespassers killed annually on American railroads exceeds the combined total of passengers and trainmen killed annually. From 1901 to 1905, inclusive, 23,964 trespassers were killed and 25,236 trespassers were injured. From one-half to three-quarters of the trespassers were vagrants. The annual totals of the killed and injured show no signs of decreasing. Every train that passes over the various trunk line railroads carries unknown to the officials numbers more or less great of such tramps. They ride on the wheel trucks of the cars and on the tops of passenger coaches, and wherever they can find lodgment, and when an accident occurs, they suffer accordingly. If twenty-five thousand of these persons can be killed and wounded every year the victims must represent an army of several hundred thousands.

The loafers who do not tramp, but remain in the cities where they are supported by industrious parents or wives and others, must mount up to many thousands, and it therefore comes about that half a million people, mostly men who are able-bodied and could work, remain in constant idleness as far as any useful work is concerned, and they constitute an immense burden on the balance of the population by which they are fed and lodged, while the rascals, far from being confined in prisons at hard labor, as they should be, go at their pleasure, free from any restraint of law.

Trampism and general vagrancy curse the country from one end to the other, and yet there are no effective laws to deal with them. Vagrants ought to be arrested and made to work wherever and whenever found, but as the situation now stands, they come and go at their pleasure, while they are supported by the balance of the population.

Be Square With the Salesmen.

The question of receiving and handling visiting salesmen in your store is one of great importance worthy of study. Did you ever hear of one of those cross-grained fellows who continues reading his paper while the poor salesman waits for him to

finish the perusal of the news get an inside price? Did you ever hear of one of those men who sends the boy to the front to say that he's out get a tip upon an advertising market? No, sir. The salesmen are all human beings and 99 per cent. of them do unto others as others do unto them, and it is the fellow with the pleasant word, even if it's "Old man, I am glad to see you, but I don't need a thing," that gets the good things. It's the man who tries to hurry the salesman on his way and the one who remembers that he must call upon others, that gets the inside information and best treatment.

Do not misconstrue the idea. I do not suggest afternoon teas nor allowing customers to wait while you attend to the salesman, nor a I-don't-know-what-I-need, look-over-the-stock-yourself, attitude, because friendship and business when badly mixed result in overstock. Do not order goods for the sake of ordering them—order when you need them—order when you need and what you need. Do not be persuaded against your will to buy a large quantity of an item, but do not turn any proposition down until you have considered it, and always listen to an argument, because the ready listener is the man who learns of what is going on in the world to-day.

Please the customer as you yourself when appearing as the buyer in the business world would wish to be pleased, and supply his wants as you would have your own supplied, and you will be surprised at the easy working of the machinery in your store. Smiles and courtesies in connection with good business instinct lubricate the wheels of commerce and reduce the possible friction between the buyer and the seller to a minimum.

B. A. Chambeau.

Butter, Eggs, Poultry, Beans and Potatoes at Buffalo.

Buffalo, July 3—Creamery, fresh, 22@24½c; dairy, fresh, 17@20c; poor to common, 16@17c.

Eggs—Choice, 15½c; candled, 16@16½c.

Live Poultry—Broilers, 18@20c; fowls, 12½@13c; ducks, 12@14c; old cox, 9½@10c.

Dressed Poultry—Iced fowls, 13@14c; old cox, 10@10½c.

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, —; mixed and red, —.

Rea & Witzig.

Up To Him.

The fair maid was seated on a sofa in front of the window when the young man entered the parlor.

"Shall I—er—pull down the blind?" he asked.

"Well—er—that depends on where you are going to sit," she replied.

And so the blind was pulled down.

Garret Lindermulder (Lemon & Wheeler Company) is convalescing at St. Mary's hospital after an operation for appendicitis, which was performed about two weeks ago. His territory has been covered during his sickness by Dick Stechman.



Michigan Board of Pharmacy.
 President—Henry H. Helm, Saginaw.
 Secretary—Sid. A. Erwin, Battle Creek.
 Treasurer—W. E. Collins, Owosso; J. D. Muir, Grand Rapids; Arthur H. Webber, Cadillac.

Michigan State Pharmaceutical Association.
 President—John L. Wallace, Kalamazoo.
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 Treasurer—H. G. Spring, Unionville.
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The Wise Druggist Caters To the Consumers' Fancies.

It is by no means a new thought that in any transaction between the buyer and seller of a commodity it is the seller who receives the main benefit, and if either party can be said to confer something of a favor on the other it is the buyer who does so. But the application of this idea to ordinary business is not universally practiced by any means. Were the contrary the case, it is certain that sellers would swell the volume of their sales very considerably. The wants of the buyer should be studied by the seller very closely. More than this, the fads and fancies of the purchaser, reasonable or not, should also be catered to. Very often the consumer is not even aware that he has such preferences, but a close observer will hardly ever fail to detect them to some extent and the more investigation the more astonishing discoveries on this point. It is an old cry of the consuls of this country at foreign centers that American merchants do not consider the likes and dislikes of their markets sufficiently and obstinately demand that the South American and Chinaman shall both take the same manner of goods in the same quantities and put up in the same forms as the American does. From this cause American export trade refuses to expand at the rate which might reasonably be expected, while the German and Englishman, by studying the preferences of the particular market he is working, succeeds in selling far more than the American, although perhaps his goods are not as desirable.

This matter of preference in details of a commodity are not confined to export goods, or to any special class of products. The principle is the same for exporter, wholesaler, jobber, manufacturer and retailer in any country, in any locality. Each section, each community, each individual has his marked peculiarities of taste, founded on the special needs of his climate or surroundings, or having its foundation in education or mere whim. The retail druggist will benefit as much in his business by bearing this idea in mind as the farmer or the dry goods man.

The whole subject has recently been treated in an interesting manner by the Department of Agriculture in

its Year-book, and has been reprinted in the shape of a pamphlet entitled "Consumers' Fancies." The author of the article is George K. Holmes, Chief of the Division of Foreign Markets, Bureau of Statistics. While the view point throughout is that of the farmer, the lessons propounded are applicable to the druggist and a great portion of the contents can be offered him verbatim with effect.

The burden of the article is that the producer or seller should carefully study and cater to all the fancies of the consumer as well as his necessities. So precise have many dealers become in their estimation of the nature and value of consumers' fancies that they analyze and translate them into sense impressions and give numerical weights to these impressions with wonderful accuracy. The preparing and marketing of many products are becoming questions of art and psychology. It is shown that in the matter of the consumption of farm products the buyer gives more weight to size, form and color than he does to taste or nutritive value. In this connection Mr. Holmes says:

"Less do people eat to live than they live to eat, and yet when they buy food, they buy it often not primarily for the gratification of taste, but upon the testimony of the eye, which is pleased with form and color, and upon the perception of odor. What set of nerves shall have the preference in determining the purchase of a farm product, the optic or the gustatory? Shall a thing be pretty or delicious; and since the sense of smell must also be consulted in some cases, is it of much consequence whether it is pretty or delicious? The seller has much more definite information with regard to these questions than the consumer; although it is the consumer who makes the choice, he is induced to do so by the seller's subtle knowledge of his fancies, which need not be and often are not either sensible or reasonable, but, on the other hand, often verge upon the notional, and seem superfluous to an unsophisticated farmer."

A careful consideration of the conditions surrounding the marketing of various fruits and the opinion of leading authorities in the business show that the public buys more for appearance of the fruit than its taste. Passing on to cider and wine, vinegar is first studied. The conclusion is that it must be dark colored to please the consumer. And why? There is really a reason this time. "When cider was made exclusively in the old-fashioned way the apple pomace lay in the press so long that the juice received a dark red color, and vinegar made from the cider retained this color; but in the large cider mills of the present time the expressing of the juice takes place so quickly after the making of the pomace that the cider is more nearly colorless, as also is the vinegar made from it. Apparently in recollection of the olden time, 'cider vinegar,' with some people, must now have a dark red color, no matter whether it is made from nearly colorless apple cider or from malt or by the chemist; and it is often the case that

vinegar made from apples or apple pomace is treated with a small amount of caramel to impart the desired color, and the same is often true of distilled vinegars.

"High wine is a distilled liquor that is colorless, but after it has remained for a goodly number of years in a barrel, the inside of which has been charred, it acquires the yellowish brown, or eventually reddish, appearance of common whisky. So the fancy of the tippler has been established for red liquor, and this fancy is met by the coloring of white or undercolored whisky by means of burnt sugar. Furthermore, the tippler's fancy for a beady liquor, a character honestly acquired only by old age, is satisfied by dissolving glycerin in the liquor."

The decorative value of oranges has long been appreciated and utilized by druggists in connection with the soda fountain, but Mr. Holmes gives some information on the size of the demand for the fruit for decorative purposes by the general public, which is interesting. "Yearly, when the ripe orange season is six weeks away in California, criticism is heard because fine yellow oranges, as good to look upon as fruit can be, as sour as lemons, and about as fit to eat as green walnuts, are shipped East. The objection is that such unpalatable fruit injures the market. The market, would, indeed, be injured were the fruit sent East to be eaten, but it is not. The East buys it for table decoration, and it is well known that the oranges that can be used for table decorations are those that command fancy prices."

Strong testimony is given as to the value of advertising in building up trade, which all druggists should take to heart. It is pointed out that in the case of breakfast foods not only was the public educated into buying them, but this was done against a strong prejudice already existing against such products. "Advertising, when skillfully done, is made to appeal to the fancies of consumers sometimes with astonishing success. Instances of this are found among the numerous breakfast health foods that have become so prominent in recent years. In earlier years oatmeal was sold in this country by druggists, and was kept by them only for the sick. Indeed, there was a long prejudice in England against oatmeal as food for human beings, although it was always a staple food in Scotland.

"One of the weaknesses of consumers is an admiration for foods that are polished or have a gloss, and this nickel-plate fancy plays some queer pranks with foods. The lifelong resident of the large city, for instance, who has no first-hand knowledge of an apple orchard, may buy from an apple woman at the street corner a pretty red apple with a wax-like polish on its surface, secured by an application of saliva and a dirty rag.

"Different colors of glucose are demanded for different products. For some articles a perfectly colorless product is required, which is bleached for that purpose. In other cases, such

as syrups, a high-colored glucose is demanded.

"The color of tea is such an important matter that the practice of facing the leaves with coloring matter is not uncommon.

"Cigars are made in several colors to suit the fancy of the different smokers, although frequently the only difference is in the color of the wrapper. It is a common fallacy on the part of smokers that the color of a cigar wrapper indicates its strength. Oscuro, or Maduro, is popularly regarded as being very strong, and Claro as being mild or weak. The New England Tobacco Grower asserts that nothing is farther from the truth. Occasionally a Maduro is so mild as to be insipid, and a Claro so strong as to make the head swim.' The practice of treating wrappers with chemicals for the purpose of imitating the spots on Sumatra wrappers has been quite common, without any change in the odor or flavor of the tobacco.

"Perfectly white beet or cane sugar is desired, and, since it has been found impossible to produce this by bleaching, a small amount of some blue substance, such as ultramine, is added to neutralize the slightly yellow tint of the crystals.

"There is a recognized fancy in China in the matter of ginseng. The Southern provinces, such as Kwantung, Kwangsi and Fukien, take white only; whereas the Central provinces, such as Kiangsu, Anhui, Hunan and Hupeh, prefer the red; and, to satisfy the latter taste, brown instead of white sugar is used for coating the roots while they are being steamed, thereby imparting a pale, reddish tint to the product.

"Expert tasters of maple syrup do not agree as to whether the present 'improved' process of making this syrup has damaged its flavor. In the old open-kettle process of evaporating sap that had been kept long enough to ferment a little, maple syrup and sugar were of rather dark color, but the maple flavor was so pronounced that not even glucose, brown sugar and hickory bark extract could imitate it beyond detection. With the introduction of the evaporator in present use, and in consequence of the efforts to boil the sap before fermentation, both syrup and sugar have acquired a much lighter color, and the consuming public, inexperienced in the taste of maple syrup and sugar, is correspondingly pleased, so that these products, if of the old familiar color, could hardly be sold, or if so, only at a much reduced price."

The lesson of all these peculiarities of trade in various sections appear to be that the producer, be he farmer, manufacturer or retailer, should endeavor to learn the whims and fancies of the markets, that he can reach and try to meet those fancies. By so doing the highest prices and the largest profits may be obtained. The dealer should not produce primarily to please himself and his own ideas of excellence; when he does so he may find a wide chasm between himself and the people whom he would like to have for customers.

WHOLESALE DRUG PRICE CURRENT

Advances

Aceticum 60 8	opaiba 1 75 1 85	Scilla Co 50
Benzolcum, Ger. 70 75	Cubebae 1 35 1 40	Tolutan 50
Boracis 17 17	Evechthitos 1 00 1 10	Prunus virg 50
Carbolicum 25 25	Erigeron 1 00 1 10	
Citricum 65 70	Gaultheria 2 50 4 00	
Hydrochlor 10 10	Geranium 70 75	
Nitrosum 14 15	Gossippi Sem gal 70 75	
Phosphorium, dil. 44 47	Hedeoma 5 50 6 00	
Salicylicum 13 14	Junipera 40 41 30	
Sulphuricum 13 14	Lavendula 90 93 60	
Tannicum 75 85	Limons 2 20 2 40	
Tartaricum 38 40	Mentha Piper 2 25 2 40	
	Mentha Verid 3 50 3 60	
	Morruhae gal 1 60 1 85	
	Myrica 3 00 3 50	
	Olive 75 78 00	
	Picis Liquida gal 10 12	
	Ricina 1 00 1 10	
	Rosemarini 1 00 1 10	
	Rosae oz 5 00 5 00	
	Succini 40 45	
	Sabina 90 1 00	
	Santal 90 1 00	
	Sassafras 90 1 00	
	Sinapis, ess, oz 1 00 1 10	
	Tigil 1 00 1 10	
	Thyme 40 50	
	Thyme, opt 40 50	
	Theobromas 15 20	
	Potassium 15 18	
	Bi-Carb 15 18	
	Bichromate 13 15	
	Bromide 25 30	
	Carb 12 15	
	Chlorate 12 14	
	Cyanide 14 16	
	Iodide 2 50 2 60	
	Potassa, Bitart pr 30 32	
	Potass Nitras opt 70 10	
	Potass Nitras 60 8	
	Prussiate 28 26	
	Sulphate po 15 18	
	Radix 20 25	
	Aconitum 20 25	
	Althae 30 35	
	Anchusa 10 12	
	Arum po 2 25	
	Calamus 20 24	
	Gentiana po 15 13 15	
	Glycyrrhiza pv 15 16 18	
	Hydrastis, Canada 1 90	
	Hydrastis, Can. po 2 00	
	Hellebore, Alba 12 15	
	Inula, po 18 22	
	Ipecac, po 2 00 2 10	
	Iris plox 25 30	
	Jalapa, pr 25 30	
	Maranta, 1/2s 15 18	
	Podophyllum po 15 18	
	Rhei, cut 1 00 1 25	
	Rhei, pv 75 1 00	
	Spigella 1 50 1 50	
	Sanuginari, po 18 15 15	
	Serpentaria 50 55	
	Senega 85 90	
	Smilax, om's H 45 45	
	Smilax, M 20 25	
	Scilla po 45 20 25	
	Symplocarpus 25 25	
	Valeriana Eng 15 20	
	Valeriana, Ger. 12 14	
	Zingiber a 12 14	
	Zingiber j 22 25	
	Semen 15 18	
	Anisum po 20 13 15	
	Apium (gravel's) 40 6	
	Bird, 1s 12 14	
	Carul po 15 70 90	
	Cardamon 12 14	
	Coriandrum 70 8	
	Cannabis Sativa 75 1 00	
	Cydonium 25 30	
	Chenopodium 80 1 00	
	Dipterix Odorate 7 13	
	Foeniculum 7 9	
	Foenugreek, po 40 6	
	Lint 3 8	
	Lint, grd. bbl. 2 1/2 75 80	
	Lobelia 9 10	
	Pharlaris Cana'n 5 6	
	Rapa 5 6	
	Sinapis Alba 9 10	
	Sinapis Nigra 9 10	
	Spiritus 2 00 2 60	
	Frumenti W D 1 25 1 50	
	Frumenti 1 25 1 50	
	Juniperis Co O T 1 75 2 00	
	Juniperis Co 1 75 2 00	
	Saccharum N E 1 90 2 10	
	Spt Vini Galli 1 75 2 00	
	Vini Oporto 1 25 2 00	
	Vina Alba 1 25 2 00	
	Sponges 3 00 3 50	
	Florida Sheeps' wool 3 00 3 50	
	carriage 3 50 3 75	
	Nassau sheeps' wool 3 50 3 75	
	carriage 3 50 3 75	
	Velvet extra sheeps' wool, carriage 2 00	
	Extra yellow sheeps' wool, carriage 2 25	
	Grass sheeps' wool, carriage 2 25	
	Hard, slate use 2 1 00	
	Yellow Reef, for slate use 2 1 40	
	Syrups 30 30	
	Aurant Cortex 30 30	
	Zingiber 30 30	
	Ipecac 30 30	
	Ferri Iod 30 30	
	Rhei Iod 30 30	
	Smilax Off's 30 30	
	Senega 30 30	
	Acacia 30 30	
	Aurant Cortex 30 30	
	Zingiber 30 30	
	Ipecac 30 30	
	Ferri Iod 30 30	
	Rhei Iod 30 30	
	Smilax Off's 30 30	
	Senega 30 30	

Liquor Arsen et Hydrarg Iod 25	Rubia Tincturum 12 14	Vanilla 9 00 9
Liq Potass Arsenit 10 12	Saccharum La's 22 25	Zinci Sulph 70 8
Magnesia, Sulph 20 3	Saladin 4 50 4 75	
Magnesia, Sulph bbl 1 1/2	Sanguis Drac's 40 50	
Mannia, S F 45 50	Sapo, W 13 16	
Menthol 2 90 2 00	Sapo, M 10 12	
Morphia, S P & W 2 80 3 05	Sapo, G 10 12	
Morphia, SNYQ 2 80 3 05	Sedlitz Mixture 20 22	
Morphia, Mal 2 80 3 05	Sinapis 30 30	
Moschus Canton 40 40	Sinapis, opt 30 30	
Myristica, No. 1 25 30	Snuff, Maccaboy, DeVees 51	
Nux Vomica po 15 20 28	Snuff, S'h DeVes 51	
Os Sepia 20 28	Soda, Boras 90 11	
Pepsin Saac, H & P D Co 1 00	Soda, Boras, po 90 11	
Picis Liq N N 1/2 gal doz 2 00	Soda et Pot's Tart 25 28	
Picis Liq qts 1 00	Soda, Carb 3 1/2 4	
Picis Liq pints 1 00	Soda, Bi-Carb 3 1/2 4	
Pil Hydrarg po 80 10 12	Soda, Ash 3 1/2 4	
Piper Nigra po 22 10 12	Soda, Sulphas 2 2	
Piper Alba po 35 10 12	Spts, Cologne 2 60	
Pix Burgum 10 12	Spts, Ether Co. 50 55	
Plumbi Acet 12 15	Spts, Myrcia Dom 2 00	
Pulvis Ip'e et Opil 1 30 1 50	Spts, Vini Rect bbl 2 00	
Pyrethrum, bxs H & P D Co, doz 75	Spts, Vini Rect 1/2 b 2 00	
Pyrethrum, pv 20 25	Spts, Vini R't 10 gl 2 00	
Quassia 30 30	Spts, Vini R't 5 gal 2 00	
Quina, S P & W 20 30	Styrchnia, Cryst'l 1 05 1 25	
Quina, S Ger 20 30	Sulphur Subl 2 1/2 4	
Quina, N Y 20 30	Sulphur, Roll 2 1/2 3 1/2	
	Tamarinds 8 10	
	Terbenith Venice 28 30	
	Theobromae 65 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

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1	2
ARCTIC AMMONIA	Oysters
12 oz. ovals 2 doz. box	Cove, 1lb. @ 1.05
AXLE GREASE	Cove, 2lb. @ 1.85
Frazer's	Cove, 1lb. Oval @ 1.20
1lb. wood boxes, 4 dz. 3.00	Plums @ .85
1lb. tin boxes, 3 doz. 2.35	Marrowfat @ .50
3 1/2 lb. tin boxes, 2 doz. 4.25	Early June @ 1.35 @ 1.60
10lb. pails, per doz. 6.00	Early June Sifted @ 1.55
15lb. pails, per doz. 7.20	Peaches @ 1.15
25lb. pails, per doz. 12.00	Yellow @ 1.75 @ 2.25
BAKED BEANS	Pineapple @ 2.50
1lb. can, per doz. 90	Sliced @ 2.40
2lb. can, per doz. 1.40	Pumpkin @ .80
3lb. can, per doz. 1.80	Good @ .90
BATH BRICK	Fancy @ 1.00
American @ .75	Gallon @ 2.60
English @ .85	Raspberries @ .75
BLUING	Russian Caviar @ .75
Arctic @ .40	1/4 lb. cans @ 1.75
Sawyer's Pepper Box	1/2 lb. cans @ 1.00
No. 3, 3 doz. wood	1lb. cans @ 1.20
boxes 4.00	Salmon @ 1.80 @ 2.00
No. 5, 3 doz. wood	Col'a River flats 2 1/2 @ 2.20
boxes 7.00	Col'a River flats 1 1/2 @ 1.35
BROOMS	Red Alaska @ 1.35 @ 1.55
No. 1 Carpet @ 2.75	Pink Alaska @ 1.00
No. 2 Carpet @ 2.35	Sardines @ 3 1/2 @ 3 3/4
No. 3 Carpet @ 2.15	Domestic @ 1.10 @ 1.14
No. 4 Carpet @ 1.75	Domestic Must'd @ .90
Parlor Gem @ 2.40	California @ 1.10 @ 1.14
Common Whisk @ .90	California @ 1.10 @ 1.14
Fancy Whisk @ 1.25	French @ 1.10 @ 1.14
Warehouse @ 3.00	French @ 1.10 @ 1.14
BRUSHES	Shrimps @ 1.20 @ 1.40
Solid Back 8 in. @ .75	Succotash @ .85
Solid Back 11 in. @ .95	Good @ 1.00
Pointed Ends @ .85	Fancy @ 1.25 @ 1.40
No. 3 @ .90	Strawberries @ 1.10
No. 2 @ 1.25	Standard @ 1.10
No. 1 @ 1.75	Fancy @ 1.40 @ 2.00
Shoe @ 1.00	Tomatoes @ .10
No. 8 @ 1.30	Good @ .10
No. 7 @ 1.30	Fancy @ .10
No. 4 @ 1.70	Gasoline @ .24
No. 3 @ 1.90	Gas Machine @ .24
BUTTER COLOR	Deodor'd Nap'a @ .15 @ .16
W. R. & Co.'s, 15c size.1 25	Cylinder @ .29 @ .34
W. R. & Co.'s, 25c size.2 00	Engine @ .22
CANDLES	Black, winter @ .84 @ 1.00
Paraffine, 6s @ .10	CEREALS
Paraffine, 12s @ .10	Breakfast Foods
Wicking @ .20	Bordeal Flakes, 36 1lb. 2.50
CANNED GOODS	Cream of Wheat, 36 2lb. 4.50
Apples	Egg-O-See, 36 pkgs. 2.85
3lb. Standards @ 1.00	Evellor Flakes, 36 lb. 4.50
Gallon @ 2.90	Excellor, large pkgs. 4.50
Blackberries	Force, 36 2 lb. 4.50
2lb. @ .90 @ 1.75	Grape Nuts, 2 doz. 2.70
Standards gallons @ 5.50	Malta Ceres, 24 lb. 2.40
Beans	Malta Vita, 36 lb. 2.85
Baked @ 80 @ 1.30	Maple-Flake, 36 lb. 4.05
Red Kidney @ 85 @ .95	Millsbury's Vitos, 3 dz. 4.25
String @ 70 @ 1.15	Ralston, 36 2lb. 4.50
Wax @ 75 @ 1.25	Sunlight Flakes, 36 1lb. 2.85
Blueberries	Sunlight Flakes, 20 lbs 4.00
Standard @ 1.45	Vigor 36 pkgs. 2.75
Gallon @ 7.50	Voigt Cream Flakes @ 4.50
Brook Trout	Zest, 20 2lb. 4.10
2lb. cans, spiced @ 1.90	Zest, 36 small pkgs. 2.75
Clams	Crecent Flakes
Little Neck, 1lb. 1.00 @ 1.25	One case @ 2.50
Little Neck, 2lb. @ 1.50	Five cases @ 2.40
Clam Bouillon	One case free with ten cases.
Burnham's 1/2 pt. 1.90	One-half case free with 5 1/2 cases.
Burnham's pts. 3.60	One-fourth case free with 2 1/2 cases.
Burnham's qts. 7.20	Freight allowed
Cherries	Roll'd Cats @ .50
Red Standards 1.30 @ 1.50	Roll'd Avenna bbl. 5.60
White @ 1.50	Steel Cut, 100 lb. sks. 2.80
Corn	Monarch, bbl. 5.35
Fair @ 60 @ 75	Monarch, 90 lb. sacks 2.55
Good @ 85 @ 90	Quaker, 18-2 @ 1.55
Fancy @ 1.10	Quaker, 20-5 @ 4.20
French Peas	Cracked Wheat
Sur Extra Fine @ 22	Bulk @ 3 1/2
Extra Fine @ 19	24 2 lb. packages @ 2.50
Fine @ 15	CATSUP
Moyen @ 11	Columbia 25 pts. 4.50
Gooseberries	Columbia, 25 1/2 pts. 2.60
Standard @ 90	Snider's quarts @ 3.25
Hominy	Snider's pints @ 2.35
Standard @ 85	Snider's 1/2 pints @ 1.20
Lobster	CHEESE
1/2 lb. @ 2.25	Acme @ 13
1 lb. @ 4.25	Climax @ 14 1/2
Picnic Tails @ 2.75	Elsie @ 13
Mackerel	
Mustard, 1lb. @ 1.80	
Mustard, 2lb. @ 2.80	
Soused, 1 1/2 lb. @ 1.80	
Soused, 2lb. @ 2.80	
Tomato, 1lb. @ 1.80	
Tomato, 2lb. @ 2.80	
Mushrooms	
Hotels @ 19 @ 20	
Buttons @ 24 @ 25	

3	4	5
Emblem @ 14	Coffee Cake, pl. or iced 10	Raisins
Gem @ 14	Cocoanut Taffy @ 12	London Layers, 3 cr
Ideal @ 14	Cocoanut Bar @ 10	London Layers, 4 cr
Jersey @ 13	Cocoanut Drops @ 12	Cluster, 5 crown
Riverside @ 13 1/2	Cocoanut Honey Cake 12	Loose Muscatels, 2 cr
Warner's @ 13 1/2	Cocoanut Hon. Fingers 12	Loose Muscatels, 3 cr
Brick @ 15	Cocoanut Macaroons @ 18	Loose Muscatels, 4 cr 10
Leiden @ 15	Dixie Cookie @ 9	Loose Muscatels, 4 cr 10
Limburger @ 15	Frosted Cream @ 8	L. M. Seeded, 1 lb. 12 @ 12 1/2
Pineapple @ 40 @ 60	Frosted Honey Cake 12	Sultanas, bulk
Sap Sago @ 22	Fluted Cocoanut @ 10	Sultanas, package @ 10 1/2
Swiss, domestic @ 16	Fruit Tarts @ 12	
Swiss, imported @ 20	Ginger Gems @ 8	FARINACEOUS GOODS
CHEWING GUM	Graham Crackers @ 8	Beans
American Flag Spruce 50	Ginger Nuts @ 10	Dried Lima @ 6 1/2
Beeman's Pepsin 55	Ginger Snaps, N. B. C. 7	Med. Hd. Pk'd @ 2.00
Adams Pepsin 55	Hippodrome @ 10	Brown Holland @ 2.26
Best Pepsin 45	Honey Cake, N. B. C. 12	Farina
Best Pepsin, 5 boxes. 2.00	Honey Fingers, As. Ice 12	24 1lb. packages @ 1.75
Black Jack @ 55	Honey Jumbles @ 12	Bulk, per 100 lbs. @ 8.00
Largest Gum Made @ 55	Household Cookies @ 8	Hominy
Sen Sen @ 55	Household Cookies Iced 8	Flake, 50lb. sack @ 1.00
Sen Sen Breath Perf 1.00	Iced Honey Crumpets 10	Pearl, 200lb. sack @ 3.70
Sugar Loaf @ 55	Imperial @ 10	Pearl, 100lb. sack @ 1.85
Yucatan @ 55	Iced Honey Flake @ 12 1/2	Maccaroni and Vermicelli
CHICORY	Iced Honey Jumbles @ 12 1/2	Domestic, 10lb. box @ 60
Bulk @ 55	Island Picnic @ 11	Imported, 25lb. box @ 2.50
Red @ 55	Jersey Lunch @ 8	Pearl Barley
Eagle @ 5	Kream Klips @ 20	Common @ 3.50
Frank's @ 7	Lady Fingers @ 12	Chester @ 3.50
Schener's @ 6	Lem Yem @ 11	Empire @ 3.75
CHOCOLATE	Lemon Gems @ 10	Peas
Waiter Baker & Co.'s	Lemon Biscuit, Square 8	Green, Wisconsin, bu. 2.15
German Sweet @ 24	Lemon Wafer @ 16	Green, Scotch, bu. 2.25
Premium @ 33	Lemon Cookie @ 8	Split, lb. @ .04
Caracas @ 31	Mary Ann @ 8	Sago
Waiter M. Lowney Co.	Marshmallow Walnuts 16	East India @ 7
Premium 1/2 @ 32	Mariner @ 11	German, sacks @ 7
Premium 1/2 @ 30	Molasses Cakes @ 8	German, broken pkg. @ .
COCOA	Mohican @ 11	Tapoca
Baker's @ 40	Mixed Picnic @ 11 1/2	Flake, 110 lb. sacks @ 7 1/2
Cleveland @ 41	Newton @ 12	Pearl, 130 lb. sacks @ 7 1/2
Colonial @ 35	Nu Sugar @ 8	Pearl, 24 lb. pkgs. @ 7 1/2
Colonial @ 33	Nic Nacs @ 8	FLAVORING EXTRACTS
Apps @ 42	Orange Gems @ 8	Foot & Jenks
Huyler @ 45	Oval Sugar Cakes @ 8	Coleman's Van. Lem.
Lowney @ 40	Penny Cakes, Assorted 8	2 oz. Panel @ 1.20 75
Lowney @ 37	Pretzels, Hand Md. @ 8	3 oz. Taper @ 2.00 1.50
Lowney @ 37	Pretzellettes, Hand Md. 8	No. 4 Rich. Blake 2 00 1.50
Van Houten, 1/2 @ 12	Pretzellettes, Mac. Md. 7 1/2	Jennings D. C. Brand
Van Houten, 1/2 @ 20	Raisin Cookies @ 8	Terpeneless Ext. Lemon
Van Houten, 1/2 @ 40	Reverse, Assorted @ 14	Doz.
Webb @ 39	Rube @ 10	No. 2 Panel @ 1.75
Wilbur, 1/2 @ 39	Scotch Style Cookies 10	No. 4 Panel @ 1.50
Wilbur, 1/2 @ 40	Snow Creams @ 16	No. 6 Panel @ 2.00
COCOANUT	Sugar Krisp @ 11	Paper Panel @ 1.50
Dunham's 1/2 & 1/2 @ 27	Sultana Fruit Biscuit 16	2 oz. Full Meas. @ 1.20
Dunham's 1/2 @ 28	Spiced Gingers @ 9	4 oz. Full Meas. @ 2.25
Dunham's 1/2 @ 29	Spiced Gingers Iced @ 10	Jennings D C Brand
Bulk @ 12	Sugar Cakes @ 8	Extract Vanilla
COCOA SHELLS	Sugar Squares, large or small @ 8	No. 2 Panel @ 1.20
20lb. bags @ 2 1/2	Superba @ 8	No. 4 Panel @ 1.50
Less quantity @ 3	Sponge Lady Fingers 25	No. 6 Panel @ 2.00
Pound packages @ 4	Sugar Crimp @ 8	Taper Panel @ 1.50
COFFEE	Vanilla Wafers @ 16	2 oz. Full Meas. @ 1.20
Rio @ 13 1/2	Waverly @ 8	4 oz. Full Meas. @ 2.25
Fair @ 14 1/2	Zanzibar @ 9	No. 2 Assorted Flavors 1.00
Choice @ 16 1/2	In-er Seal Goods	GRAIN BAGS
Fancy @ 20	Albert Biscuit @ 1.00	Amoskeag, 100 in bale 19
Common @ 13 1/2	Animals @ 1.00	Amoskeag, less than bl 19 1/2
Fair @ 14 1/2	Bremner's But Wafers 1.00	GRAINS AND FLOUR
Choice @ 16 1/2	Butter Thin Biscuit. 1.00	Wheat
Fancy @ 20	Cheese Sandwich @ 1.00	No. 1 White @ .90
Common @ 13 1/2	Cocoanut Dainties @ 1.00	No. 2 Red @ .92
Fair @ 14 1/2	Cocoanut Macaroons @ 2.50	Local Brands
Choice @ 16 1/2	Cracker Meal @ 75	Patents @ 5.35
Fancy @ 19	Faust Oyster @ 1.00	Second Patents @ 5.15
Peaberry @ 19	Fig Newton @ 1.00	Straight @ 4.75
Fair @ 16	Five O'clock Tea @ 1.00	Second Straight @ 4.55
Choice @ 19	Frotana @ 1.00	Clear @ 4.00
Fancy @ 19	Ginger Snaps, N. B. C. 1.00	Subject to usual cash discount.
Guatemala @ 15	Graham Crackers @ 1.00	Flour in barrels, 25c per barrel additional.
Choice @ 15	Lemon Snap @ 50	Worden Grocer Co.'s Brand
Java @ 12	Oatmeal Crackers @ 1.00	Quaker, paper @ 4.80
African @ 42	Oysterettes @ 50	Quaker, cloth @ 5.00
Fancy African @ 17	Old Time Sugar Cook. 1.00	Wykes & Co.
O. G. @ 25	Pretzellettes, Hd Md. 1.00	Eclipse @ 4.50
P. G. @ 31	Royal Toast @ 1.00	Kansas Hard Wheat Flour
Arabian @ 21	Saltine @ 1.00	Judson Grocer Co.
Package	Saratoga Flakes @ 1.50	Fanchon, 1/2 cloth @ 5.60
New York Raisin	Social Tea Biscuit. 1.00	Grand Rapids Grain & Milling Co. Brands.
Arbuckle @ 16.00	Soda, N. B. C. 1.00	Wizard, assorted @ 4.60
Dilworth @ 14.75	Soda, Select @ 1.00	Graham @ 4.50
Jersey @ 15.00	Sultana Fruit Biscuit. 1.50	Buckwheat @ 5.00
Lion @ 14.50	Unedda Biscuit @ 50	Rye @ 3.85
McLaughlin's XXXX	Unedda Jinger Wayfer 1.00	Spring Wheat Flour
McLaughlin's XXXX sold to retailers only. Mail all orders direct to W. F. McLaughlin & Co., Chicago.	Unedda Milk Biscuit. 50	Roy Baker's Brand
Extract	Vanilla Wafers @ 1.00	Golden Horn, family @ 5.25
Holland, 1/2 gro boxes 95	Water Thin @ 1.00	Golden Horn, baker's @ 5.15
Felix, 1/2 gross @ 1.15	Zu Zu Ginger Snaps 50	Calumet @ 4.90
Hummel's foil, 1/2 gro. 85	Zwieback @ 1.00	Wisconsin Rye @ 4.80
Hummel's tin, 1/2 gro. 1.43	CREAM TARTAR	Judson Grocer Co.'s Brand
National Biscuits Company	Barrels or drums @ 29	Ceresota, 1/2 @ 6.20
Brand	Boxes @ 30	Ceresota, 1/2 @ 6.10
Butter	Square cans @ 32	Ceresota, 1/2 @ 6.00
Seymour, Round @ 6	Fancy caddies @ 35	Lemon & Wheeler's Brand
N. B. C. Square @ 6	DRIED FRUITS	Wingold, 1/2 @ 6.00
Soda	Apples @ 7	Wingold, 1/2 @ 5.90
Select Soda @ 8	Evaporated @ 8 1/2 @ 9	Wingold, 1/2 @ 5.80
Saratoga Flakes @ 13	Apricots	Pillsbury's Brand
Zephyrette @ 13	California @ 18 @ 20	Best, 1/2 cloth @ 5.60
Oyster	100-125 25lb. boxes @ 4 1/2	Best, 1/2 cloth @ 5.50
N. B. C. Round @ 6	90-100 25lb. boxes @ 5 1/2	Best, 1/2 cloth @ 5.40
N. B. C. Square Salted 6 1/2	80-90 25lb. boxes @ 6 1/2	Best, 1/2 paper @ 5.40
Faust, Shell @ 7 1/2	70-80 25lb. boxes @ 7 1/2	Best, 1/2 paper @ 5.40
Sweet Goods.	60-70 25lb. boxes @ 8	Best, wood @ 5.70
Boxes and cans	50-60 25lb. boxes @ 8 1/2	Worden Grocer Co.'s Brand
Atlantic, Assorted @ 10	40-50 25lb. boxes @ 9 1/2	Laurel, 1/2 cloth @ 6.10
Cartwheels @ 8	30-40 25lb. boxes @ 9 1/2	Laurel, 1/2 cloth @ 6.00
Current Fruit @ 10	1/2c less in 50lb. cases.	Laurel, 1/2 & 1/2 paper 5.90
Cracknels @ 16	Citron @ 18	Laurel, 1/2 @ 5.90
	Coriscan @ 18	Wykes & Co.
	Imp'd 1 lb. pkg. @ 9 1/2	Sleepy Eye, 1/2 cloth @ 5.30
	Imported bulk @ 9 1/2	Sleepy Eye, 1/2 cloth @ 5.20
		Sleepy Eye, 1/2 paper @ 5.20
		Sleepy Eye, 1/2 paper @ 5.20

3	4	5
Emblem @ 14	Coffee Cake, pl. or iced 10	Raisins
Gem @ 14	Cocoanut Taffy @ 12	London Layers, 3 cr
Ideal @ 14	Cocoanut Bar @ 10	London Layers, 4 cr
Jersey @ 13	Cocoanut Drops @ 12	Cluster, 5 crown
Riverside @ 13 1/2	Cocoanut Honey Cake 12	Loose Muscatels, 2 cr
Warner's @ 13 1/2	Cocoanut Hon. Fingers 12	Loose Muscatels, 3 cr
Brick @ 15	Cocoanut Macaroons @ 18	Loose Muscatels, 4 cr 10
Leiden @ 15	Dixie Cookie @ 9	Loose Muscatels, 4 cr 10
Limburger @ 15	Frosted Cream @ 8	L. M. Seeded, 1 lb. 12 @ 12 1/2
Pineapple @ 40 @ 60	Frosted Honey Cake 12	Sultanas, bulk
Sap Sago @ 22	Fluted Cocoanut @ 10	Sultanas, package @ 10 1/2
Swiss, domestic @ 16	Fruit Tarts @ 12	FARINACEOUS GOODS
Swiss, imported @ 20	Ginger Gems @ 8	Beans
CHEWING GUM	Graham Crackers @ 8	Dried Lima @ 6 1/2
American Flag Spruce 50	Ginger Nuts @ 10	Med. Hd. Pk'd @ 2.00
Beeman's Pepsin 55	Ginger Snaps, N. B. C. 7	Brown Holland @ 2.26
Adams Pepsin 55	Hippodrome @ 10	Farina
Best Pepsin 45	Honey Cake, N. B. C. 12	24 1lb. packages @ 1.75
Best Pepsin, 5 boxes. 2.00	Honey Fingers, As. Ice 12	Bulk, per 100 lbs. @ 8.00
Black Jack @ 55	Honey Jumbles @ 12	Hominy
Largest Gum Made @ 55	Household Cookies @ 8	Flake, 50lb. sack @ 1.00
Sen Sen @ 55	Household Cookies Iced 8	Pearl, 200lb. sack @ 3.70
Sen Sen Breath Perf 1.00	Iced Honey Crumpets 10	Pearl, 100lb. sack @ 1.85
Sugar Loaf @ 55	Imperial @ 10	Maccaroni and Vermicelli
Yucatan @ 55	Iced Honey Flake @ 12 1/2	Domestic, 10lb. box @ 60
CHICORY	Iced Honey Jumbles @ 12 1/2	Imported, 25lb. box @ 2.50
Bulk @ 55	Island Picnic @ 11	Pearl Barley
Red @ 55	Jersey Lunch @ 8	Common @ 3.50
Eagle @ 5	Kream Klips @ 20	Chester @ 3.5

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 30 Calabria 23 Sicily 14 Root 11 MATCHES C. D. Crittenden Co. Noiseless Tip .4 50 @ 4 75 MEAT EXTRACTS Armour's, 2 oz. 45 Armour's, 4 oz. 80 Liebig's Chicago, 2 oz. 2 25 Liebig's, Chicago, 4 oz. 5 50 Liebig's Imported, 2 oz. 4 50 Liebig's Imported, 4 oz. 8 50 MOLASSES New Orleans Fancy Open Kettle 40 Choice 35 Fair 25 Good 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 40 Bulk, 5 gal. kegs 1 55 Manzanilla, 9 oz. 90 Queen, pints 2 60 Queen, 19 oz. 4 50 Queen, 28 oz. 7 50 Stuffed, 5 oz. 1 45 Stuffed, 10 oz. 2 40 PIPES Clay, No. 216 per box 1 25 Clay, T. D. full count 60 Cob 90 PICKLES Medium Barrels, 1,200 count. 6 75 Half bbls., 600 count. 4 00 Small Half bbls., 1,200 count 4 75 PLAYING CARDS No. 90 Steamboat 85 No. 15, Rival, assorted 1 25 No. 20, Rover enameled 1 50 No. 572, Special 1 75 No. 98 Golf, satin finish 2 00 No. 808 Bicycle 2 00 No. 622 Tourist whist. 2 25 POTASH 42 cans in case 4 00 Penna Salt Co.'s 3 00 PROVISIONS Barreled Pork Mess 18 00 Clear Back 17 75 Short Cut 17 50 Short Cut Clear 17 50 Bean 16 00 Brisket, Clear 19 25 Pig 20 00 Clear Family 16 00 Dry Salt Meats S P Bellies 13 Bellies 11 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 13 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 8 Lard Compound 8 1/2 Pure in tierces 10 1/2 80 lb. tubs, advance 1/2 60 lb. tubs, advance 1/2 40 lb. tubs, advance 1/2 20 lb. tubs, advance 1/2 10 lb. pails, advance 1/2 5 lb. pails, advance 1/2 8 lb. pails, advance 1	Sausages Bologna 5 1/2 Frankfort 7 Pork 7 Veal 7 Tongue 7 Headcheese 7 Beef Extra Mess 9 75 Boneless 11 25 Rump, new 11 25 Pig's Feet 1/4 bbls. 1 10 1/2 bbls., 40 lbs. 1 85 3/4 bbls. 3 25 1 bbl. 7 75 Tripe Kits, 15 lbs. 70 1/4 bbls., 40 lbs. 1 50 1/2 bbls., 80 lbs. 3 00 Casings Hogs, per lb. 28 Beef, rounds, set 16 Beef middles, set 45 Sheep, per bundle 70 Uncolored Butterline Solid dairy 10 @ 12 Country Rolls 10 @ 12 1/2 Canned Meats Corned beef, 2 lb. 2 40 Roast beef, 1 lb. 1 35 Roast beef, 2 lb. 2 40 Potted ham, 1/4 45 Potted ham, 1/2 45 Deviled ham, 1/4 45 Deviled ham, 1/2 45 Potted tongue, 1/4 45 Potted tongue, 1/2 45 RICE Fancy 7 @ 1/2 Japan 5 1/2 @ 6 1/2 Broken 3 1/2 @ 3 3/4 SALAD DRESSING Columbia, 1/2 pint 2 25 Columbia, 1 pint 4 00 Durkee's, large, 1 doz. 4 50 Durkee's, small, 2 doz. 5 25 Snider's, large, 1 doz. 2 35 Snider's, small, 2 doz. 1 35 SALERATUS Packed 60 lbs. in box. Arm and Hammer 3 15 Deland's 3 00 Dwight's Cow 3 15 Emblem 3 15 L. P. 3 00 Wyandotte, 100 3/4s 3 00 SAL SODA Granulated, bbls. 85 Granulated, 100lb. cs. 1 00 Lump, bbls. 80 Lump, 145lb. kegs 95 SALT Common Grades 100 3 lb. sacks 2 10 60 5 lb. sacks 2 00 28 10 lb. sacks 1 90 28 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 @ 5 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 100lb. 9 75 4 50 50lb. 5 25 2 40 10lb. 1 12 60 8lb. 92 50 SEEDS Anise 10 Canary, Smyrna 4 1/2 Caraway 10 Cardamom, Malabar 1 00 Celery 15 Hemp, Russian 4 1/2 Mixed Bird 4 Mustard, white 8 Poppy 9 Rape 6 SHOE BLACKING Handy Box, large, 3 dz. 2 50 Handy Box, small, 1 25 Bixby's Royal Polish. 85 Miller's Crown Polish. 85	SNUFF Scotch, in bladders 37 Maccaboy, in jars 35 French 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 50 Ivory, 6 oz. 4 00 Ivory, 10 oz. 6 75 Star 3 50 LAUTZ BROS. & CO. Acme, 70 bars 3 60 Acme, 30 bars 4 00 Acme, 25 bars 4 00 Acme, 100 cakes 3 25 Big Master, 100 bars 4 10 Marseilles, 100 cakes 6 00 Marseilles, 100 cakes 5c 4 00 Marseilles, 100 ck toilet 4 00 A. B. Whisley Good Cheer 4 00 Old Country 3 40 Soap Powders Lautz Bros. & Co. Snow Boy 4 00 Gold Dust, 24 large. 4 50 Gold Dust, 100-5c. 4 00 Kirkline, 24 4lb. 3 80 Pearlina 3 75 Soapine 3 75 Babbitt's 1776 4 10 Roseine 3 75 Armour's 3 70 Wisdom 3 80 Soap Compounds Johnson's Fine 5 10 Johnson's XXX 4 25 Nine O'clock 3 35 Rub-No-More 3 75 Scouring Enoch Morgan's Sons. Sapollo, gross lots 9 00 Sapollo, half gro lots 4 50 Sapollo, single boxes. 2 25 Sapollo, hand 2 25 Scourine Manufacturing Co Scourine, 50 cakes. 1 80 Scourine, 100 cakes. 3 50 SODA Boxes 5 1/2 Kegs, English 4 1/2 SOUPS Columbia 3 00 Red Letter 90 SPICES Whole Spices Allspice 12 Cassia, China in mats. 12 Cassia, Canton 16 Cassia, Batavia, bund. 28 Cassia, Saigon, broken. 40 Cassia, Saigon, in rolls. 55 Cloves, Amboyina 25 Cloves, Zanzibar 20 Mace 55 Nutmegs, 75-80 45 Nutmegs, 105-10 35 Nutmegs, 115-20 30 Pepper, Singapore, blk. 15 Pepper, Singap. white. 25 Pepper, shot 17 Pure Ground in Bulk Allspice 16 Cassia, Batavia 28 Cassia, Saigon 55 Cloves, Zanzibar 24 Ginger, African 15 Ginger, Cochon 15 Ginger, Jamaica 18 Mace 66 Mustard 18 Pepper, Singapore, blk. 15 Pepper, Singap. white. 25 Pepper, Cayenne 20 Sage 20 STARCH Common Gloss 1lb. packages 4 @ 5 3lb. packages @ 4 1/2 6lb. packages @ 3 1/2 40 and 50lb. boxes 3 1/2 @ 3 1/2 Common Corn 20lb. packages 5 40lb. packages 4 @ 7 SYRUPS Corn Barrels 27 Half Barrels 29 20lb. cans 1/2 dz. in cs 1 90 10lb. cans 1/2 dz. in cs 1 85 5lb. cans 1/2 dz. in cs. 1 95 2 1/2lb. cans 2 dz. in cs 2 00 Pure Cane Fair 16 Good 20 Choice 25 TEA Japan Sundried, medium 24 Sundried, choice 32 Sundried, fancy 36 Regular, medium 24 Regular, choice 32 Regular, fancy 36 Basket-fired, medium 31 Basket-fired, choice 38 Basket-fired, fancy 43 Nibs 22 @ 24 Siftings 9 @ 11 Fannings 12 @ 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 Kylo 35 Battle Ax 37 American Eagle 37 Standard Navy 37 Spear Head, 7 oz. 47 Spear Head, 14 1/2 oz. 44 Jolly Twist 55 Old Honesty 39 Toddy 34 J. T. 38 Piper Heidsieck 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 40 Honey Dew 40 Gold Block 40 Flagman 40 Chips 33 Kill 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 Flow Boy, 1 1/2 oz. 39 Flow Boy, 3 1/2 oz. 39 Peerless, 3 1/2 oz. 35 Peerless, 1 1/2 oz. 38 Air Brake 36 Cant Hook 30 Country Club 34 Forex-XXXX 35 Good Indian 25 Self Binder, 16oz. 8oz. 20-22 Silver Foam 24 Sweet Marie 32 Royal Smoke 42 TWINE Cotton, 3 ply 24 Cotton, 4 ply 24 Jute, 2 ply 14 Hemp, 6 ply 13 Flax, medium 20 Wool, 1 lb. balls 10 VINEGAR Malt White, Wine, 40 gr 9 Malt White, Wine 80 gr 12 1/2 Pure Cider, B & B 14 Pure Cider, Robinson. 12 Pure Cider, Silver 13 1/2 WICKING No. 0 per gross 30 No. 1 per gross 40 No. 2 per gross 50 No. 3 per gross 75 WOODENWARE Baskets Bushels 1 00 Bushels, wide band 1 25 Market 40 Splint, large 3 50 Splint, medium 3 25 Splint, small 3 00 Willow, Clothes, large 8 75 Willow, Clothes, me'm 7 75 Willow, Clothes, small 6 75 Bradley Butter Boxes 2lb. size, 24 in case. 72 3lb. size, 16 in case. 68 5lb. size, 12 in case. 63 10lb. size, 6 in case. 60 Butter Plates No. 1 Oval, 250 in crate 35 No. 2 Oval, 250 in crate 40 No. 3 Oval, 250 in crate 45 No. 5 Oval, 250 in crate 60 Churns Barrel, 5 gal., each. 2 40 Barrel, 10 gal., each. 2 55 Barrel, 15 gal., each. 2 70	Clothes Pins Round head, 5 gross bx 50 Round head, cartons. 60 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 85 Pails 2-hoop Standard 1 60 3-hoop Standard 1 75 2-wire, Cable 1 70 3-wire, Cable 1 90 Cedar, au red, brass 1 25 Paper, Eureka 2 25 Fibre 2 70 Toothpicks Hardwood 2 50 Softwood 2 75 Banquet 1 60 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 7 75 18-in. Standard, No. 2 6 75 16-in. Standard, No. 3 5 75 20-in. Cable, No. 1 8 50 18-in. Cable, No. 2 7 50 16-in. Cable, No. 3 6 50 No. 1 Fibre 11 75 No. 2 Fibre 10 25 No. 3 Fibre 9 50 Wash Boards Bronze Globe 2 50 Dewey 1 75 Double Acme 2 25 Single Acme 2 75 Double Peerless 3 55 Single Peerless 3 50 Northern Queen 3 15 Double Duplex 3 00 Good Luck 2 75 Universal 3 30 Window Cleaners 12 in. 1 65 14 in. 1 85 16 in. 2 30 Wood Bowls 13 in. Butter 1 25 15 in. Butter 2 25 17 in. Butter 3 75 19 in. Butter 5 00 Assorted, 13-15-17 3 20 Assorted, 15-17-19 3 25 WRAPPING PAPER Common Straw 1 1/2 Fibre Manila, white. 2 1/2 Fibre Manila, colored. 4 No. 1 Manila 3 Cream Manila 3 Butcher's Manila 2 1/2 Wax Butter, short c't. 13 Wax Butter, full count 20 Wax Butter, rolls 15 YEAST CAKE Magic, 3 doz. 1 15 Sunlight, 3 doz. 1 00 Sunlight, 1 1/2 doz. 50 Yeast Foam, 3 doz. 1 15 Yeast Cream, 3 doz. 1 00 Yeast Foam, 1 1/2 doz. 58 FRESH FISH Per lb. Whitefish, Jumbo 20 Whitefish, No. 1 11 Trout 10 Halibut 10 Ciscos or Herring 7 Bluefish 15 Live Lobster 25 Boiled Lobster 25 Cod 10 1/2 Haddock 7 Pickerel 9 Pike 9 1/2 Perch, dressed 8 Smoked, White 12 1/2 Red Snapper 16 Chinook Salmon 16 Mackerel 17 HIDES AND PELTS Hides Green No. 1 8 1/2 Green No. 2 7 1/2 Cured No. 1 10 Cured No. 2 9 Calfskin, green, No. 1 12 Calfskins, green No. 2 10 1/2 Calfskin, cured No. 1 13 1/2 Calfskin, cured No. 2 12 Pelts Old Wool 30 Lambs 30 @ 50 Shearings 25 @ 50 Tallow No. 1 @ 5 No. 2 @ 4 Wool Unwashed, med. @ 26 Unwashed, fine. @ 21	CONFECTIONS Stick Candy Standard 7 1/2 Standard H H 7 1/2 Standard Twist 8 Cases Jumbo, 32 lb. 7 1/2 Extra H H 10 Boston Cream 10 Big stick, 30 lb. case 13 Mixed Candy Grocers 6 1/2 Competition 7 Special 7 1/2 Conserve 8 Royal 8 1/2 Ribbon 8 1/2 Broken 10 Cut Loaf 8 1/2 Leader 8 Kindergarten 10 Bon Ton Cream 9 French Cream 9 1/2 Star 11 Hand Made Cream 15 Tremio Cream mixed 13 O F Horehound Drop 10 Fancy-in Pails Gypsy Hearts 14 Coco Bon Bons 13 Fudge Squares 13 Peanut Squares 10 Sugared Peanuts 11 Salted Peanuts 13 Starlight Kisses 11 San Blas Goodies 12 Lozenges, plain 9 1/2 Lozenges, printed 10 Champion Chocolate 12 Eclipse Chocolates 14 Eureka Chocolates 14 Quintette Chocolates 13 Champion Gum Drops 8 1/2 Moss Drops 10 Lemon Sours 10 Imperials 11 Ital. Cream Opera 12 Ital. Cream Bon Bons 11 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 65 H. M. Choc. Drops 90 H. M. Choc. Lt. and Dark No. 12 1 00 Bitter Sweets, ass'd. 1 15 Brilliant Gums, Crys. 60 A. A. Licorice Drops. 90 Lozenges, plain 55 Lozenges, printed 55 Imperials 60 Mottos 60 Cream Bar 65 G. M. Peanut Bar. 60 Hand Made Cr'ms. 80 @ 90 Cream Buttons 65 String Rock 60 Wintergreen Berries 60 Old Time Assorted 2 75 Buster Brown Goodies 3 50 Up-to-date Asstmt. 3 75 Ten Strike No. 1 6 54 Ten Strike No. 2 6 00 Ten Strike, Summer assortment. 6 75 Scientific Ass't. 13 00 Pop Corn Dandy Smack, 24s 65 Dandy Smack, 100s 2 75 Pop Corn Fritters, 100s 50 Pop Corn Toast, 100s 50 Cracker Jacks 3 35 Checkers, 5c pkg. case 3 60 Pop Corn Balls, 200s 1 20 Cicero Corn Cakes 5 per box 60 Azukit 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 aft. shell 15 @ 17 Brazils 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 Cocanuts @ 5 Chestnuts, New York State, per bu. Shelled Spanish Peanuts 9 @ 10 Pecan Halves @ 75 Walnut Halves @ 32 Filbert Meats @ 27 Alicante Almonds. @ 42 Jordan Almonds. @ 47 Peanuts Fancy, H. P. Suns 7 1/2 @ 7 1/2 Fancy, H. P. Suns, Roasted 8 1/2 @ 8 1/2 Choice, H. P. Jumbo @ 9 1/2 Choice, H. P. Jumbo Roasted @ 10 1/2

Special Price Current

AXLE GREASE



Mica, tin boxes... 75 9 00
Paragon... 55 6 00

BAKING POWDER

Royal



10c size 90
1/4 lb. cans 1 35
6oz. cans 1 90
1/2 lb. cans 2 50
3/4 lb. cans 2 75
1 lb. cans 4 80
3 lb. cans 13 00
5 lb. cans 21 50

BLUING



C. P. Bluing

Doz.
Small size, 1 doz. box... 40
Large size, 1 doz. box... 75

CIGARS



G J Johnson Cigar Co.'s bd.
Less than 500... 33
500 or more... 32
1,000 or more... 31
Worden Grocer Co. brand
Ben Hur
Perfection... 35
Perfection Extras... 35
Londres... 35
Londres Grand... 35
Standard... 35
Puritans... 35
Panatellas, Finas... 35
Panatellas, Bock... 35
Jockey Club... 35

COCOANUT

Baker's Brasil Shredded



70 1/2 lb. pkg. per case 2 60
85 1/2 lb. pkg. per case 2 60
88 1/2 lb. pkg. per case 2 60
16 1/2 lb. pkg. per case 2 60

FRESH MEATS

Beef

Carcass... 6 1/2 @ 9
Hindquarters... 7 1/2 @ 10
Loins... 8 @ 14
Rounds... 7 @ 8
Chucks... 5 @ 6 1/2
Plates... 5 @ 5
Livers... 5 @ 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

Carcass... 6 @ 8 1/2

CLOTHES LINES

Sisal

60ft. 3 thread, extra... 1 00
72ft. 3 thread, extra... 1 40
90ft. 3 thread, extra... 1 70
60ft. 6 thread, extra... 1 29
72ft. 6 thread, extra...

Jute

60ft. 75
72ft. 90
90ft. 1 05
120ft. 1 50

Cotton Victor

50ft. 1 10
60ft. 1 35
70ft. 1 60

Cotton Windsor

50ft. 1 30
60ft. 1 44
70ft. 1 80
80ft. 2 00

Cotton Braided

40ft. 95
50ft. 1 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 1/2 to 2 in. 7
1 1/2 to 3 in. 9
1 1/2 to 4 in. 11
2 in. 15
3 in. 20

Cotton Lines

No. 1, 10 feet 5
No. 2, 15 feet 7
No. 3, 15 feet 9
No. 4, 15 feet 10
No. 5, 15 feet 11
No. 6, 15 feet 12
No. 7, 15 feet 15
No. 8, 15 feet 18
No. 9, 15 feet 20

Linen Lines

Small 20
Medium 26
Large 34

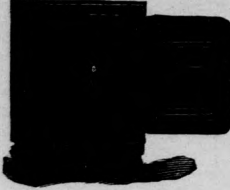
Poles

Bamboo, 14 ft., per doz. 55
Bamboo, 16 ft., per doz. 60
Bamboo, 18 ft., per doz. 80

GELATINE

Cox's 1 qt. size 1 15
Cox's 2 qt. size 1 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's 1 50
Oxford 75
Plymouth Rock 1 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, large 3 75
Halford, small 2 25

Use

Tradesman

Coupon

Books

Made by

Tradesman Company

Grand Rapids, Mich.

If you want to sell
your business.

If you want to buy
a business.

If you want a
partner.

If you want a sit-
uation.

If you want a good
clerk.

If you want a
tenant for your
empty store-
room.

If you would trade
your stock for
real estate.

If you want at any
time to reach
merchants,
clerks, traveling
salesmen, brok-
ers, traders—
business men
generally

Try a
Michigan Tradesman
Business
Want
Ad

On Opposite Page

BUSINESS-WANTS DEPARTMENT

Advertisements inserted under this head for two cents a word the first insertion and one cent a word for each subsequent continuous insertion. No charge less than 25 cents. Cash must accompany all orders

BUSINESS CHANCES.

For Sale—Well-located, prosperous drug business in Grand Rapids. Right figure for cash and quick sale. For particulars write Hutchins, care Hazeltine & Perkins Drug Co., Grand Rapids, Mich. 998

Wanted—To buy stock of general merchandise. Located in small town in Southern Michigan. Will pay cash. Address Merchant, care Tradesman. 997

The Crystal Pharmacy, Crystal, Mich., for sale. Inventories about \$2,500. Must change climate. Don't write, come and see. 996

Ants—Bakers' pest exterminated with Anti-Ant. Non-poisonous, does not kill. Purifying powder, sweetens cases and cupboards, absolutely harmless. Trial package, 15 cents; pound, 75 cents; three pounds, \$2, prepaid. Satisfaction or money back. Williams-Traub Co., Cedar Rapids, Ia. 992

Bazaar stock for sale in the best location in this city. My store has always been a big money-maker. Must be sold on account of other business. Write me at once. G. C. Lindquist, Greenville, Mich. 994

For Sale—Stock of general dry goods of about \$14,000, to party wishing to locate here. Stock in good condition. Best site in city of 10,000. Write or call Davis D. G. Co., Owosso, Mich. 993

For Sale—Excellent meat market in the best town in Northern Michigan. William H. Yearnd, Cadillac, Mich. 991

Wanted—To buy, stock of general merchandise of from \$2,000 to \$3,000 in a Michigan town of 2,000 to 5,000 population, with good graded schools and good farming country back of it. Address No. 990, care Michigan Tradesman. 990

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

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 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. \$3,000 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 or Trade—30 Elk cigar machines, 25 placed. Also bill sale \$800 on stock dry goods, payable \$25 per month. Want to get rid of them as I am unable to attend to them, owing to sickness. Ed. Raquet, Kalkaska, Mich. 973

For Sale—Drug store, a never heard of before proposition. Finest and best in state. Family will move to California. Sell at 85c on dollar. Invoice about \$10,000. 1/2 cash and arrange balance. Equipped ice cream plant, full prices. Address H. C. Fueller, Box 1271, Grafton, W. Va. 972

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—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

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, Wayne-town, Ind. 947

For Sale—A drug store in Grand Rapids, doing nice business in good growing locality. Sales \$7,200 last year, with net profit of \$2,000. Rent reasonable. Business can be increased. Can be bought for \$3,500 or less. Part down, balance on time. Will inventory to suit buyer. Address No. 954, care Tradesman. 954

For Sale—Dry goods business, for cash only. Clean, up-to-date stock with or without fixtures. Three years' lease optional; new store building finest in town. Best location, established trade; cause, want to retire. Call or address Mark Ruben, Lowell, Mich. 927

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—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. Knies, Omaha, Neb. 951

Wanted—Best price paid for coffee sacks, flour sacks, sugar sacks, etc. Address William Ross & Co., 57 S. Water St., Chicago, Ill. 960

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

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—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

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—My stock of general merchandise located in Ithaca, Mich., county seat of Gratiot county. The best town of its size in the state. Consisting of clean up-to-date goods, amount of stock \$8,000. Location the best. Rent reasonable. A rare chance for some one. Reason, selling on account of health. Address F. W. Balch, Ithaca, Mich. 886

For Sale—Small country store, doing strictly cash business. A money-maker. Address No. 770, care Michigan Tradesman. 770

Merchants—Have you any out of date goods (especially shoes) that you can not sell in your town? If so, send them to us. We can sell them for you. Ask for particulars and references. Chicago Sales & Auction Co., 169-171 W. Adams St., Chicago, Ill. 953

For Sale—A clean stock of drugs, fixtures, etc., complete. Everything up-to-date. Stock 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

HELP WANTED.

Cigar salesman wanted in your territory. Experience unnecessary. \$44 per week. Peerless Cigar Co., Toledo, Ohio. 995

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

Agents Wanted—To sell Pieced, Stamped and Japanned tinware on commission basis to hardware and house furnishing goods trade and to scheme trade. Iron City Tin & Japan Co., McKees Rocks, Pa. 966

Agents Wanted—To sell our specialties in enameled ware, to hardware and house furnishing goods trade. Enamel Specialty Mfg. Co., Box No. 609, Pittsburg, Pa. 967

Wanted—Men of character and ability to devote all or a portion of their time selling interest-bearing securities on commission for an old and well-known New York City corporation. Bankers, ministers, life insurance agents and professional men preferred. Experience not necessary. This is an unusual opportunity for men of ability. All correspondence treated in strictest confidence. Address Supt. of Agencies, Ross-O'Neil Bldg., Binghamton, N. Y. 945

Salesman—Hustler, to sell latest improved gasoline lighting systems. Address Allen Sparks Gas Light Company, Lansing, Mich. 933

Want Ads. continued on next page

Office Stationery
LETTER, NOTE AND BILL HEADS
STATEMENTS, ENVELOPES, COUNTER BILLS.
TRADESMAN COMPANY,
GRAND RAPIDS

J. W. York & Sons
Manufacturers of
Band Instruments and Music Publishers
Grand Rapids, Michigan
Send for Catalogue

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

Largest Exclusive Furniture Store in the World
When you're in town be sure and call. Illustrations and prices upon application.
Klingman's Sample Furniture Co.
Grand Rapids, Mich.
Ionia, Fountain and Division Sts.
Opposite Morton House

Simple Account File
Simplest and Most Economical Method of Keeping Petit Accounts
File and 1,000 printed blank bill heads..... \$2 75
File and 1,000 specially printed bill heads..... 3 00
Printed blank bill heads, per thousand..... 1 25
Specially printed bill heads, per thousand..... 1 50
Tradesman Company,
Grand Rapids.

TRADESMAN ITEMIZED LEDGERS
SIZE—8 1/2 x 14. THREE COLUMNS.
2 Quires, 160 pages... \$2 00
3 Quires, 240 pages..... 2 50
4 Quires, 320 pages..... 3 00
5 Quires, 400 pages..... 3 50
6 Quires, 480 pages..... 4 00
INVOICE RECORD OR BILL BOOK
So double pages, registers 2,880 invoices..... \$2 00
Tradesman Company
Grand Rapids, Mich.

DOING HIS DUTY.

Isn't it just a trifle unappreciative to score Prosecuting Attorney McDonald for declaring himself on the liquor question?

It has been many moons since the Grand Rapids public began circulating innuendoes and charges more direct and specific that the office of the Prosecuting Attorney was not organized to reach this, that or the other offender against the laws relative to the sale of liquor. Class distinction played a large part, it was said, in the administration of the laws.

No person offered any denial as to the existence of the laws and no one questioned the constitutionality of those statutes. The charge was that the swell places where liquors were dispensed were permitted to do as they pleased, whereas the lesser resorts were haled into court in short order.

And now comes Prosecuting Attorney McDonald frankly and openly and without qualification telling his opinion as to certain resorts and backing up that opinion by making formal complaints against them, which means that he believes sincerely that he has evidence to sustain his complaints in the eyes of the law. There is nothing either of bitterness, vindictiveness or fear in his complaints. They are plain business-like statements, which to members of the laity appear to be just what the public has a right to expect and might demand at the hands of the county's prosecutor.

Those who, wishing to temporize, go about declaring that Mr. McDonald should exercise a little discretion or a little broader and better judgment in such cases make the mistake of placing the responsibility wholly upon the shoulders of the attorney and not at all upon the public acts of our law-making powers. It is not the fight of the Prosecuting Attorney as an individual, but the duty of a county official as set forth by the laws of the State. The laws exist and are in force that they may be executed and Mr. McDonald is the publicly declared official for their execution.

Because of a certain laxity in the observance of certain social formalities there develop grades of propriety as to public drinking resorts. One place acquires the reputation of being tough and another is known as eminently respectable, but such public differentiation has no weight in the eyes of the law. They are all drinking saloons and are treated fairly and alike by the laws of the State—when those laws are enforced.

Prosecuting Attorney McDonald is eternally right in his analysis of the prime purpose of the average men's club organizations. And the evasion, pretense and downright misrepresentation necessary to indulge in in the management of the average men's clubs are made imperative by the provisions of the laws of the State in regard to the sale of intoxicating liquors. It is a practical impossibility in this country to successfully carry on a men's club where liquors may be served without observing a schedule of prices or without overstepping

the legal limits as to hours of closing. This being the case, it is, as the Prosecutor declares, only fair and necessary to treat all offenders alike.

The Tradesman is no prude, but believes that there should be an adjustment of personal liberty and individual conscience such as should render accurate observance of the laws of the land an easy matter. Unfortunately, such a belief comes a long way from realization. Force is necessary in a very large majority of cases and the Prosecuting Attorney is entirely right in his determination to permit no discrimination in his exercise of that force. This means, of course, that the regularly licensed saloons and the regularly licensed clubs will be treated alike; that the Sunday ball games and the Sunday theaters will be abolished; that alleged sparring(?) matches will be prevented and apartments and houses occupied for immoral purposes will be closed. It means, in brief, that Prosecuting Attorney McDonald has his work cut out before him and that the laws which are now so odious to a majority of the people of Grand Rapids, seemingly, may be in due time repealed.

DANGER IN BROKEN RAILS.

The many railroad accidents which took place during last winter and spring have turned general attention to the investigation of the causes of accidents. While it can not be said that investigation has developed that the great majority of accidents are attributable to any one cause, it has been found that many of the accidents can be attributed to certain well-defined causes, such, for instance, as defective signaling service and broken rails.

The defects in the signal service are largely due to the employment of inferior signalmen and to the long hours exacted of such men. The remedies are obviously increased wages and a higher grade of intelligence for men employed in conducting the signal service of the roads and the adoption of automatic systems of signals as a check upon the purely human factor in the movement of trains. The matter of defective rails is more readily handled because it is possible to discover by an examination of the records the number and character of the rails that prove defective.

On a system like the Pennsylvania one rail in every 5,000 breaks. That might appear to be a small average, but when it is considered that this means something like 200 broken rails every month the peril becomes instantly apparent.

Although the weight of rails has been increased in recent years from eighty to 100 pounds, the weight and number of trains has increased in a very much greater proportion. Trains also travel at a higher speed and the traffic has become so enormous that the rails are subjected to strains that were unknown a few years ago. Another complaint is that the rails of the present day manufactured by the Bessemer process are not as tough as those manufactured formerly by the old-time open hearth system. There is consequently a growing demand that the Bessemer rails

be discarded and a return made to the old open hearth rails. Such a change would, of course, involve a tremendous outlay of money, but that is not a consideration to be taken into account in comparison with the safety of passengers on the railroads.

The certainty that steel rails are breaking more frequently than formerly, owing to the enormously increased traffic, should point out to the railroads the necessity of more frequent and careful inspection of roadbeds, including track, bridges and everything that goes to make up the permanent equipment of the railroads. Either the capacity of the rails must be increased or the traffic on them must be diminished, otherwise broken rails will soon figure as the leading cause of fatal accidents, which is hardly the case at the present time.

With all the agitation going on on the subject of railroad rate regulation and railroad finances, there is seemingly no movement to bring about a more careful supervision over the physical equipment of the railroads and the methods of operation, yet such matters are infinitely more important than the regulation of rates. The first requisite of a railroad is that it should be safe, otherwise it is not fit for the public to travel on or to handle freight, no matter what the rates demanded may be. The inspection of railroad equipment and methods of operation as well as the investigation of accidents is not an easily solved problem, but it is one that must sooner or later be solved, hence it is worth the serious thought of our public men.

A curious and an interesting point of law has just been decided by the appellate division of the Supreme Court in New York City. A woman with a very long dress fell down stairs and sustained some injuries. Her fall was caused by the catching of her trailing skirt on a nail protruding from one of the risers of the stairway. She sued the landlord, who denied the existence of the nail and said the woman tripped because she was wearing a pair of men's shoes too large for her feet and anyhow if her skirt had been shorter it would not have been trailing along to catch on anything. The trial jury awarded the woman \$1,000 and the appellate division has affirmatively determined that the plaintiff was not guilty of contributory negligence in that she did not wear short skirts or hold up longer ones so that they would not trail on the stairs, or for failure to keep one hand on the banister rail. This is another victory for women. The courts have come to their assistance to say that they can wear such shoes and as long skirts as they like and that they need not hang hold of any banister rail unless it pleases their fancy. And still they say that in this great and glorious republic women do not have all their rights.

The great man never knows any little men; they all are great to him.

The fortune of all is founded on faith in one another.

SETTING A GOOD EXAMPLE.

The next great war which the America people must wage is that against the desecration of our landscape and of our surroundings by billboards and unsightly posters. This campaign must be waged to abate the nuisance and to create a public sentiment sufficiently strong to keep it abated.

The above is a statement made by Clinton Rogers Woodruff in his discussion of the national impulse for civic improvement and it has been taken as a text by the Business Men's Club of Cincinnati in its campaign against the billboards. This organization has taken up the question very earnestly and enthusiastically and proposes to press with vigor on until something definite has been accomplished. It has sent a call to the various civic associations in all the cities of Ohio, for the purpose of enlisting their endorsement and support for an effort to legislate the billboards out of existence. The Business Men's Club of Cincinnati is reckoned the largest and most influential there. It has a great and very vigorous membership which is always up and at it and the natural result is that it has accomplished a great deal which is of real value to the city. There is no limit to what such an organization can do under proper conditions and leadership. When it goes after the billboard it is reasonably certain that before very long the billboard must be going.

There ought to be just such a crusade in Grand Rapids and in every other city in Michigan. At this session of the Legislature Hon. Merwin K. Hart, of this city, introduced a bill which aimed to impose a tax at so much per square foot on the area of all the billboards in the State. If these ugly landscape disfiguring objects are to exist they should do so for the purpose of accomplishing some good for the State by way of contributing to its support. Public opinion believes that if the rate of taxation first fixed is not high enough to drive them out of business it should be raised. No one questions for a minute but that advertising is perfectly legitimate and that advertising pays the business man better than any investment he can make, but advertising on billboards which are horrible and hideous, instead of being a help to the advertiser, is calculated to make him thoroughly disliked. Pretty much everybody denounces the billboard, but denouncing it is not enough. Some definite, decisive action must be taken, such as that inaugurated by the Business Men's Club of Cincinnati. Then similar organizations in all the other villages and cities must do likewise and together they can pass any bill in the Legislature which to them seems good and the circumstances require. The example set in Cincinnati and Ohio would be very excellent for Grand Rapids and Michigan to follow.

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For Sale—Stock of dry goods, shoes, gents' furnishings and crockery. Strictly cash business established. The only store in town of 400 population carrying the above lines. Address No. 999, care Michigan Tradesman. 999

W. F. BLAKE
Manager Tea Department

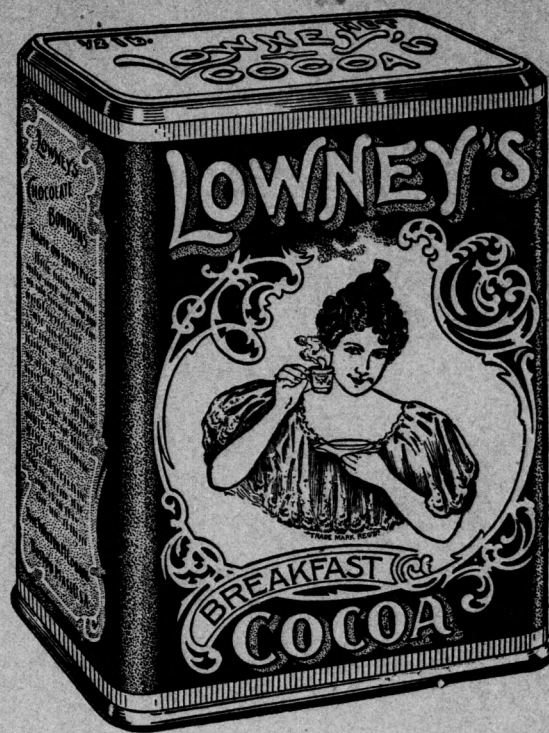
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Grand Rapids, Michigan



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Almost every merchant knows of the efforts of a certain competing scale concern to discredit the honesty and reliability of DAYTON Computing Scales.

In some cities that concern has even gone so far as to seek State and City legislation against DAYTON Scales.

The DAYTON Company, after a legal fight in Omaha, has succeeded in getting a
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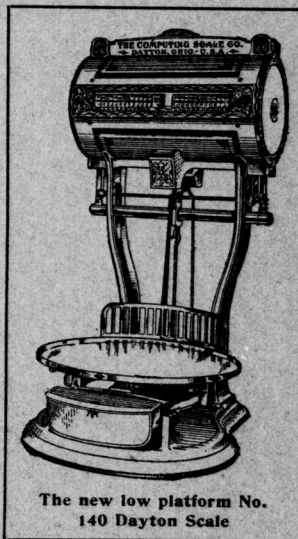
restraining all parties from interfering with DAYTON Scales now in use in that city. Full text of the action and Court's decision sent free upon request.

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Write today for descriptive matter of the newest Dayton Scales and get our **liberal exchange offer**.



The new low platform No.
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2 dozen Oyster Bowls.....	72	1 44
1 dozen 7-inch Bakers.....	1 08	1 08
1 dozen 8-inch Bakers.....	1 62	1 62
2 dozen 7-inch Scallops.....	1 08	2 16
2 dozen 8-inch Scallops.....	1 62	3 24
1/2 dozen 8-inch Platters.....	90	45
1 dozen 10-inch Platters.....	1 62	1 62
1 dozen Covered Chambers.....	4 32	4 32
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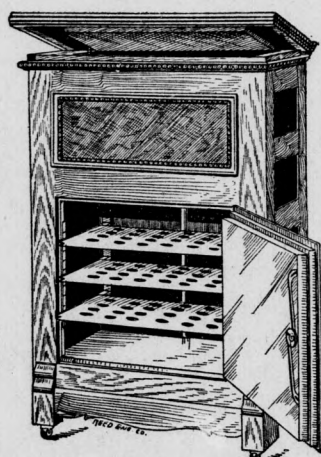
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