



Do you see any
Green in her eye?



"This
is
what
I
want"



Not much—Mr. Grocer.

She's the up-to-date housewife.

She's the woman who does the buying.

She knows what she wants, and

She despises an imitation.

She knows that every other so-called "corn flakes" is an imitation of

Kellogg's—the ORIGINAL TOASTED CORN FLAKES

Our extensive advertising campaign is educating her to ask for Kellogg's; to look for the signature on the package, to refuse a substitute. **And she will.** Then the quality—the delicious flavor; the quantity—the new large package, is bound to hold her to Kellogg's. Isn't this the person you want to cater to? Under the circumstances do you see how you can profitably handle anything but Kellogg's Toasted Corn Flakes? It will only be a matter of a very short time until there will be but one corn flakes—that will be Kellogg's. And the dealer who loaded up on imitations will have more worthless stock left on his shelves, than he did in the days of wheat flakes deluge.

A glance at the situation should make clear why you should stick to the genuine Toasted Corn Flakes. When you order be sure and specify Kellogg's.

W. K. Kellogg

THIS SIGNATURE IS PLACED ON EACH PACKAGE FOR
YOUR PROTECTION, FOR THE TRADE'S PROTECTION
AND FOR OURS.

TOASTED CORN FLAKE CO.
BATTLE CREEK, MICH.

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.,

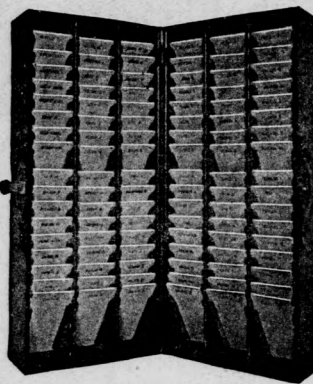
of Michigan

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, 1908, June 17, 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 10, 1907

Number 1242

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
Valley Forge City

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

THOMAS J. O'BRIEN.

Just at present the people of Grand Rapids are extending their welcome to Hon. Thomas J. O'Brien, and why?

Is it because he has been made United States Ambassador to Japan? No.

Are these greetings given because he has honored his city, his State and his Nation by valuable achievement as United States Minister to Denmark? No.

Superficially, the distinguished attentions Mr. O'Brien is now receiving are the result of his recent and present prominence in the diplomatic service of his country. But primarily they constitute natural results of a life such as has been Mr. O'Brien's—a life which strikingly illustrates possibilities within the reach of the young men of this country who aim high and have distinctness and stability of purpose.

Born upon a farm in Jackson county sixty-five years ago and for eighteen years a factor in his father's family as affectionate son, sturdy, competent worker and ambitious, diligent student, he early developed the path he intended to follow.

He decided to fit himself for the practice of law, so became a student at the University of Michigan. And never once did he lose sight of the goal for which he was striving. Born of parents of Irish blood and birth he was blessed with the generous, companionable and thrifty characteristics of the people of that land, which with the earnest, hopeful and determined qualities of American training fifty years ago combined to reinforce and strengthen the energy and industry he was so willing to dispense.

And he was willing to wait so long as his progress was unequivocal, even although at times his advancement seemed slow. Not one of the lures so potent with young men who are college bred but weak in their desire for immediate honors and abundant material rewards moved Mr. O'Brien from the course he had originally marked out.

Unassuming and approachable and at the same time dignified and sincere, Mr. O'Brien has, by virtue of broad learning, absolute rectitude and keen, clear insight as to human nature, built up a strong record as counselor and citizen. His record as diplomat is vouched for by the fact that, unsolicited and unexpected, came to him the assignment to the Court at Tokio.

THE FIDDLER MAYOR.

"Monstrous impudence is the term used by the San Francisco jurist in his classification of Mayor Eugene Schmitz's conduct when he was before the bar of justice to receive the

sentence he so richly deserves for his stupendous knavery.

And that term falls short of fully expressing the depth and breadth of the thieving mayor's impudence. His guilt is beyond controversy and its extent is almost inconceivable.

Failing in his effort to cry down the court who was passing sentence upon him, Schmitz's next move is to threaten that he will become a candidate next fall for election to the office of mayor of San Francisco.

Whose candidate he does not specify, and, perhaps, in the light of past events it is not necessary for him to do so. He was elected to the position he so outraged and dragged in the dust by the union labor element of San Francisco. Thus far there has been no official unqualified condemnation of Schmitz by that element, therefore it is fair to assume that they are still standing by their guns, with the swindler, thief and conspirator as their chief.

For many years the gullibility of the members of the labor unions has been inconceivable except on the basis of ignorance and the blind passion it generates. For years and years these workmen have been contributing regularly and steadily to the support of scoundrels like Schmitz and Shea and Debs—men utterly without moral sense and men who govern their mobs by pure force of nerve, misrepresentation and criminality. The lesson taught by Shea the Murderer was inadequate, and it is probable that the lesson taught by Schmitz the Robber will prove equally ineffectual.

That Schmitz will have the impudence to seek the mayoralty from behind the bars at San Quentin is nothing strange, but it is beyond belief that the people of San Francisco are so completely in the hands of the labor unions that his election will follow. It matters not that he will be unable to assume the office should he be elected. That is not the point. If the people of San Francisco permit such an outrage as to yield to the labor unions to the extent of electing Schmitz, they will precipitate a greater calamity upon their city than was the earthquake with its resulting conflagration.

Senator Knox has two hobbies—getting up early in the morning and driving fast horses. It is said of him that he seldom rises later than 6 o'clock. He keeps several fast trotters in Washington and a large number at Valley Forge, his summer place near Philadelphia. The Senator will have to get up early and drive fast if he expects his presidential boom to catch on to any extent outside of Pennsylvania.

The greatest hindrance of all is to meet with no opposition.

S. F. STEVENS FOR MAYOR.

In due time the people of Grand Rapids will be called upon to declare their preference for mayor, and beyond any question that people as an entity desire the best man available for the place.

Who is the best man?

If he is available—and if he isn't at present he should be on demand—the best man, in the estimation of the Michigan Tradesman, is Sidney F. Stevens.

For more than fifty years a resident of Grand Rapids and for thirty-seven years prominent as a successful man of business, Mr. Stevens has established himself as the possessor of some fundamental characteristics. He is broad in his impulses, careful and thorough in the formation of his opinions and once convinced that he is right he is emphatic, fair and sincere in expressing himself. Above all things he is not a bigot, and while not easily convinced he is frank in changing his mind once he is satisfied that he has been mistaken.

Perfect in his rectitude, conservative, energetic and a man who is always abreast of the times, Mr. Stevens is a man whom the people believe in because of his unassuming demeanor and his generous and practical public spirit. He has faith in Grand Rapids as a business center and he swears by our city as a home town.

A movement originating in Grand Rapids, and already extending all over the State, calls upon the people of Michigan to see to it that the delegates to the coming constitutional convention shall be chosen without regard to political party affiliations and because of intellectual and moral fitness for the eminently responsible duties involved.

The same consideration should be given by the people of Grand Rapids to their selection of mayor. Mr. Stevens, born and bred a Democrat, is no longer hidebound in his adherence to party, for reasons entirely plain and satisfactory to himself. He is abundantly qualified, by his interest in and loyalty to our city, by his wisdom and success as a business man and by his invariably good citizenship, to fill the office of chief executive of our municipality, and if he can be prevailed upon to accept the nomination on a nonpartisan basis there can be no doubt as to his election. And if elected there will never be a shadow of doubt or an instant of suspense as to where he stands upon any specific proposition. And so the Michigan Tradesman nominates Mr. Sidney F. Stevens for mayor of Grand Rapids, confident that the selection will meet the approval and receive the support of every fair minded man in our city.

WINDOW TRIMMING

Cater Now To Hot Weather Pastimes.

Now is the time of the year when extra trade may be gleaned on account of the festive picnic, camping out and fishing parties and resort life.

One dealer in a large town contiguous to Grand Rapids is showing a hummer of a window.

The store entrance is at the corner, making one large window way across the front. This gives the merchant a plenty of room to carry out designs on a large scale.

A country picnic is represented, not so much expense being incurred as bother and fuss to make a realistic spectacle.

Sod was procured from the suburban wayside for the floor of this attractive window. The background was banked with tall evergreen trees and more of these were set here and there in the rest of the window. A long tablecloth was spread on the ground and a dummy was dressed as a motherly looking personage—calico dress, sunbonnet, etc.—and she is sitting on the ground, in the act of fixing a big bright tin pan of baked beans in the center of the cloth. The improvised table was tempting enough to make any old dyspeptical malcontent take to the woods and have, for once in his life, "a square meal as is a square meal." Bread and butter—not fashionable triangles of quarter-inch thickness but "reg'lar farmer size"—deviled eggs, cold meats of many descriptions, pickles sweet and pickles sour, chow-chow, pickled beets, celery, pies of different variety, mountains of cake are some of the things I remember as good to look upon. A big freezer covered with canvas, over to one side, suggested one of the great American favorites at the end of the dinner, while a mammoth coffee pot hanging over a pile of sticks ready to light bespoke something hot to counteract the freezer's delicious contents. Two other women dummies beside the fatty were assisting at laying the table. They, too, were clad in unstylish calico or gingham garments, as were also the supposed-to-be-hungry kids. Half-open lunch baskets showed where the relishing eatables came from. There were even pineapples, oranges and bananas, and a whopping big pitcher of lemonade and dozens of glasses on a clean wooden box near one end of the dinner awaited thirsty—but invisible—picnickers.

Red and white and blue wet run-out bathing suits adrying on the evergreens in the background explained where the little dummy children (grouped in attitudes of ardent expectancy) found their appetites.

Such a window creates favorable talk for the store, especially when the talkers are able to relate that a placard down in front of the glass states:

All the Food
Left Over
From
This
Picnic
Will Be Given
To
Three Destitute Families
* * *

A camping window should picture every item that goes to the make-up of a happy time among the delights of Nature. Inside the half-open tent should be seen bunks on either side, indicating that the family of dummies have come to stay longer than one stingy day.

The picnic and the camp and the fishing window may follow in succession, the sod and the conifers doing service for all three exhibits. Change about the latter so as to avoid sameness. For the fishing window a stream of running water should be introduced by the plumber. Consult camping cranks and nimrod enthusiasts as to the particularities of the second and third displays, so as to get in all the minutiae for a realistic scene. What might skip your insight theirs can supply. Have a sign for the fishing window read:
Fishermen's
Delight

or
Fishermen's
Heaven
or other sign reading that the dummies are having the time of their life. Of course, the wax people should be trigged out with all the togs incident to these fascinating outdoor sports. Stuffed deer and birds for the camp window and a long pole of fish for the piscatorial one must not be forgotten. It goes without saying that the finny vertebrates will be of dimensions to agree with the Izaak Walton yarns!

The resort frequenters must not be overlooked, in catering to the summer faddists.

A noted specialist on treatment of the human hair has this to say in regard to its care at the seashore, the booklet quoted from being sent, via Uncle Sammy, to ladies presumably of sufficient means to indulge in a season where salt water aboundeth galore:

"I take pleasure in enclosing my latest booklet, 'Care of the Hair at the Seashore.'

"This is the first booklet ever published containing this valuable information, and I know that my friends and patrons will fully appreciate its value, as something of this kind is what has been long needed. Many women deliberately but unconsciously ruin and destroy a good healthy growth of hair by neglect or improper attention while in the presence of salt water atmosphere, which causes the hair to become sticky, soggy, damp and unmanageable.

"This booklet instructs you how to care for your hair, and if directions and instructions are carefully observed you will return from the seashore with a stronger and healthier growth of hair than before you started on your summer vacation.

"The care of the hair at the sea-

shore is not fully appreciated and seldom observed; yet many ladies often wonder why their hair becomes dry, brittle, falling out sometimes in large quantities, and nearly all of the time while at the seashore completely unruly and 'undressed.'

"Nothing is of more importance during your stay at the seashore, and for at least two weeks after your return home, than to care for the health of your hair, seeing to it that it is not neglected nor subjected to undue moisture nor heat from the sun. A little attention to your hair in time may save its loss or deterioration.

"It has always been the impression that sea bathing is injurious to the hair. Authorities hold this opinion to be correct under certain conditions only. For instance, if the hair becomes damp or wet and is neglected, or if a cold water shower is used with the idea of washing out the salt water from the hair, the consequence generally is that the cold water, coming into contact with the salt water and the natural moisture that exudes from the hair and scalp, forms a coating, preventing both from performing their proper functions, with the result that the hair remains damp and unruly, making it a difficult task to dress it; also its health and growth are stagnated, and this is usually followed by the hair falling out and splitting, especially if the hot rays of the sun come in contact with it.

"Salt water, if judiciously applied to the hair and scalp about once a week, has the same beneficial effect upon it as it has upon the body, but in order to obtain this benefit precaution must be exercised by giving it proper care and attention.

"It is advisable to always wear a rubber cap, placing same as tightly as possible upon the head; however, the wearing of the cap will not en-

tirely prevent the hair from becoming damp or moist and for this reason it should receive practically the same attention as if the hair were actually wet."

Recent Trade Changes in the Hoosier State.

Danville—E. P. Thompson is succeeded in the grocery business by Mrs. Harriet Corson.

Richmond—Cunningham & Lehrman will continue the boot and shoe business formerly conducted by F. C. Lehrman.

Terre Haute—Louis G. Walker, grocer, has filed a voluntary petition in bankruptcy.

Geneva—Porter & Anderson, druggists, are succeeded in business by Anderson & Knepper.

Kendallville—John Butts, of Butts & Co., meat dealers, is dead.

Colfax—John Lewis will continue the business formerly conducted by Johnson & Lewis.

Eaton—S. Sherry is succeeded in the grocery business by Harris & Bretzinger.

Linton—Mack Brown succeeds G. S. Hall in the grocery business.

Oakland City—Phillips, French & McCord succeed Phillips & French, hardware dealers.

Somerville—Golla McCord is succeeded in the hardware business by Phillips, French & McCord.

Brazil—A petition in bankruptcy has been filed by the creditors of Wm. J. Wright, commission merchant.

Indianapolis—The dry goods business formerly conducted by the Wm. H. Block Co. has been merged into a stock company under the same style.

To live wholly for possessions is to paralyze the life to the possibility of permanently possessing anything.



JENNINGS EXTRACTS



It is easy to build up a business on this thoroughly reliable line of flavoring extracts because they **always** give satisfaction.

You can depend upon one bottle, to be just as pure and high grade as another if the Jennings mark is on it—they do not vary. Housekeepers and cooks know them and never change.

Jennings Terpeneless Extract Lemon is made from choice Messina lemons and our special mechanical cold process produces the pure fruit flavor of the lemon. It could not be better.

Jennings Extract Vanilla owes its great popularity to its strength and aroma, as our special process of producing it from Mexican Vanilla beans retains all the good qualities in their original purity and flavor.

Their purity is guaranteed under Pure Food and Drugs Act—U. S. Serial No. 6588.

Jennings Flavoring Extract Co.

(Established 1872)

C. W. Jennings, Manager
Grand Rapids, Michigan

New Furnace Factory at the Central City.

Jackson, July 9—Following the successful promotion of the new Jackson Printing Press Co. comes the announcement of the establishment of the Michigan Heater Co., a \$500,000 corporation, to manufacture furnaces, hot water and steam heaters, and to do a general foundry business. A nucleus company with \$10,000 capital has been organized to promote the larger company, and as some of the most solid men in the city are interested it will soon be doing business. It is proposed to install a foundry complete with every modern appointment, and all necessary machinery. Some of the larger users of iron castings are interested in the business. John P. Jones, a furnace man of large experience, is at the head of the company, which is expected to be running next spring.

The Walcott Machine Co., manufacturer of machinists' lathes and planers, has increased its capital from \$60,000 to \$100,000, purchased land adjoining its present factory and is making extensive enlargements. The business was founded by the late George D. Walcott. Since the death of Mr. Walcott and his son, E. E. Wood has become the general manager, and has been very successful. has been very successful.

The increasing manufacturing business of this city has made necessary larger banking facilities, and William H. Joyce, of Chicago, and Herbert R. Page, of this city, with others, have organized a new bank. It is understood the name will be the Central. It will have a capital of \$100,000 and a surplus of \$25,000, and the stock has all been subscribed. The organization has not yet been completed by the election of officers and directors.

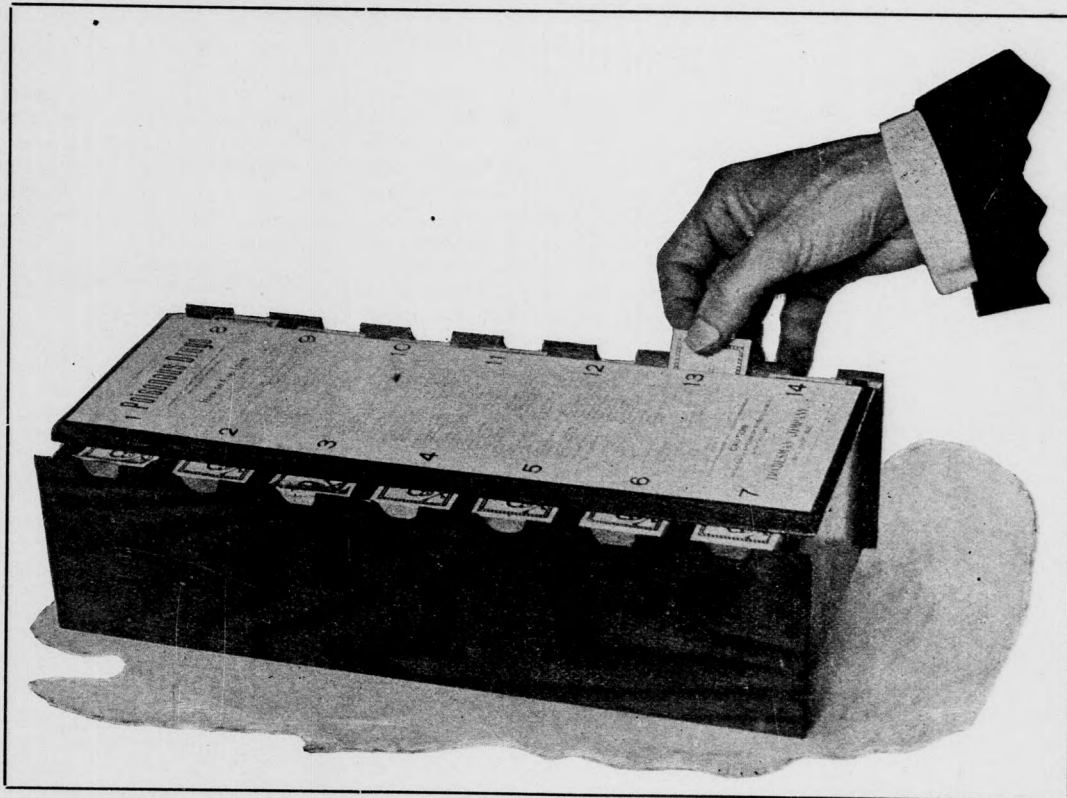
Will Double Capacity of Plant.

Bay City, July 9—The M. Garland Machine Co., which recently made extensive additions to its big mill machinery manufacturing plant, has purchased an additional plot of ground, 400x200, and will make still further additions. The capacity of the plant, when the work is completed, will be practically double what it was a year ago. The company is now doing a heavy business in turning out entire sawmill plants, and this week shipped a complete outfit for a mill for Keyes & Warbois, of Tower, where that firm will start on a twenty year cut. The mill will cut 50,000 feet daily. The greater portion of the business comes from the South, where the lumber industry is increasing with tremendous strides. In Kentucky, Tennessee, the Carolinas, in fact, all through the mountainous country, the mills are going up almost weekly.

Lapeer Cigar Co. Capitalized.

Lapeer, July 9—The Lapeer Cigar Co. has been organized with a capital of \$5,000, of which \$3,000 is already paid in. Ten men will be employed. The officers of the company are: President, William Forsythe; Vice-President and General Manager, Horace Putnam; Secretary and Treasurer, S. D. Brown.

Tradesman Company's Classified List of Poisonous Drugs



THE LAW

H. S. Sec. 9320. Every apothecary, druggist or other person who shall sell and deliver at retail any arsenic, corrosive sublimate, prussic acid or any other substance or liquid usually denominated poisonous, without having the word "poison" and the true name thereof, and the name of some simple antidote, if any is known, written or printed upon a label attached to the vial, box or parcel containing the same, shall be punished by a fine not exceeding \$100.

To enable druggists and country merchants to meet the requirements of the above statute without going to the expense of putting in a large assortment of labels, we have compiled and classified a list of drugs which are poisonous or become so in overdoses.

They are arranged in *fourteen groups*, with an *antidote* for each group; that is, an antidote for any of these poisons will be found in some one of these fourteen antidotes.

This arrangement will save you money, as it does away with the need of the large variety of antidote labels usually necessary, as with a quantity of each of the fourteen forms you are equipped for the entire list.

There are 113 poisonous drugs which must all be labeled as such, with the proper antidote attached. Any label house will charge you but 14 cents for 250 labels, the smallest amount sold. Cheap enough, at a glance, but did you ever figure it out—113 kinds at 14 cents—\$15.82? With our system you get the same results, with less detail and for less than one-third the money.

By keeping the labels in a handsome oak case they never get mixed up and they do not curl.

Price, complete, \$4.00. Order direct or through any wholesale house

Tradesman Company

GRAND RAPIDS,
MICHIGAN

AROUND THE STATE

Movements of Merchants.

Alto—Miss M. Hale, milliner, has removed to Alma.

St. Clair—Wm. Johnston will open a tea, coffee and spice store.

St. Joseph—Richard Crawford has purchased the grocery stock of Samuel Danforth.

Bay City—M. C. Owens has sold his grocery stock to A. J. McPherson, of Lapeer county.

Elk Rapids—Deering Bros. are succeeded in the meat business by A. B. Fairbanks and Gus Mayer.

Harbor Springs—Cornell & Spanier will engage in the meat business under the style of the Central Meat Market.

Olivet—Archie E. McDonald, of Laurium, has joined Wm. Green, Jr., in the bakery business with a half interest in same.

Lansing—M. J. Chapin has retired from the drug firm of Chapin & Nivison, but has not as yet announced his plans for the future.

Hillsdale—W. H. Croose succeeds Moore & Miller in the meat business and will remove from his present location to the stand of Moore & Miller.

Muskegon—Ole B. Haven, who has retired from the clothing business, has sold his stock to Rosen Bros., clothiers, who have removed same to their store.

Calumet—The general merchandise business formerly conducted by Wickstrom, Niemi & Co. will be continued under the style of Wickstrom & Company.

Big Rapids—W. W. Wetzberger, for several years past employed as baker by E. G. Hopkins, has resigned his position and will open a bakery about August 1.

Flowerfield—S. D. Fox has sold his grocery stock to F. E. Akerly, formerly engaged in the hardware business at Wakelee. Mr. Akerly will add a line of hardware.

Hastings—Charles Potts, grocer, has taken Roy Hutchinson as a partner in business with a half interest. The new firm will conduct business under the name of Potts & Hutchinson.

Sturgis—W. C. Erskine, who has been in the employ of J. R. Cooke, grocer, nearly two years, has been taken into the business as a partner. The new firm will be known as Cooke & Erskine.

South Haven—A corporation has been formed under the style of the Colonial Drug Co. to engage in the drug business with an authorized capital stock of \$2,500, all of which has been subscribed and paid in in cash.

New Buffalo—Edward Grieger, meat dealer, has purchased the stock of groceries of Carl E. Anderson. Mr. Anderson has re-engaged in the same line of trade at Michigan City, Indiana, where he has purchased the stock of Nanning Scharnberg.

Greenville—C. W. Cook, who fail-

ed in the drug business at Kalamazoo about seven years ago, and who removed to this city about two years ago and engaged in the drug business, has failed. His stock, nearly opposite Hotel Phelps, was closed on a mortgage by R. F. Sprague and his annex drug store in North Greenville was closed on attachment by the Commercial State Savings Bank.

Manufacturing Matters.

Cheboygan—The Embury-Martin Lumber Co. is towing a large quantity of logs from the mouth of Oqueoc River to its mill at this place.

Kalamazoo—The Sam Rosenbaum & Sons Co., which manufactures pants, overalls and shirts, has increased its capital stock from \$75,000 to \$200,000.

Pori—Wolf Bros., of Grand Rapids, are reported to be planning on establishing a plant for the manufacture of lumber at this point. They own 25,000 acres of timber land in that neighborhood.

Dollar Bay—The sawmill of the Dollar Bay Land & Improvement Co. is now running at its maximum capacity. It is expected that important improvements will be made to the plant next fall.

Detroit—The Gordon & Pagel Bread Co. has merged its manufacturing business into a stock company under the same style, with an authorized capital stock of \$75,000, all of which has been subscribed, \$1,000 being paid in in cash and \$74,000 in property.

Detroit—The Humrich Trunk Co. has merged its manufacturing business into a stock company under the same style, with an authorized capital stock of \$15,000, of which amount \$10,000 has been subscribed, \$5,000 being paid in in cash and \$5,000 in property.

Charlevoix—A corporation has been formed under the style of the Chippewa Rustic Co. to manufacture rustic furniture. The company has an authorized capital stock of \$6,400, all of which has been subscribed, \$1,000 being paid in in cash and \$5,400 in property.

Detroit—A corporation has been formed under the style of the Colver-Bascomb-Watson Co. to manufacture shirts, collars, cuffs and neckwear. The company has an authorized capital stock of \$10,000, of which amount \$5,000 has been subscribed, \$1,500 being paid in in cash.

Hillsdale—The Hillsdale Truck & Wagon Co. has been incorporated to engage in the manufacturing business, with an authorized capital stock of \$25,000 common and \$20,000 preferred, of which amount \$35,580 has been subscribed, \$6,025 being paid in in cash and \$23,980 in property.

Ontonagon—James Bowls expects to resume operations at his mill in Ontonagon county this week. A considerable quantity of logs has been rafted to this place from the mouth of the Flintsteel River and the supply will be adequate to keep the mill running the balance of the season.

Bay City—Manufacturers of hemlock state that while prices hold good there is not as heavy demand for boards and piece stuff as there was sixty days ago. Still there are

no complaints of overstock being accumulated. This results from the fact that a number of large manufacturers contracted their entire output for the year last fall and winter and this, therefore, is out of the market.

Ontonagon—The final details are being perfected for the establishment of a saw and shingle mill plant by M. L. Lake and associates from Lower Michigan at this place. It is to be located on the upper end of the Ontonagon Stave & Veneer Co.'s property and is to be erected this summer. The site has been secured for a term of six years at an annual rental of \$175, which is to be paid by the Business Men's Association. Shingles will be the principal product and one double block machine of 70,000 daily capacity will be installed at the start. The men interested in the new concern own 1,400 acres of timber land near the Victoria copper mine. There is a large amount of cedar upon it. It is the intention to add to the holdings and start logging this summer.

Lansing Grocers To Picnic at Baw Beese Lake.

Lansing, July 9—August 13 is the date of the grocers' great picnic, which event this year will be held at Baw Beese Lake at Hillsdale. Three trains will be run over the Lake Shore, leaving Lansing at 6:30, 7 and 7:30 o'clock and returning in the evening at 7, 8 and 10.

There will be the usual sports, including a ball game and races, and a big tent will be erected by the park management so as to supply all the facilities necessary to feed the Lansing guests. The hotel, of course, will make special efforts to take care of the crowds, and there will be many tables and benches for all who wish to enjoy their picnic dinners in the good, old-fashioned way.

There will be music in the evening and a band of music will be taken along on one of the special trains.

This is the sixth annual picnic of the Retail Grocers' Association. Last year the event was held at Bois Blanc Island, in the Detroit River. It has been held two years at Detroit, two years at Grand Rapids and once at Hillsdale.

The Boys Behind the Counter.

Paw Paw—S. O. Kenyon has gone to Chicago to take charge of a cigar store for the La Verdo Cigar Co., of Kalamazoo.

Traverse City—After ten years of service with the Hannah & Lay Mercantile Co., R. H. Haslett has resigned, his resignation taking effect last Saturday night. Mr. Haslett has been in the clothing department for the past six years. His future plans are not as yet perfected although he will spend a month or so in the southern part of the state before returning to Traverse City.

Charlotte—Watt L. Clise, who recently sold his bazaar business to Hubbard & Houghtaling, has secured a good position in the house furnishing department of L. H. Field's department store, Jackson.

Sturgis—Luther Graves has taken a position in the Sturgis Pharmacy. Mr. Graves hails from Burr Oak.

The Grain Market.

There has been considerable stir in the grain situation the past week. The visible wheat has shown an increase of 304,000 bushels, corn 1,085,000 bushels, rye 17,000 bushels, and a decrease of 732,000 bushels of oats and 56,000 bushels of barley. This brings the present visible supply of wheat at 46,843,000 bushels, as compared with 24,957,000 bushels for the same date last year, and corn at 9,779,000 bushels as compared with 5,573,000 bushels at the same date last year: oats at 6,498,000 bushels, which is practically the same stock as one year ago. Threshing returns on wheat are beginning to come in from the Southwest, and so far are very promising, some yields running twenty and twenty-five bushels per acre, and as high as thirty bushels, and estimates on the Kansas crop are now placed as high as 70,000,000 bushels; some at 75,000,000 bushels. These reports, of course, are likely to be largely exaggerated, as much so perhaps as the estimates of 35,000,000 and 40,000,000 were two or three weeks ago. There has been a lull in trading the past two or three days, awaiting the Government crop report, which is due this afternoon, and whatever its outcome, it will probably at first be construed as bearish. The weather has been perfect, both for the growing spring wheat crop and for harvesting in the Southwest, but there have been some reports of damage from insects in the Northwest, claiming that a green bug has made its appearance, and there is some uneasiness on the part of shorts as a result.

The corn market continues firm and cash is now at the highest point of the season, with plenty of talk of a further advance.

Oats have been strong and cash oats fairly plenty, but talk on the new crop, especially in this State, is very discouraging, the complaint seeming to be that the plant is very short, only partially headed and turning brown; looks like a blight or rust and the general opinion seems to be that the crop at best in this State will be a short one. The season on oats is nearly a month backward, however, and some good may come of the plant yet.

Millfeeds continue strong, and the customary shut down by mills generally for inventory July 1 to 5 has had a tendency to strengthen prices for nearby deliveries.

Grand Rapids Grain & Milling Co.
L. Fred Peabody, Mngr.

Butter, Eggs, Poultry, Beans and Potatoes at Buffalo.

Buffalo, July 10—Creamery, fresh, 23@25½c; dairy, fresh, 18@22c; poor to common, 16@18c.

Eggs—Choice, 16c; candled, 16½@17c.

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, \$1.65; marrow, \$2.40@2.50; medium, \$1.75; red kidney, \$2.40@2.50; white kidney, \$2.25@2.40.

Potatoes—White, —; mixed and red, —.
Rea & Witzig.



The Produce Market.

Asparagus—65c per doz. bunches.
Butter—Creamery is firm at an advance of $\frac{1}{4}$ c. The quality is running very fancy, and the speculative and consumptive demand together absorb all of the receipts. The outlook is for high prices all summer. Stocks in storage are only about half what they were a year ago, and the outlook is firm, though the controlling element is the weather. Warm weather means shorter make and high prices, while cool and rainy weather means more butter and lower prices. All grades are equally firm. Creamery is held at $24\frac{1}{2}$ c for No 1 and $25\frac{1}{2}$ c for extras. Dairy grades command 20c 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; \$3.50 for crate of 45@54 Georgias.
Cherries—\$1.60 per 16 qt. crate for sour and \$2 for sweet.
Cocoanuts—\$4 per bag of 90.
Cucumbers—60c per doz. for hot house.
Eggs—The market shows little change from last week. Fancy fresh eggs are getting scarcer all the time, and the bulk of the receipts are showing up poor and heated and have to be sold at lower prices. The outlook is for a little firmer market in the near future, with possibly an advance of 1c per dozen within a short time. Under grades of eggs will probably not share in the advance, as the price is already nominal. Local dealers pay 13c for case count and find no difficulty in getting 15c for candled.
Green Onions—15c for Silver Skins.
Green Peas—Early Junes command 65c per bu. Telephones fetch 85c.
Gooseberries—\$1.40 per 16 qt. crate.
Honey—16@17c per lb. for white clover and 12@14c for dark.
Lemons—Californias and Messinas command \$5.50@5.75. The hot weather has created a very active demand and trade is very brisk. The market has a very firm tone and prices may advance.
Lettuce—75c per bu. for head and 50c per bu. for leaf.
New Beets—30c per doz.
New Carrots—20c per doz.
Onions—Spanish command \$1.85 per crate. Louisville fetch \$2.50 per sack of 65 lbs.
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.
Parsley—35c per doz. bunches.
Pieplant—85c per 4 oib. 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—Old stock is weak at 40c per bu. New command \$1 per bu. for red and \$3 per bbl. for white stock. The market is not quite as strong as it was at the last writing, but it is still steady and demand is very good. Supplies are a little more liberal than last week. As long as there is so wide a difference in price between old and new stock, consumers will use both, but when the prices grow together the old stock suffers.
Poultry—The market is without particular 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.
Red Currants—\$1.40 per 16 qt. crate.
Strawberries — Home grown are now on the home stretch, ranging from \$1.25@1.50 per 16 qt. crate.
Tomatoes—Home grown command \$1 per 8 lb. basket. Southern fetch \$1.50 per four 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 — Carlot shipments continue to come from Georgia and the South and the hot weather has helped the trade materially. The melons are of good quality and are wholesaling around \$4@5 per dozen, which is pretty high.
Wax Beans—\$2 per bu. for Illinois and \$2.50 per bu. for home grown.
Lynn R. Visner, who has been chief clerk in the office of the Merchant's Dispatch, at Toledo, for several years, has joined his father here as local representative for Edwin J. Gillies & Co. The new firm will be known as J. P. Visner & Son. The team is a strong one and there appears to be no reason why the business of the house in question should not show a remarkable increase under the new arrangement.
Loveland & Hinyan, wholesale produce dealers, with office at 436 Houseman block, have merged their business into a stock company under the style of the Loveland & Hinyan Co. The corporation has an authorized capital stock of \$30,000, of which amount \$30,000 has been subscribed, \$6,902.66 being paid in in cash and \$23,097.34 in property.
H. Elmer Moseley, Secretary of the Michigan Potato Shippers' Association, leaves to-day to attend the meeting of the New York State Shippers' Association at Rochester, New York. Mr. Moseley will be accompanied by his wife and they will spend some time at the sea coast.
H. F. Helmer, dealer in tea and coffee at 429 East Bridge street, has purchased the drug stock of D. T. Paulson & Co., at the corner of Union and East Bridge streets. Paulson & Co. will continue to carry on their other drug store at the corner of Lyon and Union streets.

The Grocery Market.

Tea—The demand for all new teas is good, and old teas are sharing to some extent. Prices show no change for the week.
Coffee — The monumental Brazil coffee crop of 1906-7 has now been totalled, and reaches the stupendous aggregate of 19,654,000 bags, against 10,227,000 bags in 1905-6 and 9,668,000 bags in 1904-5. Naturally these figures create a very bearish feeling, but the syndicate's power seems not yet to be gone, and it will probably be able to hold the market steady. The actual coffee distributors can checkmate every move, however, by continuing a hand to mouth buying and refusing to carry any of the present burden beyond their every-day stocks. Mild coffees are steady and unchanged. Mocha is steady, Java firm and advancing. The consumptive demand for coffee is fair.
Canned Goods—The spot tomato market continues firm but less active than during a few weeks past. The market on future tomatoes is easier but no shading in price is reported. Any reasonable decline in prices is sure to cause liberal buying of future tomatoes. Corn continues strong with increasing demand for both spots and futures. The tip in the grocery trade is to take up any bargains in corn that are offered. Canned peas are decidedly strong. The packing season in Maryland is growing to a close and a short pack there is now certain. The crop in all other districts is late. New York crop is reported to be in a little better condition than other pea canning districts. Wisconsin will not begin packing peas before July 10. Baltimore reports new string beans ready for shipment and strong at high quotations. Baked beans are advancing and are well worth attention. In eastern canned fruits, Baltimore reports the Maryland cherry pack a failure. Strawberries and gooseberries are ready for immediate shipment and blackberries and raspberries will follow soon. The market is strong at high quotations. Eastern peaches will be in short supply. The crop is uncertain and the demand is sure to be strong. Gallon apples are very firm. Gallon blueberries are practically out of the market. Gallon fruits of all kinds have been scarce this spring and summer. Pineapples are strong and advancing. The new pack of raspberries and blueberries will be short. Blackberries are in better supply and quality is good. The pack of Maryland strawberries is below the average. The trade is awaiting prices on new pack California canned goods and getting ready to listen to tall figures. The market is very firm on all lines. It is certain that salmon will continue high throughout the year. Although the market on fancy grades has been advanced materially within the past few weeks other advances are expected. Eastern wholesale markets are buying salmon in Europe to supply the deficiency. The trade is awaiting the price on new pack of pinks. Cove oysters are very firm. Many packers quote 8-oz. size out entirely. Stocks in the hands of packers, are very small.

Dried Fruits—Apples are firm at a considerable advance within the last few weeks. Prunes are unchanged, both spot and future, and in quiet demand. Peaches are still scarce, high and dull. Apricots are unchanged and almost prohibitively priced. Raisins are firm and scarce. On spot the supply of choice seeded has been cornered and the price advanced $\frac{3}{4}$ c in consequence. Future currants are in good demand at firm price. Spot currants are in fair demand at ruling values.
Syrups and Molasses—Glucose remains unchanged for the week. Compound syrup is selling in a very small way, due to the season, and prices are unchanged. Sugar syrup is wanted to some extent, at ruling prices. Molasses is steady and dull.
Cheese—The market is very firm at the recent advance of $\frac{1}{2}$ c per pound, which was caused by a sharp speculative demand. The make is about normal and it is believed that prices are about high enough, and that the next change will be a slight decline. Cheese is running very good for the season, and there is a good consumptive demand.
Provisions—Although there is no change in prices, there is a somewhat firmer feeling, due to increased demand. The price, however, is already above normal, so that no further upward change is expected during the next few months. The supply is about normal. Both pure and compound lard are firm at unchanged prices, with a good trade for both grades. Canned meats and barrel pork are steady and unchanged, with a better demand as the season advances. Dried beef shows an advance of 1c and an increased demand.
Fish—Cod, hake and haddock are dull and unchanged in price. Domestic sardines are fairly active at ruling prices. Imported sardines are firm and in fair demand. No prices on any other grade of future salmon have been made as yet, though they are expected within a short time. Mackerel are wanted to some extent, mainly new shores, which are very scarce. Prices are about unchanged. Norway mackerel are still scarce and high. Irish mackerel are dull at ruling prices.
Tommy's Sacrifice.
Mrs. Tucker (on the morning of the 5th)—"Any change in Tommy's condition, doctor?"
Surgeon—"No further change, madam. I think I can save the rest of his fingers."
H. F. Campbell, who was engaged in the retail drug business at Sherman several years and was on the road for some time for the Lightner-Seely Co., has engaged in the drug business at Grawn. The stock was furnished by the Hazeltine & Perkins Drug Co.
The capital stock of the Stow & Davis Furniture Co. has been increased from \$60,000 to \$150,000.
The Oregon Timber Co. has changed its name to the Grand Rapids Timber Co.

DRY GOODS

Weekly Market Review of the Principal Staples.

Dress Goods—This market is dull and featureless. Some goods are being sold right along, to be sure, but not in any considerable volume, nor does the interest shown indicate anything as to the future trend of the market. The cloaking and suiting trade is practically in statu quo, nothing having developed in a tangible way that is of value for guidance. Although it is generally understood that the cloaking trade is quiet, and to a large degree this is true, there is at the same time a fairly good volume of business being done in tourist coatings, which is being kept under cover as much as possible in order that those fortunate enough to get it may be able to hold it without having their fabrics duplicated in lower priced goods.

Domestics—Are moving into consumption in the same steady manner as heretofore, nothing phenomenal attending their movement but a healthy action, stimulated by a scarcity in all lines from almost all markets. Fall buying keeps up in a general way, not perhaps in as extensive a form as will come later on, but of sufficient proportions to call forth the surprise in many instances of sellers thoroughly conversant with conditions.

Ginghams and Denims—Grow scarcer and the lots available for delivery smaller as time moves along. A healthy duplicating in outings has been experienced, and the future will witness the scarcity of these lines in as marked a degree as has frequently been predicted heretofore.

Gray Goods—Are perhaps more active than any other branch of the market at the present time. Nothing is available before the first of next year that is in any way standard in its make-up, and many houses are sold up to March and April of the coming year, having little to offer before then. Business being done is of necessity after that date.

Prints—The condition of this market is one of surprising strength, although most lines of standard goods are to all intents and purposes at value. There is a continued demand from all quarters, expressing the desire to book business at old prices, which they know at the outset can not be done. Many lines still quote prices, but are not at all anxious to close new business, conservatism being universally approved of, its advocates increasing in number almost daily. It would look as though buyers for the most part were only just waking up to the real condition of affairs, and were realizing that in all probability they will pay more for goods before a great while than they are doing at present.

Sheetings—There has been a continuance of the interest recently shown in heavy sheetings for the first half of next year, buyers seeming to

be anxious to place their orders and thus anticipate further advances, which will undoubtedly come. While anticipating these advances, sellers themselves are prepared for anything which may turn up and hesitate to commit themselves rashly.

Bleached Goods—Buyers state that they can now get immediate delivery on bleached goods, which they hold to indicate a ceasing to a certain extent of the activity that marked these lines a few months ago. Accumulations are therefore the result of a condition that was sincerely hoped for by sellers, and have made it possible to operate. It is doubtful if this condition is very extensive, or even if it includes the best known tickets. There is a possibility that it does, however, and if so it is not altogether unwelcome.

Underwear—The success of this market is of a more or less mixed character at the present time. Some lines are doing a comparatively satisfactory business, while others are far removed from such a condition. Buyers for the most part are covering somewhat sparingly, having cut down their orders of last year to no inconsiderable degree. This is deemed the best policy in view of conditions which are liable to arise in the future in the way of crises of one sort or another. It is the possibility of these that counsels sellers also to act moderately, and which makes them satisfied with conditions as they exist at the present time.

Hosiery—For the most part sellers are experiencing a satisfactory volume of business in all lines of hosiery. The past week has witnessed large orders from all of the large outside centers, and a continuance of the advances and practical withdrawals have characterized the business generally. Certain lines are fast growing scarce, some being sold completely. Lines known as "dollar fancies," which are really a thing of the past, are, perhaps, as scarce as anything in the market. These lines are now sold at \$1.05 and \$1.10, no secret being made of their position. Some lines are sold so tight that, to quote

interested parties, "they hardly know how to turn around. Others are perhaps 40 per cent. sold, others 60 and others 80, so that the average of the market is lower than would appear from the situation of the ones that set the pace. It is a market in which the manufacturer figures to a decided advantage, and out of which the wiser ones will make large profits. Advances have occurred during the past week in certain lines, and others are to be advanced after the first of July. Because of this fact many buyers are

covering this week to get in at the lower prices and secure satisfactory deliveries.

I have had twenty-five years' experience in retail stores in Chicago and New York as mail order manager and catalogue man. Would like to take charge of department store in smaller city. Best of references and moderate salary. Age 46 years. Address E. Phillips, 3737 Prairie avenue, Chicago.

For Men's Wear



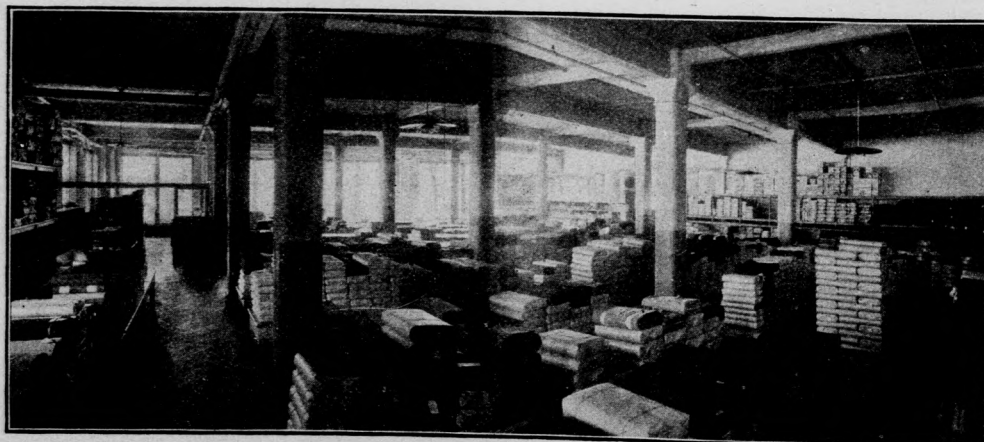
Before placing orders for fall merchandise look over our lines of Neckwear, Shirts, Suspenders, Underwear, Handkerchiefs, Gloves Socks, etc., for men's wear. We pay close attention to the needs of furnishing goods merchants, and our new lines are made up of nobby, up-to-date, popular priced items. Let 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.

Good News for the Traveling Men.

Bay City, July 9—The main features of this city's new hotel, to be erected by the Wenonah Building Co., have been decided upon and within a week the plans will be entirely settled. The company is now awaiting a decision by the city regarding the sale of the park bonds, and as Mayor Hine is expected to appoint the Park Commission Monday night, it is figured that contractors will be ready to bid by the end of next week. If the city gives the necessary assurances regarding the Riverside Park proposition, the company will proceed with the construction of a combination resort and commercial house.

The hotel will be four stories high, with a high basement. Without the auditorium it will have a frontage of 190 feet on Center avenue; 150 feet on Saginaw street and 150 feet on Water street. The lobby will be 68 feet square, larger than that in any other house in Michigan. The dining room will be 70 feet each way, and both will be wainscoted in marble. There will also be private dining rooms and ladies and gentlemen's grill rooms, while a feature will be the sun parlor on the second floor, three sides of which will be walled entirely of glass. The cost, exclusive of its furnishings, will be about \$275,000. The auditorium will cost about \$50,000 more.

Recent Business Changes in the Buckeye State.

Columbus—A receiver has been appointed for the Columbus Box & Crate Co.

Youngstown — S. Friedman will continue the business formerly conducted by Weinberg's Confectionery.

Delphos—W. G. Jones, implement dealer, has made an assignment.

Cleveland—D. E. Connell will continue the grocery business formerly conducted by Wall & Connell.

Cleveland—Jonathan Evans is succeeded in the grocery business by Mrs. M. E. Barnett.

Columbus—The hat manufacturing business formerly conducted by Malott & Co. will be continued by the Malott Hat Co.

Martins Ferry—John Torok & Co. will continue the meat business formerly conducted by the Mercer Commercial Co.

Middletown—Galeese & Gough, men's furnisiers, are succeeded in business by Gough & Galt.

North Madison—Corlett Bros. will continue the general merchandise business formerly conducted by W. A. Corlett.

Toledo—The Hastings Drug & Medicine Co. has made an assignment.

Columbus—A petition in bankruptcy has been filed by the creditors of Miss Fannie MacIntroy.

Quincy Concern Increases Output.

Quincy, July 9—At the annual meeting of the McKenzie Cereal Food and Milling Co., the following officers were elected: President, Richard Coward, of Bronson; Vice-President, Dr. H. W. Whitmore; Secretary and Treasurer, F. A. McKenzie. The company, under the management of F. A. McKenzie, has

become one of the most extensive of its kind in the country, the principal product being self-raising buckwheat flour, which has gained a great popularity. Besides building a large warehouse at a cost of \$5,000 and making other improvements to the plant, a 6 per cent. dividend was declared. The directors authorized an increase of the buckwheat product mill to 600 barrels per day, making it the largest in the state, and also decided to make the flour mill a complete sieve mill.

Formula for Photographic Paste.

One of the most usual mountants for photographic use is rice-starch or else rice-water. The latter is boiled to a thick jelly, strained and the strained mass used as an agglutinant for attaching photographic prints to the mounts. Gum tragacanth is also used largely for this purpose, and probably a powdered product, if a good quality can be secured, is better suited to this end. It will dissolve more rapidly. Only cold water should be employed, and before using the mucilage all whitish lumps, which are really particles of undissolved gum, should be picked out or else the mucilage should be strained. One ounce of the gum will swell up and convert one gallon of water into a thick mucilage, although considerable time is taken in the process. A little oil of cloves will tend to preserve the finished paste.

Joseph Lingley.

Druggist Sued for Strychnine Overdose.

Suit has been entered against a Pittsburg druggist for \$5,000 damages by an official of the National Tube Co., who alleges that he sent to the defendant's drug store to have a prescription filled calling for 1-40 gr. tablets of nitrate of strychnine. He took one for a dose, according to directions, but the tablet proved to be so poisonous that his life for a time was in danger. Subsequently the complainant learned that each of the tablets furnished him by the druggist contained 1/2 gr. of nitrate of strychnine instead of the 1-40 gr. prescribed by the physician.

Death of a Veteran Druggist.

Holly, July 9—H. M. Church, 57 years old, for thirty years manager of the drug firm of H. M. Church & Co., died Sunday, following an illness of less than a week. Mr. Church was postmaster during the last term of President Cleveland. He held the following offices: Secretary of the School Board, Director of the Citizens' Bank, Director of the Holly Light & Power Co. and Director of the Holly Produce & Milling Co. He is survived by a widow and one daughter, the wife of Dr. Bird, of Clarkston.

Was a Packer, All Right.

"What is your occupation?" asked the justice.

"I'm a packer, your honor," reluctantly answered the prisoner, who had been arrested for fighting.

"A packer? Hogs?"

"Some of 'em are hogs, your honor. I'm a street car conductor."

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TRADE MARK

DEPENDON
TRADE MARK

The Most Comfortable Underwear

is not always the most expensive, nor is high priced underwear always comfortable.

But one thing is certain—if the garment is uncomfortable it will not give any more satisfaction because it costs less than one that fits.

Dependon Underwear

union suit and single garment alike, fits perfectly. And not only does **DEPENDON UNDERWEAR** fit well, but because of this very quality there is a maximum of wear in it, and therefore of satisfaction, too. Then there is this point—**DEPENDON UNDERWEAR** costs no more than mediocre underwear.

JOHN V. FARWELL COMPANY

CHICAGO, THE GREAT CENTRAL MARKET

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Entered at the Grand Rapids Postoffice.

E. A. STOWE, Editor.

Wednesday, July 10, 1907

THE PEACE CONFERENCE.

So far the Peace Conference now in session at The Hague has devoted its time entirely to committee meetings, no plenary sittings of the Conference having been held since the few opening sessions at which the Conference was organized and the subjects of the regular programme were apportioned out among the various committees. As without a vote of the full Conference it is not permissible for any of the committees to take up subjects not directly connected with the official programme, none of the several important outside questions, such as limitation of armaments and the Drago Doctrine, have come up.

By far the most important matter that has yet been the subject of committee discussion is the matter of declaring war. The French delegation has proposed that war shall not be commenced without a previous notification, and that at least twenty-four hours must elapse after formal declaration of war before hostilities can commence. Surprising as it may seem, the German delegates heartily supported this French proposition, and Russia, whose motives are more easily comprehensible, also supported it. On the other hand, Great Britain, Japan and the United States, through their delegates, opposed the plan, reserving full freedom of action.

The position of all these powers with respect to the necessity for a formal declaration of war can be readily understood, except in the case of Germany. A country such as she is, with her military establishment practically always on a war footing, would naturally reap immense advantage from a sharp and quick opening of hostilities, either without previous notice to the enemy or on the shortest possible notice. Why she should be willing to bind herself to the plan of a formal declaration of war, thereby depriving herself of the immense advantage of taking a possible enemy by surprise, is a degree of self-annihilation not readily understood.

Russia, having suffered through the quick action of the Japanese in the recent war in striking without a formal notice, is naturally in favor of a formal declaration of war and a reasonable interval between the dec-

laration and the opening of hostilities. Japan, having elected to open the recent war without any previous notice whatever, naturally is opposed to a movement which the supersensitiveness of the Japanese consider a reflection on their conduct in attacking the Port Arthur fleet and the Russian ships at Chemulpo without the formality of a declaration of war.

Although most people believed that international custom made a declaration of war obligatory, a study of the matter at the outbreak of the war in the Far East showed that quite as many wars were commenced without a formal declaration as with it. The advantage of striking unexpectedly an unprepared foe was also so obvious that the preponderance of sentiment at the present time is apparently on the side that no formal declaration of war is necessary. When the relations between two countries become so strained that a rupture becomes inevitable there is really no advantage in awaiting a formal declaration, except where for some reason or other one of the disputants desires all the time possible for preparation. That very fact should make the other party the more eager to strike without delay.

While agreements will no doubt be reached on many questions, it is not very probable that any action will be taken on most of the really big questions before the Conference, owing to the conflicting interests of the various powers and the unwillingness of any of the first class powers to tie their hands for the future with respect to the practices of war.

The news that Francis B. Thurber is dead will not attract very much attention among those of the younger generation. Middle aged and older men will recognize the name as familiar. Mr. Thurber was at one time a leader not only in the grocery trade of the metropolis but in the general business of New York City. He was one of the organizers of the New York Board of Trade and Transportation, a man of affairs and prominence. He went from Delaware county to the city and forged his way to the front by doing good work and plenty of it. The hard times of 1893 pushed his concern to the wall, but his failure did not interfere with his activities, although necessarily it detracted from his prominence. F. B. Thurber was one of the great and strong men of his time.

The Cadillac News commends the completeness of the year book recently gotten out under the auspices of the Michigan Federation of Labor. The News is evidently not aware that this book owes its existence to graft and blackmail; that business men all over the State were threatened with all manner of ill luck unless they bought copies of the book in advance of publication. The labor unions have as much right to get out a year book as any other organization, but they should confine its circulation to their members and not employ threats and cajolery to meet the expense of the publication and leave a handsome balance for the venal and unscrupulous promoters of the enterprise.

DIPLOMATIC SNUBBERY.

In the language of diplomacy, it has become a custom to designate any occurrence that takes place between two sovereign nations that falls short of a declaration of war "an incident."

An incident has just come to light between England and the United States in regard to social affairs that is attracting some attention. It appears that the United States Embassy at London, according to recent telegrams, has found that hosts of prominent Americans coming to London, instead of visiting the ambassadorial offices on Victoria Street, preferred to journey to the Consulate, where they saw the American flag flying before the door and were sure of an American greeting from Consul General Wynne.

It is said to be a deadly offense in the eyes of all the attaches of the Embassy that the Consul General should receive any social or official recognition above themselves. This was amusingly exemplified at a recent luncheon given by the Society of American Women to the Red Cross delegates. Ambassador Reid and the members of the Embassy were invited to attend, as was also Consul General Wynne.

Finding that Mr. Reid could not arrive until very late, an American woman, who was ignorant of the social chasm intervening between the Consul General and the members of the Embassy, asked Mr. Wynne to say a few words. Immediately the members of the Embassy present simultaneously discovered that they had engagements which required their departure at once. When Mr. Reid arrived later on he was considerably astonished to learn that all his attaches were so pressed that they could not remain throughout an American function.

When it was intimated through an influential source that Mr. and Mrs. Wynne ought to be presented at court, the attaches of the Embassy made explanations to their diplomatic confreres as to why they had been obliged to present a mere Consul General at the Court of St. James. A little later the Wynnes were studiously excluded from the list sent by the Embassy for invitations to the King's garden at Windsor, although the Lord Chamberlain's circular expressly stated that presentees at recent courts were eligible. The Embassy, however, secured invitations for a number of Americans permanently residing in London, who have never been presented at court.

So much for the story, which is but little different from those told by American travelers in European countries, when they come in contact with the ambassadorial and ministerial plenipotentiaries who represent this great Republic at foreign courts. Knowing the high opinion their countrymen and women entertain of themselves, particularly when they are wealthy, and the desire of the average American to get into the royal presence in a social way, the Ambassadors and Ministers are quick to turn them down, so that very few of our country folk are able to gain

any favors or attention from their high national representatives, and they go by preference to the Consuls, who are far more democratic and are able to accord some privileges.

The ambassadorial officials, it appears, have grown jealous of the Consuls and are using their influence to exclude them from the favors which they would otherwise receive, and to snub them as often as possible. A funny thing got into the public prints some weeks ago, when an American woman of wealth made bitter complaint against the American Minister at Stockholm because he refused to permit her to be presented to the King of Sweden. She claimed that she had met the King and had received attentions from him previously, and that they were friends. When the Minister turned her down she made personal complaint to President Roosevelt, but got nothing for her pains.

Americans of experience in foreign travel keep as far as possible from the high official representatives of their country. The safest way is to carry letters to prominent individuals abroad, and through these to get admission to the visitors' galleries of the Parliament, and to other places and occasions of interest. It is not so easy to approach royalty on social terms, but Americans ought to be able to live without that, and after all, any sort of privation is better than to be treated to an extraordinary and plenipotentiary snub.

OUR FOOLISH FOURTH.

Last week's record of lost hands, eyes, fingers and lives constitutes a living lasting stench upon the discretion, good citizenship and decency of the average municipal government in this country.

Dynamite crackers, giant crackers and other devices of danger should be prohibited by law just as the toy pistol has been shut out. The manufacture of such articles for indiscriminate public sale should be prohibited by law and then every municipality in the country should, by ordinance enforced, prevent the use of such infernal machines.

The "good old days" with their percussion caps, their muzzle loading pistols, their powder horns and fire balls were had enough, but they were dwarfish as danger machines when compared with the monstrosities of modern mephistophalianism.

A loving father, as ignorant of the make-up of the crackers and things now offered for sale as is his 6-year-old son, buys a supply of noise makers and himself lights and fires off a few just to show how the thing is done. Awhile later the boy, having witnessed the operation, is permitted to go it alone and suddenly there is an explosion, a yell and screaming, frantic telephone calls for a surgeon, a lost life or one that is crippled for years and a heart-broken father who berates himself for his carelessness.

The story is so old and foolish that it is commonplace in all its features except the grief of the thoughtless parent, who goes down to his grave accusing himself of murder.

A BUSTED TRUST.

Farmers Called the Turn on a Potato Combine.

Written for the Tradesman.

"Did I ever tell you about the trick the ruralists played on Jake and me out in the potato country?" asked Bentley, beckoning to the man in the white apron and settling back in his chair in the little private room at Bill's Popular Resort.

"Can't say that you ever did," replied Lake, lighting a cigar and shuffling his feet like the nervous man he was. There was always a look of pronounced melancholy on the lean face of Lake.

"Well," began Bentley, "it was like this. Jake and me had made a killing just over the Hudson, and wanted to get out into the open, where there would be plenty of fresh air and no sixteen-story buildings for detectives to drop down from. You can't tell about them New York detectives. They flip out of a sky-scraper, or bob up out of a tunnel just when you are getting ready to enjoy the fruits of your wit-earned wad. That is why Jack and I took to the tall timber, although it did seem pleasant to get out into God's country where the cows moo at you over seven-rail fences, and where the inhabitants look just as innocent and meek as the cows. But you wait! You'll see how mighty deceiving things are, especially out in such lovely scenery. I wouldn't have thought it of them farmers."

"I presume you took a carload of gold bricks with you?" asked Lake. "I've always found that gold bricks bring the best returns close to Nature's heart."

"Never you mind the gold bricks," replied Bentley, inserting the end of a straw into the latest contribution of the waiter and drawing a long breath. "Never you mind about the things that fatten best close to the heart of Nature. I know what does that. I can tell you for sure. It is pigs. P-I-G-S! You'll see what I mean when you hear what happened. You see, we took quite a boodle-bag with us when we leaked over the peaceful Hudson that night. Yes, we get away in the shades of the darker twelve. I've often wondered whether the man found out about the character of that mining stock that same evening or the next morning. It was good stock. Yes, good stock. I've often wondered who really owned it, that is, before we got our hands on it."

"When we gets out to Marvin we finds a pretty little town in a potato land. There's whole townships of potatoes in sight from the white stone steps of the little brick bank on the corner of the two principal streets. I never saw such a country for potatoes. After we had fished and hunted and bought drinks for all the town loafers for a month or two, our active minds began to get on the feather-edge. Jake, in the ongw of the time, trades back and forth for a yellow cat nine times. I guess he most wore the hair off that cat tradin' her off and on. One day when we is out in the country, surrounded by miles an' miles of potato land, Jake gets the idea.

"Bent," he says, 'we've got to have something to do to keep our minds from getting mildewed like a bloom-in' faro deck in a damp pocket. How much of the rhino have we in that little red brick bank?"

"I suggested that we still had enough for a few more rounds, about \$25,000 in all. You see, this sellin' mining stock at par that don't cost you only the trouble of going up a fire escape and gettin' it is rather profitable business, so we has the war bags reasonably full after eight weeks in the country."

"Very well, pard," says Jake, "then we've got money enough to peel off a few from these Jaspers, an' do it in a respectable way. I've often ached to be a trust, an' now we're at the stage where we can open up the game an' not deal brace. You run over there an' rent a store by the tracks while I go to the sweet we have in this country Waldorf-Astoria an' commune with myself some."

"I tells Jake that it will be highly edifying to me to get into real business and stand behind a counter with a diamond and a smile and sell things which people think they need to wear or to eat. So I goes and rents the store, a fine, large place with a rear door next to the tracks, and a bar fifteen feet long in the place next door, with green screens in the windows and a bottle of Hunter tempting the passer from a basket hung in display. Then I goes up this Waldorf-Astoria sweet to mention to Jake about the layout I've acquired."

"Now, I finds Jake, all lighted up with a sixty-dollar suit and a clean shave, standing at the door with a suit-case in his hand. I looks him over, and can't make up my mind whether it's the bank he means to annex or the railroad he intends to put under his pillar when he sleeps. He soon enlightens me."

"The firm is Bentley & Jacks," he says, 'an' we're potato buyers. We draws our unearned increment from this here cache an' invests it in tubers. We scatters it promiscuous about the landscape, and prosperity springs up in its trail. I begins to think, Bent," he says to me, 'that an All-Wise Providence sends us here to instruct the innocent inhabitants in the matter of high finance.'

"I has never known Jake to overlook a bet when he was sittin' in the watch-out chair, so I has confidence in his game an' asks for the details."

"In studyin' up the history of this rural spot," says he, 'I finds that last fall the promoter of an electric line come to this Eden an' puts up a play for juice-juice cars to carry away the potatoes this fall. This guy holds meetings in the school houses and the town halls in about forty townships hereabouts and gets the farmers roped, and also gets their notes for railroad stock, which notes he shaves at that little bank on the corner, just before he goes away on the orders of his physician for a change of air. In the spring these innocents fills their landscape with potatoes. Now, with the juice cars away up in the blue sky, how is these humble tillers of the soil to market their potatoes, for they can't get cars from this here little jerk-water,

an' they can't rustle 'em away in teams. Therefore, Bent, we buys these here potatoes at about five cents per bushel and ships 'em in an' unloads at twenty-five, which is about as much as the traffic will bear, don't you think? There don't seem to be no way by which we can get through rates to the farthest terminal and local rates back to place of destination, but we'll do the best we can."

"Jake," says I, 'you're goin' plumb nutty. You're gettin' this railroad slogan on the wrong side of the fence. We don't want no local rates back to point of destination. What we wants is to sell our tubers. Besides, how is we to get the cars?"

"So Jake takes a wad of about a thousand out of his pocket an' waves it in the air, sayin' he has hypnotic power over the traffic manager of that same jerk-water. An' Jake goes away to division headquarters an' comes back with a herd of cars following him like a litter of pups, for the potato harvest is on right then, an' the farmers is rollin' of 'em out of the deep brown earth. Jake sends out his circulars an' the first day a lone farmer comes in with two bags of potatoes. Jake explains that because of the threatened bombardment of New York and Boston by the Japanese navy he can't pay much for the tubers, an' hints that if he buys it will be just for love of doing a good turn for the tillers of the soil. This hayseed pulls his Gallaway and considers thirty cents a fair price for the potatoes, an' Jake comes near faintin' dead away. When we recovers from the shock this farmer is out in the sweet air of the hills talkin' confidential with his fellows an' callin' meetings at the little red school houses. He plays it low, does that ruralist."

In about two weeks, when the potatoes is about all harvested and we has paid about a thousand for the holding of that string of cars, and the mild-eyed custodians of the peach blows hain't come to dicker none, Jake says to me: 'What's this here I hear about pigs an' iron kettles? This layout seems to be plentifully sprinkled with pigs, and there's an iron kettle on tilts in ev'ry bloomin' backyard in the county. Sure these animated farm fixtures beats the Great White Way for guile, and it occurs to me that they're a-hatchin' of a brace game on us.' So one day

a son of the soil comes into our little old store and sits down quite sociable.

"You don't seem to be gettin' many 'tatoes,' he says, chewing up a straw."

"They've got to come," says Jake, 'because we've got the cinch on the cars, an' you can't get no price for tubers 'less you mix a little transportation with 'em. Yes, indeedy, they've got to come our way.'

"Of course," says the farmer, 'you have got to mix transportation with crops. I take it you've seen our Four-Track cars rootin' in most of our fields?"

"The only cars I've seen," says Jake, 'is the ones we're paying \$15 a day for while waitin' for them tubers. All I've seen in your fields,' he says, 'is pigs.'

"That's them," says the farmer, pullin' his Gallaway. 'Them's our four-track cars. 'Cause you see, pigs makes for tracks, a havin' of four feet, one on each corner, as the boys says. We're loadin' boiled potatoes into them pigs, an' we're goin' to ship these here potatoes by this pig line over to the other railroad. Potatoes is mighty fattening for hawgs, an' we are figurin' on about thirty cents for 'em.'

"And I'll be blessed if that hayseed hadn't formed a combine to cook an' feed them tubers to the pigs an' sell 'em in the shape of pork at a profit. We loses a couple of thousand each an' goes back to the East Side. I guess them ruralists would have got the rest of our coin if we had lingered with them—them an' the railroad man Jake hypnotized with a thousand dollars. Henceforth, Lake, we're just plain burglars."

Alfred B. Tozer.

Not the Soup's Fault.

A man, seated at a table in a restaurant, gazed at his soup with a melancholy air. A waiter was passing and he spoke to him: "My friend," he began, quietly, "I can not eat this soup." Without further ado the waiter hastened to replace it. Again the man called him: "My friend, I can't eat this either." "Why not, what's the matter with it?" stammered the waiter. "I can not eat this soup—because yuo haven't given me any spoon."

Start in with a splurge, end with a dirge.

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MEN OF MARK.

Hon. Thomas J. O'Brien, Ambassador to Japan.

The life of some men is a struggle against counteracting, complex and opposing circumstances. Sometimes the fight is induced by starting wrong; sometimes the individual seems to be forced in directions contrary to his tastes and inclinations; at other times a conjunction of events leaves him no choice but to be driven forward by a relentless fate in a course of prolonged dissatisfaction. Often we may conclude that the trouble of some people to strike the right lead and successfully get on in the world results from an inharmonious mental and physical makeup that is followed by unrest, dislike, unsettled purpose and an inability to concentrate sufficiently long on one thing or determination. In many instances the individual is devoid of ambition, or pessimistic, or is indolent and pleasure loving, or is too lazy to seek pleasure in its active form he settles down to mere comfort—a fatal condition for any one who would accomplish great things. There must be strenuousness in the natural temper of a man if he would amount to anything as a positive character. In this view of the human makeup our adored Chief Magistrate is exactly right, and no man can reasonably gainsay his conclusions on that point. A thoroughly lazy man, physically and mentally, can never enter into the great Kingdom of Success.

The life of other men seems to run along a grooved rail, so to speak, or at least a smooth trail, meandering at times and thrown across chasms, worked through rough lands and climbing mountains, but always going forward without interruptions or difficulties to the wayfarer, who is satisfied to proceed and apparently never doubts that the road will end in the promised land. Probably the even, forward movement of such a man is mostly because of his normal organization as a man; of one who is satisfied with things as he finds them and is interested enough in them and energetic enough to go ahead as opportunity is presented. It is natural for him to exert himself in some direction, and he is clear visioned enough to see that his best course is to go along the most feasible road, never thinking that it will not lead him to what will most satisfy his ambition.

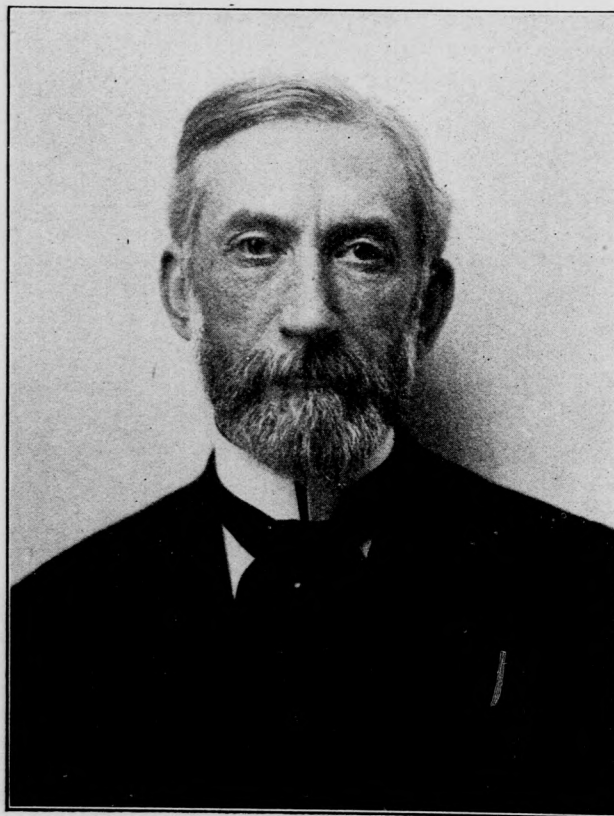
The biographer is about to portray the life of a man which seems nearly to conform with that of him who goes not after allurements that are foolishly adventurous, but hard or difficult to attain; of a man who was directed, and accepted the direction of the motives involved in his environment, taking his start from what he learned in his youth and seizing opportunities as they were presented without apparent deviation from first impulses.

Thomas J. O'Brien is a native of Jackson county, Michigan, and was born July 30, 1842. Mr. O'Brien's first years were spent on his father's farm, his early education being such as was afforded by the country school

of the day. In his eighteenth year he entered the High School at Marshall, and during his course there read law in the office of John C. Fitzgerald, with whom, on his admission to the bar in 1864, he formed a co-partnership which continued until 1871. His studies also embraced a course in the law department of the University. D. Darwin Hughes, of Marshall, was at that time the leader of the bar of Central Michigan, and many of the older residents of the State hold pleasurable recollections of his contributions to literature, especially his articles on the song birds and game birds of Michigan. Mr. Hughes was tendered and accepted the position of General Counsel for the Grand Rapids & Indiana Railroad Co., a position involving not only the general duties of an attorney but also the defense of the company's

out any solicitation on his part, he was nominated by the Republican State convention to fill a vacancy on the bench of the Supreme Court. The Republican ticket failed at that election by a comparatively small margin, although Mr. O'Brien's vote exceeded that of one or two others on the ticket. Mr. O'Brien was a delegate at large to the Republican National convention in 1896, and was on the committee appointed to inform Mr. McKinley of his nomination, which, with the candidacy mentioned, comprehends his political action.

Two years ago Mr. O'Brien was tendered the position of Minister to Denmark, which he accepted. So well did he perform the duties incumbent upon that office that about three months ago he was promoted to the post of Ambassador to Japan,



Hon. Thomas J. O'Brien

rights, which were more or less in controversy, to an extensive land grant. This work necessitated his removal to Grand Rapids. A man of Mr. Hughes' ability and experience could not well err in the choice of a partner and assistant, which he found in the person of Mr. O'Brien. The firm commanded a large practice outside of their special railway clientage, and because of this a third partner, Mr. M. J. Smiley, was admitted, the firm of Hughes, O'Brien & Smiley continuing until terminated by the death of Mr. Hughes in 1883. Upon Mr. Hughes' death Mr. O'Brien was appointed to take his place as General Counsel for the Grand Rapids & Indiana Railroad Co.

A Republican in politics, Mr. O'Brien has preferred to be the lawyer rather than the politician. Yet at the spring election in 1883, with-

which position he also accepted. He is spending two months with relatives and friends in Grand Rapids and will sail from San Francisco to assume his new duties at Tokio about September 1.

Aside from his relations with the Grand Rapids & Indiana Railroad Co., Mr. O'Brien has long been identified with the Antrim Iron Co., which he served many years as President. He was long a director of the National City Bank and is still a director of the Kent County Savings Bank. He has been a director of the Grand Rapids Gas Light Co., the Alabastine Co. and the Mackinaw Hotel Co. He was one of the founders of the Elliott Machine Co. and, in common with his associates, has stood back of that institution through years of stress and adversity until it is now in a strong finan-

cial position. There are few Grand Rapids industries with which Mr. O'Brien has not been connected, either directly or indirectly, and in every case his influence has tended to strengthen and sustain.

Mr. O'Brien was married September 4, 1873, to Miss Howard, daughter of the late Wm. A. Howard, whose name was familiar in the political annals of Michigan fifty years ago. Mr. and Mrs. O'Brien have two children—Howard, aged 31, who is connected with the construction department of the Pennsylvania Railroad, and Catherine, who was married, since living abroad, to Harry G. Chilton, Secretary of the British Embassy at Brussels.

Mr. O'Brien, when at home, is an attendant of St. Mark's Episcopal church. He is a member of the Peninsular, Kent Country and Lakeside Clubs.

On the pages of history, where are found the names of illustrious sons of Michigan who have proven themselves worthy and won their spurs by faithful devotion to the upbuilding and uplifting of the institutions of the State, Mr. O'Brien's name will be conspicuous. He is clean—there are no secrets in his life, no hidden record which he fears will leap to life. The consciousness of this fact and that every act of the past in the service of the people was from a pure motive fortifies him for the duties before him.

It is said that true genius lives two lives—the first with its own generation; the second in the thought of subsequent ages. The student of Michigan history in the decades to come will not fail to be inspired by the noble life of this plain man, who has no higher ambition than to perform well each duty that develops upon him and to lift higher and still higher the banner of the State he loves so well.

Honest to the core, Mr. O'Brien hates with the intensity of his soul all that is sham and false. He hates hypocrisy and deceit. He hates those who are false to their profession. He hates the despoilers of men's characters and despises him who would rob his fellowman of his good name. He has no use for the pretender. He calls upon every man who is admitted to his friendship to use the ability he possesses for good. The light he carries with him is always the light of the true and the just.

Mr. O'Brien belongs to that public-spirited body of men each one of whom should consider himself the guardian and self-appointed protector of the interests of his fellow-citizens, at whatever sacrifice to himself of time or effort. By his pronounced personality he has made himself a marked and conspicuous figure wherever he contributes the magnetism of his influence. He is naturally a leader among men, and in the activities of his profession or in the counsels of the Government with which he is so zealously identified, his rugged honesty of purpose and his deliberate judgment are always recognized.

THEODORE ROOSEVELT.

What Should He Do After March 4, 1909?

Written for the Tradesman.

This interesting question was brought up by an article in a recent issue of the Tradesman.

It has been a failing of great men that they didn't know when to stop. They have not cultivated sufficiently the Gentle Art of Quitting. They have not recognized the precise psychological moment when the best thing to do was to go way back and sit down. Julius Caesar, called by his admirers the greatest man of his time, failed to see that he was staying in the lime-light too long, and was hustled out of it by the assassin's dagger. Napoleon could not be satisfied with France—he must have all Europe—and he met his Waterloo. If the great man of the past has one lesson for the great man of the present, it is expressed in the single sentence, "Don't hang on too long."

Coming to our own land and our own times, how many of our greatest heroes—some who have bought their fair fame on well-won fields of bloody conflict, others who have met bravely "the sterner trials of manhood than battle ever gives"—have allowed their well-earned popularity to dwindle because of too-long-sought political favor. It even has been considered fortunate that a man die when at the height of his glory. In the well-known poem, Marcos Bozzaris, the author thus addresses Death:

But to the hero, when his sword
Has won the battle for the free,
Thy voice sounds like a prophet's
word;

And in its hollow tones are heard
The thanks of millions yet to be.
Come when his task of fame is
wrought—

Come with her laurel-leaf, blood-
bought—

Come in her crowning hour—and
then

Thy sunken eye's unearthly light
To him is welcome as the sight

Of sky and stars to prison'd men.
And of Marco Bozzaris, who fell

at the moment of victory,
For thou art Freedom's now, and

Fame's;

One of the few, the immortal names,
That were not born to die.

The fame of three well-loved Presidents is set secure in the halo of martyrdom. Bitter as were our tears, high as was the price we paid, we can rejoice that our ideals are undescended and that their fair glory is unsullied. They were only human and had they lived it might have been otherwise.

The prayers of a mighty people rise in earnest supplication that the martyr's crown may never rest upon the brow of our present honored Chief Executive; that he may escape alike the blow of the assassin and the fell stroke of disease and live for many, many years to see the fruits of his earnest labors.

It has been suggested that Roosevelt become a college President at the close of his administration. This might appear to the unthinking an occupation well suited to a man retiring from public office in full health and vigor. There are several very good universities in which he could quickly strike a job; but the President has wisely discouraged such of-

fers. It may look to the uninitiated like a trifling affair to handle a college after navigating the ship of state for nearly eight years, but things are not always what they seem. The youth of the twentieth century, taken individually, is not easy to control. Taken collectively, he is calculated to make the college president lie awake nights and wish he had never been born. Politicians, railway magnates, capitalists, trusts, combines, Californians and Japs may be hard to manage, but they are mild and amenable to reason compared with a campus of yelling college boys. If Roosevelt should take a position in which he would have to handle the questions of fraternities, hazing and athletic sports, he would look back upon the Panama Canal as a playspell. Occasionally Nature provides a man who can stand long years of college presidency and show only slight signs of wear and tear. President Eliot, of Harvard, has been such an one. President Angell, of the Michigan University, is another. But unless a man has the genuine schoolma'am temperament he can take but little comfort as the head of a college or university. Roosevelt will do well to keep out of this line of work.

It has been said, presumably on good authority, that the President would like, when he steps out of the White House, to become a Senator from the State of New York. If he has thought or spoken of this seriously it is to be hoped he may reconsider it. In the light of the experience of other great men the less he has to do with politics, at least for some years to come, the better for his permanent fame and his ultimate influence. Let him stay out of Congress, the Lower House as well as the Senate. Let no place in the Cabinet nor any foreign diplomatic position allure him. Let him retire to private life as a private citizen.

Let him congratulate himself that, while he came into public favor in the light of a military hero, he has been more fortunate than many such and has added to the honors of the warrior the more lasting reputation of the statesman, and, further, that, without question or cavil, he has been the most successful Vice-President ever called to the chair of his Chief in the whole history of the nation.

What shall he do?

He already hunts and enjoys it. Upon his retirement he may add to his list of pleasures the more contemplative sport of fishing.

There will be commencement speeches to make and law classes to address. He can, if he will, enter the lecture field very successfully. He may speak at state and district fairs and swell the gate receipts and smile on the babies. He will get many odd jobs of arbitrating here and there all over the world.

He can write a magazine article now and then and a few books as the years roll on. Specifically, let him write for the Ladies' Home Journal. At least one ex-President has done this and, we believe, more than one. It is the safest thing published. Every one has noticed that it takes an immense amount of advice to keep

the women of the country going. And what other periodical is there which supplies this necessary pabulum in the same unvarying quality of quintessential correctness that is furnished by the Ladies' Home Journal? However much fun the newspapers may poke at Mr. Bok, we believe he stands absolutely solid with more women than any other editor in the United States, and the ex-Presidential writer who ties up close to him can not go far astray.

Laying jokes aside and speaking in all seriousness, a few years of repose and quiet activities will be of great benefit to President Roosevelt. His judgment will ripen. His full powers will mature. And the emergency may arise at any time when the services of such a man, not engaged in the active struggle of politics, would be invaluable to the nation. A quiet man from an Illinois town, clerking in a hardware and leather store before the outbreak, conducted our armies to victory in the Civil War. Moses was summoned from the deserts of Midian to lead his people into Israel. And Cincinnatus, that famous Roman who went back to his plow, was twice called to be Dictator of Rome.

Quillo.

Her Experience.

The Maid—I can't understand why Tom wants to postpone our wedding until he gets his salary raised. They say that two can live cheaper than one.

The Widow—Yes; as a matter of fact they've got to.

A Wise Precaution.

Little Ethel—Mamma, don't people ever get punished for telling the truth?

Mamma—No, dear, why do you ask?

Little Ethel—'Cause I just took the last three tarts in the pantry and I thought I'd better tell you.

How To Keep Cool.

Do not sit on a red hot stove.

Do not wear ear muffs.

Do not wear yqur heavy overcoat.

Do not drink too much hot water.

Do not turn the furnace draft on full.

Do not sleep on a steam radiator.



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How It Is Regarded by a Jobbing House Employee.

There is an old saying that most of you have heard and that some of you believe in. The saying is that competition is the life of trade.

But, as with the majority of sayings of that kind, it is wrong just about as often as it is right.

In other words, competition may become the death of prosperity if the merchants in a certain locality indulge too freely in that feature of mercantile life. Healthy competition is the life of trade, because such competition encourages buying without sacrifice of legitimate profits. The moment two competitors commence a price-cutting contest competition will not only hurt those who take part, but the bystanders as well—and the bystanders are the other merchants in town. Advertise and pull for business, but do not cut prices on the same goods as your competitor. Pick your leaders so far as possible from such lines as hosiery, notions, fancy goods, ribbons and other lines of merchandise, which as a rule pay a long profit, and the value of which is not so well known to your customers.

There is such a thing as getting filled up on bargains of one kind, and your customers are more than likely to get tired of having ten yards of calico for 39 cents or 49 cents thrown at them every time you have a "special sale." But if you change from one line to another, with each sale, you interest new people every time and you interest the same people in different goods.

But, you say, if it is necessary for me to lose money on some goods in order to pull trade why should I use the goods on which the heaviest profit is made?

Suppose that you can pull in one hundred customers by selling ten yards of calico for 39 cents, and that these customers would not have come in without some special inducement—the cost of bringing them in, according to present prices and not figuring operating expenses nor your legitimate profit, is \$11—the amount that you actually lose on these goods.

But suppose that, instead of the calico, you offer, at 9 cents a pair, a hose that costs you \$1 a dozen, and for which ordinarily you get 12½ cents, your gross profit on twenty-five dozen will be \$2, so that, you limiting the number of pairs sold to each person to three, you will attract the same number of customers. You will notice that there is a difference of \$13 in favor of the hose between the two items. So, after all, is it immaterial what you use for leaders—leaving out of consideration altogether the fact that the hosiery, at the price quoted, is a much better attraction than the calico?

But, again, if my competitor sells my customer a dozen towels at cost, you say, will it not be impossible for either of us to sell her any more—at a profit—until that dozen are all used up? That is a debatable question. At any rate, it has been proven in more than one case, that people do buy more than they need, if only

urged in the right way, and that for this reason they use goods up quicker and discard them sooner than they might otherwise do.

However, the merchant who keeps everlastingly at it, and who has something special every week, is not going to suffer very much from troubles of that kind. It is the merchant who "never could see any use in advertising" that as a rule makes complaints.

Now, about co-operation. There was a time when if Smith and Jones owned stores in the same town, and sold the same line of merchandise, they regarded each other as personal enemies.

Occasionally you find a few of that kind now, but with the majority of modern merchants conditions are just the reverse. Jones and Smith both belong to the Commercial Club of their town. They exchange confidences about the credit standing of their customers. They work together as a well-broken team to improve conditions in their locality, and the result is that more people come to town. When the people are once there, however, Jones does his level best to get the bulk of the trade, and so does Smith, but in a way that makes the customer buy more goods, instead of paying less for what he buys. That is what you might term co-operative competition.

There is another form of co-operation which, while theoretically right, does not work out in practice. I refer to the agreements which are sometimes entered into by merchants of a town to maintain prices on certain items. In the first place, it is against the law—a restraint of trade—and in the second place, it has in many localities given the retail mail order houses the very best opening they could have asked for.

This leads us to one of the most important phases of the retail situation as it exists to-day. While the danger from this source has been greatly exaggerated by certain persons who have a selfish object in view there is no doubt that the retail mail order house is encroaching upon the trade of the local merchant—in some localities to a considerable extent—in others not so much. In what way can the retail merchant most effectively counteract the advertising of the retail mail order houses?

A statement published by the banking house which is trying to finance the \$40,000,000 corporation of Sears, Roebuck & Co. shows that on \$30,000,000 sales a net profit was made of about \$3,000,000, or a little less than 8 per cent. on the sales. The statement also shows that the expenses were over 20 per cent. of the sales, or more than \$8,000,000. How many of you gentlemen are doing business on that basis, and how many of you are willing to do business the way the mail order houses do—selling one or two or three or four items on a page for cost or below, and the rest at profits ranging from 20 per cent. to 200 per cent.?

This brings us back to the question of advertising and co-operative competition. For in a locality where the retail mail order idea has gained a

foothold co-operative effort must be enlisted in order to bring back the trade to the town.

Let me give you an instance. In the early 90's I was learning the retail business in one of the central towns of Wisconsin. There were three fair-sized department stores, several exclusive clothing and shoe stores and the usual number of grocery and hardware emporiums.

Everybody was doing a "nice, quiet business"—not interfering with anybody—and the newspapers carried a lot of patent medicine and mail order buggy and washing machine advertisements, and about half a page made up of "business" cards of local merchants, doctors, lawyers, liverymen, undertakers, etc. The town was about as dead as the proverbial "boiled lobster," but the express companies did a land office business and the postmaster had the office raised from third to second class.

In 1897, after the McKinley election, we got a new postmaster, who happened to be a son of one of the merchants in the town. At first this young man thought it was fine to sit in his private office, signing money orders at the rate of a couple of hundred a week, until one day it struck him that the name of Montgomery Ward & Co. appeared rather often on the orders as payee, and he commenced to figure up just how much this firm took out of the county in a month. Then he told his father, who called some of his brother merchants together, and when they saw the total they concluded that something would have to be done.

This is what they did: Every merchant in town received a circular stating how much money had been sent to the mail order houses during the month just past, and was invited to attend a meeting to consider ways and means to combat this new competitor, who until that time had not been considered of much importance.

A committee was appointed at this meeting to prepare arguments to use on those who seemed to be in the habit of sending away for goods carried in stock by the local merchant. Another committee looked into the question of handling the product in the most satisfactory way. Still another had its work laid out to arrange for a monthly market day. An agreement was made not to grant credit to any one who made a practice of buying from mail order houses.

Every merchant was provided with copies of the mail order catalogues. Each week a report was sent to the Secretary of the newly formed Commercial Club, who would give a credit slip for each of such sales. Every three months checks were made out to the merchants who had been forced to lose on competing goods, the Association prorating the allowance.

Advertisements were inserted by the individual merchants in the local papers and circulars distributed, in which specific prices were quoted, and this mistake was made: Many of the advertisements stated that the particular store would duplicate any price quoted in any of the mail order catalogues, on the same terms—"cash on delivery."

Now, why was this a mistake? Suppose a new competitor opens a store across the street from you, and advertises cut prices on certain articles, would you consider it good policy to state in your advertisements that you would "duplicate" any price made by this competitor? Would not that tend to draw attention to this new store, and would not that have a tendency to give people the impression that he was selling goods cheaper than you? Now if that is the case with the store of a competitor, why should not the same rule apply to the retail mail order house?

But, you say, how can I counteract the advertising of Sears, Roebuck & Co., and quote lower prices than theirs without mentioning them or referring to them?

It is not necessary for you to say that your prices are lower. Let them talk for themselves. If they really are lower, the mail order customer will notice the fact quickly enough.

But, of course, your advertising must not be a "hit or miss" affair. Every advertisement must have a definite purpose and that purpose must be to show—in the first place—that your goods are reliable—and in the second place—that people can and do buy goods on the best possible terms from you—taking every local condition into consideration. How to do this is a question that can not be answered in generalities, nor can anyone prepare advertising matter to suit the thousand and one conditions. Each individual merchant must do that in his own peculiar way, or have it done for him, by someone who understands his peculiar local conditions.

During the last two or three years a number of so-called "cures for the mail order evil" have been sprung upon the merchants by persons who had no other object in view than to make a bit of easy money.

Some of the "curists" tell about the great work of "uplifting" they are going to do in your locality—if—and it is a large "if"—if you pay for it. Some of them are going to make public parks where now are dump heaps; some of them are going to make the farmer see the error of his ways by telling him that his land, which is now worth \$100 an acre will be worth only \$20 if he does not stop buying his groceries or calico or sewing machines from the retail mail order house. But no matter what they are going to do, you will have to pay the bill, and in addition some of them are looking for support from manufacturers and jobbers so as to make sure that they will not "lose out" in the long run.

The quicker you stop thinking that somebody other than yourself, personally and individually, can stop the retail mail order evil the better for you—because the quicker you will get down to brass tacks and do something yourself that will have effect in your community—and do you, personally and individually, some good.

In addition to advertising—and really more important than that—the merchant must keep his stock clean, up to date and in such a condition that the average customer can always be served the way he wants

to be. How can this be done without carrying too large a stock at any one time?

Every jobbing house that makes a pretense of doing more than just selling goods on the road maintains a well organized mail order department, and this department is maintained for the convenience of the customers. To give you an idea of the extent to which such a house as ours goes to facilitate the filling of mail orders I will state that we have a special force, working several hours before the opening of the store, separating and classifying these orders. When the department men come in each one is handed a bunch of orders belonging to his department, and all the "star" orders are in process of being filled before 8 o'clock. By "star" orders we understand all orders ready for filling before 7:30 p. m.

Unless such orders contain items which the house does not carry regularly in stock, or of which we are temporarily out and which for this reason we try to secure outside, they are all ready for the packing room by 1 o'clock and on their way to the freight depot before 3 o'clock in the afternoon.

When you come to consider the fact that an open order often contains goods from nearly every department in the house and possibly several items that we do not carry in stock, but which as a matter of accommodation we send out to buy, you will possibly understand some of the trouble with which a modern wholesale house is confronted in trying to serve its customers as they wish to be served. The more you take advantage of this mail order department the better you will be in shape to cope with retail mail order competition.

You have rural free delivery and many of you think that it does you harm. R. F. D. has come to stay. It is an improvement in the postal service, so why should you not take advantage of conditions as they are? Don't "kick" because R. F. D. makes a farmer stay at home too much to suit you. Make use of the R. F. D. to tell the farmer what you have to sell and at what prices. The retail mail order house possibly sends him two catalogues a year with half a dozen circulars and so-called personal letters—but do you? It costs too much, you say, to distribute advertising matter by mail. If it did there would not be any retail mail order houses. They get good returns on their circulars—why not you? They have an exceedingly fine mailing list. Have you? Does your mailing list tell you how each particular farmer is situated, how many children, how old, boys or girls? Do you know whether he is worthy of credit or not?

How are the roads leading into your town? Are they kept in such a condition that the farmer can come to town when he can not do anything else? What have good roads to do with the retail mail order question? If a farmer can not haul in the load of hay that he wants to sell, or the steer that is ready for market, he is not going to go through mud and slush for the set of harness

or the suit of clothes that he wants to buy. He orders it from the retail mail order house and hires the R. F. D. man to deliver it. He may be able to buy that harness or that suit just as cheap in town as from the mail order business—but that is not the question at this particular time with him.

I know of a county seat in Minnesota that built a \$100,000 court house and the roads leading into that town were practically impassable four months of the year. Those four months were the months in which the local merchants ought to do at least half of their entire year's business. One spring a farmer lost two horses in the mud trying to pull in a heifer that he wanted to send to market and that wasn't the only accident by any means.

You say that it is not your business to keep the roads in good condition. I say it is your business, just as much as it is your business to keep the sidewalk in front of your store swept clean. But, again, you say, we can not afford to pay out so much money as is necessary to put the roads in good condition and keep them that way. It is not necessary nor even expected that you should do this, but you can exercise influence enough on your county commissioners to have them do it. While the farmers do not like a raise in taxes, they will see the force of an argument somewhat along this line: Less wear and tear on horses, harness and wagons; easier to haul in grain, cattle and produce; increased value of the farm, etc.

Well, you say, all this is very nice and may help some—but the thing that puzzles me is how I can afford to sell Rogers' 1847 silver-plated knives and forks for \$3.10 when they cost me \$3.09 plus freight? If you had to do all your business on that basis you would not last long, that is sure; but how often do you actually have to sell such an item at such a price, and how long do you think Montgomery Ward & Co. would last at that rate?

As a matter of fact, 98 per cent. of the goods quoted in the retail mail order catalogues will pay you a fair profit if you sell on the basis of the retail mail order house, and that means "cash on delivery." And then you have the argument of freight, cost of money order, time of waiting and other inconveniences unavoidable in the mail order business—all in your favor.

I lay special emphasis on the term "cash on delivery." I firmly believe that a great deal of the trouble that to-day confronts the retail merchant has its foundation in the indiscriminate giving of credit.

Is there any reason on earth why you should let a man have goods on credit if you would not loan him the money that it would take to buy these goods? And yet I believe that 95 per cent. of the merchants have people on their books to whom under ordinary circumstances they would not lend a dollar in cash.

But, you object, it is impossible to conduct a strictly cash business in a community like ours. Admitting that it is, for argument's sake, what can


THE WESTERN SALES CO.
175 Dearborn St., Room 609, Chicago
Big Sales, Quick Sales, All Kinds of Sales
Stocks Arranged, Expert Advertising
The Best Men in the Business are on this Staff
Gilt-edge References

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

Alabastine
The Sanitary Wall Coating

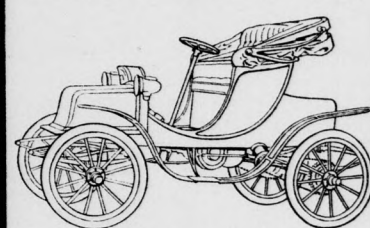
secure simply wonderful results in a wonderfully simple manner. Write us or ask local dealer.

Alabastine Co.
Grand Rapids, Mich.,
New York City




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.

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.

SELL
Mayer Shoes
And Watch
Your Business Grow



The "Ideal" Girl in Uniform Overalls
All the Improvements
Write for Samples

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

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 Kimonas	\$4.50 to \$9

Lowell Mfg. Co.
Grand Rapids, Michigan



you do to minimize the evil of the present lack of system?

You can have every person on your trading list rated. The Secretary of your local organization should be expected to look after such work and should be paid for doing it. Whenever a customer slips up on his agreement to pay at a certain time, write him at once, and if no reply is received turn the account over to the Secretary for attention—and attention would mean that every merchant in the organization would be notified that Jones is not paying his bills, with the result that Jones could not get credit anywhere until that particular bill was paid. The Secretary would also attend to Jones personally and make every effort possible to collect the bill.

Under the present conditions there is little reason why anybody should be allowed more than sixty or ninety days' credit, at the most. The old time once-a-year settlement is not only contrary to good business principles but tends to create trouble between the merchant and the customer.

Now, in conclusion, how can the jobber and the retailer co-operate to keep the retail mail order business from growing faster than it has any license to do? Mail order business has come to stay—you might as well make up your mind on that point—but it is up to you to decide whether during the next decade it shall swamp you or shall be kept within its proper limits.

The local merchant must keep his stock in good condition, have the kind of goods the people want, tell them what he has, and the price at which he sells his merchandise. That is what the retail mail order houses are doing, and that is how they get their business.

The jobber must carry stock during the entire season—always be ready to fill mail orders from his customers—sell his goods at the right price—and in addition to that help the retailer to dispose of the goods which he has on hand.

But before I go on explaining this last clause I want to make one suggestion which will save you a great deal of trouble so far as the price argument is concerned.

The leaders in all the mail order catalogues are trade-marked articles advertised to the consumer at certain specified prices. Take any item branded and you will find that the mail order price is invariably lower than that at which you can buy it from the jobber or even from the mill direct, while 95 per cent. of the goods on the same page are offered at higher prices than yours. Now this special brand is not any better than lots of others which are handled by the jobbers and which can not be obtained by the mail order houses because the jobbers take the entire output and label them with their own individual mark.

The point, then, is: Don't handle any advertised brands, but carry in stock lines and numbers of goods that in every case are fully as good and on which mail order competition is impossible because the retail mail order houses can not obtain those lines.

But, you say, suppose we do; and

suppose that the mail order house in its catalogue quotes the jobber's brand—wouldn't that price be likely to be a good deal lower than the one at which we could afford to sell it, and wouldn't that have just the same effect so far as the mail order customer is concerned? Suppose this customer does order ten yards of Red Seal gingham, for instance—what happens? The mail order house "regrets" that at the present moment Red Seal ginghams are not in stock, because of the unprecedented demand, but that they have a piece of goods which is really much superior and which they can sell at such and such a price. In the meantime they have placed the amount remitted to the customer's credit.

In the first place the customer is disappointed; and here is where your argument comes in—the mail order house is advertising an article that it can not deliver, that it knows that it can not deliver, and on which, for that reason, the price quoted cuts no figure. In the second place, you carry in stock a line of goods on which you can make a legitimate profit—in other words, mail order competition on that particular line of goods is shut off.

All the dry goods jobbing houses of any importance are gradually weeding out the brands of merchandise which are used by the mail order houses as leaders and are putting on the market individual brands which in every respect are the equal of those advertised brands.

In parenthesis, let me draw your attention to the fashion magazines published by the paper pattern houses. Go through the advertising pages and count the advertisements from mail order concerns. You may not have given this point much attention, but many of you to-day are distributing advertising matter for mail order concerns by acting as subscription agents for these magazines.

A great deal has been said about the Chicago jobbing houses in connection with the retail mail order question. As a matter of fact the retail mail order houses can not buy a dollar's worth of branded merchandise in any of the dry goods houses in Chicago, and their total purchases so far as I have been able to discover amount to less than 1/2 per cent. of their entire business.

Montgomery Ward & Co. have recently entered suit against the South Dakota Retail Merchants' Association, claiming that their business has been materially interfered with and damaged by an alleged boycott and conspiracy entered into by that association and a number of individual merchants. Whether this suit is a mere bluff on the part of Montgomery Ward & Co., or whether they really think that they can force the retail merchants to quit their agitation, is a matter difficult to decide at this moment. My personal opinion is that boycotting will never solve the retail mail order question, nor even help to solve it.

A little while ago I referred to something that the jobber must do in addition to carrying the stock for the retailer. What I meant was this: The average merchant has little time

to plan or prepare advertising matter. He looks after the buying, keeps the books, marks the goods, waits on trade, and attends to the thousand and one things that come up for his decision during each business day and even on Sunday.

Advertising in order to be effective can not be written without previous preparation, and if the merchant attempts to give to this branch of his business the consideration which is due to it he must of necessity neglect others equally important.

So the modern jobber, one whose interest in the retailer does not stop at merely delivering the goods to him and collecting the bills for them—that jobber through his retail advertising bureau serves as each individual merchant's advertising man.

HATS At Wholesale

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

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

Vandenberg Cigar Co.

816 E. Fulton St.

Grand Rapids, Mich.

ATLAS MASON JARS

Made from superior quality of glass, by a special process which insures uniform thickness and strength.

BOOK OF PRESERVING RECIPES—FREE

to every woman who sends us the name of her grocer, stating if he sells Atlas Jars.

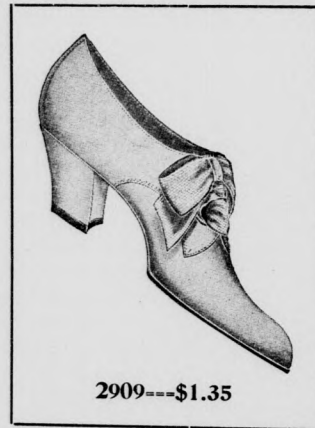
HAZEL-ATLAS GLASS CO., Wheeling, W. Va.

Now is the Time

We still have a few hundred cases of white and colored canvas and duck oxfords which we are selling at the greatly reduced prices as mentioned in our circular.

10 per cent. off regular prices

Men's
Women's
Misses'
and
Children's



2909---\$1.35

Lay in
your supply
now
To-morrow
may be too late

Grand Rapids Shoe and Rubber Co.

Successors to Geo. H. Reeder & Co.

Grand Rapids

Michigan

Wash Goods

We still have a large assortment of ginghams, lawns, prints, madras cloths, voiles, mercerized goods and cotton suitings.

There will still be great demand for these goods during the hot months.

P. STEKETEE & SONS

Wholesale Dry Goods

Grand Rapids, Mich.

He provides you with plans for special sales—lays out campaigns for certain periods—prepares effective advertising matter—suggests store and window displays—and all the various things that come under the duties of an advertising man in a large department store—and he does this in addition to selling you the right goods at the right prices.

Those of you who are customers of our house know what we are doing in this respect. Those who are not customers may be interested in knowing that at certain intervals we publish what we are pleased to call Campaigns. In these Campaigns are outlined definite plans for a series of sales. Specimen newspaper advertisements are printed. Photographs of effective window displays are reproduced and described in detail. The kind of goods especially suited for leaders for certain occasions are indicated. Directions are given for laying out the stock, both for the specific occasion and for the regular conduct of the business, for preparation for the advertising matter and for distributing it in the most effective way.

In addition, every little while special bulletins are sent out, quoting prices on certain items of seasonable merchandise and suggesting how to use these items for trade-pulling purposes. This service is extended to our customers free of charge. All that is necessary for any merchant to obtain the service is to become a customer of our house and to ask for the service.

We realize that conditions in the mercantile world have changed during the last ten years to such an extent and so fast that a great many merchants simply have not been able to keep step with the procession. This is not a reflection in any way on any merchant. Business methods are very different from what they were ten years ago, and it is out of the question for the average merchant to keep posted as he should be on all the various important features of his business, whether it be a \$10,000 or \$100,000 business.

Division of responsibility is the only way out of the difficulty. The sooner the merchant realizes that his employees will work better for him if some authority and some responsibility is placed in them, the better for his business.

Every merchant should take at least one trade paper pertaining to his business, and he should make it a point to let his employees study that paper and make sure that they do study it.

Take a paper that makes any pretense of being anything else than a mere write-up sheet, and the price of subscription will come back to you more than ten times during the year—in the shape of increased ability on the part of your employees.

The Free Selling Helps that we extend to our customers are not in any way to be considered as a substitute for the legitimate trade paper. Nothing can take its place. But such a publication as, for instance, the January Campaign gives a definite and individually worked-out plan for pushing business in January—something

that the trade paper, because of its style or make-up, can not successfully do.

To sum the whole thing up, the jobber and retailer each has a mission to perform, and unless that mission is performed the firm who fails in the performance will soon be forced to go out of business.

The local merchant is in business primarily because there is a need for such a store as he conducts in his locality. If he fails to carry the kind of goods wanted by his customers, or asks too much for them, he has no right to complain because the people do not patronize him. The jobber is in business to supply the retailer—at any time—with the kind of goods that he needs to satisfy his trade. If the jobber fails in this regard the reason for his being in business has no foundation and he soon finds himself out of the race. The jobber who best fulfills his mission, who serves his customers best, is the one who in the long run will win out. The retailer who serves his community according to its wants will make a success so long as he keeps step with the increasing demands of his people—and in these two last sentences lies the only solution of the retail mail order question.—A. George Pederson.

Her Husband's Hair.

A Western man, who plumes himself on his fascination for the other sex, was not long ago presented to an attractive New York woman.

In course of their first tete-a-tete the man with his winning ways at once took occasion to turn the conversation into his favorite channel. "I observe that you are wearing an especially fine locket," said he. "Tell me, does it contain some token of a past love affair?"

Aware of the Westerner's weakness, the handsome New Yorker thought to humor him a bit. "Yes," smiled she, "it does contain a token of the past, a lock of my husband's hair."

"You don't mean to tell me that you're a widow!" exclaimed the Westerner, in delighted surprise, as he nudged a trifle nearer. "I understood that your husband was alive."

"True," answered the beautiful creature, "but his hair is gone."

The Lawyer's Need.

"It's this way," explained the client: "The fence runs between Brown's place and mine. He claims that I encroach on his land, and I insist that he is trespassing on mine. Now, what would you do if you were in my place?"

"If I were in your place," replied the lawyer, "I'd go over and give Brown a cigar, take a drink with him and settle the controversy in ten minutes. But, as things stand, I advise you to sue him by all means. Let no arrogant, domineering, insolent pirate like Brown trample on your sacred rights. Assert your manhood and courage. I need the money."

Do not think that you have put an extra rim on your crown when you have paid 20 cents for a 50 cent supper at the church.



You Can Always Recommend Our Hard Pan Shoe

for the hard knocks of severe wear in wet weather. In fact it is hard to find an everyday shoe for man or boy that contains more foot-pounds of wear resistance than OUR Hard Pan. And by OUR HARD PAN we don't mean an imitation, but the real thing—the shoe we originated over twenty years ago that has given satisfaction to thousands of wearers.

Our trade mark on the sole is our guarantee to your customer.

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

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.



Special Features of the Grocery and Produce Trade.

Special Correspondence.

New York, July 6—The death of Frank B. Thurber removes a man who for many years was the most conspicuous merchant in the city. He had a most extensive circle of acquaintances, knowing personally every President since Lincoln and some of them intimately. He was a most approachable man and one who took real delight in helping others. It has happened that your correspondent has been so situated as to see him almost daily for many years and has known him in his "varying moods." Sometimes he would read poetry and tell stories for an hour, seemingly oblivious to the daily grind he was participating in. He was a great story-teller and could reach the climax in the most captivating manner. He delighted in Whitcomb Riley's poems and was especially fond of those which reminded him of his boyhood on the farm—"Knee-deep in June" and "When the Frost Is on the Punkin." He had a temper all his own, as well, and upon occasion could say things. One day he said he didn't mean damn as swearing, but simply to emphasize his point. When I first knew him he usually went upstairs two or three steps at a time, and in this fashion he did all his work. Hours didn't count with him, and perhaps it was this very rush that cut off several links from his chain of life. He used to say it was better to wear out than to rust out and so he has gone to his long home. Requiescat in pace.

The week for three days has been largely given over to holiday. Exchanges closed from Wednesday night and the rush to sea and mountain seemed all the greater because it had been longer delayed than usual by the cold spring. Coffee has been especially quiet, and while 6¼c seems the correct figure for Rio No. 7, this is simply a nominal figure. Buyers are taking only sufficient for current requirements, and, in fact, both seller and buyer seem to be on a vacation. The increase in the world's visible supply is 6,800,000 bags, the largest ever existing. The coming year will be an interesting one in coffee. Mild sorts are unchanged.

Some improvement has been shown in sugar, as might be expected at this season of the year, and it is thought we shall see an advance in quotations. While sales are mostly of withdrawals under previous contracts, the volume has been satisfactory.

Teas have had a rather uninteresting week. Stocks are reported as being much depleted in the interior and low grade Young Hysons show a slight advance. There is plenty of room for improvement. It is said on foreign authority that Oolong teas have had their day and are going to disappear from view entirely.

Rice is very firm and the tendency is toward a higher basis. The demand is not usually for large lots, but a steady call exists for current wants and in the aggregate the volume has been respectable. Choice to fancy head, 5@6¼c.

Spices show some improvement and quotations have an upward trend, although sales are mostly of small lots.

Canned tomatoes are somewhat easier and spot are now quotable at 97½c@\$. There is a good deal of apathy in the trade generally and for a week or so matters will probably be rather slow. The weather conditions are perfect for growing stock and the trade seems to think there will be a much larger pack than was looked for a month ago. Should this be the case there will soon be a drop in rates. Peas are quiet and the volume of business is small. Corn is firm and desirable stock is not freely offered. Fruits are well sustained and about unchanged.

Butter has been in good request for top grades, and, in fact, the whole line is doing better. Extra creamery, 24½@25c; seconds to firsts, 22@24c; imitation creamery, 19½@21¼c; factory, 18½@19¾c; renovated, 19@22c. Cheese is unchanged, the supply and demand being about equal.

Eggs are firm. Best Western—extra firsts—16½@17½c; firsts, 16c.

His Way Home.

A nervous man on his lonely homeward way heard the echoing of footsteps behind him, and dim visions of hold-up men and garroters coursed through his brain. The faster he walked the more the man behind increased his speed, and although the nervous one took the most roundabout and devious course he could devise, still his tracker followed. At last he turned into a church-yard.

"If he follows me here," he decided, "there can be no doubt about his intentions."

The man behind did follow, and quivering with fear and rage, the nervous one turned and confronted him.

"What do you want?" he demanded. "Why are you following me?"

"Do you always go home like this?" asked the stranger, "or are you giving yourself a treat to-night? I am going up to Mr. Brown's, and the agent at the station told me to follow you, as you lived next door. Excuse my asking, but are you going home at all to-night?"

What Are We Coming To?

Congressman Blank and his wife had been to Baltimore one afternoon. When they left the train at Washington, on their return, Mrs. Blank discovered that her umbrella, which had been entrusted to the care of her husband, was missing. "Where's my umbrella?" she demanded. "I'm afraid I've forgotten it, my dear," meekly answered the Congressman. "It must still be in the train." "In the train!" snorted the lady. "And to think that the affairs of the nation are entrusted to a man who doesn't know enough to take care of a woman's umbrella!"

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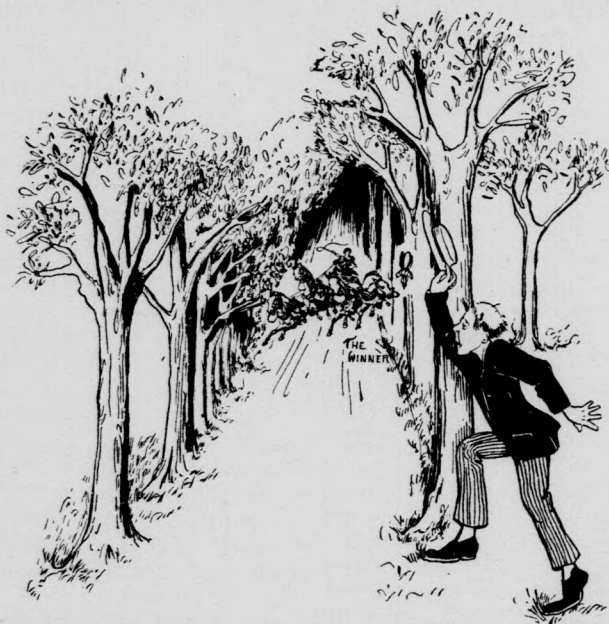


In this up-to-date factory at Traverse City, Mich., is where those good Full Cream Caramels are made that you hear so much about. They are a little better than the best and a whole lot better than the rest.

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Don't you know it's a splendid thing for a dealer to have a five cent cigar in his case with more than twenty years of success behind it—a cigar that he can be "dead sure" will cement his customers' trade friendship more strongly to his store—a cigar that does not show a poor one in a million—a cigar which men with ten cent tastes can tie to and find full satisfaction?

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

PREHISTORIC FORTS.

Interesting Ruins Found in Macomb County.

But a few years elapsed after the linear surveys were made in Macomb county when home-seekers were in evidence, selecting lands for settlement and occupancy. The surprise was very great when it was discovered that the region had once been occupied by a people now extinct and unknown. In various places, but more often in the vicinity of rivers, were seen mounds of earth or stone, and evidences of once cultivated lands of considerable area. When along and near to the North Branch of the Clinton River no less than three structures enclosing areas of from one to three acres in extent were discovered, the interest became very great among the settlers to know who these people were. As there was no mistaking the fact that they were the work of human hands, much speculation was indulged in as to what purpose they were designed to subserve and why they should have been constructed at all.

The Indians then occupying the field were as ignorant as the whites. They had no traditions, even, of their origin or by whom they were constructed. All was garbed in mystery. Whether built by the so-called mound builders or others no one could tell. There they stand, silent mementoes of a once industrious and numerous people now entirely extinct.

Except for the ravages of time these forts when first seen were in the same condition as when left by the builders. The native forests had covered these works. Trees of large size were found growing in the area, in the ditch and on the embankment. The earth was thrown up into a ridge several feet wide at the base and about four feet in height from the bottom of the trench. Gateways or openings in the embankments were found in each enclosure, which were called by the first settlers the Indian forts.

The fact that the outline of these interesting structures has been proved to us is entirely due to the effort, public spirit and forethought of Dr. Dennis Cooley, who caused a survey to be made as early as 1827 or 1828. At that date the axman had not done his work nor the plow leveled the embankment. John B. Hollister, county surveyor for Macomb county, was employed to make the survey. As I write the report is before me, dated April 10, 1830. The ink is scarcely faded. The distances and courses along the embankment are easily made out.

Mr. Hollister was slow in making out his report and appears to have required much urging. I copy that portion of his letter which shows how he got even with the Doctor's prodding and I imagine a satisfactory smile crept over the Doctor's face as he read it: "I have no apology to offer, my dear sir, nor anything like an apology, as that would be entirely useless and I am sensible it would add insult to injury. Suffice to say that I have procrastinated from day to day, from month to

month and from year to year. Now if you will forgive this long neglect of mine I will pray when I think the gods will hear me that all your frailties may be forgiven at the great bar of retribution." We are thankful that the Doctor got the report, as it is, I believe, the first authentic survey ever made of such structures in Michigan. From this we learn that the North Fort is situated on the east half of the northeast quarter section 3, 25 north range 12 east, now township of Bruce. It is near the north line of the section and its area was a little over an acre. The embankment had three openings, supposed to be gateways, ten, twelve and fifteen feet in width. A small brook flowed southeasterly near its south border. The country in its immediate vicinity is quite level, but becomes more rolling within a mile to the westward. The north branch of the Clinton River was less than a mile to the east. The flat land to the southward showed signs of cultivation. The embankment had been made by throwing up the dirt from the outside, except along the south side, where at my visit it was scarcely traceable. The whole structure was covered with the native forest, and at that date had been undisturbed since its builders had left it. The first settlers report the existence of a large circular mound, situated a few rods to the east, of sufficient height to overlook the entire country for a considerable distance, supposed to be used as a watch tower. The embankment measured very nearly 800 feet, including the openings, and so far as I am aware may be seen to-day substantially as when the survey was made eighty years ago.

The large or central fort, as we may consider it, was in a direct line some three miles distant to the southeast. Situated on elevated ground on the right bank of the river, it had an area of three acres and fifty-one rods, aside from a wall some 200 feet in length, which the surveyor designated as the south wing. The circumference of the large work was 1,268 feet. There were three gateways of narrow width, two on the east near the river and one on the west side. The structure stood on an elevated plateau some ten feet above the river, which flowed close along its eastern side. Within the area was a small pond, but nothing else of note was apparent. To the southwest and near the bank were many tumuli or small mounds, the supposed burying ground of the people. The whole structure, it is said, had an imposing appearance and must have stirred the imagination of the observer. This fort is situated on the west half of the southwest quarter of section 18, township 5, north of range 13 east, as given by Mr. Hollister.

About a mile and a half to the southwest was found the third fort, its location being on the west half of the northeast quarter of section 25, north range 12 east. This structure had four openings, one of some 80 feet, which may have been an uncompleted wall near which were extensive tumuli. Its circumference was 870 feet and area some more than an acre of land.

The north branch was not far dis-

tant and a small stream was running along the south side. Evidences of once cultivated ground were to be seen near all these structures. While great credit is due Mr. Hollister for making this survey he is strangely silent in regard to much that we now would be glad to know, as he says not a word as to the height of the embankment, depth of the ditch from which the earth was thrown, and other information which at that date was easily accessible, as all was there just as the builders left it. A minute examination would have been of interest to the archeologist of to-day. It is to be hoped that further research may bring to light other similar works elsewhere in our State. At present I know of but one similar structure and that is situated a few miles below Detroit, in Springwells. It is of about the same size and similar to Fort No. 1, described in this sketch. It is mentioned by Bela Hubbard in his Memoirs of Fifty Years, who also gives an interesting account of the mounds in its near vicinity.

That these structures were the work of many hands there can be no doubt. The erection of such extensive embankments without the aid of any tools with which we are accustomed must have required thousands of workers for a long period of time.

Geo. H. Cannon.

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Money in the Bank

Is a sort of a password to a man's reliability in the business world.

At the OLD NATIONAL you have the advantage of a big and strong institution whose policy is to give the same careful consideration to the smallest depositor as to the largest.

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MANY FIND A GRAND RAPIDS BANK ACCOUNT VERY CONVENIENT

AMONG THE ROCKIES.

How Leadville Looks To a Tradesman Contributor.

Leadville, Colo., July 1.—The Arkansas River takes its rise among the Rocky Mountain snows not many miles from Leadville. At this distance from its exhaustless source the water runs clear and cold, and the trout there with a bravado, worthy of the State and the town, seconded, I am convinced, by the brawling river, herald to the world at large a constant challenge to come and catch them who can. That challenge had been echoed and re-echoed until it reached me upon the far off Nebraska plains, and the work of a strenuous year having been finished the rest was easy and here I am, a tenderfoot of the North Platte Valley, ready for the speckled denizen of the snow-stream to make its vaunting true.

To we who care less for the fishing than for the conditions attending it, "the feller who goes along" is always a party to be considered, and Heaven provided the right one this time. In the first place he must know the locality and the trout streams. Then mysteries of rod and line must be his. The wind and the weather must love him and whisper to him the secrets which are revealed alone in the well-filled basket. More than all, he must be one one likes to have around, which means, of course, a companionship, pleasing enough to minimize all personal differences, however carelessly expressed. For myself, other things being satisfactory, give me the young "feller" of rapid growth who has attained his manhood as far as his size is concerned, but who has not had time to settle down into it and been there long enough to feel at home. It is the old story of the boy in his Sunday suit, bought large enough to grow into. It is too large and he knows it. Worse than that everybody else knows it, and, the wretched victim of circumstances, he plays a losing game of bluff to the intense amusement of all who are watching the game.

This statement will almost explain the relationship between the young man who took me along and me. For two years he had been under me and when I said go, "he goeth." Now conditions were changed and when he said come, "I cometh," and this sort of mastership soon showed itself.

"The bright rosy morning all blooming and fair" was painting its splendors upon the snow-capped peaks that encircle the city when chance led me into the back yard. There I found the horse and buggy almost ready for use, the whip and robe alone wanting to complete the outfit. The drift of what was said will indicate the speakers:

"Where—"

"Get in."

As he only who has learned to obey can command, I got in. Silence prevailed until, the yard left behind and the lane safely passed, I dared to speak:

"May I venture to enquire where we are going?"

The rig and its contents were busi-

ly engaged in descending a steep hill and there was no response.

The stillness becoming monotonous, I tried once more:

"Will you please to tell me where we are going?"

"Yes."

After a pause, "Where?"

"Bait."

"Bait?"

"Yes."

"Where?"

"The dump."

"What, pray, is that?"

"Where they bury dead horses."

"Bait from dead horses? What is your bait?"

"Maggots."

"Do you pretend to tell me—"

"Yes, I do. You dig open the rotten horse and there they are and you help yourself. See?"

I did; but an unexpected consideration led my driver to stop the team far from the "dump" and I was left to my meditations while he was digging bait. In due time he returned singing, with his box full, I judge. I was not curious nor he demonstrative; the only explanation offered being to the effect that "trout don't take to worms this time o' year, as every fool knows!" My remark, "It certainly seems so!" satisfied him and conversation languished.

Twenty-four hours later that same dictatorial spirit, "Fair as the day and pleasing as the morn," jointed my rod and baited my hook with—well, "the only bait trout will take at this time o' year." Then leaving me at a pool in the river, where he knew there were fish, up the stream, whipping it as he went, he departed, returning later with what trout were caught that day. With him knee-deep amid stream a quarter of a mile away, I propped my rod where the inhabitants of the pool might enjoy the bait, if they could and wanted to, and gave myself to the sights and the sounds about me, flat on my back and looking up into the cloudless blue that is one of the attractions of the Rockies.

The city, some mile and a half behind me, is a mining town, all told, of perhaps 15,000 souls. It is reached by a rather rickety train of a car or two plying from Arkansas Junction, three or four miles away. The tenderfoot is likely to keep his eyes fixed on the undulating line of snow-caps, girdling the town, until he leaves the station, when the white snow and the houses, anything but white, form a contrast not wholly pleasing to him. Whatever his destination he begins at once to go up hill.

"What are you bothering with my suit case for?" I rather impatiently asked of my host, the above mentioned fisherman, "don't you think I can carry my own luggage?" but he knew best. My short walk only a square in length was even then too much for me. I was, as he said later on, "panting like a dog!" In that short time I found out what it is for the unaccustomed lungs to breathe 14,200 feet above sea level. At Ivanhoe, a little later on, I went 744 feet higher; but I do not think I could stay at that height in comfort. Even in Leadville, I found I was indulging

in the fad of having the nose-bleed, a condition not at all desirable if frequently happening.

Mount Massive, a stupendous mass of mountain—peak rising above peak—with its heavy mantle of snow reflected into my chamber the next mornning the dazzling sunshine. So some summers ago Mont Blane looked in at my window; but I am sure that that European summit, standing alone in its majesty, was not the culmination of grandeur that Mt. Massive is with its circle of rising peaks, all snow-clad and all furnishing only a hint of what Colorado can do in the way of mountain scenery when she sets about it in good earnest.

At the foot of these mountains Leadville is crowded. The city fathers decreed that the 25 foot front lot is the thing and the builder thereon, believing that the house must not be too far from the sidewalk, has made the city look like sardines in a box. It is no wonder that the tenderfoot, crowded in here like this two miles high, can not breathe without panting and lolling tongue!

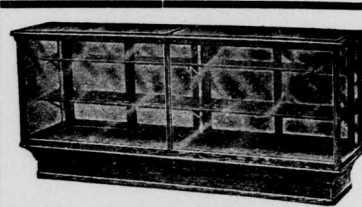
It must not be supposed from this that there are no fine buildings and handsome dwellings. There are; but too often the dwellings are too much hemmed in by the one-story hurry-up and so robbed of the architectural beauty which they possess. Harrison avenue is a handsome street and is going to be handsomer. There is a fine high school, thoroughly equipped, some public buildings not to be laughed at and some fine churches. One overwhelming need stares and has been staring Leadville in the face

for, lo! these many years, and that is a first-class fire. I have ever seen a town of its size suffering so much for one; and it will come in time. Then the energy and determination pent up to-day will assert itself and the city beautiful for situation will be for the mountains what Denver is for the plains—the nonpareil.

The fisherman has come in with a well-filled basket and is making strides for the luncheon. The superior will see to it that the subordinate keeps his place. Adieu.

Richard Malcolm Strong.

You may have noticed that one girl no sooner breaks a man's heart than another comes along and bandages it up.



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Fremont, Ohio, U. S. A.

Features of the Underwear and Hosiery Business.

The slow opening of the summer underwear season at retail was too broadly known, and too keenly felt in some quarters, to require more than passing mention here. For the sake of a record, however, may be related that the goods—like tender plants—remained for the greater part under glass until the days of the hot spell that came with the middle of June. It was not until then that the popular contingent loosened up and began purchasing in earnest, though so-called "reduction sales" of undergarments had been held on Sixth avenue and its suburbs before the close of May. The opening of retail business was practically a jump from winter wear to summer wear, and this fact called forth criticisms as to the fortunes of the medium weights, some arguing that they had suffered elimination this time, while others reasoned that, since a great many persons had substituted them for the old winter weights, they had received good patronage last fall and would largely supplant the heavy goods this coming fall—which reasoning was not without foundation. The elimination side of the question deserves relative consideration also, for two-thirds of those who use intermediate weights had no occasion to buy this spring.

Importers of hosiery dwell strongly on the oversold condition of the Chemnitz market, and our consul in that manufacturing district informs us that the hosiery product might be many times greater if sufficient knitting frames could be secured and put in operation. These are chiefly of British manufacture and are wanted in many countries. Chemnitz is getting a fair supply of them—and increasing wages at the same time. Her statistics show that we imported from her in 1906 hosiery of all kinds amounting in value to \$6,978,080, an increase of 14 per cent. over 1905.

Speaking of underwear reduction sales, and remembering the well known situation affecting primary supplies of knit goods in general, the man in the street stares in surprise when he reads the "reduced from" particulars or sees the stock and its price tickets. There was more than a trace of dishonesty in some of the alleged bargain transactions, as the following anecdote will testify: A New York state underwear manufacturer, investigating a certain sale largely advertised as a "great reduction in underwear," where alleged \$1 garments were offered at 65 cents, discovered the goods to be the product of his own mill that had been sold to the retailer in question at \$6 per dozen. In the case under consideration the consumer got enough value for his money—thus, it would seem, did the end justify the means.

This summer's exhibit in the underwear window is simply a reproduction of what we have been familiar with for several years, with an increased showing of French lises retailing at 50 cents per garment, an illustration, when compared with our domestic product, of cheap labor versus the protection afforded by our

imposts of duty. Lace effects in underwear are not new, but are prominent this season in novel constructive designs, and are now made cheap enough for patronage from dry goods jobbers. Fabric shirts and drawers are in manifest abundance, with the short lengths far away in leadership and apparently with an assured increase of demand in the time to come.

The hosiery section of the knit goods world suffered little, if at all, from the depressing ailments that afflicted the body commercial. The oxford style of shoe, tan leather or imitation calfskin under the strange name of "gun metal," demands something striking in the way of hosiery association, and both youth and maturity indulged their fancies regardless of that day and night mare we term climatic conditions. Tans, grays and pearls were not in sufficient supply, we are told, as representative solid colors, and laces and gauzes were wanting in the filling of many orders. Plaids and checks have become staple favorites, and the large family of verticals—too numerous for the descriptive pen—will enjoy perennial life.—Clothier and Furnisher.

Use the Goods You Sell.

The time honored jest concerning the man who worked in the cafe, but who did not have to eat there, is more than a jest to many men who have failed in the conduct of their business to observe the good rule that a man ought to use what he sells. One of the largest makers of shoes in the world, a man who readily could afford to have his own shoes made to order, wears shoes that cost him \$3 a pair. He does this because in his factory he makes \$3 shoes and by wearing them he shows his conviction that they are fit to be worn.

A hotel manager that ate outside of his own hotel could not hold his job a week. If he lives at home he may eat there without causing any adverse criticism, but once let him make a practice of eating in other hotels than his own and he is laying the foundation for a great deal of trouble.

Men who sell one kind of cigars smoke that kind when they are trying to make sales. A traveling man who has not enough confidence in the goods he sells to use them himself arouses suspicion in the mind of a prospective buyer every time.

There is a restaurant in Chicago which is run by a man who does not eat in it. It is a pretty good place to eat in at that, and better men than the proprietor eat there regularly. This proprietor wanted to increase his business and he let it be known in a confidential circle of his friends that he could use a little more capital.

One of these friends, knowing that the restaurant was a paying proposition and that the proprietor as well as being an honest and efficient man was a hustler, called the attention of another man to the chance of getting into the good thing by making an investment. One noon hour this prospective investor went around to see the proprietor of the restaurant. The proprietor did not know that he

was coming. The investor stepped inside and asked the cashier for the proprietor.

"He's out," said the cashier.

"When will he be back?"

"He went down to So-and-So's for lunch," the cashier answered; "he ought to be back in an hour."

The man who wanted to put money into the business went away and never came back, and he never put a dollar into the restaurant. He said afterward:

"It wasn't because Blank left the place at one of the rush hours, although that was bad enough unless he was sure that things in his absence would go as well as if he were present, but what I most objected to was that he did not eat in his own place."

It is the same way in many other lines of business.

Saloonkeepers do not as a rule drink as much as their patrons, but if they drink at all they drink their own goods. People in more reputable businesses could learn from them. There are many men in business who talk a great deal about the merits of the goods they sell, but who do not back up their words by deeds. They expect their patrons to believe them when they tell about how good their product is. They forget that the other fellow knows that the best proof of the pudding is in the eating thereof.

Lawrence West.

The man who is so wise that he never laughs is the greatest fool of all.

Delivery Wagons

We have an extensive line of wagons, and if you expect to buy one it will pay you to see our line before placing your order.

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Tradesman Company

Grand Rapids, Mich.

GETTING THE TRADE.

The Grocer's Wife Demonstrated She Knew How.

Written for the Tradesman.

Failing's wife came down to the store just before closing time and found her husband sitting in the little fenced-off space by the desk, looking ill and disgusted.

"I guess we'll have to close the old store for a short time," he said, passing a palm up and down an aching arm. "I've been in bad shape for a week, and I may as well quit right now."

"Why close the store?" asked the wife. "It seems to me that it ought to be kept going. If the clerks can not handle the business, why can't I come down and keep an eye on affairs? I have been around the place quite a little, you know, and the clerks can tell me about the things I don't understand."

"Fine fist of it you'd make," said the grocer, with a grin of pain. "You don't know a sugar scoop from a quart of gasoline. To tell the truth, we may as well close up for a few weeks. We're losing money, and we can't stand that long."

Although the grocer had never put the fact into words, the wife had known for a number of weeks that the store was losing money. Making money and losing money each has a language of its own. When a man is making money you know it by the way he congratulates himself, by the way he looks superiously at his neighbors, by the way he holds his chin. When he is losing money you know it by his going about with a sour face and a speech intended to be friendly. Yes, wife had known for a long time that things were not going well at the store.

"I'm afraid we couldn't get the business back if we closed up," she said in reply to her husband. "Anyway, times are bad, and I guess that others are losing money, as well as we. It is a bad season. You stay away from the store for a time and let me run the business. You've made yourself ill worrying about it. I'm sick of the kitchen, and want a change. What do you say?"

"You'll cut quite a dash running a grocery," replied the husband. "I never yet knew a person who couldn't run a grocery—until they tried and got things into a mix. Well, go ahead, if you want to, and I'll keep out of sight for a few days."

"Give me a fair chance," said the wife. "Make it a month."

"All right," said the grocer, "but you must understand that I'm not going to stay around the city and act as a reservoir of information for you. That would give me no rest at all. If I leave the store for a month I'll get out of town, and you'll have to use your own judgment in everything."

The wife said that that was just what she wanted, and the next morning when the chief clerk was unlocking the grocery door she showed up, looking brisk and cheery in a blue skirt and a white waist with dashes of pink here and there. She stood in the doorway for a long time, watching the clerks set out the dis-

play goods, and taking note of the fresh fruits and vegetables delivered by the market gardeners. When the display was out and the berries and green things were in their places, she took a good look at the array and boarded the first car that came along.

She spent a couple of hours examining the displays at rival groceries and went back with a look in her face that forecast something doing. She called the chief clerk back to the desk.

"Why did you accept those berries?" she asked.

The clerk put on a sly grin and answered indifferently:

"Because the boss ordered them."

"You knew they were seconds?"

"They're what he ordered," growled the clerk.

The woman walked to the front of the store and pointed an accusing finger at the array of vegetables.

"More seconds," she said. "Take them back and wash them. We may sell them if we can make them look attractive. Take those berries out of the sun. Clear both front windows. Put the display you have there along that side of the store, where the loafers stand to recite their fishing yarns."

"I've got all I can do to wait on customers," said the clerk. "If you want to move the whole stock you'll have to get more help. The store, just as it is, pleases the boss, all right."

"You are mistaken there," replied the woman, "for I am the boss. If you stop to quibble over your or-

ders you'll have to get a new place. I haven't time to argue with you. Get busy with those goods or go back to the desk and get your pay."

The clerk stepped back and received his pay.

"I'm glad you're going," said the woman, "for we should quarrel if you remained. I can get Benny Dolli- ver to take your place, and Benny is a good boy. Perhaps he is not an expert grocery clerk, but he is a gentleman and will do as he is told without talking back."

So Benny came, accompanied by a strong man he had picked up somewhere, and in just about no time the store began to look like an experiment in house cleaning. Wifey was wise to the fact that it is the women who make or mar a grocery business, and she set about fixing things to please the women. Personally, she would never have stopped the second time at a store showing such an inferior display. She saw brands of tinned goods on the shelves which she would not use, and which she knew ought not to be used by any good home maker. She saw dirty display windows and unseasonable goods thrown into them helter-skelter. In many places undesirable and untidy goods peeped out at customers, giving the whole establishment a back-number appearance. She found that trade was not very brisk, and so she kept the clerks at work arranging things, doing everything from the standpoint of a woman buyer.

"What shall I put in the windows?" asked Benny, pausing with his hands full of old defaced and dented cans,

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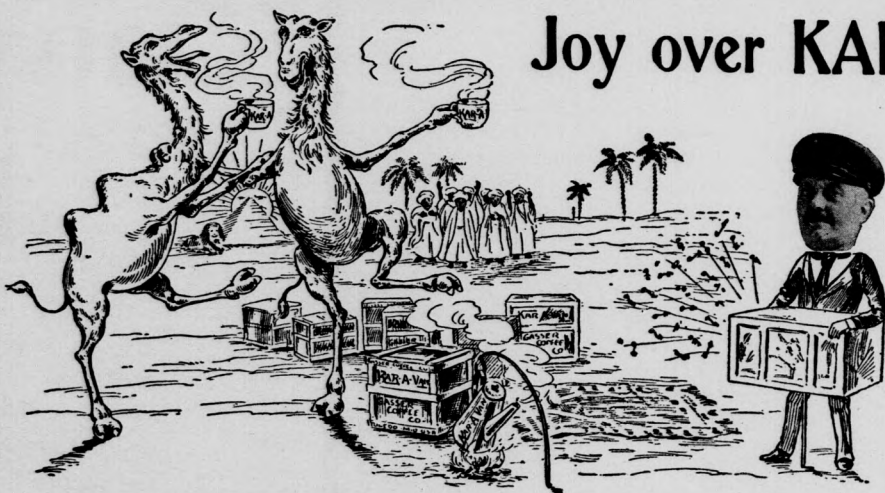
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the home, satisfac-
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That Rich Creamy Kind, is packed
in six grades under one brand, selling
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cents.

The brand is recognized the country
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Home Office and Mills, 113-115-117 Ontario St., Toledo, Ohio

DETROIT BRANCH, 48 Jefferson Ave.

CINCINNATI BRANCH, 11 East 3rd St.

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

which he was concealing at the back of the store, with a view of making a job-lot sale to some restaurant man.

"Send for a painter and a plumber," was the reply. "I want those windows made as white and pure-looking as paint can make them, and I want sprays in there for the fresh vegetables. The idea of any sane person wanting to buy anything to eat out of a hole like that. I wonder where hubby gets all his seconds?"

"He doesn't buy seconds," said Benny. "He pays as much as the others for his fresh goods, but the market fellows and the others do him."

"I'll be here when they deliver the goods to-morrow," said the wife.

And she was there, with Benny at the back, and Benny was good and strong, so she was not afraid of the scowls or the gruff words of the market men. When the first man began unloading little, mussy, unsavory-looking fruit she stopped him.

"I don't want that," she said. "If you haven't first-class fruit you can not do business with me. Take the stuff away."

"The boss ordered this," was the insolent rejoinder, "and I'm not doing business with a woman. I'm going to leave the goods here, an' the boss will have to pay for them."

"Look here," said Benny, "this lady is the boss of this store. If you leave those goods on the walk here I'll dump them into the street, and you after them if you give her any of your lip. You unload first-class stuff or get away from the front of the store."

And so it went for several days, but in time the market men got to understand that only first-class goods went at Failing's, and women customers found in stock such dainty things and tinned goods as a woman who understood such things could recommend. The pure white of the display windows, with their fresh fruits and vegetables, the new stock on the shelves, the general appearance of the place, soon attracted attention, and when a customer came in once she was pretty certain to come again. Before two weeks' time there were more new customers than there had been old ones, and the old-timers were more than pleased at the changes for the better. Some of them turned up their noses at the idea of a woman operating a grocery store, but hey soon discovered that this woman was using common-sense methods, treating her customers just as she would want to be treated. In other words, she was attending to every detail of the business, and was dealing on the square.

When Failing came home at the end of the month he found the store humming with trade. It was neat and clean, and the goods looked as if they were put there for the purpose of tempting people who wanted something good to eat. Wifey was making money!

"I can not quite see through this," he said, looking over the profit sheet that evening. "Here I've been in the grocery business for ten years, and I was losing money there. Then along comes a tenderfoot and shows me how. You'll have to show me

how you do it, or keep right on running the store."

"You silly," said the wife, "don't you know that groceries are places where people buy things to eat? Well, if a woman or a man is cranky on anything it is on food. If you sell them bad stuff once, everything that comes from your store after that tastes bad. If they see an untidy lot of food once, they are always afraid you will unload something that is not good on them. If they catch an unpleasant odor in your store they spleen against your goods. The trick in running a grocery is to have everything so sweet and clean that it makes people hungry just to look at your goods. Give them the best and they'll buy, but you must let them know that you sell only the best. See?"

And the grocer, after kicking himself around the room several times, admitted that there was some sense in the argument. A grocery should be white, clean, dainty and evil smells and sights should be in some other man's store—not your own.

Alfred B. Tozer.

Easy To Fix It.

A Southern Representative says that not long ago he wanted a man to work about the house and garden of his suburban place, and desiring a reliable negro, offered unusually good wages in the advertisement he inserted in the city paper. Among the other qualifications required was that applicants be married.

One negro in particular among the throng of those who appeared in answer to the advertisement pleased the Representative, and he called him to one side.

"You seem to be a reliable sort of man; are you married?" he asked.

"'Deed an' ah ain't, sah," the negro replied.

"But my man will have to be married. I am sorry that you are not," the Representative said, turning away.

"Hol' on, sah; please, sah, one minute," the man said. For a minute he appeared lost in thought, then seemed to come to a determination.

"Ah'll meet dat 'jection, sah," he said. "Ah'll be right hyah in de mawnin'. Hit's a heap easier ter git married dan te git er job good as dis one, hit sho' is!"

Wonderful Lakes in the West.

Great Salt lake is not the only lake that is queer. Green lake, Colo., is noted as the highest lake in the United States, since it is 10,252 feet above the level of the sea, and also for the fact that its water has a peculiar faculty for petrifying substances that are placed in it. The water of Medicine lake, in the southern part of the state of Washington, on the Columbia plateau, possesses such unusual qualities that no vegetation grows on or near its banks. Owens lake in California is so rich in soda ash that 10,000 tons were taken out last year. The soda is taken from the water by the process of evaporation. This lake, like the Great Salt lake, gradually is disappearing.

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They are the Perfected Result of Years of
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Simple Account File



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

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



TRADESMAN COMPANY, Grand Rapids

TOO MUCH FAMILIARITY.

It Interferes With the Work of a House.

Familiarity breeds contempt, and contempt breeds knocks, touches, treachery and other things highly undesirable to all classes and makes of human beings, but most of all to those connected and supported by the same great interest—i. e.: employment in the same department in the same office.

All this has been written in the books that are labeled Wisdom.

But the strange thing about the long endured and long enduring proverb concerning the nature of the breed which familiarity sends forth is that it is absolutely true. Familiarity is the mother and father of contempt, except in the most rare and isolated of instances. These instances are the ones in which the persons acquiring said familiarity are gifted with common sense. Hence their isolation and rarity.

Familiarity is fatal to the highest kind of respect. This is because most human beings do not deserve respect in the extreme. You may know a man slightly and receive from him the full measure of such homage and respect as your position and your personality properly deserve. He will appraise your ability at its proper stature—perhaps add a little to it in his appraisal—and he will conduct himself toward you accordingly. Knowing you slightly he readily will accept you as a superior, if the fortunes of the world so work as to cast you into a position accredited as being above his.

But once let him get to familiar terms with you, as Stock Yards Freddie has it, "go in swimming with you," and the aspect of your relations changes as the day from night. It's all different then. You may be a genius; but the man at the next desk knows only that you smoke the worst cigars in the world and that your wife and you don't get along any better than you'd ought to. You may have the divine seeds of great power sown within you, and they may have blossomed into wonderful fruit; the fellow who beats you eight games out of ten at the club billiard table knows only that you are a stumbling chump, and that your success merely illustrates the great factors which luck and accident constitute in the affairs of men. All because you are familiar with him, and he is too close to see anything but the small things, which, in good truth, seldom are anything but fatal to greatness.

That was Cullerton's mistake, being familiar with the men of the department. Cullerton was assistant to the manager of the produce department. Now, an assistant is in a particularly delicate position. He hasn't any of the authority possessed by the Head, and yet he isn't one of the common herd. His authority as a usual thing is not the authority of a boss, but, at the same time, he is the superior of the clerks of a department. If he attempts to make a show of authority the clerks promptly label him a swellhead, and if he wishes to be popular there is only one thing for him to do. That is to mix.

Cullerton mixed. He mixed as well as any of the clerks, and he mixed with them. He was of a mixing temperament. Nobody liked to hear a new story any better than Cullerton; nobody liked better to get into the midst of a bunch and tell one. He called all the clerks by their first name and they in turn called him "Cully." This indicates the degree of familiarity which existed between the clerical force of the department and the man who was second in command.

It was Cullerton's mistake, of course, and because of it the clerks of the department made another mistake. Their mistake hurt them. Department heads, or even assistant heads, may make mistakes in the office of Going & Co. and not suffer severely therefrom unless the error is a colossal one. But the clerk who errs usually gets hurt.

But the story begins here:

Dagman, who was head of the produce department, went away for a period of six weeks. The tale that went out from his office merely was that he yearned for a chance to gaze upon the beauties of Swiss hotels, and was going to gratify the yearning. This was only half of the truth. Dagman long had suspected that four of his oldest clerks were not all that they should be, and he wished to know whether or not his suspicions were correct. He went about it in an entirely original way, as shall appear later.

Naturally when Dagman went away Cullerton moved into the office of the head, and from the moment of his entry became for the while the boss of the produce department. It happened to be in a busy season, but Cullerton was as well up, if not better, on the work of running the department than was Dagman, and he entered the chair without the least qualms or doubts as to his ability to conduct it as well as if the old man himself were there to steer it on. He reckoned a little—not much, but still a little—upon his popularity among the clerks.

"They all know that I'm a good fellow, that I want to do what's right, and that I will do what's right as long as anybody does what's right with me, and they'll show that they appreciate my friendliness by working for me, perhaps, just a little harder than ever they would work for the old man."

This was the line of reasoning that Cullerton pursued as he picked up the details of the work and started the machinery in operation under his own guidance.

"They'll pull with me for personal reasons," he told himself. And so they should have done.

But they didn't. It is to be recorded that from the outset of Cullerton's assumption of the duties of department manager the men under him, and especially the four old clerks whom he depended most upon because he was upon the most intimate terms with them, began to lie down. Instead of digging in and doing their best to see that the work ran along smoothly and without error, they let it go on as it might. If it went on all right, well; if it didn't, well. Cul-

Every Grocer

has customers who buy their teas and coffees at other stores. You should keep your customers and to do so you

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

lerton was in the head's chair and Cullerton was no more fitted to run the department than even the least of them.

"What do you think of that guy trying to pretend that he's a department head?" said one of the old clerks to another. "It makes me tired the way they're boosting that guy along. Why, say, he isn't any more fit to run the department than Curly, the office boy."

"No," said the other one, "and then the way he goes into the job with his sleeves rolled up as if he was going to turn things upside down while the old man is away is enough to make a man sick of the sight of him. The dub! Well—we'll see how he makes out, eh?"

Then they both laughed.

"Yes," said the first one, "he's gone along like a cyclone so far because he hasn't really had any responsibility upon him. Now he's up against the real thing, we'll see how far he goes before he gets shown up. Why, a fellow like him has't got any more right being boss than any of us have."

So they proceeded to demonstrate what a poor boss Cullerton was. They did this in the only way open to them. They "threw him down." This is technical verbiage for "neglect to do their best." And it was necessary to the proper prosecution of the work of the department that every man in it do his best, especially so when there was a man missing. The result was that the report went to Old Going in the throne room that "Cullerton had the produce department hopelessly balled up." As a consequence a cable message went to Dagman reading:

"Come home. Going."

Cullerton was frantic. He raved and he tore his hair, and still things went wrong. He worked seventeen hours a day and he worked like a madman when he worked, but it didn't do any good. The rest of the force was holding back, and no one man was big enough to pull the load by himself. When he heard that Going had cabled for Dagman to come home Cullerton threw up his hands.

"The dirty dogs, they've done me, all right," said he. Then he went down town and began taking two hours of boxing lessons every evening with a view toward evening up accounts when the ax finally found him for its own.

Five people had the surprise of their lives when Dagman got back. The four clerks who had thrown Cullerton got the biggest one. They were waiting the old man's homecoming with great glee, knowing that upon the day of his arrival Cullerton would meet up with the retribution which he had so long and so well merited. Their surprise was colossal. The hiding that the old man gave them took away their breath. He told them exactly what they had done; told them that he had gone away simply for the purpose of discovering the measure of their loyalty, or lack of it; told them how he had discovered it—just as he expected to—and now he had no use for their services. Good-by.

Cullerton's surprise was in two parts. He was surprised that he wasn't let out, first of all. Then Dagman called him into his office.

"Well, I hope you've learned your lesson," said he.

"Which one?" asked Cullerton.

"Don't get familiar with your help."

"You bet I have; I've learned that one to the last letter," replied Cullerton.

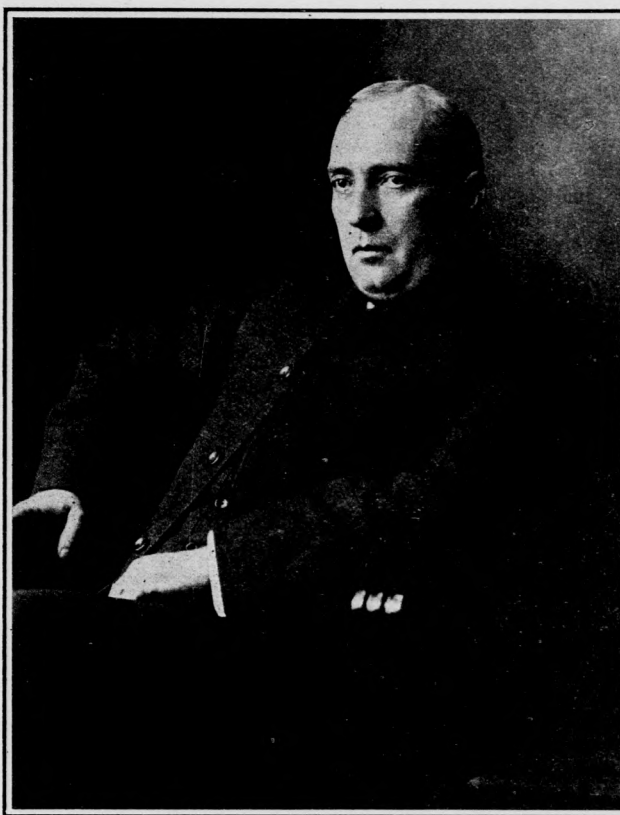
"Well, then, get back to work, and live up to it," said the Head.

And Cullerton sat down to his desk with a new crease around the corners of his mouth. Allan Wilson.

Rare Art Finds in East Asia.

In oldest Asia Dr. M. A. Stein has been finding art remains which have emerged from the debris mounds of Buddhist shrines that must have been in ruins for four or five centuries before the Tibetan occupation. In one of them there came to light colossal stucco relieves showing the closest relation to Graeco-Buddhist sculpture of the first century of our era. The influence of classical art is reflected with surprising directness in the fine frescoes which cover what remains of the walls of two circular temples inclosing Stupas. The main paintings which illustrate scenes of Buddhist legend or worship are remarkable for clever adaptation of classical forms to Indian subjects and ideas. But even more curious are the figures represented in the elaborate fresco dadoes. They are so thoroughly western in conception and treatment that one would expect them rather on the walls of some Roman villa than in Buddhist sanctuaries in the confines of China. One cycle of youthful figures is a gracefully designed decorative setting, representing the varied joys of life—a strange contrast to the desolation which now reigns in the desert around the ruins, and in fact through almost the whole of this region. Karoslethi inscriptions, painted by the side of the frescoes, and pieces of silk bearing legends in the same north-west Indian script, indicate the third century A. D. as the approximate period when these shrines were deserted. Dr. Stein for the last few years has been on an official mission for archaeological and geographical exploration in central Asia. Since he last wrote, in December, 1904, he has covered close on 1,200 miles' marching distance eastward.

"Fighting Bob" Evans was given that title before he ever was in a battle. When he unpacked his baggage he day he went to Annapolis he hung on the wall a framed Bible text that his mother had given him. It was against the rules to put anything on the walls, but he did not know it. The minor officer ordered him to take the text down. This he refused to do, saying he would fight first. The Commandant referred the matter to the Secretary of the Navy. The newspapers and religious weeklies took it up, and the Navy Department was charged with hostility to religion. Although the rule was never rescinded, it was ignored in this case, and the text was not taken down.



The engine with the loudest toot doesn't always draw the heaviest load.

I have bumped up against a good many different sides of life, have had my tire punctured frequently, know something of human nature and fully realize that I don't know it all.

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Some people who have bought it are kind enough to say they like it.

Epigram cards for monthly mailing, salesmen's advance cards, trade letters, in fact, if you want anything in advertising that is just enough different from the other fellow's so that it will attract favorable attention, I shall be glad to hear from you.

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THE SUN'S HEAT.

New Science Solves the Problem of the Universe.

How does the sun keep hot?

It is one of the riddles of the universe and the new astronomers and physicists have got to answer. They have found it just to-day, this minute, this century that is but being born. They are inspired by some genius of the new era and can speak where the elder men had to hold their peace or talked in vain. The names of the new scientists are legion: J. J. Thurston, Becquerel, the Curies, Rutherford, Ramsay, Sidy, Brookes, Lange and high hosts of others like Robert Duncan Kennedy, who interprets their wise words and works into the common tongue of the laymen, who only can look on with eyes and mouth agape.

It has been one of the prime problems of the thinkers—how the sun maintains its heat. At first they naively supposed that the sun's fires were sustained by common combustion, that the sun was a burning mass which would go out as soon as the coal or other fuel was exhausted, and that then there would be an end to heat, light and life. But the wisest of the wisecracks and the most thoughtful of the puzzled thinkers began to suspect blunders, and at last they agreed with Prof. Tait, who was their spokesman, and suggested this:

Take (in mass equal to the sun's mass) the most energetic chemicals known to us and the proper proportion for giving the greatest amount of heat by actual chemical combination and so far as we yet know their properties we can not see the means of supplying the sun's present waste for over 5,000 years. It is obvious that the heat of the sun can not be supplied possibly by any chemical process of which we have the slightest conception. This question is unanswerable unless there be chemical agencies at work in the sun of a far more powerful order than anything we meet with on the earth's surface. So the sun would have had to burn itself up thousands of years ago, and as it still runs fiercely across the sky every day and keeps the whole earth alive, the thinkers had to think something else.

Some suggested that the meteorites falling into the sun also could generate enough heat to maintain its energy.

But this source seemed folly. And then came Helmholtz. His idea proposed that the heat of the sun might be maintained by its own contraction from a nebular condition. Helmholtz won all his good brothers of the world's laboratories to his way of thinking and the Helmholtz theory that the sun gave out heat because it was shrinking has held its own until these latest of latter days, despite the tangle it made of geology and biology. It did not give them time enough.

Prof. Young began to doubt. He said that no conclusion of geometry is more certain than this, "that the contraction of the sun to its present size from a diameter even many times greater than Neptune's orbit can not have been emitting heat at its present

rate for more than 18,000,000 years, if its heat really has been generated in this manner."

Lord Kelvin followed up with a most melancholy conclusion. He calculated the energy lost in the shrinkage of the sun from its long ago nebular condition of "infinite dispersion," and decided that on the whole it was probable that the sun had not illumined the earth for 100,000,000 years, and almost certain that he had not done so for 500,000,000 years.

"As for the future, we may say with equal certainty that inhabitants of the earth can not continue to enjoy the light and heat essential to their life for many million years longer unless sources now unknown to us are prepared in the great storehouses of creation."

In these latest of latter days the clever folk have discovered these unknown sources of energy and supplanted the melancholy Helmholtz theory with a more cheerful prospect for the weary world. The new found energy, is in radio activity.

We know that there exist in radium enormous quantities of the element helium. We know also that helium is a decomposition product from radio-active substances, and, finally, we know that radio-active substances generate enormous quantities of heat. The people who have experimented with radio-activity have taught us all this, and pointed to the possibility and the probability that there exist in the sun's mass large quantities of radio-active matter. And on this supposition it easily is possible to increase enormously the duration of the sun's age and heat in the past and to prophesy its duration for untold millions of years to come.

The clever chemists have shown that the presence of 3.6 grains of radium in each cubic meter of the sun's mass is enough to account for its

present minimum of heat, or, calculated in another way, that 2.5 parts by weight of radio-active matter in a million would keep the sun going. Rutherford decides that if the energy in other atoms of the chemical elements is used by the sun it may continue to radiate at its present rate as much as 500 times longer than the maximum limit allowed by Lord Kelvin.

So the doleful conclusion of yesterday's science that the earth sun will come to an end and in a time short out of all proportion to its past duration was needless sorrow. The world still lives and only has begun to be.

Perhaps we at the foot of the class may wonder why radio-activity is not perceived on earth if the sun has this radio-activity. But the erudite fellows at the head of the class tell us it can not be perceived. For even the most penetrating of the radio-active rays, the gamma rays, would be practically stopped and absorbed by the earth's atmosphere, which is equivalent to 30 inches of mercury in density and power to absorb the corpuscles composing the radio-active rays of light.

Another riddle of the universe that has teased the erudite bigwigs is the age of old mother earth. Could any old fashioned woman of uncertain and none too tender years have more astutely eluded the questions of the elder scientists? During the last fifty years there has been a bitter debate. The physicists were on one side. The biologists and geologists were on the other side. Not any of the physicists would grant the time demanded by the geologists and biologists for the changes that these men have noted in rock and plant and animal. The physicists would not go beyond ten million years. The geologists would take nothing less than a thousand million.

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

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and you can not supply it, will he
not consider you behind the times?

HAND SAPOLIO is a special toilet soap—superior to any other in countless ways—delicate enough for the baby's skin, and capable of removing any stain.
Costs the dealer the same as regular SAPOLIO, but should be sold at 10 cents per cake.

Lord Kelvin was a physicist. He calculated the age of the earth by considering the heat of the earth in the interior, and the rise of temperature as one descends below the surface. This rise in temperature amounts to about one degree, centigrade, for every one hundred feet of descent. Taking into account the average heat conductivity of the earth, we get Lord Kelvin's conclusion that ten millions of years ago the surface of the earth still was molten. And this conclusion the natural scientists would not allow. This earth was teeming with living things by that time.

The mistake of the physicists was this: They assumed that the earth was a self-cooling body and never surmised that it might be and was a self-heating body as well. The new science proves this.

It proves this victoriously. One grain of radium yields about 100 calories of heat every hour, or 864,000 grain-calories a year. Instead of calories we can say units. They are the pounds or yards or quarts for measuring heat. So that an exceedingly small amount of radium present would compensate for the heat which the earth loses by conduction. The physicists express it in this wise: 2.6×10^{-13} of radium per unit volume or 4.6×10^{-14} per unit mass. But if you and I do not understand that we get the general idea of a most minute proportion anyhow and that is more important than figures.

Or take uranium. Uranium probably does not evolve more than a millionth of the heat of radium. Yet those who know can show that the presence of a microscopic fraction of this element scattered through the earth would suffice not only to keep the earth's temperature constant, but actually to raise it from a cooler temperature to a hotter.

And do they actually find in the ordinary earth enough radio-activity to furnish the heat needed to balance the earth's loss by conduction? They do indeed. They find radio-activity everywhere in all matter, in the soil, the water, the air, everything. The air of cellars and caves is markedly radio-active. So it is with the air sucked up from the soil, particularly clay. The air of the free atmosphere, normal air, is slightly radio-active.

A wire strongly electrified and suspended in the air for a few hours acquires a strong ray emitting power which may be rubbed off and transferred to leather moistened with ammonia. Everywhere over the earth there seems to arise an emission of penetrating rays. All matter seems to be radio-active in some measure.

More than this, Rutherford has shown convincingly that this radio-activity of ordinary substances is in the right order of magnitude to balance the loss of the earth's heat into space.

So the old physicists after all were right only as far as they went, and they did not go far enough to discover that the earth not only cools off but also heats itself. The geologists and biologists also were right and they may have their thousand million years for their rocks to form, their grass to grow and their ani-

mals and men to evolve. They may have them and more. For the debate is over; the riddle looks solved, and the new physicists with their new knowledge have solved it.

Ada May Krecker.

The Province of the Credit Man.

After duty to the employer comes that to the customer. A man's life, the welfare of his family, are much dependent upon the success of his business. The thousands of merchants in the smaller communities make up an important part of the citizenship of the country. Mistaken severity has killed the credit and stopped the usefulness of many of these men. Between duty and sympathy a line must always be drawn—but I am free to say that behind the success of most old credit men will be found the steadfast support of merchants grown prosperous after a period of hardship through which they were helped by intelligent sympathy and discretion; and I will further submit that of all the performances that yield satisfaction in reflection among reputable business men, those connected with the aid of a worthy fellow tradesman to prosperity are the most gratifying. The bond of human brotherhood is deep in us all, and we revert to its call and solace when the strife of trade is put behind. Response to it yields a compensation that is beyond the material, and that impresses the spirit with a repose which comes nearer than anything we know to identifying it with the infinite.

Against the attitude of care and discrimination in the extension of favors, I would put that of rigid severity as something to be avoided. The law of human, as well as social progress, is compromise. So is the law of trade. A continuously arbitrary attitude, or one of unyielding severity, is destructive of business progress, as well as of profitable commercial relationship. The high and mighty credit man has no place in modern business. The pressure of commercial progress and its demands push him aside. Stanton.

She Squelched Him.

Miss Ellabelle Mae Doolittle effectively squelched a young man at a dance the other night. Miss Doolittle, when the fad first became fashionable, was operated on for appendicitis, and the young man knew this. In a waltz she had with him he said:

"Miss Doolittle, it seems to me you dance better since you had your appendix cut out."

"Is that so?" replied the great poetess.

"Yes," he said.

"Well," came from Miss Ellabelle Mae, "why don't you have yours cut out?"

Was't that a hot one?

Greater New York has commenced the construction of an aqueduct that will cost \$160,000,000, and be completed in thirty years. It is expected to bring pure water from the Catskill Mountains to the metropolis in quantity sufficient to supply the millions who will want it in 1937.

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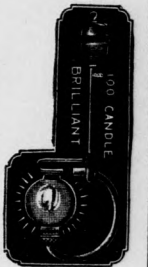
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THE CORNER CLUB.

Wisdom of the Assemblage Centers on Opportunity.

Written for the Tradesman.

The corner grocer, who is Perpetual Grand of the Corner Club, was absent last evening when the members of this deliberative body met at the back end of the corner provision store, and so the teacher was called to the chair.

At least two of the members of the Club, the butcher and the hardware merchant, are opposed to the teacher on general principles, and, thinking to make a verbal killing, the former made the motion and the latter supported. Thus the teacher, like many another man in this crooked world, was boosted temporarily to a position of prominence by the malice of his enemies. They wanted him in the chair so they could lambaste him impersonally and show him, to his own satisfaction, that he wasn't much. The teacher smiled as he took the grocer's big chair. Perhaps he had an inkling of the true reason for this honor being thrust upon him.

As soon as the new chairman had rapped for order and the delivery boy had withdrawn to his stronghold by the alley door, the butcher arose and presented the following preamble and resolution, casting many a malevolent glance to note their effect on the teacher as he rolled the words under his tongue:

"Whereas—Long vacations in the past have been marked by the mischief of the high school boy; and

"Whereas—Most of the mischief known to boys is learned at the schools; and

"Whereas—Some of the mischief ought to be extracted from the boys before they are sent back to the care of the teachers to learn more; therefore, be it

"Resolved—That every high school boy ought to be put to some hard and time-filling employment during the long vacation; and be it further

"Resolved—That our schools need less devilry and better teachers."

The hardware man arose to second, but the mechanic was first on his feet, roaring out in a voice that shook the windows:

"I second the resolutions. I would like, however, to move to amend that a surgeon be employed by the State to extract the high school yell. The boys ought not to carry it into

the shops, as it might disassociate some of the workmen from their jobs. I would also like to add a third resolution abolishing the high school. My children have to quit at the eighth grade and go to work. If something is not done before long the State will soon be providing red automobiles for the seniors. Yes, sir, I'm in favor of the resolutions."

"I don't want any fool amendments tied on to my resolutions," declared the butcher. "The high school is all right if people have the gumption to support their children until they can be graduated. At least the high schools would be all right if we could get a few teachers like we used to have when I was a boy."

"This discussion is out of order," rapped the teacher. "The mechanic will sit down and the butcher will be as civil as it is possible for a man to be with a keg of beer in his interior."

The butcher arose as if to throw something, and the delivery boy opened the alley door a crack and made ready to jump out.

"I arise to speak to my resolutions," the butcher began, after the mechanic had separated him from a can of beans which he was about to hurl at the chair. "What do we see in summertime? Boys loafing about the city, smoking cigarettes and attaching dogs to tin pans and other things that rattle as they bump over the ground. You give a high school boy a glass of pop and a baseball score-card and he thinks he's a sport. Therefore the resolutions providing for some good, honest employment during the long vacation. Of course the fault lies at the door of the teacher, who teaches by rote, and wouldn't distinguish a juvenile Dickens from a juvenile Jesse James. I move the passage of the resolutions."

"The speaker seems to be almost human in his ideas," said the teacher, "but, as usual, he gets the cart before the horse. I take it that he means to reform society by teaching the boys some healthful and remunerative occupation during the long vacation, but he doesn't know how to express himself any more than a cow."

"I take it," said the hardware merchant, "that the teacher has his hair parted exactly in the middle to balance his alleged brains. I hope he'll keep 'em balanced, and not go rambling around in personalities."

"I move the previous question!" roared the butcher, who was now being held in his chair by the hardware merchant.

"As I was about to observe," continued the chair, "when interrupted by the vaporings of a person who seems to be in the first incarnation from the tree-climbers, there is a show of sense in the idea advanced by the butcher, only he goes at the remedy from wrong motives. He wants to banish the boys to the shops to keep them out of the way, while they should be kept reasonably busy during the long vacation in the interest of their own future. The boy who goes out and works during vacation finds out that there are other people in the world besides mamma and papa, and that these other people have whims and prejudices as well as numerous noble qualities. He learns that—"

"If this is to be a lecture on 'What the Boy Finds Out,'" shouted the hardware merchant, "I move that the chair rent a hall and not obstruct the work of the Club."

"The boy learns that no one person can make himself complete in the world. That he must derive all his profits and his pleasures, as well as most of his pains, from others. He learns that he must take the place in the world that he makes for himself, and that in order to get a good place he must be good to those he gets it of—the people. He learns that a grouch gets nothing, and that the more he learns from others the wider field he will have to make a hit when Opportunity comes sailing along his way."

"Make a list and send it in by mail!" roared the butcher.

"I hope I make it clear," continued the teacher, getting ready to dodge if the butcher should throw the three-pound weight which was in his hand,

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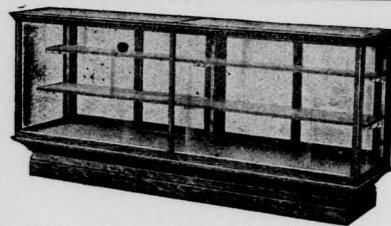
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"that the boy would be benefited by the proposition enclosed in the resolutions. You set a boy out into a job and he finds out what he can do, and he finds out what he can't do. He finds out that people kick as well as praise, and that the tallest kicker is likely to get the cheese. He finds out that Opportunity does not come into saloons and pool rooms looking for boys."

"I move that we fire the chair!" roared the butcher.

"The chair is talking to the question," continued the teacher, "and is drawing inferences from the resolutions which the butcher never thought of. As I was saying, Opportunity doesn't go around looking at the ends of mamma's apronstrings for the right sort of a young man. When a boy gets out into the work of the world he gets into the path that Opportunity treads. Therefore, the boy should be set at hard work, during the long vacation, not to keep him out from under foot, but to place him where he acquires something that he can't learn out of books. Yes, the butcher is right. High school boys ought to be employed during the long vacation. It seems to me that all history shows—"

"Cut it!" roared the butcher. "Have-n't I a right to talk to my resolutions?"

"All history," continued the chair, "shows that it is being ready for Opportunity that counts in this world. Lincoln was ready for the slavery issue when it arose. Grant was ready for Opportunity when it took him out of the tannery and put him into the uniform he had discarded. Rockefeller was ready with hand and brain when petroleum got to be a world-wide necessity. Now, there are as wise statesmen as Lincoln, as good soldiers as Grant, as keen financiers Rockefeller, thousands of them, in the country to-day. They are all waiting for Opportunity. When it comes there won't be one out of a thousand ready for it."

"It strikes me," said Mr. Easy, "that the chair is going a long way outside of the question before the house to get in a second-hand talk on Opportunity. What is Opportunity? It is being there, right on the spot, at the right moment. That is all there is to that. Meeting with it is like drawing a prize in a lottery, so what's the use of fishing for it?"

"The speaker is out of order," said the chair. "The chair is talking to the subject of boys being employed during vacation time. He is showing what benefits they may derive from such employment. He is showing how they can train to catch the baseball of Opportunity when it comes to their plate. The speaker will never know how many Opportunities have passed him by because he wasn't ready for them and didn't recognize them when they knocked at his door. I would have the boy ready to meet his future when it comes, and if the butcher will lay down that three-pound weight the chair will elucidate the point for a couple of hours."

The weight left the butcher's hand just as the mechanic reached for him and the teacher ducked. The flying

missile struck the gas burner and knocked it off, and there was a volcano of flame in the room. The delivery boy rushed out the alley door and called the fire department. After he had superintended the formation of the hose company he looked into the store to find the pipeman playing an inch stream on the butcher, who was trying to get at the teacher through a perfect Niagara of city water.

Alfred B. Tozer.

Beef Shortage at Montana.

Beef cattle will doubtless be more scarce in Montana this year and shipments smaller in number than for many years past, says the Anaconda Standard. This is due to the severe weather of the early part of the winter and the extreme cold which prevailed during January, when many cattle perished in Northern Montana.

At present the calf round-ups are in progress in the range country, but the reports which have come into the stock towns are by no means encouraging, the crop being reported exceptionally light, and many carcasses are found on the range. The greater part of these are doubtless she cattle, young stuff or new cattle brought in the season before from outside points and not thoroughly acclimated to the range. The big, strong cattle, the steers which are matured, with very few exceptions, came through the winter in good shape, and there will be nearly the usual run of this class of stuff to the Chicago market as soon as the grass season opens.

The shrinkage of grass-fattened beef will, therefore, come from the lesser amount of she stuff sent to market, which in the course of a season's shipment means many thousand head, as it is the practice of many cattlemen to ship every she animal fat enough for beef every season. In addition there are many sprayed heifers which are sent to market.

Contagious.

An Irish lad on the East Side was obliged recently to seek treatment at a dispensary. On his return home from the first treatment he was met by this inquiry from his mother:

"An what did the dochtor man say was the matter wid your eye?"

"He said there was some furrin substance in it."

"Shure!" exclaimed the old woman, with an I-told-you-so air, "now, maybe, ye'll kape away from thim Eyetalian boys!"

The Millennium.

Senator Foraker tells of a remarkable speech made by an illiterate spell-binder in a Western State, wherein the orator, gradually working himself into an hysterical condition, exploded his peroration something as follows:

"Fellow-citizens, when these principles of ours is triumphant we shall have happiness and prosperity from Maine to California, from Florida to Alaska, from Alpha to Omaha!"

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Shaking Up as a Remedy for Modern Ills.

The other day a willful, 15-year-old girl in a neighboring city disobeyed her parents, and when she returned home her wrathful father emphasized his rebuke by giving her a good shaking, whereupon she went promptly forth and had her stern parent arrested for assault and battery, in which she was upheld by the magistrate before whom the case was tried, who contended that fifteen was past the shaking age limit and fined the man for inculcating obedience by physical force.

Perhaps the magistrate was right. If the girl had been spanked sufficiently when she was little, she wouldn't have needed a shaking so bad when she was older, and it ought to be a solemn warning to all parents to begin in time on their children, but the incident calls attention once more to the hardships of having to treat as reasonable and sensible human beings those who are nothing but spoiled children—who never outgrow the shaking age in mind and character—and who ought to be dealt with on that basis. We all know so many people who are ruining their own and other people's lives, and who might be regenerated and made agreeable members of society if only there were somebody who had the right to give them a good shaking every now and then and make them behave themselves.

And, oh, wouldn't you like to be the lord high executioner?

Think of all our discontented, disgruntled friends who, with all the materials for happiness in their hands, deliberately throw them away and get nothing but misery for themselves and others out of life, and let us, brethren and sisters, heave a sigh over the fact that custom and law put a time limit to the age at which people can be forcibly reminded of their blessings, if they can not be appealed to in any other way.

There is the domestic woman, for instance, who has a good husband and a comfortable home and little children, yet who is always bemoaning the slavery of her lot and exalting and envying the freedom of the bachelor woman. She complains that she is forever ordering meals and darning stockings and cleaning up the house and washing little faces and tying up hurt fingers. "Is this an adequate way for an intellect like mine to expend itself?" she demands tragically. "What do I get for my labor beyond my food and clothes and—er—er—perhaps a trip to Macatawa Park or Bay View in the summer, and things like that?" The idea of such a woman making a bid for public sympathy, on the grounds of her misfortunes in life is a public outrage, yet there is not a week we do not hear one do it, and the queer thing about it all is that she is in dead earnest and considers herself

a poor, put-upon, down-trodden member of the community.

Doesn't she need somebody to give her a good shaking and make her remember her mercies? She talks about the liberty of the bachelor woman and never stops to think that liberty's other name for a woman is loneliness. The woman who can go and come as she pleases is the most forlorn creature on earth, because it means that nobody cares, when she goes, whether she ever comes back or not. The housekeeping woman complains of her drudgery. Doesn't she have time every day of her life to lie down if she feels bad? Doesn't she have leisure to gossip with a neighbor? Does she have even the slightest conception of the work of the hard-driven woman in a store or office, who can't even afford herself the luxury of time to be sick? As for the pay, count upon your fingers, my dear, discontented domestic woman all the business and professional women you know who earn enough to enable them to live in the style you do and tell me if you do not think you have a pretty good paying, soft job? Any woman who has a good husband and a good home has drawn the capital prize in the lottery of life and she has no right to be anything but happy herself and make other people happy.

Then there is the wall-eyed genius with which so many families are afflicted. Sometimes she plays on the piano, sometimes she messes up things with paint; sometimes she writes verses and does not comb her hair; sometimes she haunts the matinees, buys actors' pictures and recites Kipling with fits and starts and in a hollow voice at evening entertainments. Whatever her special turn, she is never any account at home. Mother has to make all of her clothes, because she is too "literary" to learn how to sew. She can not wash the dishes, because that would ruin her hands for piano playing, so mother or the other girls have to do that, too. You couldn't trust her to clean up a room because she is too artistically attached to dust to sweep under the bed, and you couldn't think of calling up a future Lady Macbeth to get breakfast, for while her eyes were rolling in a fine frenzy she would be sure to overlook the fact that the potatoes were burning and the steak was still in the ice box. So far as my experience of the family genius goes, she does nothing but loll around the house in an untidy wrapper and let everybody else wait on her—and when, finally, as only too frequently happens, some misguided man marries her, she merely shifts the scene of her incompetency and laziness and general good-for-nothingness to another home, to make that uncomfortable. Wouldn't you just enjoy seeing somebody give her colossal vanity a jar and make her see that one good loaf of bread is better than a barrel of slushy poetic yearnings, that Wagner is all right as a side issue, but that it is a poor substitute for a clean hearth and a well-cooked dinner for a hungry man, and that the domestic stage affords ample room for all the historic ability any woman is likely to have? She'll

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need to know how to cajole and coax and weep when it is effective, and take high tragedy attitudes when it is necessary, if she wants to get along peaceably and comfortably with the average man.

Another woman who would be benefited by a good shaking is the married woman who clings to the idea that she is a fascinator. I do not mean the wicked women, who may be trusted to look out for themselves, but just those mushy, silly, sentimental creatures who carry on mild flirtations with any man they meet and who are always talking about affinities. They wear a far-away, pathetic look and their strong suit is being "misunderstood." Their husbands never understand them, by any chance, and they vaguely hint that they are pining away under the withering blight. Poor, dear John is good, of course. They do not criticize him—then they heave a sigh—but he is so martial. He is not soulful like they are. He could not simply live on Ella Wheeler Wilcox, he could not repeat a single passionate line from Swinburne to save his life, and the only thing that would really thrill him would be a raise in his salary. This type of woman lives mostly in hotels and boarding houses, where she has nothing to do but feed her ill-regulated mind on problem novels and erotic poetry, and that she does not oftener come to grief must be attributed to the long-suffering mercy of that Providence that watches over children and imbeciles. She is not a bad woman at heart. She does not really mean to do any harm. She is merely sentimental and vain, but she has wrecked homes and caused murders. It is not the intentionally criminal who do the most harm in this world. It is the silly fools. Everybody who has boarded about much knows dozens of such women, and no sensible person ever sees one without wishing they could take her by the shoulders and give her a good shaking and set her feet once more on the straight path of honest living.

There are plenty of other women who need a good pulling up and being made to look things squarely in the face. Among them is the working woman. There is the shop girl who chats with Mamie or Sadie about what she did at the lake last night, and who answers customers over her shoulder that "we haven't got it," without taking the trouble to look. There are the stenographer who never learned how to spell or write a decent letter and the woman who thinks that because she belongs to the once rich and blue-blooded De Smythe family, instead of the plain Smiths, anybody ought to be too glad to pay her any price for any sort of work. Yet these women wonder that they get starvation wages and loudly prate about the injustice of women's pay not equaling men's. My dear sisters, you need a good shaking up that will teach you that business is business and that if a man did his work as poorly as you are doing yours he would be fired the next day. Men don't expect as good work from women as from men and

our petticoats are at once a shame and a protection to us.

Nor is this childish conduct confined by any means to women. There are just as many men who need to be pulled up in their career of folly, and made to act sensibly, and behave themselves as there are women. There is the man who lets his temper ruin all the happiness of his home. He may be otherwise a model of all the virtues, a good provider—in reality a loving husband and father—and when his wife and children can forget his irritability they do justice to his good qualities. This is not generally until he is dead, and then they put him up a beautiful monument and people speak of how bravely they bear up under their affliction. There are plenty of men like that who say things to their wives so sneering and so insulting they would not dare to say them to a man of their own size. Their children fear them. Their coming is a wet blanket over the household. Doesn't such a man need somebody to yank him up short and make him see the folly and the wickedness of throwing away all the beautiful love and pleasure he might have himself, and of which he is robbing others?

The moral of all of which would seem to be that inasmuch as we all, men and women, are but children of a larger growth, we should be treated as children and when we won't behave ourselves we should be made to.

Dorothy Dix.

To Check Infant Mortality.

The waste of children lessens as the world grows wiser. Dr. George M. Mangold of the University of Pennsylvania preaches the physiological advantages of contributing to a growing population by means of lowering the death rate rather than by increasing the rate of birth. Mental anguish, physical and economic cost, would thus be reduced to a minimum. The marvelous reduction in the former rate of infant mortality in certain quarters has fallen from 250 out of every 1,000 to 144 out of every 1,000 in the last 200 years, and indicates what social reform may accomplish and what a saving of lives may follow. The differences between rural and urban death rates suggests the character of the environment needed for the increased healthfulness of cities. The contrasting conditions disclosed in large American cities and the gratifying results of sanitary measures, milk inspection, and advancing intelligence pave the way for a growing hopefulness. Society can insist upon preventive reforms. It can reduce the waste of infant lives and conserve our potential population. Let us ascertain whether our population is sufficiently fecund by giving every new born babe a fair opportunity for life. Certain classes are chargeable with a low birth rate, but for the masses the most important problem is a diminishing infant mortality. When the best of society's efforts in this direction have been realized, then a solid basis for subsequent reasoning concerning the probable future of our race will have been established.

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

NEXT TO THE HUSKS.

Wandering Clerk Writes To His Old Employer.

Written for the Tradesman.

My Dear Mr. Brown: At last I am able to keep the promise I made to you when I pried myself loose from your payroll and set forth in quest of an easier job and a bigger salary. The mercury must have been about forty below zero on that fatal hour. At least it was a cold day for me when I parted company with you, my meal ticket. When I promised to write to you, I had in mind a series of triumphant letters which, in detailing my victories in the world of commerce, should cause you to hark back longingly to the time when you had in your employ the only genius, the one all the big firms were bidding for. This refers of course to your faithful Samuel. I could see myself in a private car, on that day, with a black boy in white clothes feeding me on fizz stuff out of a bottle with a long neck.

Oh, but I was the smart aleck as I rolled away that morning in a parlor car. Grand Rapids looked to me like the change out of a pool check. I reasoned that the world was before me, to pick and choose according to my inclination, and that I would cut the biggest swath in the field just as soon as I got settled into something congenial. The world was before me, all right, but I guess the wireless neglected to inform the waiting multitude of my approach. At least I found no delegations at the stations with brass bands and flowers at ten dollars a throw. In fact, I came and went and no one picked me for a winner. Say, when a young man goes forth to seek his fortune he wants to remember that the old roosters who were building up soulless corporations while he was editing a nursing bottle are too busy to write checks for him outside of the regular routine.

And right here, before I forget it, I want to ask a favor of you. Most any morning now I would welcome a delegation with a ham sandwich and give 'em the key of the freight yards, where I'm idling away my time doging chunks of coal propeled from the tenders by firemen whose faces need washing. A grab at the cracker barrel and the box of funny little fish back by the ice chest would look to me like a Roman banquet at any hour of the day or night. I dreamed last night of a beefsteak dinner at Bauman's, and awoke in a fit of indigestion. Honest, I believe a square meal would filter through my ribs. I'll have to be soaked up like a barrel before I'll hold anything in the provision line. But about this favor I desire to suggest. I merely dropped the above remarks in by way of persuaders. I wish you to move the cracker barrel and the herring box back by the alley window. If I ever get strength to walk back to Grand Rapids, and the store is closed, I'll need them within reach from the alley, so I can break the window and feed up. This is important. Don't forget.

I have no time to tell you what a high jinks I had as long as my \$27.30

clung to my inside pocket. Nor shall I give myself unnecessary pain by setting down for your edification the manner of my seperation from it. Suffice it to say that on the fifth day after my airy departure from Grand Rapids I awoke one dreary dawn in Southern Illinois, with my head pilowed on a railroad tie and my stomach asking impertinent questions concerning my financial status. I reached out and found my head, which was much smaller than I had anticipated, judging from the feeling. I found one eye to be closed, and the other inclined to see things through a halo. And it was a shame the way the brakeman who fired me from the bumpers had frisked my pockets. You see I had ben economizing by riding between freight cars, where I wouldn't be tempted by the passe fruit of the train boy.

I think I must have put up some sort of a scrap with brakey, for my right knuckles were bruised, and there was about me an odor of train oil which I must have acquired in a clench with the man who seemed to be serving a writ of restitution for the company. I would have vacated his old bumpers without contest if he had given me proper notice. Oh, but I was good and sore, internally and externally, over what had transpired, and made for the nearest farmhouse with breakfast in mind. I got it—not. The tiller of the soil offered to let the dog give me a bite for breakfast, and the dog didn't get there quick enough to see the farmer get his. Then I took my appetite out into the scenery, and I think I would have cooked some of the best parts of the dog if he hadn't mistaken the trail and treed a patent medicine man in the next township. I heard all about the escape of the daring robber the next day while a bunch of weary willies were boiling water for soup in an old tomato can down by the peaceful river.

It was then the hobo role for your little Samuel. Say, but the canned goods and crackers and cheese in the little old corner grocery have been in my mind for a long time. I think I would now give up my share of the private car and the honor of a cut in a newspaper for a little flat can of lobster. The boys of the tomato can brigade were pretty good to me, but I think I'd like to get my feet under a table once more before the crack of doom. If you see a lean man coming into the front door some morning you open a can of prepared soup, and you needn't mind about warming it up. That will take time.

As you see by this letterhead I'm now patronizing the Leland Hotel. It is a good hotel, with gold trimming on the fixtures, including the clerk, who looks like an animated cathedral window when the sun shoots a line over his blue glasses. It is my private opinion that he wears the glasses to conceal from the traveling public the cold and mercenary gleam of his eyes. He does not yet know that I'm patronizing his house. If he doesn't demand the space I occupy before I finish this letter, I'm going to seal it in a hotel envelope and drop it into the "out" letter box.

They'll mail it, all right, with the address of a business man on the envelope, written in my clerkly hand, just now a little weak because of a stringency in the breadstuffs market.

You remember how I used to buck about carrying in coal for the dear old stove by the cigar counter? Yes, oh, yes. I was mother's pet those days, and wanted a vally to manicure my shoes. Well, I carried in a ton of coal for a quarter day before yesterday, and spent my last nickel yesternight at a long bar where convivial men were trading blue sky for alcoholic beverages. Incidentally, I may as well inform you that my connection with that long bar is closed. I tarried at the liver and beans on the lunch box so long that the porter suggested that it would be the bung-starter for mine if I didn't buy again. I got to the door first with a piece of fried liver in each hand. That was about twenty-four hours ago, and there's been nothing doing since in the grub line.

HORSE COLLARS

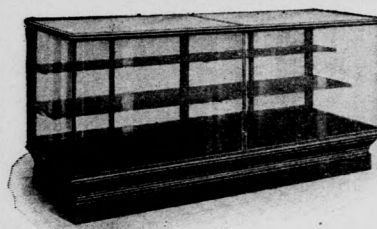
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Tradesman Company - - - Grand Rapids, Mich.

You remember little Jamie Buller? The smooth little cuss who used to arrange the delivery horse's banks of a morning, a year or so ago? I met little Jamie in this busy mart of trade only the other day. He was wearing his coat high because good, kind Isaacstine has his other shirt, and his other shirt is the only one he has. He told me that he was stopping at the Purmer House, and I guess he is, for he stopped just south of it when he was with me, and went around by a back street. I guess that little Jamie has been down the bumps as well as your devoted Samuel since he cut loose from his daily avocation in the city by the Grand River—and in flood time the city is in the Grand River. He said that he expected to go to work to-morrow, but I don't know of any grocer in his right mind who will employ a man minus a shirt.

Say, before I forget it, if you have a dollar that isn't working, kindly put it in a good strong envelope and mail it to me, general delivery. I neglected to mention that the massive and high-browed clerk is now piping me off from the big desk. It must be getting late. I can't see the clock from here, and I have never learned to tell time by a pawnshop ticket. If this epistle closes suddenly, don't mind it. And don't forget the suggestion about the one dollar bill. It will look larger to me than the new Government building at Lyon and Ionia streets looked to William Alden Smith when he got the appropriation through.

I'm going out now to get into a snug corner in a hallway down on Market street. I patronized the park last night, but it is too much like running a moving wagon May 1 to sleep under the eye of that park policeman. I wouldn't care a thing for the little bed under the eaves out on South Division street! No, indeed! When you see my people tell 'em that I'm flying high, and that they are invited out to visit me at my summer home. They can soon come just as well as not, for there'll be plenty of vacant benches in the parks in a few weeks.

When I get that dollar I'm going to acquire a clean shave and go look up a job. They work the grocery clerks here from 6 in the morning until 9 at night, half a day on Sunday, but if I ever connect with a job they'll find me waiting at the door to get busy before the night watchman gets ready to leave. I saw in a Grand Rapids dispatch that Harley is going West to engage in business. If you can find out when he'll pass through this man's town, and on which road, I'll go down to the depot and climb into his trunk. He owes me one, anyway, for I held him up when he didn't have money to go West with. Here's the clerk. I'll get out before he begins to launch large words at me. Don't forget the dollar. Move the cracker barrel. Important. Sammy.

Grocer Brown hints that he has another letter telling how Samuel got his first job in the big city, and I may be able to secure it in time for the next issue of the Tradesman.

Alfred B. Tozer.

"New China" Places Ban on Opium.

Avaunt! says the new China to opium. The pessimist may see China waiting until her own opium gradually ousts all Indian opium; meanwhile the home traffic grows, is licensed and taxed, and like the drink traffic produces a gigantic revenue. But there are hopeful signs. H. L. Chang Chitung, viceroy at Wuchang, has a terrific chapter in his book entitled "Learn," which is circulated by the 10,000 among his countrymen. H. E. Chou Fu, viceroy at Nanking, recently asked the president of the anti-opium league to prepare a petition from the missionary body which he would embody in a memorial and forward to the throne with his own cordial imprimatur. H. E. Yuan-Shili Kai, viceroy of the north, and H. E. Tsen Chun-hsuan, viceroy of the south, are both younger men and are purging the army of all smokers and coming down hard on the vast army of civil mandarins who have anything to do with opium. Young aspirants for promotion receive no mercy if they dally with the opium pipe. The scholars in the new schools and colleges to a man are opposed to the vice and the traffic. The ruin of their fair land is firmly believed to be at hand unless this vulture preying on their vitals be driven away. The native press is full of it. The Chinese all the time knew that the vice was contrary to the teachings of Confucius and the sages. They are now preparing to decrease the home product along with a decrease in the Indian export of the drug for a period of ten years, at the end of which time the export will be nil and the home growth will also be nil. Native anti-opium societies are forming.

Two drummers were chatting in a trolley car. "I'll bet you a good cigar," said the first drummer, "that, without saying a word, I can make the old boy opposite take out his watch and see what time it is." "I'll take that bet," the other answered. Then the first drummer watched the veteran across the aisle until he caught his eye, when he drew forth his watch and looked at it. The old man, with a thoughtful air, slowly unbuttoned his coat and consulted his own timepiece. "Give me my cigar," said the drummer. "It's the third time I've won to-day on this trick. It never fails."

Kentucky is noted the world over for blue grass, bourbon and colonels, but it now has another natural curiosity that is attracting much attention. On a farm near Salem in that State is a well 280 feet deep, from which can be drawn three separate and distinct fluids, limestone, sulphur water and oil. The fluids can be secured in the order named and a bucket lowered into either level will be filled accordingly. The curious combination of fluids and the fact that they do not mix has puzzled chemists, to many of whom specimens of the water have been submitted.

It will not give you wings to have your name on the fly leaf of the Bible.

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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.

CLERKS' CORNER

Girl Clerks Should Present Good Appearance.

Written for the Tradesman.

The girl who is clerking or employed in an office or in any other working capacity where she is much in the public eye, whether inside or out of doors, makes a great mistake when she invests from her savings or paternal or other allowance, in a lot of finery in which she is seldom seen by her best friends or others for whose good opinion she cares. She is then "hiding her light under a bushel," where it is doing neither herself nor any one else the least particle of good.

An employed young lady sees something in a store that is a positive luxury, and it so haunts her memory that it seems to her that she must become its happy owner. So she rakes and scrapes enough coin of the realm together to buy it. It is now hers. But what can she do with it except gaze at it, in secret, enraptured? We will say the purchase is an expensive and fashionably-made party dress, light in tint and diaphanous of texture. There are so very few places, comparatively speaking, where such a gown would be appropriate that it is really a "white effluent" on her hands. The girl feels that the frock has cost her so much that she ought to be getting all the good possible out of it, and yet she can not offend good taste by wearing it on occasions where she would appear ridiculous in it.

"Why, oh, why, didn't I get something more serviceable than this flimsy party gown?" she wails. "I go out so little to dressy functions that I don't need such a frock one-tenth as much as I do a nice tailor-made one to wear to my work. I like to look, for every day, just as nice as anybody does, and yet now I must go around looking like a rag-bag for a long while—and all because I was so foolish as to get an elegant party dress that I don't need, as I said, one-tenth as bad as I do a suitable business affair. My available money for clothes is gone. I can't buy a thing for two or three months, as I have some obligations staring me in the face that I simply must attend to, whether I want to or not. I need shoes, I need hosiery, I need a hat for best. Can I have them? Alas, no—most emphatically no. All the satisfaction I can have is to go and undo my party dress from its careful wrappings, gaze upon the toilette—and think what a ninny I was to give way to such foolish extravagance!"

Said a level-headed office-girl in my hearing:

"I don't care for a whole lot of good clothes to wear to society affairs that are way beyond my pocket-book. A girl who has to work for her living has no call to be accepting invitations to doings that demand magnificent raiment. She might a great deal better put this

outlay in the bank, against the inevitable rainy day, where she can get it in a jiffy. I myself don't have any 'best clothes;' my office dress is my best. I am seen every day in the week at my post and what do I want of a beautiful dress to hang away in my closet, to wear only on rare and state occasions? Some people say they don't see how I can afford to dress so nicely for everyday. The secret is that I have the clothes I like for office wear and do without everything I don't actually need. I would much rather have a stunning black Gage or Lichtenstein for common wear than an elaborate white beflowered hat 'for Sunday.' As to shirt waist, I buy some of mine ready made and some I hire put together. I wear handsomer ones to work in than any other employed girl I know. Yes, I do spend a 'little fortune,' you might call it, on my shirt waists, and my laundry bills are something to make gods and men weep; but these expenses are offset by the fact that I never buy any jewelry nor the hundred and one little jimcracks that other working girls are continually wasting their money on. I will not go around in sloppy shoes and I abominate holes in my stockings; I will sit up until midnight darning them rather than run the risk of breaking my ankle and being brought home in the ambulance with holes in my heels! My mother is awfully good to me, though; she often helps me out in this regard, and with other mending and sewing, too—I don't know how I'd get along without her tender mercies to me in this way. And I appreciate her more than most girls do their mother. She's so good to me."

This young woman is a paragon of good sense—in spite of the fact that she is beautiful in face and fine in figure. Sensible and handsome don't usually go together, but they combine in this case. The result is a brainy "stunning looker."

Jennie Alcott.

Saved.

A certain lady, noted for her kind heart and open hand, was approached not long ago by a man who, with tragic air, began:

"A man, madam, is often forced by the whip of hunger to many things from which his very soul shrinks—and so it is with me at this time. Unless, madam, in the name of pity you give me assistance, I will be compelled to do something which I never before have done, which I would greatly dislike to do."

Much impressed, the lady made haste to place in his hands a five-dollar bill. As the man pocketed it with profuse thanks, she enquired:

"And what is the dreadful thing I have kept you from doing, my poor man?"

"Work," was the brief and mournful reply.

Here is a doctor's rule for making camphorated oil: Break rock camphor into small pieces; put it into a bottle and fill with olive oil. Half of threepennyworth of rock camphor will be enough for a four-ounce bottle of oil. Shake well.

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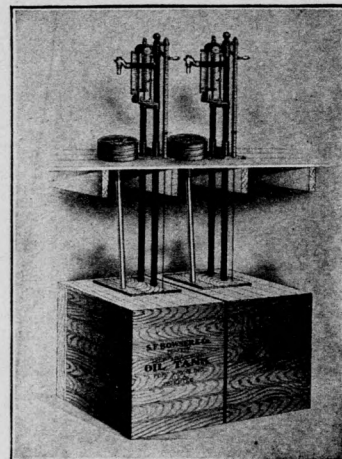
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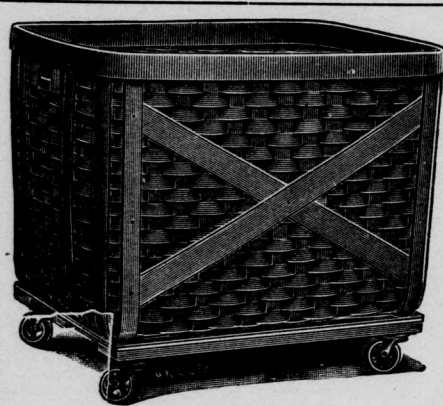
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Made from Pounded Ash, with strong cross braces on either side, this Truck will stand up under the hardest kind of usage. It is very convenient in stores, warehouses and factories. Let us quote you prices on this or any other basket for which you may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

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GRAND RAPIDS, MICH.

Young Man's Salary Not the Main Thing.

In the rush of young men seeking opportunity in business too little is thought of the place furnishing that first opportunity and too much of the salary which the position pays.

To-day one of the greatest bars to progress for the young man of mechanical bent is the piecework system which exists in some of the big factories of the country. The young man without experience of any kind may sit down at an automatic machine and in a few days become expert enough that the possibilities of his ever settling down as an apprentice to learn a trade are blotted out in the magnitude of his first week's wages. He has earned too much money ever to return to the wage of an apprentice.

In the same way thousands of young men are starting out in life with the salary magnet the only attraction to them. "A job" that shall pay sufficiently to meet his small necessities and pay for as many of the small luxuries of the time as the young man feels more and more are parcel of his necessities becomes at once the young man's objective aim.

Unless a young man has trained for a profession or for some of the highly specialized occupations, too little is thought of the post graduate training that should come to the young man who, in earnest, has opportunity to enter an established business where order and system ought to have evolved out of chaos and where the imprint of a business method may be visible and worth consideration.

It must be accepted as a fact that unless opportunity be given a young man to grow the young man will not grow. And it requires more liberality in an employer to give this opportunity to the young man than often is required in the endowment of a hospital, church or school.

There is the old type of employer especially who holds to the belief that only gray hairs may court responsibilities. So far as possible this old type retains his personal hold upon his affairs to the end. Under such an employer as this the young man beginner can count upon only the minimum chances to develop. The employer's lieutenants will have grown up under the system and will have the least power of initiative in themselves. He can hope for nothing more than a cog's place in a one man machine.

Not long ago I came into touch with a manufacturing establishment where the one man power had been exerted for more than a generation. The head of the house was living and taking an active part in the affairs of the corporation which he controlled. Around him were a score of lieutenants who under a

more liberal management long ago might have been captains. Instead they were men too long in the ruts of the establishment to hope for positions outside, and as a result had settled down to consider themselves scarcely more than a better grade of pensioners.

In contrast with this house and its narrow policies I have in mind another great business which has a president at its corporate head and in which the one man power long has been reduced to the minimum. When the head of a department has work come to his hands the order is to do it.

"Do it," is the policy of this house. "You are paid for shouldering just those responsibilities; if you can not do the work we shall have to get some one who can."

In which of these houses would the ambitious young man with an idea of the future rather attach himself? There are young men, naturally, who are disposed to shirk responsibilities. The idea of being held accountable in larger than a personal sense is distasteful. But it is to the young man who may feel that he has the broader qualifications for business life that this choice of an employer should appeal more strongly than the mere choice of a salary.

I have a business acquaintance who started in life as a clerk in a general store in a small town. He could have had more money in another store whose specialty was shoddy goods of all kinds. He decided to stay by the better man at the smaller salary, with the result that to-day in his own business, aggregating millions annually, he says that some of the basic principles of his house were found in the methods of that country store where he first sold goods for an honest man. So firm is this business man in his belief that training in this country store made him his opportunity in life that he doesn't see otherwise where he might have got upon the road to such a success.

With the young man at the outset this question of salary seems all important. To the extent that it shall not humble his pride to have to accept so little, this salary has distinct bearing. But as between \$1 and \$2 on the salary roll, many a young man who in the beginning lived well on half as much finds himself in debt with twice the money in his pay envelope. He discovers suddenly that a salary of whatever size is subject to new perspectives.

Considering the young man venturing into business as an individual, training for business, he is fortunate if he shall have some level headed counselor who may help him see the full stature of Opportunity in sharp and lasting contrast to the petty salary of a day. John A. Howland.

Ought To Know How.

The animal-trainer having been taken suddenly ill, his wife reported for duty in his stead.

"Have you ever had any experience in this line?" asked the owner of the circus and menagerie, with some doubt.

"Not just exactly in this line," she said, "but my husband manages the beasts all right, doesn't he?"

"He certainly does."

"Well, you ought to see how easy I can manage him."

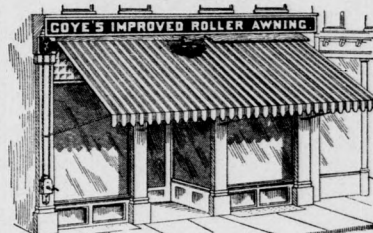
Made Him Independent.

The Parson—Well, Tommy, how are you getting along at school?

Tommy—Fine. I've got so I can write my own excuses now.

Chas. A. Coye

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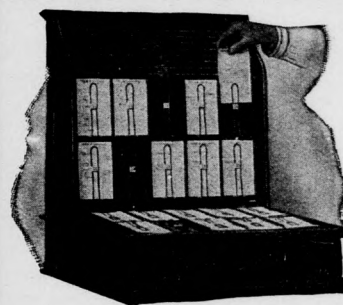
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THOS. E. WYKES
CLAUDE P. WYKES

HOW TO KNOW TREES.

Detailed Information by an Acknowledged Authority.

Once in a while one meets a person who will say in a sincere way, "I know nothing at all about trees," but it will always turn out to be untrue. Oh, that old sugar maple, I have always known that tree. We used to tap on the sugar maple every spring. How about the birch? Well, everybody knows that tree by its bark. Most everybody knows poplars, so commonly planted in long soldierly rows on roadsides and boundary lines in many parts of the country. Willows, yes, everybody knows them. The beech, with its smooth close bark of gray, need not to be doubted. The nut trees, the chestnut and butternut, need no formal introduction. This will easily prove that each person has some knowledge of trees.

If people have the love of Nature in their hearts they will easily find ways and means of studying trees, and where there is energy to begin the undertaking it will soon furnish its own motive power. It looks very hard to the beginner to know just how and where to begin. There are great collections of trees in this country. The Arnold Arboretum in Boston possesses one of the greatest collections of American and foreign trees that can be grown in that region. Another illustration is in the Shaw Botanical Garden at St. Louis. Public parks in various cities bring together a large collection of trees, but the best place to begin is right at your own dooryard. First get acquainted with trees that surround your house, then extend your knowledge to your neighbors' trees, study the streets you travel on every day, and the parks and forests on holidays, and then the arboreta will be a delight to you after you have gained some acquaintance with the tree families. The characters to note in studying trees are leaves, flowers, fruits, bark, buds, bud arrangement and the tree form. Great gain can be obtained in studying trees by using books with pictures of leaves, buds, twigs, etc.

In the spring the way in which the leaves open is significant, so are the flowers. Every tree when it reaches proper age bears flowers. Not all bear fruit, but blossoms come on every tree. In summer the leaves and fruits are to be examined and in autumn the ripening fruits are the special features. Bark is a distinguishing character of many trees, yet of others it is confusing. The sycamore shedding bark is recognizable by its appearance in winter or summer. The corky ridges on limbs of sweet gum and bur oak are easily remembered. The peculiar peeling of bark on birches designates the genus. The familiar aromatic taste of sassafras is the best winter character. To know a tree's name is the beginning of acquaintance. A name is a description reduced to its lowest terms. Trees have both common and scientific names; to the majority of people the botanical name is a stumbling block and they demand to know a tree's name in plain English, but

both have their use. Take the oak, for example: *Quercus* in Latin and oak in English (they are found in Europe, Asia and America), but plain English is not useful to the Frenchman, *chêne* being his name for the acorn tree. The German has his *eichenbaum*, the Roman has his *quercus*, and who knows what the Chinaman calls his trees? Latin has always been the universal language of scholars. It is dead, so that it can be depended upon to remain unchanged in its form and usage. Scientific names are exact and remain unchanged and they can be translated into all the modern languages. The word *quercus* clears away the difficulties. The French, English and German know what trees are meant, or they know just where in books of their own language their descriptions can be found.

Usefulness of Trees.

Trees give us shade, give us fuel and lumber, beautify the roadways and homes, remind us of the approaching spring and fall, and a good many other things are derived from trees. Tree families are very extensive and run into a great many varieties. I might mention a few varieties that are useful to plant in streets, homes and parks. Streets should receive trees of upright growing habit, like the sugar maple, the Norway maple, Oriental trees, the linden, the elm and the horse chestnut. Drooping or weeping varieties should not be used for street purposes, for instance, the cut-leaf maple, the birch and weeping willow, as street trees require branching off so as not to interfere with the pedestrian, and a drooping tree not having its branches clear down to the ground loses its value. However, they are very attractive and useful in connection with upright growing trees for planting on lawns, whether in masses or individually. Nut trees, like butternut, hickory nut and acorn, have their value and are inviting to the squirrels for them to make their homes. The conifers have their value, as they are effectual both in summer and winter, and give us protection from winds and storms and invite birds to make their homes within.

Suburban homes located on main highways should plant the same to prevent the dust from the so much used automobiles. To complete the landscape effect on suburban homes, parks, etc., not only trees, but combination with shrubs and flowers will make the finishing touch.

Transplanting of Trees.

All trees in cultivation and even the handsomest came originally from the wilds somewhere and at some time. Trees growing in a very condensed location are not the ones to be selected for transplanting, as they will not stand the exposure of sun, wind and dryness. Trees that grow in the open have the best chance for symmetry and normal development, and those are the ones to select from. The safest time to plant is in their sleep, before the spring awakening, and most of them will submit to transplanting. Of course, some are very easy and others harder. Those with a tendency to strike root from

joints of the stem will bear much abuse of roots. They are the willows, poplars, basswood, osage orange and mulberry. In general, trees with many fibrous roots are most successfully transplanted. With others, if there is a long tap root going straight down, difficulties and danger beset the transplanting. The maple and the elm illustrate the first class and the hickory and white oak the second. You can not transplant an oak too early nor an elm too late. The best time to transplant the conifer or evergreen trees is in the spring of the year, just at a time when the buds begin to show up, but great care must be taken not to expose roots to the air any length of time. Why nursery trees are preferable is because they have been grown in more adapted soil and cultivated as they grew. Their root systems are, or should be, compact, because the trees have been transplanted yearly in the nursery rows, and such trees are safer to be used for streets, the parks and home grounds. The ideal way of planting trees is to save all the roots and the practical way is to save as many as possible.

In sandy soil, where the drainage is so great, it is advisable in planting trees to make the holes larger and put in about eighteen inches of clay on the bottom, and also to enrich the soil with some garden soil. In digging holes this should always be practiced: put the top soil on one side and the bottom soil on another. Then use the top soil to cover the roots with. In soil of hard clay or in stony soil the holes should be dug large enough so as not to jam the roots into it. Loose soil will assist to heal and form the fibre roots. Prune the top so as to give the tree a symmetrical shape and so as to balance with the loss of roots. In planting large trees, especially where the roots are heavy and without soil, it is very practical to pour water at the same time when you cover them with soil, as this enables the soil to go right between the roots and makes the tree set firm. Use of water will bring better results than tamping. Prevent the drying of the exposed roots. When root hairs once shrivel they never revive. Trim all torn and broken roots with a sharp knife and let the level be the same as before. The tree's roots must be planted, but not buried too deep to breathe. Water the tree frequently and stir up the soil around and keep the grass and weeds out.

How Trees Are Multiplied.

The multiplication of trees come in various ways—by seed, sprouts, cuttings, layers and grafting. From Nature we learn the three ways of propagating plants—by seeds, by sprouts and by cuttings. Man invented grafting, for which there is little suggestion in Nature. In all these he improved upon Nature. Look at the wild forest trees in the woods, then look at the orchards. Look at the wild grasses scattered over the earth and the fields of grain which have come from them. The highest form of multiplication is grafting and budding. It consists in setting a part of one plant with another, in order that

the two may become united by growth into one living structure. Grafting is a piece of twig with two to three buds added to the rooted plant or stock. Budding is essentially the same process. The difference is that a single bud is joined to the stock. Cultivated trees rarely come true from seed. They revert to the original wild species, from which varieties have so recently sprung. Grafting and budding serve three purposes: (1), the perpetuation of a desired variety; (2), the multiplying of its numbers; (3), the production of hardy varieties. There are many ways of grafting. The object in each case is to fit the bud to the stock. A tied band of raffia or a covering of grafting wax, or both, excludes the air and injurious substances and holds the parts securely. Lots of varieties come into existence from sprouts with different bloom or variegated foliage and the wise nursery man will take advantage of it.

Pruning of Trees.

Pruning is the cutting out of parts of a tree for the improvement of the part that remains. Cleaning might better designate the removal of dead wood. Trimming is the shaping of the outline, as the shearing of hedges. Training is the bringing of the tree to some desired arrangement of its limbs, as the espalier fruit trees that lie flat against the wall in European gardens. If a tree is worth pruning at all, it is worth the owner's while to inform himself as to the best method, and then stand by and see that his directions are carried out, unless there is some man of well known intelligence who can be trusted to do it properly. In a city, especially on streets, it is often found necessary to do some trimming on some trees where the limbs are interfering with traffic. The best tool to use is the pruning shears or a saw. Axes and hatchets are unfit for use in pruning, as they leave the cut surface uneven and tear the bark. The limb should be cut or sawed off smooth and clean on a level with the surrounding bark, and no projecting stub of the branch itself should be permitted to remain.

If any tearing of the bark has occurred, unevenness should be trimmed with a sharp knife. The healing of the wound is a slow process, for the inner bark has to form a layer of new tissue that gradually rolls in and closes over the solid wood at the center. There is no union between the wood and the healing bark, for the former is practically dead. Being porous it absorbs rain that follows down its tubular fibres. Germs of wood-destroying fungi, afloat in the air from rotting trees and twigs lodge in the exposed wound, germinate and penetrate towards the heart of the tree. Better leave the tree unpruned than to expose the inner heart wood by careless work. A covering of any waterproof substance protects the tree against its worst enemies. Oil paint, like linseed oil and white lead, fills the pores and lasts a long time and should be generously applied, so that no entrance is left for disease. It likewise checks the bleeding or flow of sap, which dries the exposed stub and makes more room for rain to en-

ter with its accumulation of dirt and disease spores. Meanwhile, the new bark rolls in, and when it meets over the wound the paint has served its purpose. The covered wound has been kept sound. It is often years before the process is complete, depending upon the size of the wound and the rate of the tree's growth. In many cases the paint needs renewing. When pruning trees the stubs should never be left. The stub decays and the bark at the base can never help to heal the wound until it swallows the stub entirely. A long stub, therefore, always threatens the health of the tree and is a blot upon its beauty.

Pruning Shade Trees.

An ideal shade tree has the character of its species or variety, as the oval of the hard maple or the broad dome of the white oak, or the fan top of the elm. It needs only the removal of dead and broken limbs and of those that interfere and crowd. Wayward limbs are cut back to preserve the tree's symmetry. Long heavy limbs that threaten to split away from the trunk by their weight are cut back. In fact, shade trees take care of themselves almost altogether. Accidents to their limbs are usually responsible for conditions that make pruning necessary.

Pruning Ornamental Trees.

Here is a wide range of choice. If foliage is the ornamental feature, or a multitude of flowers, thinning of branches will not be required. If size of flowers is more important than numbers, thinning is then very necessary. Late-blooming kinds are best pruned in spring; early-blooming kinds, directly after the fading of flowers. In all grafted trees, care must be taken to cut off shoots that start below the bud or graft. The stock is of a different kind, and these low shoots therefore introduce a false note into the top grown from the cion or bud.

Pruning Evergreens.

A natural form is the best a conifer can have. The end bud or leader should never be cut. The lower limbs of evergreens should lie upon the ground, if they can be kept green and healthy. Spruces especially hold these branches late.

Pruning Fruit Trees.

This is a very large and special subject. Methods depend upon the aims of the owners. While the trees are young they are pruned to shape and thinned to induce vigor. As fruiting age comes on they are checked by heading back terminal buds. This diverts the tree's forces from wood production to fruiting. If the best fruit is desired, thinning of twigs and especially of fruit clusters while green is practiced. Pruning is an annual practice with the best fruit growers.

The Enemies of Trees.

Some of the enemies of the forest are natural; some are the fault of man and his civilization. The chief enemies of the forest are fires and insects. Winds, frost, lightning, snow, hail, ice and floods are atmospheric in origin. Fungi decompose dead wood, doing the forest a service by enriching the soil. But many of them hurt sound trees wherever their bark

is broken. Frost damages trees by nipping the buds and tender shoots. Frost often destroys seeds before they are ripe and while they are germinating. Hail beats off the leaves and tender shoots of trees, especially in the warmer states. It destroys flowers and unripe fruits and bruises young growth. Lightning shatters trees and leaves them a prey to the attacks of insects and fungi. The chief harm caused by it is the starting of forest fires. Protection against fungous diseases is applied by spraying in orchards, home grounds, parks, etc. Compounds of copper destroy the spores of fungi. Copper, lime and a large proportion of water make the so-called "Bordeau mixture," the standard remedy in orchards and vineyards of Europe and America. Two or three sprayings in a year will keep the trees free from fungous trouble. The dangerous San Jose scale seems to be spreading and, in fact, it has reached Grand Rapids and its vicinity and many fruit trees are affected. The shrubs in the parks have also been affected, principally the Japan quince, the purple plum, red-bark dogwood and the mountain ash. I have used the Target mixture, manufactured by the American Horticultural Distributing Co., Martinsburg, W. Va., with very good success, and at the present time, to my knowledge, there is no scale to be found in the parks. Constitutional diseases are found among trees, as well as in the human family, and no explanation of their causes nor hints of proper treatment has been discovered. "Peach yellows" is an example. It is the moral, if not legal, obligation of every owner of a tree thus afflicted to dig it out and burn it, root and branch, in order that the disease may be kept from spreading. There are borers which infest the solid wood, channelling it and ruining it for timber or working just under the bark, sapping the cambium, which is the tree's life. Some borers work in the twigs, causing the young shoots to die. Chewing insects eat the substance of the leaf or other parts. The caterpillars of many butterflies, beetles, are chewers. Borers belong to this class. Spraying and fumigation are the two methods now in use for the wholesale destruction of insects. They are developed to a high degree by fruit growers. Power spraying has been introduced by park commissioners in a few larger cities for the protection of shade trees. It promises to grow in popularity wherever public spirit is strong and trees are threatened, as they are with the gypsy-moth near Boston.

Enemies of City Trees.

Trees in cities lead a hard life. The air is charged with smoke, soot and gases. These clog the leaf doorways, thus interfering with the tree's life processes. Paved streets and sidewalks prevent the proper ventilation and watering of the soil. The roots need to breathe as well as the leaves. Leaks in gas mains often suffocate a tree through its roots. Regrading and filling in change the ground level, and trees are left with roots exposed or buried deeper than before. Either is a distinct damage which lowers the tree's vitality and, in extreme cases,

kills it outright. Horses chew the bark and kill by girdling unguarded trees used as hitching posts in front of houses.

Injuries from Electric Wires.

The damage done to roadside trees offsets to an alarming degree the benefits derived by the public from the telephone pole. The poles are set in the line of the trees and the wires between. The limbs that might strike the wire when the wind is high are hacked off. Miles of road are lined with trees ruthlessly beheaded and utterly ruined under the direction of the foreman in charge of the pole setting. The workmen proceed rapidly through a section of country, passing from one property to another. The owners could make them a great deal of trouble. But rarely is there concerted action, unless it be a mass meeting to mourn the damage after it is done. The poor trees do their best to heal their wounds and grow new tops. As they reach up they encounter the wires, and this interferes with the service. The offending trees are shorn again and thus it continues. What Will Mitigate This Trouble?

1. In cities the laying of wires underground.
2. In villages, carrying the wires across the back lots instead of the front.
3. Lifting wires higher by using taller poles.
4. Giving a competent committee power to act for the community to prevent the defacing of roadside trees by corporations owning franchises and ignoring the law and the rights of property owners along their rights of way.
5. Forcing corporations to put necessary pruning in the hands of competent men.
6. Forcing electric light companies to preserve the beauty of the highway.

W. L. Cukerski.

Fooling the Public.

The traffic manager of a certain railroad recently went to the President of the line and exclaimed disconsolately: "We are having no end of trouble with the public, sir, about those old dark blue cars. Everybody says they bump so frightfully in comparison with the new light blue ones, which, of course, run very smooth." "Humph," said the President, "we must attend to this matter at once. Have all the old cars painted light blue immediately."

In Montana.

Some hard drilling is done in Montana mining camps, according to the following conversation:

Said one miner: "The rock down in that shaft is so hard that they used six barrels of drills the other day and barely scratched it."

"Ugh!" said another, "I saw 'em working on a ledge once where the rock was so hard that after they had used nine barrels o' drills on it the hole stuck out six inches."

When your face is an advertisement of failures it's no use talking of the glory of your faith.

Some are more anxious to forget their sins than to have them forgiven.



No. 923 Elkskin Bicycle Cut, Men's, Boys' and Youths', Black or Olive, Nailed and Fair Stitched.

A Tip to The Waiter

The man in the field and the factory needs a pair of comfortable shoes right now.

Having the means and the inclination to satisfy this need they will buy from the dealer who carries the shoes that they want in stock.

Competition is keener now and there is no method so convincing in a business way as having H. B. Hard Pans, the goods that are in demand, on your shelves. You secure a position well up in the fore in the race for business with a stock of our cool, durable Elkskins on your shelves. Ship right away orders are coming in fast.

Don't Wait

a minute longer. Order a case made up in Blucher, Plain Toe or Bicycle Cut.

HEROLD-BERTSCH
SHOE CO.

GRAND RAPIDS, MICH.

Makers of the



BUTTER AND EGG PROBLEMS.

Can Certain Disagreeable Features Ever Be Improved?

Written for the Tradesman.

"Highest market price paid for butter and eggs."

This statement in some form is almost invariably a prominent feature of the advertisements of grocers and general merchants who wish to attract farmers' trade. The uninitiated naturally infer that this branch of the merchant's business must be one of the most profitable to him. It is impossible to convince some people that such is not the fact, and that, next to handling credit trade, it is in many cases the most unsatisfactory feature of his business.

There are places where the retail trade in butter and eggs equals or exceeds the supply coming in from the adjacent farming community. In such cases the handling of butter and eggs may be fairly profitable and more satisfactory. It can not be entirely satisfactory so long as undesirable products are offered for sale by farmers. And this will continue to be done until all dealers in butter and eggs positively refuse to accept everything which does not conform to certain requirements, or else pay according to quality.

The larger towns and cities which consume all the butter and eggs produced within the immediate vicinity are comparatively few. The grocers and general merchants in the villages and hamlets must ship the greater part of such products to the cities, and the quality is such that it is impossible to secure the "highest market price."

The storekeeper who aims to hold the farmer trade must never be caught unposted as to the price of these products. He must have daily market reports from the city, and gauge his prices thereby. If for even one day a competitor pays a higher price for butter or eggs some of his regular customers will learn of it and confront him with his failure or else go to the other store with their products. One cent a dozen on a basket of eggs or a cent a pound on one crock of butter will often induce the farmer or his wife to travel two or three miles beyond their nearest store. And then they may unquestioningly pay more for the goods they buy than they would have to pay at the home store.

Every farmer brings only fresh eggs (according to his view of the matter) and few women will admit that their butter is not the very best and therefore worthy the "highest market price." It is an almost unforgivable offense for the storekeeper to intimate otherwise. And so, rather than engender hard feelings, rather than provoke animosity, rather than give occasion for neighborhood talk to his detriment, he takes everything that is brought in the shape of butter and eggs, and pays as much as any one else dares to pay. When returns from the commission man reveal a deduction for unsalable eggs and a low price for a portion of the butter as "packing stock," he takes his medicine bravely and sets his wits to work to make more profit on some

other line to counterbalance such losses.

When the winter market on eggs breaks, or is liable to break, he dares not anticipate the decline and pay so that he will not have to take a lower price by the time he can get his eggs to the city. His competitors do not; so he must not; and week after week, all through the spring months, when the great bulk of the year's supply of eggs are marketed, until bottom prices are reached, he may be obliged to sell his eggs for less than he paid.

When prices begin to advance in July or August comparatively few eggs come in, and at that season of the year the average quality is so poor that it is not safe to hold them for higher prices. Later in the season when eggs are better quality and the weather is more favorable for holding many farmers hold their eggs for advancing markets or pack them for winter, and the storekeeper gets very little benefit of the up-grade market.

Some of the questions which naturally present themselves are somewhat as follows: Will the time ever come when eggs will be sold by weight so that the producer of large or small eggs shall receive an equitable price? If so, will it be of any real benefit to the grocer? Will country buyers ever adopt a system of grading butter and eggs and pay according to quality, as city dealers do, or as dealers in fruit, grain or other produce do?

Is this old method the better? Is it economical, equitable, systematic, sane or businesslike? Is there no demand for improvement? Are farmers, storekeepers, commission men, wholesale dealers, city grocers and consumers alike content to keep on in the same way? Or are a great many thoroughly dissatisfied and yet accept present conditions as unavoidable? Are desirable methods impracticable, or is it too great an undertaking to inaugurate a change?

There are at present in this country two methods of handling eggs. Some features of the old method have been suggested in the foregoing. Now, as to further details: On many a farm hens have no special care. They have access to stagnant and filthy water, to diseased and decaying fruit, vegetables and animals. They steal their nests in stacks, under bushes, weeds and beside the fences on the ground. Eggs are rained on and discolored, exposed to heat of the sun, fought over and set on by broody hens, are not gathered daily nor regularly. Then these stained, musty, weather beaten, partly incubated eggs are put with the fresh laid ones without testing. They may be kept in a damp cellar two or three weeks and then all sent to the store. There they may be held a week or a month until so many accumulate that the storekeeper must have a clearing out, and then they are shipped to the city. In the commission houses they await their regular turn, and are finally candled and sold to the city grocer. There is a considerable loss from bad eggs which comes out of some one. And does the consumer get fresh eggs? Hardly. They may or may not compare favorably with eggs

which have been in cold storage six months.

There is another way: The farmer or poultryman gives reasonable attention to his flock. They have comfortable, sanitary buildings, pure water, wholesome grain, healthful surroundings, regular feeding. Eggs are gathered twice a day. No small, cracked or dirty eggs are sent to market, nor any egg that was not gathered the same day as laid. Once or twice a week they are sent to market. They are delivered direct to families, boarding houses, restaurants, hotels or bakeries in the nearest town or shipped by express to the city, where arrangements have been made with parties who desire fresh eggs of good quality and are willing to pay liberally for them. Those who market eggs in this way are few in comparison to the great number who still follow the old, haphazard, wasteful method.

There is a more hopeful outlook as regards butter. The best buttermakers are finding customers who take all they make at a stated price the year through, and the makers of poor butter, the incompetent, indifferent ones, wherever convenient to cheese factories, condensed milk factories, creameries or milk routes, can dispose of their milk or cream to good advantage, and thus much less poor butter goes on the market.

Milk is delivered to the city customer fifty to 100 miles from the farm the same day it comes from the cow. There is no good reason why a system might not be established by which all eggs could be gathered two or three times a week from the farms and shipped at once to the cities, so that strictly fresh or new laid eggs need no longer be a rarity to the majority of city consumers.

Much unnecessary handling might be avoided; much loss in various ways prevented, and more profit and satisfaction realized. The question is: When and by what agency will such a system be established?

E. E. Whitney.

Approaching the Water Limit a Dangerous Practice.

The writer has contributed, from time to time, a number of articles on the subject of moisture in butter, and he still feels that it is necessary to warn the buttermakers to be careful. Last winter when the writer went with a delegation of prominent dairymen to Washington, D. C., to protest against the fat standard, in the pure food bill, of 82½ per cent., which would mean 13½ per cent. water for butter, some were unkind enough to impugn our motives.

We believe, however, that the testing of butter during the last six weeks has been a source of revelation to some of our creamerymen. The question now with many creamerymen is not to increase their moisture but to be able to keep within the limit of the law, 16 per cent. The writer had a conversation with one of our leading dairy professors recently and the question of moisture in butter was brought up. He said since the forepart of April they have had difficulty at their school in holding their butter down to the limit of the

law, and his State was among those that favored 82½ per cent. as a standard last winter. Since that time he has seen a light and his ideas have changed somewhat. He, like many others, had not given the moisture subject as much thought as some other phases of the dairy question.

Analyses of the butter scoring recently done by the different states in their educational contests show the inconsistency of an 82½ per cent. standard, which would mean about 13½ per cent. as the maximum amount of water butter should contain. According to the report of the educational contest conducted in Minnesota we find they had one sample of butter containing between 9 and 10 per cent. moisture with a score of 92½ per cent.; two samples between 10 and 11 per cent, with a score of 94 per cent.; nine samples between 11 and 12 per cent. with an average score of 92.58 per cent., thirty-six samples between 12 and 13 per cent. with a score of 92.99 per cent. Between 13 and 14 per cent. moisture we find 67 samples having an average score of 93.23, between 14 and 15 per cent. we find 40 samples with an average score of 93.12 per cent., from 15 inclusive to 16 per cent. we find 25 samples with an average score of 93.44 per cent., between 16 and 17 per cent. we find 8 samples with an average score of 93.19 per cent. The above samples were all supposed to have been taken from whole milk creameries and would naturally be a fair average of the best butter made. In the samples where the numbers of tubs were 25 and above we find that the butter running from 15 to 16 per cent. moisture got the highest average score.

In the Wisconsin educational scoring contest we find two samples from 10 to 11 per cent. moisture having an average score of 94.16, fourteen samples from 11 to 12 per cent. moisture having an average score of 93.65 per cent., 20 samples from 12 to 13 per cent. moisture having an average score of 93.51, 41 samples 13 to 14 per cent. moisture an average score of 93.84 per cent., 15 samples between 14 and 15 per cent. at an average score of 93.57 per cent., 10 samples including 15 to 16 at an average score of 93.58 per cent., 5 samples between 16 and 17 per cent. at average score of 93.48 per cent., 1 sample between 18 and 19 per cent. with score of 92 per cent.

In the five that scored between 16 and 17 per cent. and would be classified as adulterated butter we find two tubs scoring respectively 95.16 and 95.41 per cent. We are conducting a similar contest here, but we are not publishing the names or the scores. The scores here will compare very favorably with the scores above mentioned, as will also the moisture question. We have a number of good creameries that exceeded the 16 per cent. moisture limit at times. Viewing the scores from Minnesota and Wisconsin and comparing them with the scores here, it would seem that the water content of butter has no effect on the quality up to 16 per cent. or a little above. Our best butter at this time of the year will con-

tain anywhere from 12 to 16 per cent. moisture.

Still, it is not safe for anyone to attempt to approach the limit of the law. With the activity displayed by the Internal Revenue officers I feel like sounding a note of warning to the makers. I visited a creamery some days ago where they were having trouble in keeping their moisture down to the limit of the law. I took charge of a churning, filling the churn a little more than two-thirds full with cream at a temperature of 48 deg. I found it took nearly two hours to churn. This butter was churned in medium fine granules and thoroughly washed with water having a temperature of 50 deg., then it was salted and worked, giving it 14 revolutions in the Victor churn. The maker asked me, when all was completed, how much water the butter could contain. I told him it would not exceed 13½ per cent. He insisted, however, that it would contain 15 per cent. This butter was tested with the Gray's test and to my surprise showed 15½ per cent. moisture. We heard it reported frequently last winter by some of our experts that 14¾ per cent. was the maximum amount of moisture that could be incorporated in butter when churned in a granular condition unless resorting to artificial means. We believe it would be well for some of these experts to visit some of our good creameries at the present time. I have seen over 17 per cent. water incorporated when better was in the granular condition and no effort made to incorporate moisture, churning at 52 deg. and washing with water at 50 deg. Locality and quality of feeds seem to have an important bearing on the moisture content of butter. Churning with the churn two-thirds or more full has a tendency to increase the moisture content. Churning at high temperatures and in large granules will greatly increase the moisture content of butter.

Trying to approach the 16 per cent. limit is a very dangerous practice and should not be resorted to. Every buttermaker should get some test to determine the per cent. of moisture in his butter, not only for the sake of economy, but as a safeguard.

The writer knows of a creamery that has an irreproachable maker, and the Internal Revenue officers visited this plant three times during the last six or eight weeks taking samples, and they make the claim that one churning showed slightly over 16 per cent. moisture and are prosecuting the creamery on that one churning, notwithstanding that the said sample showed over 82 per cent. fat by the Babcock test.

No doubt after the rainy season is over and the grass gets firmer there will be less danger of excessive moisture being incorporated unawares by makers. In the meantime I would advise buttermakers to use extra precaution and test daily.—G. L. McKay in New York Produce Review.

A Small Thing.

Wife—Oh, George, I've lost my bathing suit! What shall I do?
Hubby—Don't say anything about it and it won't be missed.

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	9	2 90
128	4	1½	8	2 90
126	4	1½	6	2 90
135	4½	1½	5	2 95
154	4½	1½	4	3 00
200	3	1	10	2 50
208	3	1	8	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. S. 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				
¼ in. 5-16 in. ¾ in. ½ in.				
Common	7¼c.	6¼c.	5¼c.	5 3-10c.
BB.	8¼c.	7¼c.	7c.	6¼c.
BBB.	9c.	8c.	7¼c.	7c.
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 Raps	70			
GALVANIZED IRON.				
Nos. 16 to 20; 22 and 24; 25 and 26; 27, 28	dis. 40&10			
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
Pumps, Cistern	75
Screws, New list	87½
Castors, Bed and Plate	50&10&10
Dampers, American	60
MOLASSES GATES	
Stebbins' Pattern	60&10
Enterprise, self-measuring	30
PANS	
Fry, Acme	50
Common, polished	70&10
PATENT PLANISHED IRON	
"A" Wood's pat. plan'd, No. 24-27	10 80
"B" Wood's pat. plan'd, No. 25-27	9 80
Broken packages ½c 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	30
3 advance	45
2 advance	45
Fine 3 advance	50
Casing 10 advance	50
Casing 8 advance	25
Casing 6 advance	25
Finish 10 advance	25
Finish 8 advance	35
Finish 6 advance	45
Barrell ½ advance	85
RIVETS	
Iron and tinued	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, Nickleled	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 15
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	38
No. 1 Sun	40
No. 2 Sun	50
No. 3 Sun	57
Tubular	50
Nutmeg	50
MASON FRUIT JARS	
With Porcelain Lined Caps	
Per gross	
Pints	4 45
Quarts	5 80
½ gallon	6 70
Caps.	3 25
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	2 00
No. 1, Crimp top	2 25
No. 2 Crimp top	4 10
Lead Flint Glass in Cartons	
No. 0, Crimp top	2 80
No. 1, Crimp top	4 00
No. 2, Crimp top	5 00
Pearl Top in Cartons	
No. 1, wrapped and labeled	4 00
No. 2, wrapped and labeled	5 00
Recheater in Cartons	
No. 2 Fine Flint, 10 in. (85c doz.)	4 00
No. 2, Fine Flint, 12 in. (\$1.35 doz.)	7 00
No. 2, Lead Flint, 10 in. (85c doz.)	4 00
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 00
No. 2, Lead Flint, (85c doz.)	5 50
LaBastie	
No. 1, Sun Plain Top, (\$1 doz.)	5 75
No. 2, Sun Plain Top, (\$1.35 doz.)	9 00
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
5 gal. galv. iron with faucet, per doz.	4 50
5 gal. galv. iron with faucet, per doz.	5 25
5 gal. Tiltng cans	7 00
5 gal. galv. iron Nacefas	9 00
LANTERNS	
No. 0 Tubular, side lift	4 50
No. 2 B Tubular	6 75
No. 15 Tubular, dash	6 75
No. 2 Cold Blast Lantern	7 75
No. 12 Tubular, side lamp	12 00
No. 3 Street lamp, each	8 50
LANTERN GLOBES	
No. 0 Tub., cases 1 doz. each	55
No. 0 Tub., cases 2 doz. each	55
No. 0 Tub., blbs. 5 doz. each, per blb.	25
No. 0 Tub., Bull's eye, cases 1 ds. e. 1 lb.	36
BEST WHITE COTTON WICKS	
Roll contains 32 yards in one piece.	
No. 0 ¾ in. wide, per gross or roll.	33
No. 1 ¾ in. wide, per gross or roll.	33
No. 2 1 in. wide, per gross or roll.	69
No. 3, 1½ in. wide, per gross or roll.	99
COUPON BOOKS	
50 books, any denomination	1 50
100 books, any denomination	2 50
500 books, any denomination	11 50
1000 books, any denomination	20 00
Above quotations for either Trademan, Superior, Economic or Universal grades. Where 1,000 books are ordered at a time customers receive specially printed cover without extra charge.	
COUPON PASS BOOKS	
Can be made to represent any denomination from \$10 down.	
50 books	1 50
100 books	2 50
500 books	11 50
1000 books	20 00
CREDIT CHECKS	
5000, any one denomination	2 00
10000, any one denomination	2 00
20000, any one denomination	5 00
Steel punch	5 00

PLANTING SHRUBBERY.

Must Fit Surroundings as Well as Be Beautiful.

My subject being shrubbery, I deem it advisable not to say too much about the shrubs, without something about their fitness and application for practical purposes.

Before purchasing shrubs, the aim should be to select varieties that will look in keeping with your lawn or garden, be it a city lot or suburban home, and not something that struck your fancy on someone's else place; it might not fit your place.

For an illustration of this argument I wish to call attention to a few of the following comparisons: Our common elderberry, in large or small groups, planted in proper location on large places would look exceedingly well, but on a small city lot, their scraggly appearance when out of bloom would hardly do. Pink wood, a nice large growing shrub or tree, very good on large places for grouping, hardly neat enough for a small lawn; sumach, hard to beat on large places, is too sticky on small lawns in the winter.

While the foregoing comparisons are somewhat extreme, they illustrate facts and mistakes often made, and may help us to be more careful in selecting shrubs that fit our conditions.

To have this paper serve a practical purpose, I thought best to give a number of combinations, as well as saying a few words about the shrubs themselves; for instance, should it be desirable to plant a border of some length between lot boundaries on city lots, where a strip of land say five to eight feet in width is available, the following varieties would answer the purpose: Persian lilac, good for screening undesirable views; forsythias, rich glossy foliage and early flowering red twigged dogwood add a little life in winter; spirea van houttei, very graceful; variegated dogwood, good for contrast; armur privet, very dense and clean growing; garland syringa, good for flowering when most shrubs are out of bloom; weigelia, eva, rathka and rosea, striking flowering shrubs; berberies pupurea, for gentle color effects; viburnum dentatum, good for late flowing and foliage effect in fall; several varieties of hawthorne, to break the sky line and give the planting a little more artistic appearance.

In order to break away from the conventional plantings it would be well to give a planting as mentioned above, a variety of small growing plants in a broken way. Plants that would do for this purpose are some of the following: a clump of dwarf pines, nice for winter effects; rugosa roses in varieties; yucca filamentosa; cerasterum tomentosum or mouse ear, a few varieties of vines, such as bitter sweet and some varieties of honeysuckle and grapes, to give the planting a little of that wild appearance.

Where shrubs are planted between lot lines or close to the street the varieties mentioned can be planted with perfect safety.

Where a border planting or screen

is needed on larger places a good many of our native shrubs are more desirable; a ranker growth is needed and bolder effects must be obtained. Shrubs for this purpose could consist of the following varieties:

White flowering dogwood, blooming in early May, has good autumn effects; wild black plum is a fine native early flowering, large growing shrub, also thorny enough to act as a good hedge plant; black sumach is exceedingly rich in its fall coloring and glossy leaves in the summer; button bush for low places; witch hazel, black currant, red twigged dogwood and prickly ash are very useful for a planting of this nature.

A great variety of wild flowers for the foreground will help the appearance wonderfully; golden rod, wild asters, spider wort, penstemon, blackeyed Susan, iron weed, cardinal flowers and many other varieties would help to make this planting look natural.

Before closing this paper it might be well to call attention to a number of small growing shrubs that deserve more general planting on small places or lawns:

(Ligustrum regelianum) regels privet, a semi-prostrate variety which remains in bloom for several weeks; flowers are small white and in abundance. A good group of these is always appreciated; height about three to five feet. Then there are New ersey tea, a dwarf compact plant blooming in July and August; sweet pepper bush, very valuable, with showy white spikes of flowers; bees are attracted in large numbers by them, blooming period about July and August; tick trefoil (desmodium penduliflorum) in our climate, the branches freeze to the ground every winter, but that seems to agree with them, as they grow more bushy and increase in flowers every year; it is a variety that should be planted liberally; dentzia gracilis, a quite common low growing shrub; a little group will always be appreciated; spirea tomentosa, blooming in July and September, deep pink—a good variety to plant. The last named shrubs are mostly dwarf in habit, but selected purposely so for planting on small lawns and where their effect will not tend to create a crowded appearance.

The different varieties mentioned in this paper are not very numerous, but I hope will emphasize the point that to plant anything and have it look well it must be fit as well as beautiful in itself.

Eugene V. Goebel.

Rev. Johnston Myers, in a talk before the young divinity students of Chicago University, advanced the novel idea that sermons should be abolished. He said they have had their day and now must give way to a new era in the manner of getting people into close association with the church. The new period in religion is "personal work." The sentiment of the people is no doubt favorable to shorter and in many cases brighter sermons, but to abolish them altogether would seem like giving the preacher one long vacation.

Butter

We will pay you 17½ cents per pound f.o.b. your track, weights guaranteed, for all the packing stock butter you can ship us up to July 15. Ship your butter direct to the factory and get outside prices.

American Farm Products Co.
Owosso, Mich.

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

Pie Graft.

The canny Greek, who is fast getting control of the restaurant business of the larger cities, is responsible for "pie graft."

A few days ago a prosperous pie manufacturer wheeled up to a North Side Greek restaurant in his auto and leisurely dismounting entered the place.

"Well, what's the matter now?" remarked the pie manufacturer good-naturedly to the Greek proprietor, as he extended his hand.

"I no shake hands," muttered the Greek, drawing back in hostility.

"All right," said the manufacturer, indifferently, "but what's the kick? Let's get at it."

There was a busy confab for a few minutes between the proprietor and a young waiter who could speak fair English.

The waiter then turned to the manufacturer, saying, "The boss say you no advertise for \$10 in his bill of fare, he no buy any more pies of you."

"Oh, that's it, is it?" said the manufacturer. "Well, you just tell the boss that I won't be held up for any \$10. That's graft. G-r-a-f-t. D'ye understand? We are in the business of making pies and selling them, but we won't buy business."

It is an axiom among Greek merchants that one good turn deserves another. When a Greek buys goods in any quantity from a business concern, he expects an honorarium, or counter-patronage of some kind. The bill-of-fare advertising scheme is simply a device by which the pie men, bread men and others patronized by the Greeks are compelled to return some of the money they take away. It is said that most of the business houses dealing with the Greeks recognize the inevitable, and give up promptly on demand.

One pie firm is said to give gratis 100 pies to a new restaurant customer and a donation of \$25 for so-called "advertising."—Chicago Record-Herald.

Business for Women.

In looking over the census of 1900, giving the figures of the numbers of women working at various trades and callings, it is found that after domestic service and work in factories and stores stenography and typewriting have furnished occupation for many of the gentler sex.

A statistician, who has been figuring out the situation, finds that the number of the stenographers among the women has increased more than three to one in the ten years between 1890 and 1900. To-day, of all the private secretaries, stenographers, typewriters, and those who do writing by manual means, fully three to one are women. According to the figures of the last census there were 85,086 women 16 years and over who were employed as stenographers and typewriters in the continental portion of the United States.

It is shown by the census figures that not only do the women form a majority of those engaged in this occupation, but their relative importance is increasing rapidly. Of the total number of persons 16 years of age and

over who were engaged in the business of stenography and typewriting, more than 76 per cent. were women in 1900, as compared with about 64 per cent. of women in 1890.

This is an occupation which is no bar to marriage. On the contrary, it frequently leads to such union. The female stenographer to an extraordinary degree is young and is unmarried. She takes up the work as soon as she is out of the high school, and she drops it the minute the available man comes along to give her the chance of domestic life in its highest and best sense. This is completely shown by the fact that, of 85,086 women employed as stenographers and typewriters in 1900, 53,816 were between the ages of 16 and 25, and 26,001 were between the ages of 25 and 35. That is to say, nearly 94 per cent. of all the stenographers in the United States were less than 35 years of age. The number who remained at work after that period is so small it scarcely need to be considered. Of course, a good plain English education is required for the work, and without it no satisfactory service would be possible.

A Champion.

The champion absent-minded man lives at Kalamazoo. On one occasion he called upon his old friend, the family physician. After a chat of a couple of hours, the doctor saw him to the door and bade him good night, saying, "Come again. Family all well, I suppose?"

"My heavens!" exclaimed the absent-minded beggar, "that reminds me of my errand. My wife is in a fit!"

One Of His Size.

A little boy went to the barn to see his father milk the cow. After a few minutes of quiet watching, he said:

"Let me try."

When he had made several unsuccessful attempts, he solemnly remarked:

"I guess I would have to begin on a calf."

Stuck.

"If you don't want to go into a permanent decline," announced the physician, after making a careful examination, "you will have to tear yourself away from your business entirely."

"That's pretty hard to do, doctor," said his caller. "I am a manufacturer of porous plasters."

Handy With the King's English.

"Have you sold your country villa yet?"

"No; I'm not going to sell it now."

"How's that?"

"Well, I gave instructions to an agent to advertise it for sale, and the description he wrote of it was so enchanting that I couldn't make up my mind to part with it."

No Complaint To Make.

The Court—Have you anything to say before I pronounce sentence upon you?

The Prisoner—Yes, your honor. I'd like to apologize for my lawyer. He defended me as well as anybody could be expected to do for a \$2 fee.

We want competent
Apple and Potato Buyers
to correspond with us.
H. ELMER MOSELEY & CO.
504, 506, 508 Wm. Alden Smith Bldg.
GRAND RAPIDS, MICH.

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, F. untain and Division Sts.
Opposite Morton House

PILES CURED
...without...
Chloroform, Knife or Pain
Dr. Willard M. Burleson
103 Monroe St., Grand Rapids
Booklet free on application

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.

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 9¼c; Live Broilers 20c; Veal 9¼c; Eggs 14½c; Butter 19½c. "SHIP US."

Prompt Returns

BRADFORD & CO., 7 N. Ionia St., Grand Rapids, Mich.
(The New Commission House)

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



An Advertiser as Well as a Business-Getter.

Did you ever hear a salesman—an elderly salesman, probably, and one who was at his best twenty years ago—grumble at the radical changes in the ways of doing business which time has brought about?

In every line of business there are such grumblers, although fortunately they are out-numbered by the men of better sense and foresight. The grumblers sincerely believe they have reason for discontent. They take the position that a salesman is no longer the essential factor in marketing wares, since advertising has become so generally popular and so prolific a source of orders.

"In the old days a firm depended upon its salesman to introduce the name and advantages of any new product that was put upon the market, and to build up and sustain its reputation," complains the man who feels that he has been supplanted. "If employing personal salesmanship solely were a less instantaneous way of making the product widely known and talked about, it was at least a more certain and intelligent way. The manufacturer knew exactly through what channels results were to be expected; his appeal to the public (communicated from the salesman to the dealer, and from the dealer to the consumer, or in many cases communicated by the salesman direct to the consumer) was a man-to-man appeal that had more weight in building up a permanent demand than modern advertisements, even although the latter be supposed to reach 1,000 people to every ten with whom the salesman comes in contact."

"The advertising craze practically puts a salesman out of business; it reduces him to a mere order-taker. When his goods have been heralded by much advertising there are certainly a tentative interest in them and a willingness to try them out, so that the salesman has only to pick up the orders that are waiting for him in his territory. But the business thus secured does not give him the satisfaction that he would feel if his work and ingenuity alone had produced it; and if for any reason the demand suddenly dies out, he feels somehow as if he had been cheated, for he believes that if the introducing of the article had been entrusted to him, instead of to the precarious chances of an advertising campaign, his personal efforts would have laid a substantial foundation for permanent trade."

"Too much advertising makes a mere side-show of personal salesmanship," complains the grumbler. "A large number of concerns who still employ salesmen have practically eliminated salesmanship from their business-getting plan, in favor of the advertiser."

The salesman who really believes in such views as these, or who if he

does not quite accept them still fails to see their essential falsity, is in danger of doing the house for which he works, and himself, serious injury.

Any business house which advertises its product extensively relies twice as much on its salesmen nowadays as was formerly the case.

The salesman has two services to perform where he formerly had one; or, rather, he serves his house in a dual capacity. In the first place, although he now meets with customers who know his product from the reputation its advertising has given it, and who have made up their minds in advance of his call to give it a trial, his skill and tact as a salesman are needed far more than they ever were before to convert tentative patronage into a permanent, steadily-increasing business relation. If the house has succeeded in attracting customers' attention to its advertisements, and in inducing consumers to ask dealers to supply them with the article advertised, it has certainly taken one important step without the salesman's help; but there is a gulf where the manufacturer is sure of a stable, prosperous trade from the dealer.

It is in bridging this gulf that the salesman is most vitally essential to his firm's selling plan. The salesman who, according to the old manner of doing business, took an unknown, unadvertised article and laboriously built up a reputation for it certainly did his firm the highest service possible in those days—but the fact that modern advertising methods have to some extent eliminated personal salesmanship (as well as labor and time), in making the name of a product known throughout the country, does not render the salesman any less indispensable or reflect upon his importance as a commercial factor. He does not have to pave the way for the introduction of a new article on the market, it is true, but he has to keep things moving along the way that the advertiser has paved for him.

It is he that the firm depends upon to see that its advertising is not wasted or perverted. The value of his services in this respect is more likely to be under-estimated by the salesman himself than unappreciated by his employers.

When the salesman finds that the name of his product is known far and wide among dealers, and knows that consumers, influenced by the advertisements of the product, are asking dealers to supply it to them, he is likely to feel that the success of his house's venture in marketing this product is a foregone conclusion. But his manager takes a more conservative view of the case, in all probability. Publicity for the article and an attentive attitude on the part of retailers are auspicious conditions, but not at all the same thing as an established, inalienable trade on the advertised article. And unless such a trade is built up quickly and securely by the salesman, the fortune which has been spent in giving publicity to the article and creating a tentative interest in buyers is irretrievably thrown away.

Not only must great sums be liberally expended in advertising nowadays, but in a majority of cases, where a new product is tried out, there is another factor of investment which is too likely to be overlooked except by the men responsible for the finances of the venture. This concerns the manufacturing end of the business. Having invited the entire population of the country to buy, the manufacturer must be prepared to accommodate the people on a tremendous scale. He must be ready for the rush with a factory equipment and an army of operatives equal to the maximum possible demand for his output. He must not only do business, but tremendous business and judicious business, if he is to get his money back. It depends upon the salesman whether business shall continue to be tremendous on the strength of the merit of the goods and their judicious distribution, or whether the flood of orders can be kept on the increase only by a proportionate increase in the expenditures for advertising.

Granted that the manufacturer expects to advertise persistently and liberally, and that he can not afford not to do so, it is still imperative that this costly stimulus be used with economy. The man who advertises extravagantly is not the man who spends the most enormous sums for advertising but the man who does not know how to build up a cumulative business on the strength of the impression which his advertising makes, and who must, in consequence, always be plunging experimentally into new fields, trying to reach people whom he has not reached before, or else suffer an immediate falling off in the demand. It takes an able sales force to make business grow. The importance of the salesman's work as a business-getter, a business-keeper and a business-developer has increased in proportion as the risk of launching a new product on the market has increased in recent years.

Salesmen who appreciate the dignity and significance of their work do not look upon it as a mere hand-to-hand skirmish with customers for individual sales. They regard themselves as counselors and strategists. They put themselves in their managers' place and study all the conditions that affect trade as well as

those which obtain in their own limited territory. They assume responsibilities. When they find trade lively and buyers more than willing to place good orders, they do not say to themselves: "This is a walk-away; I do not have to do any work. I really would prefer a job where things came a little harder, so that I could have a chance to exercise my talents as a salesman." Instead, their one idea is to seize upon auspicious conditions and turn them to the utmost account, to see just how far they can advance their firm's interests on the strength of such a favorable opportunity.

At such a time as this the poor salesman says: "My firm has no need of me. Business comes pouring in anyway. What use is a salesman when everybody is already in line and would probably send in an order if I didn't come and take it?"

The real salesman reasons: "My firm has created this opportunity at an immense expense. It depends on me whether the firm gets the greatest possible benefit from its investment, and converts all these trial orders into permanent trade, or only gets returns enough—from the orders that would 'come pouring in, anyway'—to make its investment pay for itself."

Wherever there is a temporary and stimulated increase in demand, there is chance for a genuine salesman to show what he is really worth to his firm. If he can make the maximum amount of business become the average amount he most ably justifies his title of "salesman."—Frank Watkins in Salesmanship.

Occasionally people
want a change and
get tired of

Hotel Livingston

We generally give
them two weeks to
get back.

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.

SAGINAW HOTELS

Violate a Long-Observed Custom With Travelers.

Jackson, July 5—As the Knights of the Grip are to hold their annual convention in Saginaw, it occurs to me that it is no more than fair that I write a letter setting forth the experience of the U. C. T. boys at the convention held in Saginaw in June.

It was published broadcast that the ladies would be entertained free, as has always been the case at other conventions of traveling men which have been held in Michigan for the past twenty-five years. Such a courtesy appears to be deemed a privilege by hotel men generally, and I have been to Saginaw on two different occasions when this rule held good. For some reason, however, the arrangement entered into between the hotel proprietors at Saginaw and the Committee on Arrangements was violated or else the Committee exceeded its authority in permitting the statement to be made officially to the effect that no charge would be made for the ladies' entertainment. In common with others, I stopped at the Bancroft House, and as the banquet was scheduled to be pulled off at 6 o'clock, I asked the clerk if he would check my wife and myself off for supper that night. He very pompously informed me that he would not. So we entered the dining room, ordered six kinds of meat and everything else in proportion, and then left the dining room without eating a mouthful.

I have been a traveling man a good many years and have attended a good many conventions of traveling salesman, but I never struck quite as stiff a frost as I did at the Saginaw convention in June. I can not help feeling that the Saginaw landlords have made a serious mistake in this matter, and that if their attention is brought to the same in a courteous and convincing manner by the local Committee on Arrangements they will very quickly and cheerfully recede from their position. Unless they do so, and the fact of their doing so is published broadcast throughout the State, I apprehend that the August convention of the Knights of the Grip will be very sparsely attended, because in my travels in Michigan I find a good deal of bitterness on the part of the traveling men as the result of the misunderstanding. I suggest that the editor of the Tradesman take this matter up in our behalf. He is a man who does things and perhaps he can assist us in this emergency.

M. K. of G.

Acting on the above suggestion, the Tradesman addressed courteous notes of enquiry to Chas. H. Smith, M. V. Foley and the Bancroft House and Hotel Vincent. The replies received were as follows:

Saginaw, July 8—Yours of July 5 came duly to hand. Will say, in reply to your question relative to the hotels, that Post F appointed a committee Saturday night to visit the hotels and see what concessions they were willing to make for our convention, said Committee to report at a special meeting next Saturday night. Will say, further, I will take pains to let you know what the hotels propose

to do and any other items of news that would interest the boys on the road.

Mike V. Foley.

Saginaw, July 8—I am in receipt of your letter in regard to the treatment given the members of the U. C. T. by the hotels of this city on the occasion of the annual convention. I have been chairman on different occasions to act in connection with a committee to secure a reasonable concession to the travelers, but had nothing whatever to do with this matter. I did not know there was any dissatisfaction until the members began to arrive.

I will give your letter to M. S. Brown, chairman of the Post, and see if we can not make arrangements which will be lived up to, so that the boys attending the annual convention of the M. K. of G. will not be disappointed again. Mark may be out of town until Friday or Saturday, for which reason we could not give you any satisfactory answer until his return. I presume that next Saturday we will be able to take the matter up and visit the different hotels with a good strong committee, finding out exactly what can be done. Will notify you of the result. I hope we may be able to obtain satisfactory concessions. I am aware that this is the first time the boys have not received proper treatment from the hotels in this or any other town.

Chas. H. Smith.

Saginaw, July 8—in reply to your favor of July 6, will say that a charge of 50 cents per meal will be made to ladies who accompany their husbands at the meeting of the Michigan Knights of the Grip. No charge will be made them for rooms, however, unless they occupy them singly.

Our hotel has been designated as headquarters for the meeting of Aug. 23 and 24 and we hope to have you with us.

C. A. Pattullo,

Manager Hotel Vincent.

Saginaw, July 8—I have seen a number of the boys in Saginaw and talked with them regarding the feeling existing among some of the members of the U. C. T. relative to the recent convention of that organization held in this city and the attitude of the hotels regarding rates to members.

I have also seen the members of the Hotel Committee for the late convention and they think that you were misinformed in regard to the Bancroft and Vincent agreeing to make concessions so far as the ladies were concerned. This Committee stated to me that the hotels agreed to make no concessions whatever.

The facts are that the Committee in charge tried to get such concessions, but they were met with the argument that some forty different organizations were to hold conventions in Saginaw during the summer and if they made concessions to the U. T. T. boys, they would be obliged to make the same concessions to everybody; and, with the increased cost of food products, they could not afford to do it. Now, while the local Committee for the coming convention of the Michigan Knights of the Grip are going to make an effort to secure free hotel accommodations for our ladies, they expect to be met by

the same arguments and have little hopes of being successful.

The week of our convention is going to be a big week in Saginaw. The hotels will be taxed to their limit and the Board of Trade of this city has left nothing undone to make it pleasant for everybody. The hotels have been asked to contribute to a fund to take care of the expense, and I am informed have gone down in their pockets liberally. Under these conditions the Saginaw boys feel that there should be no sore spots among the members of the U. C. T. of the Michigan Knights of the Grip and especially none toward the city of Saginaw, but that all should turn out and make our convention one grand success and one of the best in our history. Saginaw stands with outstretched arms to receive us and the hotels will give us value received for our money.

A. A. Weeks.

Saginaw, July 9—Your favor of July 6 at hand and in reply would say that the week of Aug. 18-24, inclusive, is the week of our big celebration, the semi-centennial. For this occasion we have contributed very liberally to the local committee. Members of this committee tell us that the entertainment of the Knights of the Grip is included in this fund, also a great many of our rooms have already been engaged for that week. For these reasons we feel that we will be unable to make any concessions to the ladies at this particular time.

Farnham Lyon.

Two New Members—Presentation of Loving Cup.

Grand Rapids, July 9—Grand Rapids Council No. 131, U. C. T., held its regular monthly meeting Saturday night, with all officers in their chairs and a very large attendance by its members.

Two candidates were given the full degrees and agreed they had their money's worth.

Chairman John G. Kolb, of the Refreshment Committee, gave the boys a lunch fit for a king and Brother McIntyre presented the Council with two boxes of Free Press cigars. The boys changed the name to Free Smoke in short notice.

The event of the evening was the presentation by Past Counselor W. B. Holden of a loving cup to Brother Chas. P. Reynolds. Brother Holden said in part: "I am selected by the givers of this loving cup to present it to you as a token of our appreciation of the very able manner in which you have conducted our dancing parties and base ball games. At home you have gladdened the hearts of our members with the very enjoyable parties, and you have brought us honor abroad by winning the State championship from the different U. C. T. teams throughout the State. All these things you have done without a single cent of cost to the Council. Nor is this all. To you, Brother Reynolds, belongs the honor of being the only one who has ever conducted our parties at a profit. At the close of this year's parties I understand you turned into the treasury of this Council over \$100. Last year the ball team won

\$60 in prizes at Petoskey, and this year you took all the money in sight at Saginaw, which was \$25. This loving cup is from your brother U. C. T.'s, and the funds for the same came from their own pockets and not from the treasury of this Council."

Brother Reynolds was taken by surprise and his heart was too full to permit him to express in words his appreciation of the elegant cup. On three sides of the cup are the following inscriptions:

"Presented to Brother C. P. Reynolds by his friends in Council No. 131, U. C. T., July 6, 1907."

"As a token of esteem and appreciation of the able manner in which he conducted our dancing parties and base ball club for the season of 1906-1907."

"Unity, Charity, Temperance."

Next Saturday will be given the first U. C. T. picnic of the season. Chairman Walter Lawton has made arrangements with the Muskegon interurban for special cars. These will leave from interurban station at 2 p. m. Fare, 60 cents for the round trip. A jolly good time is promised. Come and be in the swim. Dancing, base ball and games of all kinds.

W. S. Burns, Official Scribe.

Another Account.

Grand Rapids, July 8—The regular monthly meeting of Grand Rapids Council, U. C. T., was held last Saturday evening, and from the point of members in attendance and other things it was a hummer, considering this is hot weather, when the crowd is usually a little on the shy order.

Among other routine business the boys put Fred N. Rowe, of the Valley City Milling Co., and Louis H. D. Baker, of the Goshen Carpet Sweeper Co., over the rough and rugged road and gave them some pointers about traveling combined with hardships, but they did not have the means at their command to exemplify a runaway team of mustangs through a pine stump slashing, which has fallen to the lot of many a commercial traveler. John Kolb, who had charge of the entertainment features of the meeting, had offered a \$2.50 gold piece to the handsomest man at the meeting, but as the writer had been barred he did not pay enough attention to learn who was the successful party.

Refreshments were served, the cigars being furnished by Harry F. McIntyre, of the G. J. Johnson Cigar Co., and were labeled Evening Press, which was a guarantee of their goodness.

The evening closed with a very pleasing little episode in the presentation of a loving cup to Charles P. Reynolds for his untiring efforts as chairman of the winter's entertainments and dances and also his labors as manager of the U. C. T. base ball club, which for two successive seasons has not allowed a score to be marked on the tally sheet of any opposing U. C. T. nine, which is going some.

The next on the programme in the amusement line is the U. C. T. picnic at Fruitport on July 13, to which all commercial travelers and their friends are invited.

O. F. Jackson, Sec'y.



Michigan Board of Pharmacy.
President—Henry H. Heim, Saginaw.
Secretary—W. E. Collins, Owosso.
Treasurer—W. A. Dohany, Detroit.
Other members—John D. Muir, Grand Rapids, and Sid A. Erwin, Battle Creek.
Examination sessions—Houghton, Aug. 19, 20 and 21; Grand Rapids, Nov. 19, 20 and 21.

Michigan State Pharmaceutical Association.
President—John L. Wallace, Kalamazoo.
First Vice-President—G. W. Stevens, Detroit.
Second Vice-President—Frank L. Shiley, Reading.
Third Vice-President—Owen Raymo, Wayne.
Secretary—E. E. Calkins, Ann Arbor.
Treasurer—H. G. Spring, Unionville.
Executive Committee—J. O. Schlotterbeck, Ann Arbor; F. N. Maus, Kalamazoo; John S. Bennett, Lansing; Minor E. Keyes, Detroit; J. E. Way, Jackson.

Fountain Pens as a Side Line.

Few lines offer the advantages or as profitable returns, as a druggist's side line, as fountain pens, which with the least effort has been made one of the best paying departments in our store, adding greatly to our yearly profit, both directly and indirectly. Very little space is required for a good assortment of pens; the amount invested is small, retail prices are protected by all leading manufacturers and each sale represents a profit of from one to four dollars and even more on the more elaborate pens. The business is not limited to one short season of a few days or weeks in the year, but the stock is salable the year round, with no dead or unsalable goods accumulating to lessen the margin of profit, as all overstock or unsalable goods are exchangeable at any time for goods that are salable. Direct results are obtained by the retail dealer from the large amount of magazine and other advertising done by the manufacturers which has created an increasing demand for fountain pens, as few, if any, do a direct business with the public.

A. R. W.

Advertising in the Summer.

July and August are "off months" in most lines of trade and the drug business, except possibly at the soda fountain, offers no exception to the rule. But, because of the dull season, the druggist should not discontinue his advertising campaign; he should, in fact, push it with renewed vigor. Advertising, at this particular time of the year, may profitably turn toward special sales. Let the druggist carefully go over his stock of brushes, for instance. Doubtless he will find among the hair brushes, shaving brushes, tooth brushes, etc., a number of each variety that have been in stock for many months. Let him carefully then separate the newer brushes, the higher-priced ones especially, and to the others add a supply of cheaper, but reliable, new goods, and put a placard on the lot with a price, on the tooth brushes of 9 cents, hair brushes 19 cents, etc. Advertise the sale by window strips, placards on the goods, an advertisement in the paper, in towns of proper size, and by the other ordinary means of advertising. It may look

like department store methods, but what is the objection to a hint from a department store if it be one by which we may profit? And it will probably surprise the druggist to find how quickly the brushes will go. And we have only mentioned brushes as a sample of a score of things equally applicable.

And the people who come in to the "sale" will be more than likely to make purchases of other things in the store, or they will see something which they will remember when it is needed later; new customers also may be secured and retained.

During July and August conditions are usually favorable for largely increased sales of remedies for bowel troubles of children and adults as well. Although it is not permissible for druggists to attempt to prescribe for these ailments, the services of a skilled physician being needed in many instances, the druggist should be prepared, nevertheless, to supply, with preparations from his own laboratory, the demands of those who ask for medicine for the minor ailments of this character.—Western Druggist.

The Drug Market.

Opium—Has advanced 25c per pound and is tending higher on account of confirmation of damage to the growing crop.

Morphine—Is steady at the advance.

Quinine—Is dull.

Bismuth—All preparations have been advanced on account of the advance for crude.

Cocoa Butter—Has advanced on account of higher price in the primary market.

Glycerine—Is very firm and tending higher.

Guarana—Is tending higher.

Balsam Copaiba—Is in better supply and has declined.

Balsam Peru—Is very firm.

Cubeb Berries—Are firm and tending higher.

Oil Lemon—Is very firm and tending higher.

Oil Bergamot—Has again advanced.

Oil Orange—Has advanced.

Oil Peppermint—There is still a great deal of uncertainty in regard to the new crop.

Oil Erigeron—Is in small supply and has advanced.

German Chamomile Flowers—Are higher.

Gum Camphor—Has declined 6c per pound and is tending lower.

Buchu Leaves—Are very firm and tending higher.

Good Remedy for Mosquito Bites.

The following has been well spoken of by those who have tried it: Make a saturated solution of naphthalin balls in strong alcohol and apply. This will relieve the pain and swelling, and has, as can be readily seen, many advantages over concentrated ammonia. Joseph Lingley.

It often happens that the man who is most particular about his own corns is least careful where he treads.

Love must indeed be blind when a fellow falls in without looking.

Programme for the Twenty-Fifth Convention.

The following programme has been prepared for the twenty-fifth annual convention of the Michigan State Pharmaceutical Association, which will be held at Bay City July 30 and 31 and Aug. 1:

Tuesday Afternoon.

Address of welcome—Mayor Gustav Hine.

President's address—John L. Wallace, Kalamazoo.

Report of Secretary—E. E. Calkins, Ann Arbor.

Report of Treasurer—H. G. Spring, Unionville.

Profitable Advertising—A discussion by the Secretary and all present.

Report of the Secretary of the State Board of Pharmacy—Sid A. Erwin, Battle Creek.

Reports of Committee on Pharmacy and Queries—Wm. A. Hall, Detroit.

Report of Committee on Trade Interests—J. M. Lemen, Shepherd.

Report of Trustees of Prescott memorial scholarship fund—Chas. F. Mann, Detroit.

Tuesday Evening.

The Association will be the guest of the Michigan Pharmaceutical Travelers' Association.

Wednesday Forenoon.

Report of Executive Committee.

Facts and Features of the Soda Water Business—E. L. Keyser, Pontiac.

Discussion of Pharmacy and Pharmacists from an Ethical and Right Point of View—Wm. Heim, Saginaw.

Report of delegate to the N. A. R. D.—A. H. Webber, Cadillac.

Michigan and the N. A. R. D.—President Chas. F. Mann, Detroit.

Report of Legislative Committee—A. H. Webber, Cadillac.

Wednesday Afternoon.

Report of the Committee on Adulterations—W. H. Blome, Detroit.

The Development of a Candy Business in a Drug Store—Minor E. Keyes, Detroit.

Instructive Advertising—Prof. J. O. Schlotterbeck, Ann Arbor.

Election of officers.

Miscellaneous business.

Wednesday Evening.

Banquet at Wright's Cafe, Wenona Beach.

Thursday Morning.

Unfinished business.

Adjournment.

Formula for Lubricant for Fire Arms.

An English correspondent in the Shooting Times gives the following formula for cleaning and lubricating the barrels of fowling pieces which has never failed in effectiveness in the dampest climates:

Pure paraffin oil 4 parts
Spirits turpentine 3 parts
Rangoon (or sperm oil) 1 part
Camphor for 1 pint ½ oz.

Dissolve the camphor in the spirits of turpentine and then add the rest. After shooting, wipe out the barrels first with a bit of tow on the end of the cleaning rod in the usual way. Then soak a small square of flannel in the fluid, put it on the cleaning rod and thoroughly cleanse

out the barrels. Use plenty of the fluid and leave the barrels until next morning. Then polish them with a dry piece of flannel thoroughly, and on looking through them not a vestige of lead will be found. If from heavy firing or other cause there should happen to be a speck or streak of lead in the barrels, it will be so soft from the action of the fluid as to come away with the first touch of the wire brush.

P. W. Lendower.

How Stylographic Ink Is Prepared.

This ink is usually made thinner in consistency and lighter in color than the ordinary writing fluids, but we suppose it would be possible to adapt the ordinary ink for use in the stylographic pen by diluting it with water and adding a small amount of mucilage of acacia. A recent formula for a stylographic ink properly calls for the following ingredients in the quantities named:

Tannic acid 200 grs.
Gallic acid 50 grs.
Indigo carmine 320 grs.
Ferrous sulphate 1 oz.
Mucilage of acacia 2 ozs.
Liquefied phenol 5 min.
Distilled water 16 ozs.

Dissolve the tannin and gallic acid in part of the water, and the ferrous sulphate separately in another part. Mix, add indigo carmine; when dissolved filter. Add the mucilage and the phenol. Allow to stand for some time to deposit, then carefully decant, or filter through a little moist absorbent cotton.

M. Billere.

Formula for Artificial Pistachio Extract.

This is made as follows:

Orange oil 45 min.
Amyl acetate 4 drs.
Bitter almond oil 5 drs.
Butyric ether 5 drs.
Acetic ether 9 drs.
Alcohol 1 pt.
Water to make 1½ pt.

Be sure and label it artificial.

Because of the pure food laws in many states the following formula for preparing from the nuts is to be preferred:

Crushed pistachio nuts 4 ozs.
Ground cassia bark 1 dr.
Ground cloves 1 dr.
Yellow rind of 1 lemon.

Diluted alcohol to make 1 pt.
Macerate for several days and filter.

Randolph Reid.

Only those things that are put into living are learned.

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.



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

WHOLESALE DRUG PRICE CURRENT

Advances.

Aceticum 50@ 8	opaiba 1 75@ 1 85	Scillas Co 50@ 50
Benzolcum, Ger. 70@ 75	Cubebae 1 35@ 1 40	Tolutan 50@ 50
Boracic 17@ 17	Evechthitos 1 00@ 1 10	Prunus virg 50@ 50
Carbolicum 26@ 29	Erigeron 1 40@ 1 50	
Citricum 65@ 70	Gaultheria 2 50@ 4 00	Tinctures
Hydrochlor 3@ 5	Geranium oz 75@ 75	Anconitum Nap's R 60@ 60
Nitricum 14@ 15	Gossypii Sem gal 70@ 75	Anconitum Nap's F 50@ 50
Oxalicum 14@ 15	Hedeoma 5 50@ 6 00	Aloes 50@ 50
Phosphorium, dil. 44@ 47	Junipera 40@ 1 20	Arnica & Myrrh 50@ 50
Salicylicum 14@ 15	Lavandula 90@ 3 60	Asafoetida 50@ 50
Sulphuricum 14@ 15	Limons 2 20@ 2 40	Atropa Belladonna 50@ 50
Tannicum 75@ 85	Mentha Piper 2 25@ 2 40	Aurant Cortex 50@ 50
Partaricum 38@ 40	Mentha Verid 3 50@ 3 60	Benzoin 50@ 50
	Morruhuac gal 1 60@ 1 85	Barosma 50@ 50
	Myricia 3 90@ 3 50	Cantharides 50@ 50
Ammonia	Olive 75@ 3 00	Cardamon 50@ 50
Aqua, 18 deg. 4@ 6	Picis Liquida 10@ 12	Cardamon C 75@ 75
Aqua, 20 deg. 6@ 8	Picis Liquida gal 1 06@ 1 10	Castor 50@ 50
Carbonas 13@ 15	Rosmarini 1 00@ 1 00	Catechu 50@ 50
Chloridum 12@ 14	Rosae oz 5 00@ 5 00	Cinchona 50@ 50
	Succini 40@ 45	Cinchona Co 50@ 50
Black 2 00@ 2 25	Sabina 9@ 1 00	Columbia 50@ 50
Brown 30@ 1 00	Santal 9@ 1 00	Cubebae 50@ 50
Red 45@ 50	Sassafras 90@ 95	Cassia Acutifol 50@ 50
Yellow 2 50@ 3 00	Sinapis, ess, oz. 1 10@ 1 20	Cassia Acutifol Co 50@ 50
	Sinapis 40@ 45	Digitalis 50@ 50
Baccae	Sinapis 40@ 45	Erigeron 50@ 50
Cubebae 22@ 25	Sinapis 40@ 45	Erri Chloridum 50@ 50
Juniperus 3@ 10	Sinapis 40@ 45	Gentian Co 50@ 50
Kanthoxylum 30@ 35	Sinapis 40@ 45	Gulaca 50@ 50
	Sinapis 40@ 45	Gulaca ammon 50@ 50
Balsamum	Sinapis 40@ 45	Hyoscyamus 50@ 50
Copaiba 80@ 90	Sinapis 40@ 45	Iodine 75@ 75
Peru 3 00@ 3 25	Sinapis 40@ 45	Iodine, colorless 75@ 75
Terabin, Canada 60@ 65	Sinapis 40@ 45	Kino 50@ 50
Tolutan 40@ 45	Sinapis 40@ 45	Lobelia 50@ 50
	Sinapis 40@ 45	Myrrh 50@ 50
Cortex	Sinapis 40@ 45	Nux Vomica 50@ 50
Abies, Canadian 18@ 18	Sinapis 40@ 45	Opil, camphorated 50@ 50
Cassia 26@ 26	Sinapis 40@ 45	Opil, deodorized 50@ 50
Cinchona Flava 60@ 60	Sinapis 40@ 45	Quassia 50@ 50
Buonymus atro. 20@ 20	Sinapis 40@ 45	Rhatany 50@ 50
Myrica Cerifera 15@ 15	Sinapis 40@ 45	Rhel 50@ 50
Prunus Virgin. 12@ 12	Sinapis 40@ 45	Sanguinaria 50@ 50
Quillia, grd 24@ 24	Sinapis 40@ 45	Serpentaria 50@ 50
Sassafras, po 25 36@ 36	Sinapis 40@ 45	Stromonium 50@ 50
Ulmus 36@ 36	Sinapis 40@ 45	Tolutan 50@ 50
	Sinapis 40@ 45	Valerian 50@ 50
Extractum	Sinapis 40@ 45	Veratrum Veride 50@ 50
Glycyrrhiza Gla. 24@ 30	Sinapis 40@ 45	Zingiber 50@ 50
Glycyrrhiza, po. 23@ 30	Sinapis 40@ 45	
Maematox 11@ 12	Sinapis 40@ 45	
Maematox, 1s 13@ 14	Sinapis 40@ 45	
Maematox, 1/2s 14@ 15	Sinapis 40@ 45	
Maematox, 1/4s 16@ 17	Sinapis 40@ 45	
	Sinapis 40@ 45	
Ferru	Sinapis 40@ 45	
Carbonate Precip. 15@ 15	Sinapis 40@ 45	
Citrate and Quina 2 00@ 2 00	Sinapis 40@ 45	
Citrate Soluble 55@ 55	Sinapis 40@ 45	
Ferrocyanidum S 15@ 15	Sinapis 40@ 45	
Solut. Chloride 15@ 15	Sinapis 40@ 45	
Sulphate, com'l, by 7@ 7	Sinapis 40@ 45	
Sulphate, pure 7@ 7	Sinapis 40@ 45	
	Sinapis 40@ 45	
Flora	Sinapis 40@ 45	
Arnica 18@ 18	Sinapis 40@ 45	
Anthemis 40@ 50	Sinapis 40@ 45	
Matricaria 30@ 35	Sinapis 40@ 45	
	Sinapis 40@ 45	
Folia	Sinapis 40@ 45	
Barosma 40@ 45	Sinapis 40@ 45	
Cassia Acutifol. 15@ 20	Sinapis 40@ 45	
Tinnevely 25@ 30	Sinapis 40@ 45	
Cassia, Acutifol. 15@ 20	Sinapis 40@ 45	
Salvia officinalis. 13@ 20	Sinapis 40@ 45	
1/2s and 1/4s 8@ 10	Sinapis 40@ 45	
Uva Ursi 8@ 10	Sinapis 40@ 45	
	Sinapis 40@ 45	
Gummi	Sinapis 40@ 45	
Acacia, 1st pkd. 4@ 45	Sinapis 40@ 45	
Acacia, 2nd pkd. 4@ 45	Sinapis 40@ 45	
Acacia, 3rd pkd. 4@ 45	Sinapis 40@ 45	
Acacia, sifted sts. 45@ 65	Sinapis 40@ 45	
Acacia, po. 22@ 25	Sinapis 40@ 45	
Aloe Barb 22@ 25	Sinapis 40@ 45	
Aloe, Cape 22@ 25	Sinapis 40@ 45	
Aloe, Socotri 22@ 25	Sinapis 40@ 45	
Ammoniac 55@ 60	Sinapis 40@ 45	
Asafoetida 35@ 40	Sinapis 40@ 45	
Benzoilum 50@ 55	Sinapis 40@ 45	
Catechu, 1s 13@ 14	Sinapis 40@ 45	
Catechu, 1/2s 13@ 14	Sinapis 40@ 45	
Catechu, 1/4s 13@ 14	Sinapis 40@ 45	
Comphorae 1 35@ 1 40	Sinapis 40@ 45	
Sulphorbium 40@ 40	Sinapis 40@ 45	
Galbanum 21@ 21	Sinapis 40@ 45	
Gamboge, po. 1 35@ 1 45	Sinapis 40@ 45	
Guaiaicum, po 35 45@ 45	Sinapis 40@ 45	
Kino, po 45c 45@ 45	Sinapis 40@ 45	
Mastic 45@ 45	Sinapis 40@ 45	
Myrrh, po 50 45@ 45	Sinapis 40@ 45	
Opium 5 25@ 5 50	Sinapis 40@ 45	
Shellac 60@ 70	Sinapis 40@ 45	
Shellac, bleached 60@ 65	Sinapis 40@ 45	
Tragacanth 70@ 1 00	Sinapis 40@ 45	
	Sinapis 40@ 45	
Herba	Sinapis 40@ 45	
Absinthium 4 50@ 4 60	Sinapis 40@ 45	
Eupatorium oz pk 25@ 25	Sinapis 40@ 45	
Lobelia, oz pk 25@ 25	Sinapis 40@ 45	
Majorum, oz pk 25@ 25	Sinapis 40@ 45	
Mentha Pip, oz pk 25@ 25	Sinapis 40@ 45	
Mentha Ver, oz pk 25@ 25	Sinapis 40@ 45	
Rue, oz pk 39@ 39	Sinapis 40@ 45	
Tanacetum, V. 22@ 22	Sinapis 40@ 45	
Thymus V, oz pk 25@ 25	Sinapis 40@ 45	
	Sinapis 40@ 45	
Magnesia	Sinapis 40@ 45	
Calcined, Pat 55@ 60	Sinapis 40@ 45	
Carbonate, Pat 18@ 20	Sinapis 40@ 45	
Carbonate, K-M 18@ 20	Sinapis 40@ 45	
Carbonate 18@ 20	Sinapis 40@ 45	
	Sinapis 40@ 45	
Oleum	Sinapis 40@ 45	
Absinthium 4 40@ 4 60	Sinapis 40@ 45	
Amygdalae, Dulc. 75@ 85	Sinapis 40@ 45	
Amygdalae, Ama 8 00@ 8 25	Sinapis 40@ 45	
Anisi 1 60@ 1 75	Sinapis 40@ 45	
Aurant Cortex 2 75@ 2 85	Sinapis 40@ 45	
Bergamii 4 50@ 4 75	Sinapis 40@ 45	
Cajuputi 35@ 40	Sinapis 40@ 45	
Caryophylli 1 60@ 1 70	Sinapis 40@ 45	
Cedar 50@ 50	Sinapis 40@ 45	
Chenopadii 3 75@ 4 00	Sinapis 40@ 45	
Cinnamoni 1 85@ 1 95	Sinapis 40@ 45	
Citronella 65@ 70	Sinapis 40@ 45	

Liquor Arsen et 25@ 25	Rubia Tinctorem 12@ 14	Vanilla 9 00@ 9 00
Hydrarg Iod 25@ 25	Saccharum La's 22@ 25	Zinci Sulph 7@ 8
Liq Potass Arsinit 10@ 12	Saladin 4 50@ 4 75	
Magnesia, Sulph 2@ 3	Sanguis Drac's 40@ 50	Oils
Magnesia, Sulph bbl 15@ 15	Sapo, W 13 1/2@ 16	Whale, winter bbl. gal 70@ 70
Mannia, S F 45@ 50	Sapo, M 10@ 12	Lard, extra 70@ 80
Menthol 2 90@ 3 00	Sapo, G 10@ 12	Lard, No. 1 60@ 65
Morphia, S P & W 2 80@ 3 05	Sedlitz Mixture 20@ 22	Linseed, pure raw 46@ 49
Morphia, SNYQ 2 80@ 3 05	Sinapis 20@ 22	Linseed, boiled 47@ 50
Morpha, Mal. 2 80@ 3 05	Sinapis, opt 20@ 22	Neat's-foot, w sir 65@ 70
Moschus Canton. 40@ 40	Snuff, Maccaboy 30@ 30	Spts. Turpentine Market
Myristica, No. 1 25@ 30	DeVoos 51@ 51	Paints
Nux Vomica po 15 25@ 28	Snuff, S'h DeVo's 51@ 51	Red Venetian 1 1/2@ 2 1/2
Os Sepia 25@ 28	Soda, Boras 9@ 11	Ochre, yel Mars 1 1/2@ 2 1/2
Pepsin Saac, H & 50@ 50	Soda, Boras, po 9@ 11	Ocre, yel Ber 1 1/2@ 2 1/2
P D Co 1 00@ 1 00	Soda et Pot's Tart 25@ 28	Putty, commer'l 2 1/2@ 3 1/2
Picis Liq N N 1/2 2 00@ 2 00	Soda, Carb 1 1/2@ 1 1/2	Putty, strictly pr 2 1/2@ 3 1/2
gal doz 2 00@ 2 00	Soda, Bl-Carb 3@ 3	Vermillion, Prime bbl. L.
Picis Liq qts 1 00@ 1 00	Soda, Ash 3 1/2@ 4	American 13@ 15
Picis Liq pints 2 00@ 2 00	Soda, Sulphas 3 1/2@ 4	Vermillion, Eng. 75@ 80
Pil Hydrarg po 80 2 00@ 2 00	Spts, Cologne 50@ 55	Green, Paris 29 1/2@ 33 1/2
Piper Nigra po 22 18@ 18	Spts, Ether Co. 50@ 55	Green, Pennsular 13@ 16
Piper Alba po 35 30@ 30	Spts, Myrcia Dom 2 00@ 2 00	Lead, red 7 1/2@ 7 1/2
Pix Burgum 12@ 15	Spts, Vini Rect bbl 1 05@ 1 21	Lead, white 7 1/2@ 7 1/2
Plumbi Acet 12@ 15	Spts, VI' Rect 1/2 b 1 05@ 1 21	Whiting, white S'n 90@ 90
Pulvis Ip'e et Opil 1 30@ 1 50	Spts, VI' R't 10 gl 1 05@ 1 21	Whiting, white S'n 90@ 90
Pyrethrum, bxs H 20@ 25	Spts, VI' R't 5 gal 1 05@ 1 21	Whit's Paris Am'r 21@ 25
& P D Co. doz 20@ 25	Strychnia, Cryst'l 1 05@ 1 21	Whit's Paris Eng 21@ 25
Pyrethrum, pv 20@ 25	Sulphur Subl 2 1/2@ 4	cliff 21@ 25
Quassia 8@ 10	Sulphur, Roll 2 1/2@ 4	Universal Prep'd 1 10@ 1 20
Quina, S P & W 20@ 30	Tamarinds 8@ 10	Varnishes
Quina, S Ger 20@ 30	Terebenth Venice 28@ 30	No. 1 Turp Coachl 10@ 1 20
Quina, N Y 20@ 30	Theobromae 65@ 70	Extra Turp 1 00@ 1 10

Drugs

We are Importers and Jobbers of Drugs,
Chemicals and Patent Medicines.

We are dealers in Paints, Oils and
Varnishes.

We have a full line of Staple Druggists'
Sundries.

We are the sole proprietors of Weatherly's
Michigan Catarrh Remedy.

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Whiskies, Brandies, Gins, Wines and
Rums for medical purposes only.

We give our personal attention to mail
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Grand Rapids, Mich.

GROCERY PRICE CURRENT

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ADVANCED

DECLINED

Index to Markets
By Columns

Col	A	B	C	D	F	G	H	I	J	L	M	N	O	P	R	S	T	V	W	Y
Ammonia	1																			
Axle Grease	1																			
Baked Beans	1																			
Bath Brick	1																			
Bluing	1																			
Brooms	1																			
Brushes	1																			
Butter Color	1																			
Candles	1																			
Canned Goods	1																			
Carbon Oils	1																			
Catsup	1																			
Cereals	1																			
Cheese	1																			
Chewing Gum	1																			
Chicory	1																			
Chocolate	1																			
Clothes Lines	1																			
Cocoa	1																			
Cocoanut	1																			
Cocoanut Shells	1																			
Coffee	1																			
Confections	1																			
Crackers	1																			
Cream Tartar	1																			
Dried Fruits	1																			
Farinaceous Goods	1																			
Fish and Oysters	1																			
Fishing Tackle	1																			
Flavoring Extracts	1																			
Fresh Meats	1																			
Gelatine	1																			
Grain Bags	1																			
Grains and Flour	1																			
Herbs	1																			
Hides and Pelts	1																			
Jelly	1																			
Licorice	1																			
Matches	1																			
Meat Extracts	1																			
Mince Meat	1																			
Molasses	1																			
Mustard	1																			
Nuts	1																			
Olives	1																			
Pipes	1																			
Pickles	1																			
Playing Cards	1																			
Potash	1																			
Provisions	1																			
Rice	1																			
Salad Dressing	1																			
Saleratus	1																			
Salt Soda	1																			
Salt	1																			
Salt Fish	1																			
Seeds	1																			
Shoe Blacking	1																			
Shuff	1																			
Soap	1																			
Soda	1																			
Soups	1																			
Spices	1																			
Starch	1																			
Syrups	1																			
Tea	1																			
Tobacco	1																			
Twine	1																			
Vinegar	1																			
Wicking	1																			
Woodenware	1																			
Wrapping Paper	1																			
Yeast Cake	1																			

1	2
ARCTIC AMMONIA	Oysters
12 oz. ovals 2 doz. box...75	Cove, 1lb.@1 05
AXLE GREASE	Cove, 2lb.@1 85
Fraser's	Cove, 1lb. Ovals...@1 20
1lb. wood boxes, 4 dz. 3 00	Plums 85
1lb. tin boxes, 3 doz. 2 35	Peas
3 1/2 lb. tin boxes, 2 dz. 4 25	Marrowfat 1 25@1 60
10lb. pails, per doz. 6 00	Early June 35@1 65
15lb. pails, per doz. 7 20	Early June Sifted 35@1 65
25lb. pails, per doz. 12 00	Peaches
BAKED BEANS	Pie@1 15
1lb. can, per doz. 90	Yellow 75@2 25
2lb. can, per doz. 1 40	Pineapple
3lb. can, per doz. 1 80	Grated@2 50
BATH BRICK	Sliced@2 40
American 75	Pumpkin
English 85	Fair 80
BLUING	Good 90
Arctic	Fancy 1 00
6 oz. ovals 3 doz. box \$ 40	Gallon 2 60
16 oz. round 2 doz. box 75	Raspberries
Sawyer's Pepper Box	Standard@
No. 3, 3 doz. wood boxes 4.00	Russian Caviar
No. 5, 3 doz. wood boxes 7.00	1/2 lb. cans3 75
BROOMS	1/2 lb. cans7 00
No. 1 Carpet2 75	1lb. cans12 00
No. 2 Carpet2 35	Col'a River, talls 1 80@2 00
No. 3 Carpet2 15	Col'a River flats 2 10@2 20
No. 4 Carpet1 75	Red Alaska1 25@1 35
Parlor Gem2 40	Pink Alaska@1 00
Common Whisk30	Sardines
Fancy Whisk1 25	Domestic 1/4s3 1/2@3 3/4
Warehouse3 00	Domestic, 1/4s@9
BRUSHES	Domestic, Must'd 6 @9
Scrub	California, 1/4s11 @14
Solid Back 3 in.75	California, 1/4s17 @24
Solid Back, 11 in.95	French, 1/4s7 @14
Pointed Ends85	French, 1/4s18 @28
Stove	Shrimps
No. 390	Standard1 20@1 40
No. 21 25	Succotash
No. 11 75	Fair85
Shoe	Good1 00
No. 81 00	Fancy1 25@1 40
No. 71 30	Strawberries
No. 41 70	Standard1 10
No. 31 90	Fancy1 40@2 00
BUTTER COLOR	Tomatoes
W. R. & Co.'s, 15c size.1 25	Fair@1 10
W. R. & Co.'s, 25c size.2 00	Good@1 20
CANDLES	Fancy@1 40
Paraffine, 6s10	Gallons@3 75
Paraffine, 12s10	CARBON OILS
Paraffine, 24s20	Barrels
CANNED GOODS	Perfection@10 1/2
Apples	Water White@10
3lb. Standards1 00	D. S. Gasoline@16 1/2
Gallon2 90	Gas Machine@24
Blackberries	Deodor'd Nap'a.@15 1/2
2lb. cans, spiced.....1 90	Cylinder29 @54 1/2
Standards gallons@5 50	Engine16 @22
Beans	Black, winter8 1/4@10
Baked80@1 30	CEREALS
Red Kidney85@95	Breakfast Foods
String70@1 15	Bordeaux Flakes, 36 lb. 2 50
Wax75@1 25	Cream of Wheat, 36 lb. 4 50
Blueberries	Egg-O-See, 36 pkgs. 2 85
Standard@1 45	Evocello Flakes, 36 lb. 4 50
Gallon@7 50	Excellor, large pkgs. 4 50
Brook Trout	Force, 36 2 lb.4 50
2lb. cans, spiced.....1 90	Grape Nuts, 2 doz.2 70
Clams	Malta Ceres, 24 lb.2 40
Little Neck, 1 lb. 1 00@1 25	Malta Vita, 36 lb.2 85
Little Neck, 2lb. @1 50	Mapl-Flake, 36 lb.4 05
Clam Bouillon	Pillsbury's Vitos, 3 dz. 4 25
Burnham's 1/4 pt.1 90	Ralston, 36 2lb.4 50
Burnham's pts.3 60	Sunlight Flakes, 36 lb. 2 85
Burnham's qts.7 20	Sunlight Flakes, 20 lbs 4 00
Cherries	Vigor, 36 pkgs.2 75
Red Standards 1 30@1 50	Voigt Cream Flakes4 50
White1 50	Zest, 20 2lb.4 10
Corn	Zest, 36 small pkgs. 2 75
Fair60@75	Crescent Flakes
Good85@90	One case2 50
Fancy1 10	Five cases2 40
French Peas	One case free with ten cases.
Sur Extra Fine22	One-half case free with 5 1/2 cases.
Extra Fine19	One-fourth case free with 2 1/2 cases.
Fine15	Freight allowed
Moyen11	Rolled Cts
Gooseberries	Rolled Avena bbl.5 60
Standard90	Steel Cut, 100 lb. sks. 2 80
Hominy	Monarch, bbl.5 35
Standard85	Monarch, 90 lb. sacks 2 55
Lobster	Quaker, 18-21 55
1 lb.2 25	Quaker, 20-54 20
1 lb.4 25	Cracked Wheat
Picnic Tails2 75	Bulk3 1/2
Mackerel	24 2 lb. packages2 50
Mustard, 1lb.1 80	CATSUP
Mustard, 2lb.2 80	Columbia, 25 pts.4 50
Soused, 1 1/2 lb.1 80	Columbia, 25 1/2 pts.2 60
Soused, 2lb.2 80	Snider's quarts3 25
Tomato, 1lb.1 30	Snider's pints2 25
Tomato, 2lb.2 80	Snider's 1/2 pints1 30
Mushrooms	CHEESE
Hotels19@20	Acme@13
Buttons24@25	Climax@13 1/2
	Elsie@13

3		4		5	
Emblem	@	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	Cocoanut Honey Cake	12	Loose Muscatels, 2 cr	
Springdale	@13	Cocoanut Hon. Fingers	12	Loose Muscatels, 3 cr	
Warner's	@13 1/2	Cocoanut Macaroons	18	Loose Muscatels, 4 cr 10	
Brick	@15	Dixie Cookie	9	Loose Muscatels, 4 cr. 10	
Leiden	@15	Frosted Cream	8	L. M. Seeded, 1 lb. 12@12 1/2	
Limburger	@15	Frosted Honey Cake	12	Sultanas, bulk	
Pineapple	@60	Fluted Cocoanut	10	Sultanas, package	@10 1/2
Sap Sago	@22	Fruit Tarts	12	FARINACEOUS GOODS	
Swiss, domestic	@16	Ginger Gems	8	Beans	
Swiss, imported	@20	Graham Crackers	8	Dried Lima	6 1/2
CHEWING GUM		Ginger Nuts	10	Med. Hd. Pk'd.	2 00
American Flag Spruce	50	Ginger Snaps, N. B. C. 7		Brown Holland	2 25
Beeman's Pepsin	55	Hippodrome	10	Farina	
Adams Pepsin	55	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	8	Maccaroni and Vermicelli	
Yucatan	55	Iced Honey Flake	12 1/2	Domestic, 10lb. box. ..	60
CHICORY		Iced Honey Jumbles	12	Imported, 25lb. box. ..	2 50
Bulk		Island Picnic	11	Pearl Barley	
Red		Jersey Cream	8	Common	3 50
Eagle	5	Kream Klips	20	Chester	3 50
Franc's	1	Lady Fingers	12	Empire	3 75
Schener's	6	Lem Yem	11	Peas	
CHOCOLATE		Lemon Gems	10	Green, Wisconsin, bu. ..	2 15
Walter Baker & Co.'s		Lemon Biscuit, Square 8		Green, Scotch, bu.	2 25
German Sweet	24	Lemon Wafer	16	Split, lb.	04
Premium	33	Lemon Cookie	8	Sago	
Caracas	31	Mary Ann	8	East India	7
Walter M. Lowney Co.		Marshmallow Walnuts 16		German, sacks	7
Premium, 1/4s	33	Marliner	11	German, broken pkg. ..	
Premium, 1/2s	33	Molasses Cakes	8	Tapoca	
COCOA		Mohican	11	Flake, 110 lb. sacks	7 1/2
Baker's	40	Mixed Picnic	11 1/2	Pearl, 130 lb. sacks	7 1/2
Cleveland	41	Newton	12	Pearl, 24 lb. pkgs.	7 1/2
Colonial, 1/4s	35	Nu Sugar	8	FLAVORING EXTRACTS	
Colonial, 1/2s	33	Old Nacres	8	Foots & Jenks	
Epps	42	Oatmeal Crackers	8	Coleman's Van. Lem.	
Huyler	45	Orange Gems	8	2 oz. Panel	1 20
Lowney, 1/4s	39	Orange Cakes	8	3 oz. Taper	2 00
Lowney, 1/2s	39	Penny Cakes, Assorted 8		No. 4 Rich. Blake 2 00	1 50
Lowney, 1s	37	Pretzels, Hand Md. 8		Jennings D. C. Brand.	
Van Houten, 1/4s	20	Pretzettes, Hand Md. 8		Terpeneless Ext. Lemon	
Van Houten, 1/2s	20	Pretzettes, Mac. Md. 7 1/2		Dox.	
Van Houten, 1s	40	Raisin Cookies	8	No. 2 Panel	75
Webb	39	Reverse, Assorted	14	No. 4 Panel	1 50
Wilbur, 1/4s	39	Scotch Style Cookies 10		No. 6 Panel	2 00
Wilbur, 1/2s	40	Snow Creams	16	Taper Panel	1 50
COCOA SHELLS		Sugar Krisp	11	2 oz. Full Meas.	1 20
20lb. bags	2 1/2	Sultana Fruit Biscuit 16		4 oz. Full Meas.	2 25
Less quantity	3	Spiced Gingers	9	Jennings D C Brand	
Pound packages	4	Spiced Gingers Iced	10	Extract Vanilla	
COFFEE		Sugar Cakes	8	No. 2 Panel	1 20
Rio		Sugar Squares, large or		No. 4 Panel	3 00
Common	13 1/2	small	8	No. 6 Panel	3 00
Fair	14 1/2	Superba	8	Taper Panel	2 00
Choice	16 1/2	Sponge Lady Fingers 25		1 oz. Full Meas.	85
Fancy	20	Sugar Crimp	8	2 oz. Full Meas.	1 60
Santos		Vanilla Wafers	16	4 oz. Full Meas.	3 00
Common	13 1/2	Waverly	8	No. 2 Assorted Flavors 1 00	
Fair	14 1/2	Zanzibar	9	GRAIN BAGS	
Choice	16 1/2	In-er Seal Goods		Amoskeag, 100 in bale 15	
Fancy	19	Albert Biscuit	1 00	Amoskeag, less than bl 19 1/2	
Peaberry	20	Animals	1 00	GRAINS AND FLOUR	
Maracaibo		Bremner's But Wafers 1 00		Wheat	
Fair	16	Butter Thin Biscuit. 1 00		No. 1 White	93
Choice	19	Cheese Sandwich	1 00	No. 2 Red	94
Mexican		Cocoanut Dainties	1 00	Winter Wheat Flour	
Choice	16 1/2	Cocoanut Macaroons. 2 50		Local Brands	
Fancy	19	Cracker Meal	75	Patents	5 35
Guatemala		Faust Oyster	1 00	Second Patents	5 15
Choice	15	Fig Newton	1 00	Straight	4 75
Java		Five O'clock Tea	1 00	Second Straight	4 65
African	42	Frotana	1 00	Clear	4 00
Fancy African	47	Ginger Snaps, N. B. C. 1 00		Subject to usual cash discount.	
O. G.	25	Graham Crackers	1 00	Flour in barrels, 25c per	
P. * G.	31	Lemon Snap	50	barrel additional.	
Mocha		Oatmeal Crackers	1 00	Worden Grocer Co.'s Brand	
Arabian	21	Oysterettes	50	Quaker, paper	4 80
Package		Old Time Sugar Cook. 1 00		Quaker, cloth	5 00
New York Basis		Pretzettes, Hd Md.	1 00	Wykes & Co.	
Arbuckle	16 00	Royal Toast	1 00	Eclipse	4 70
Dilworth	14 75	Saltine	1 00	Kansas Hard Wheat Flour	
Jersey	15 00	Saratoga Flakes	1 50	Judson Grocer Co.	
Lion	14 50	Social Tea Biscuit. 1 00		Fanchon, 1/4s cloth	5 60
McLaughlin's XXXX		Soda, Select	1 00	Grand Rapids Grain & Milling Co. Brands.	
McLaughlin's XXXX sold		Sultana Fruit Biscuit 1 50		Wizard, assorted	4 60
to retailers only. Mail all		Unedea Biscuit	50	Graham	5 00
orders direct to W. F.		Unedea Jinjer Wayfer 1 00		Buckwheat	5 00
McLaughlin & Co., Chicag-		Unedea Milk Biscuit. 50		Rye	3 85
o.		Vanilla Wafers	1 00	Spring Wheat Flour	
Extract		Water Thin	1 00	Roy Baker's Brand	
Holland, 1/2 gro boxes	95	Zu Zu Ginger Snaps	1 00	Golden Horn, family 5 60	
Felix, 1/2 gross	1 15	Zwieback	1 00	Golden Horn, baker's 5 50	
Hummel's foil, 1/2 gro. 85		CREAM TARTAR		Calumet	5 10
Hummel's tin, 1/2 gro. 1 43		Barrels or drums	29	Wisconsin Rye	4 80
CRACKERS		Boxes	30	Judson Grocer Co.'s Brand	
National Biscuit Company		Square cans	32	Ceresota, 1/4s	6 20
Brand		Fancy caddies	35	Ceresota, 1/2s	6 10
Butter		DRIED FRUITS		Ceresota, 3/4s	6 00
Seymour, Round	6	Apples	@ 7	Lemon & Wheeler's Brand	
N. B. C., Square	6	Evaporated	8 1/2 @ 9	Wingold, 1/4s	6 10
Soda		Apricots	18@20	Wingold, 1/2s	5 90
N. B. C. Soda	6	California Prunes		Pillsbury's Brand	
Select Soda	8	100-125 25lb. boxes. @ 4 3/4		Best, 1/4s cloth	5 80
Saratoga Flakes	13	89-90 25lb. boxes. @ 5 3/4		Best, 1/2s cloth	5 70
Zephyrette	13	70-80 25lb. boxes. @ 6 1/2		Best, 1/4s cloth	5 60
Oyster		60-70 25lb. boxes. @ 7 1/4		Best, 1/2s paper	5 60
N. B. C., Round	6	50-60 25lb. boxes. @ 8 3/4		Best, 1/4s paper	5 60
N. B. C., Square Salted 6		30-40 25lb. boxes. @ 9 3/4		Best, wood	5 90
Faust, Shell	7 1/2	1/4c less in 50lb. cases		Worden Grocer Co.'s Brand	
Sweet Goods.		Citron	@18	Laurel, 1/4s cloth	6 10
Boxes and cans		Currents	@ 9 1/2	Laurel, 1/4s cloth	6 00
Animals	10	Imported bulk	@ 9 1/2	Laurel, 1/4s & 1/2s paper 5 90	
Atlantic, Assorted	10	Peel		Laurel, 1/2s	5 90
Cartwheels	8	Lemon American	14	Wykes & Co.	
Current Fruit	10			Sleepy Eye, 1/4s cloth. 5 60	
Corn	10			Sleepy Eye, 1/2s cloth. 5 50	

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'ng 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 Sticily 14 Root 11 MATCHES C. D. Crittenden Co. Noiseless Tip .45 @ 4 75 MEAT EXTRACTS Armour's, 2 oz. 4 45 Armour's, 4 oz. 8 20 Liebig's, Chicago, 2 oz. 2 25 Liebig's, Chicago, 4 oz. 5 50 Liebig's Imported, 2 oz. 4 55 Liebig's Imported, 4 oz. 8 50 MOLASSES New Orleans Fancy Open Kettle 40 Choice 35 Fair 26 Good 22 Half barrels 2c extra. MINCE MEAT Per case 2 75 MUSTARD Horse Radish, 1 dz. 1 75 Horse Radish, 2 dz. 3 50 OLIVES Bulk, 1 gal. kegs 1 65 Bulk, 2 gal. kegs 1 60 Bulk, 5 gal. kegs 1 55 Mansanilla, 8 oz. 90 Queen, pints 2 50 Queen, 19 oz. 4 50 Queen, 28 oz. 7 90 Stuffed, 5 oz. 90 Stuffed, 10 oz. 1 45 Stuffed, 18 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, Rival, enameled 1 50 No. 574, Special 1 75 No. 98 Golf satin finish 2 00 No. 808 Bicycle 2 00 No. 632 Tourist whist. 2 25 POTASH 48 cans in case 4 00 Babbitt's 4 00 Penna Salt Co.'s 3 00 PROVISIONS Barreled Pork Clear Back 18 00 Short Cut 17 75 Short Cut Clear 17 50 Bean 16 00 Brisket, Clear 19 25 Pig 20 00 Clear Family 16 00 Dry Salt Meats S P Bellies 13 Bellies 11 1/2 Extra Shorts 11 Smoked Meats Hams, 12 lb. average 13 1/2 Hams, 14 lb. average 13 1/2 Hams, 16 lb. average 13 1/2 Hams, 18 lb. average 13 1/2 Skinned Hams 15 Ham, dried beef sets 15 California Hams 9 1/2 Picnic Boiled Hams 15 1/2 Boiled Ham 21 Borled Ham, pressed 8 1/2 Mince Ham 9 Lard Compound 8 1/2 Pure in tierces 10 1/2 50 lb. tubs advance 1/2 60 lb. tubs advance 1/2 10 lb. tins 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 Liver 6 1/2 Frankfort 7 Pork 7 Veal 7 Tongue 7 Headcheese 7 Beef Extra Mess 9 75 Boneless 11 25 Rump, new 11 25 Pig's Feet 1/2 bbls. 1 10 1/4 bbls., 40 lbs. 1 10 1/2 bbls. 1 10 1 bbl. 1 10 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 @ 16 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 lb. 1 30 Potted ham, 1/2 lb. 45 Deviled ham, 1/2 lb. 45 Deviled ham, 1/4 lb. 45 Potted tongue, 1/2 lb. 45 Potted tongue, 1/4 lb. 45 RICE Fancy 7 @ 1/2 Japan 5 @ 1/2 Broken 3 @ 1/2 SALAD DRESSING Columbia, 1/2 pint 2 25 Columbia, 1 pint 4 00 Durkee's, large, 1 doz. 4 50 Durkee's, small, 2 doz. 5 25 Snider's, large, 1 doz. 2 25 Snider's, small, 2 doz. 1 35 SALERATUS Packed 60 lbs. in box. Arm and Hammer 3 15 Deland's 3 00 Dwight's Cow 3 15 Emblem 2 10 L. P. 3 00 Wyandotte, 100 lbs. 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 56 lb. sacks 30 28 lb. sacks 15 Warsaw 56 lb. dairy in drill bags 40 28 lb. dairy in drill bags 20 Solar Rock 56lb. sacks 24 Common Granulated, fine 80 Medium, fine 85 SALT FISH Cod Large whole @ 7 Small whole @ 6 1/2 Strips or bricks 7 1/2 @ 10 1/2 Pellock @ 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, mch. 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. Mess, 40lbs. Mess, 10lbs. Mess, 8lbs. No. 1, 100lbs. 14 00 No. 1, 4 lbs. 6 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 Celery 15 Hemp, Russian 4 1/2 Mixed Bird 4 Mustard, white 8 Poppy 9 Rape 6 SHOE BLACKING Handy Box, large, 3 dz. 50 Handy Box, small, 1 25 Bixby's Royal Polish. 85 Miller's Crown Polish. 85	SNUFF Scotch, in bladders 37 Maccaboy, in jars 35 French Rappie in jars. 43 SOAP J. S. Kirk & Co. American Family 4 00 Dusky Diamond, 50 8 oz 2 80 Dusky D'nd, 100 6 oz 3 80 Jap Rose, 50 bars 3 75 Savon Imperial 3 50 White Russian 3 50 Lome, oval bars 3 50 Satinet, oval 3 50 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, 10 cakes 3 25 Big Master, 100 bars 4 10 Marselles, 100 cakes 6 00 Marselles, 100 cakes 5c 4 00 Marselles, 100 ck toilet 4 00 A. B. Wisley Good Cheer 4 00 Old Country 3 40 Soap Powders Lautz Bros. & Co. Snow Boy 4 00 Gold Dust, 24 large 4 50 Gold Dust, 100-5c. 4 00 Kirkoline, 24 4lb. 3 80 Pearline 3 75 Sapoline 4 10 Babbitt's 1776 3 75 Roseine 3 50 Armour's 3 70 Wisdom 3 80 Soap Compounds Johnson's Fine 5 10 Johnson's XXX 4 25 Nine O'clock 3 35 Rub-No-More 3 75 Scouring Enoch Morgan's Sons. Sapolio, gross lots 9 00 Sapolio, half gro lots 4 50 Sapolio, single boxes. 2 25 Sapolio, hand 2 25 Scourine Manufacturing Co. Scourine, 50 cakes 1 80 Scourine, 100 cakes 3 50 SODA Boxes 5 1/2 Kegs, English 4 1/2 SOUPS Columbia 3 00 Red Letter 90 SPICES Whole Spices Allspice 12 Cassia, China in mats. 12 Cassia, Canton 16 Cassia, Batavia, bund. 28 Cassia, Saigon, broken. 40 Cassia, Saigon, in rolls. 55 Cloves, Amboyana 25 Cloves, Zanzibar 25 Mace 45 Nutmegs, 75-80 55 Nutmegs, 105-10 35 Nutmegs, 115-20 30 Air Brake 36 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 18 Ginger, Jamaica 25 Mace 65 Mustard 18 Pepper, Singapore, blk. 17 Pepper, Singap. white. 28 Pepper, Cayenne 20 Sage 20 STARCH Common Gloss 4 @ 5 11b. packages @ 4 1/2 31b. packages @ 4 1/2 61b. packages @ 5 1/2 40 and 50lb. boxes 3 1/2 @ 3 1/2 Barrels @ 3 1/2 Common Corn 20lb. packages 5 40lb. packages 4 @ 7 SYRUPS Corn Barrels 27 Half Barrels 29 20lb. cans 1/4 dz. in cs 1 90 10lb. cans 1/2 dz. in cs 1 85 5lb. cans 2 dz. in cs 1 95 2 1/2 lb. cans 2 dz. in cs 2 00 Pure Cane Fair 16 Good 20 Choice 26 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 33 Basket-fired, fancy 43 Nibs 22 @ 24 Siftings 9 @ 11 Fannings 12 @ 14	Gunpowder Moyune, medium 30 Moyune, choice 32 Moyune, fancy 30 Pingsuey, medium 30 Pingsuey, choice 30 Pingsuey, fancy 40 Young Hyson Choice 30 Fancy 36 Oolong Formosa, fancy 42 Amoy, medium 25 Amoy, choice 32 English Breakfast Medium 20 Choice 30 Fancy 40 India Ceylon, choice 32 Fancy 42 TOBACCO Fine Cut Cadillac 54 Sweet Loma 34 Hiawatha, 5lb. pails. 55 Telegram 30 Pay Car 33 Prairie Rose 49 Protection 40 Sweet Burley 44 Tiger 40 Plug Red Cross 31 Palo 35 Hiawatha 41 Kyro 35 Battle Ax 37 American Eagle 33 Standard Navy 37 Spear Head, 7 oz. 47 Spear Head, 14 1/2 oz. 44 Nobby Twist 55 Jolly Tar 39 Old Honesty 34 Toddy 34 J. T. 38 Piper Heidsick 66 Boot Jack 80 Honey Dip Twist 40 Black Standard 40 Cadillac 40 Forge 34 Nickel Twist 52 Mill 32 Great Navy 36 Smoking Sweet Core 34 Flat Car 32 Warpath 26 Bamboo, 16 oz. 25 I X L, 5lb. 27 I X L, 16 oz. pails. 31 Honey Dew 40 Gold Block 40 Flagman 40 Chips 33 Kiln Dried 21 Duke's Mixture 40 Myrtle Navy 44 Yum Yum, 13 oz. 39 Yum Yum, 1lb. pails. 40 Cream 38 Corn Cake, 2 1/2 oz. 25 Corn Cake, 1lb. 22 Plover Boy, 1 1/2 oz. 39 Plover Boy, 3 1/2 oz. 39 Peerless, 3 1/2 oz. 35 Peerless, 1 1/2 oz. 38 Air Brake 36 Cant Hook 30 Country Club 32-34 Forex-XXXX 30 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. 65 4lb. 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 40 No. 2 complete 28 Case No. 2 fillers 15 sets 1 35 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 2 15 3-hoop Standard 2 35 2-wire, Cable 2 25 3-wire, Cable 2 45 Cedar, an red, brass 1 25 Paper, Eureka 2 25 Fibre 2 70 Toothpicks Hardwood 2 50 Softwood 2 75 Banquet 1 50 Ideal 1 50 Traps Mouse, wood, 2 holes. 22 Mouse, wood, 4 holes. 45 Mouse, wood, 6 holes. 70 Mouse, tin, 5 holes. 65 Rat, wood 75 Rat, spring 75 Tubs 20-in. Standard, No. 1 8 75 18-in. Standard, No. 2 7 75 16-in. Standard, No. 3 6 75 18-in. Cable No. 1 9 25 16-in. Cable, No. 2 8 25 14-in. Cable No. 3 7 25 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 75 Single Acme 2 25 Double Peerless 4 25 Single Peerless 3 60 Northern Queen 3 50 Double Duplex 2 75 Good Luck 2 75 Universal 3 65 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 2 30 Assorted, 15-17-19 3 25 WRAPPING PAPER Common Straw 1 1/2 Fibre Manila, white. 2 1/2 Fibre Manila, colored. 4 No. 1 Manila 4 Cream Manila 3 Butcher's Manila 2 1/2 Wax Butter, short cut. 23 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 Pike 9 Perch, dressed 9 1/2 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 Shearlings 25 @ 50 Tallow No. 1 @ 5 No. 2 @ 4 Wool Unwashed, med. @ 26 Unwashed, fine. @ 21	CONFECTIONS Stick Candy Pails Standard 7 1/2 Standard H H 7 1/2 Standard Twist 8 Cases Jumbo, 32 lb. 7 1/2 Extra H H 10 Boston Cream 10 Big stick, 30 lb. case 13 Mixed Candy Grocers 6 1/2 Competition 7 Special 7 1/2 Conserve 8 Royal 8 1/2 Ribbon 10 Broken 7 1/2 Cut Loaf 8 1/2 Leader 8 Kindergarten 10 Bon Ton Cream 9 French Cream 9 1/2 Star 11 Hand Made Cream 15 Premio Cream mixed 13 O F Horehound Drop 10 Fancy-in Pails Gypsy Hearts 14 Coco Bon Bons 12 Ridge 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 9 Lemon Sours 10 Imperial 11 Ital. Cream Opera 11 Ital. Cream Bon Bons 11 Golden Waffles 12 Old Fashioned Molass- es Kisses, 10lb. box 1 20 Orange Jellies 50 Fancy-in 5lb. Boxes Lemon Sours 55 Old Fashioned Hore- hound drops 10 Peppermint Drops 25 Chocolate Drops 65 H. M. Choc. Drops 90 H. M. Choc. Lt. and Dark No. 12 1 00 Butter Sweets, ass'd. 1 15 Brilliant Gums, Crys. 80 A. A. Licorice Drops. 90 Lozenges, plain 55 Lozenges, printed 55 Imperial 80 Mottoes 80 Cream Bar 55 G. M. Peanut Bar. 60 Hand Made Crms. 80 @ 90 Cream Buttons 65 String Rock 60 Wintergreen Berries 60 Old Time Assorted 2 75 Buster Brown Goodies 3 50 Up-to-date Assmt. 3 75 Ten Strike No. 1 6 50 Ten Strike No. 2 6 00 Ten Strike, Summer as- sortment. 6 75 Scientific Ass't. 18 00 Pop Corn Dandy Smack, 24s 65 Dandy Smack, 100s. 2 75 Pop Corn Fritters, 100s 50 Pop Corn Toast, 100s 50 Cracker Jack 3 25 Checkers, 5c pkg. case 3 50 Pop Corn Balls, 200s 1 20 Cicero Corn Cakes 5 per box 60 Azulikit 100s 3 00 Oh My 100s 3 50 Cough Drops Putnam Menthol 1 00 Smith Bros. 1 25 NUTS-Whole Almonds, Tarragona 17 Almonds, Avica Almonds, California sft. shell Brazil 15 @ 17 Filberts @ 13 Cal. No. 1 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 Cocoanuts @ 5 Chestnuts, New York State, per bu. Shelled Spanish Peanuts 9 @ 10 Peanut Halves @ 75 Walnut Halves @ 32 Filbert Meats @ 27 Alcanta 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 3 75
1 lb. cans 4 80
3 lb. cans 13 00
5 lb. cans 21 50

BLUING



C. P. Bluing

Doz.
Small size, 1 doz. box.. 40
Large size, 1 doz. box.. 75

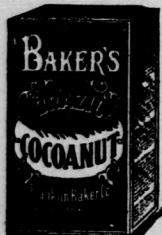
CIGARS



G. J. Johnson Cigar Co.'s bd.
Less than 500 33
500 or more 32
1,000 or more 31
Worden Grocer Co. brand
Ben Har
Perfection 35
Perfection Extras 35
Londres 35
Londres Grand 35
Standard 35
Puritans 35
Panatellas, Finas 35
Panatellas, Book 35
Jockey Club 35

COCOANUT

Baker's Brazil Shredded



70 1/2 lb. pkg. per case 2 60
85 1/2 lb. pkg. per case 2 60
85 1/2 lb. pkg. per case 2 60
16 1/2 lb. pkg. per case 3 60

FRESH MEATS

Beef

Carcass 6 1/2 @ 9
Hindquarters 7 1/2 @ 10
Loins 8
Rounds 7
Chucks 5
Plates 5
Livers 5

Pork

Loins @ 11
Dressed @ 8 1/2
Boston Butts @ 10 1/2
Shoulders @ 9 1/2
Leaf Lard @ 9 1/2
Trimings @

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
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; Fiebach 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 2 in. 9
1 1/2 to 2 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

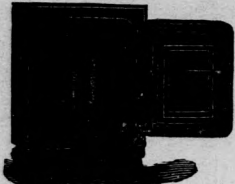
Poles

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
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 60
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—Good department store in first-class town. Will reduce stock to suit purchaser. W. J. Gonderman, St. Johns, Mich. 5

For Sale—At a bargain, all the drug store furniture now in our store at corner of Canal and Bridge streets, consisting of soda fountain, counters, showcases, wall-cases and prescription case. All beautiful hand-sawed golden oak. It will be sold at a sacrifice to make room for new fixtures when store is remodeled. Delivery date about August 1. Schrouder & Stonehouse, Grand Rapids, Mich. 4

For Sale—Corner drug store, inventories about \$3,500. Reason, ill health. Box 787, Cheboygan, Mich. 2

Clothing and shoe stocks bought. If you want to sell, write to-day M. Sunstin & Co., Kalamazoo, Mich. 1

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

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

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—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—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

For Sale—The best money-making general merchandise stock in Indiana; invoice \$20,000 of good, clean, merchandise; bought right and well cared for; in town of 800 people in the best country in Indiana. This is the big store of the surrounding country, and they all come here; stock could be reduced to \$16,000 but would advise keeping up the stock; corner room, 40x100, with basement; rent \$35 per month. Good hotwater furnace; electric light and fixtures up-to-date. No trades considered, as actual invoice is 25 per cent. below what it should sell for; practically no competition; sales last year, \$41,000, at a good clean profit. Owner intends retiring. Mack Foster, Waynetown, Ind. 947

For Sale—Dry goods business, for cash only. Clean, up-to-date stock with or without fixtures. Three years' lease optional; new store building finest in town. Best location, established trade; cause, want to retire. Call or address Mark Ruben, Lowell, Mich. 927

For Sale—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—A good, bright grocery clerk for general store. Must be of good habits and well recommended. Address Clerk care Michigan Tradesman. 587

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

Special Attention—Drug stores and positions anywhere desired in United States or Canada. F. V. Kniest, 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

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—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

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



Gasoline Lighting

Write for Estimate
Allen-Sparks Gas
Light Co.
Lansing, Mich.

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

Wanted—Two thousand cords basswood and poplar excelsior bolts, green or dry. Highest market price paid, cash. Excelsior Wrapper Co., Grand Rapids, Mich. 859

HELP WANTED.

Wanted—Agent to sell a good line of parlor furniture and couches. Standard Parlor Furniture Co., 587 North Campbell Ave., Chicago, Ill. 3

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

Salesman—Hustler, to sell latest improved gasoline lighting systems. Address Allen-Sparks Gas Light Company, Lansing, Mich. 933

Want 42 continued on next page

Your Advertisement

If placed on this page, would be seen and read by eight thousand readers in Michigan, Ohio and Indiana. We have testimonial letters from thousands of people who have bought, sold or exchanged properties as the direct result of advertising in this paper.

Sixty-Seven Out of One Hundred One.

At the recent examination session of the Michigan State Board of Pharmacy, held at Star Island, sixty-eight candidates presented themselves for registration as pharmacists. Of this number thirty-seven passed, as follows:

Eva Bastendorff, Detroit.
H. A. Blakley, Mendon.
F. Barber, Detroit.
G. T. Barwell, Detroit.
C. M. Coons, Detroit.
A. F. Carveth, Hastings.
H. Collin, Marlette.
C. A. Drake, Melvin.
F. H. Dunwell, Ann Arbor.
Alfred De Quoy, Alpena.
J. A. Dyer, Detroit.
M. Finn, Jr., Hancock.
J. A. Fenner, Ann Arbor.
H. B. Gammon, Springport.
E. M. Hackney, Kalamazoo.
A. E. Jones, Detroit.
W. P. Laurim, Bay City.
W. J. Maltas, Marlette.
A. R. Maier, Bay City.
L. T. Martin, Flint.
A. McAllister, Traverse City.
A. H. May, Grand Rapids.
J. W. Nixon, Lansing.
S. H. Ostrander, Grand Marais.
H. A. Palmer, Big Rapids.
F. W. Rohrer, Calumet.
H. B. Ripley, Montague.
F. H. Stegetti, Escanaba.
C. H. Stocking, Ann Arbor.
F. H. Shannon, Mackinac Isle.
H. M. Skeels, Ann Arbor.
S. M. D. Swantek, Grand Rapids.
N. A. Schneck, Saginaw.
H. J. Saladin, Negaunee.
R. R. Veitch, Detroit.
L. Wagenmaker, Zeeland.
Geo. A. Zoya, Hancock.

Thirty-three candidates presented themselves for registration as druggists, of which thirty passed as follows:

C. A. Behrens, Grand Rapids.
H. T. Bowman, Almont.
D. E. Bradford, Onaway.
G. Brigham, Gladwin.
F. H. Boggs, Fremont.
H. K. Campbell, Harrison.
N. F. Deugler, Saginaw.
J. F. Dold, Ann Arbor.
C. A. Drew, Battle Creek.
E. Durham, Owosso.
A. J. Foster, Chelsea.
F. H. Harrison, Athens.
F. T. Mullholland, Reed City.
A. Meier, Ann Arbor.
M. A. Metzger, Toledo, O.
F. E. McKinney, Lapeer.
W. C. Nelson, Grayling.
H. C. Nihardt, Petoskey.
J. E. O'Rourke, Grand Rapids.
H. P. Palen, Holt.
F. C. Ryall, South Haven.
W. A. Reasoner, Peru, Ind.
C. F. Ramsey, Detroit.
G. H. Staines, Fenwick.
E. S. Stanard, Alma.
C. J. Thomas, Grand Rapids.
W. T. Webber, Hancock.
J. H. Webster, Detroit.
P. H. Wright, Elk Rapids.
E. M. Herrick, Tekonsha.

Special Features of the Stock Market.

Grand Rapids, July 10—While we are bullish on the good stocks, we would not be in too big a hurry to

buy, as the profit taking movement will likely run a little further with a setback of one or two points in leading issues. St. Paul and Amalgated will be strongly supported and will likely keep up better than such issues as Union Pacific and Reading. The market, however, is still decidedly on upward trend, which will not give place to any reactionary development of pronounced importance until levels considerably higher are established. Foreigners are less bullish in view of renewal of gold exports and the weakness of our surplus reserves. The situation is sound, in the best banking opinion, as Government refunding operations will restore a large portion of public deposits withdrawn, and there should be from now on a greater flow of currency from the interior. That the crop prospects continue to brighten is evidenced by price changes in commodity markets. Annual reports of corporations will cause optimists comment and there will be considerable talk of enlarged dividends, especially for steel and Southern Pacific. The Hill issues are in constant good demand in anticipation of the much-discussed Burlington deal.

Among the low priced issues Erie should not be forgotten, as that company is in better shape than for months past. Southern Railway, M. K. and T., Kansas City Southern and the Rock Island group should also do much better.

Cameron Currie & Company.

Post C Endorses Schram for President.

Detroit, June 25—A very enthusiastic meeting of Post C, Michigan Knights of the Grip, was held at the Griswold House, Detroit, Saturday evening, June 22. The following officers were elected:

Chairman—J. W. Schram.
Secretary and Treasurer—J. C. Coleman.
Executive Committee—Messrs. Crotty, Birney, Spaulding and Kelly.
Sergeant-at-Arms—W. H. Baier.
Chaplain—John McLean.

What the meeting lacked in numbers was certainly made up in enthusiasm.

J. W. Schram was unanimously endorsed for a candidate for President at the August convention in Saginaw.

After the business was transacted Secretary Coleman announced the smoker and invited all traveling men in the hotel to help out. Several joined the boys in parlor No. 2 and a pleasant hour was spent in swapping yarns and smoking. Several applications for membership were received and the prospects are that these smokers, which will be held every month, will bear good fruit in securing members to the State association.

Another meeting will be held at Room 36 Kanter building on Saturday, July 6, at 2:30 p. m. All traveling men are invited, as we have lots of cigars and a good time coming.

P. D. Q.

It takes more than ability to knock the church to open the doors of paradise.

Annual Reunion of Road Workers.

Flint, July 9—Blue Ribbon week in the calendar of local events came to a close last night with the adjournment of the annual meeting of the traveling salesmen of the Durant-Dort Carriage Co. More than a score of representatives of the "Blue Ribbon" line of vehicles were in attendance from points in the east, west and south. The week was given over to business sessions, interspersed with drives and sundry forms of entertainment. At the business sessions, which were held each morning in the assembly hall of the main offices of the company, trade conditions were discussed and styles in vehicles for the coming season were considered.

The program of entertainment was inaugurated on Tuesday evening with an automobile ride and supper, followed by a reception at the club rooms of the Flint Vehicle Factories Mutual Benefit association. Wednesday evening was given over to an elaborately appointed banquet at the Hotel Dresden, and on Thursday the visitors were entertained at a barbecue at the farm of Chas. W. Nash, Vice-president of the Durant-Dort company, three miles east of the city. Friday and Saturday were devoted for the most part to business, with minor forms of social diversion.

The visiting salesmen, a number of whom were accompanied by their wives, were in conspicuous evidence during the week, making their appearance on the street and about the hotels arrayed in white duck trousers and white duck hats encircled by the distinctive badge of the concern which they represent—a blue ribbon.

On the Way To Charlevoix.

The Michigan Central has taken over the operation of the Detroit & Charlevoix Railroad, better known as the "Ward" road, it having been built a number of years ago by the late David Ward. It traverses the timber tract acquired by Mr. Ward many years ago. The Vanderbilt interests have been negotiating for this road six months and the deal was practically closed some months ago, but there were clouds on some of the titles, that were only a few days ago cleared up and the road taken over. The eastern terminus now at Frederick, north of Grayling a few miles, is to be changed to the latter place, which is a divisional point of the Mackinaw division of the Central. The road is forty-four miles long. The Central will build a short cutoff line a little southwest of Deward to Grayling, tapping about 25,000,000 feet of timber owned by Salling, Hanson & Co., which will be lumbered and hauled to Grayling to be manufactured. Before he died David Ward estimated his pine holdings at about 700,000,000 feet, through which the road runs, and these have been taken off for a number of years at the rate of 60,000,000 feet annually. The mill at Deward, operated by the estate, cuts 40,000,000 and the mill of the Kern Manufacturing Co., at Bay City, has been stocked at the rate of 20,000,000 feet a year for a number of years. It is estimated that the pine will be pretty well cleaned up with-

in five years. There is, however, about 800,000,000 feet of hardwood timber yet standing and a large portion of it will go to the aginaw River mills to be manufactured. It terminates west of East Jordan and the right of way is being secured by the Charlevoix Board of Commerce to Charlevoix, a distance of only eleven miles, in the expectation that it will be extended to that place.

A Bay City correspondent writes as follows: Thomas Callaghan, salesman on the Mackinac division of the M. C. for Tanner & Daily, of this city, last night received a telegram from A. C. Neilson, of West Branch, announcing the arrival of a carload of goods from Mr Callaghan's firm, and stating that he was already doing business in temporary quarters. The morning of the Fourth of July Mr. Neilson's store at West Branch was completely destroyed with its stock in the fire that swept one block out of existence. He also lost heavily in other realty, including the West Branch house. While the fire was still burning Mr. Neilson went to the southbound train looking for someone from Bay City, bound for home, who could get hold of Mr. Callaghan for him. He found James Meilstrup on the train and through him got an order for over \$1,000 worth of goods to Mr. Callaghan. Although it was Fourth of July, Tanner & Daily, in view of the circumstances, hustled to fill the order, which included everything in the general grocery line. They got the order out, filling an entire carload, and it was attached to a passenger train leaving at 8 o'clock the next morning. Mr. Neilson had it unloaded by afternoon and was doing business. The incident speaks well for both Neilson and the local wholesale grocery house.

Some folks think they are pious because the sight of pain gives them sorrow.

The door of opportunity is not much use to the man who is asleep.

BUSINESS CHANCES.

For Sale—First-class grocery stock located in a live agricultural town, 900 people. Will inventory about \$2,500. No dead stock. Good building, lone lease; good schools; strictly cash business. Did \$22,000 in cash last year; first-class opening. Address S. R. Fletcher, Grand Rapids, Mich. 6

Wanted—Good location for a good exclusive shoe store, or would sell. Address No. 7, care Tradesman. 7

A fine opening for grocery or meat market in town of 5,000. Only three meat markets in town. Store room, 20x58, living rooms above, rent cheap, fine location. Address John McElroy, Effingham, Ill. 8

Paying restaurant and lunch room in town of 5,000. County seat. At invoice price about \$1,000. W. T. Cockbill, Morris, Ill. 9

To Exchange—320 acres good land, Grand Forks County, North Dakota; make offer. R. C. Meihner, Walnut, Ill. 10

Wanted—A manager for our Michigan territory who is capable of managing an office, one of good executive ability and who is able to invest \$2,500. To such a man we will pay a salary of \$1,200 per year and commission. Unless you mean business do not waste our time by answering this advertisement. Address American Investment & Development Co., Main Office, Ft. Wayne, Ind. 11

For Rent or Sale—Brick store 30x60, with fixtures, next door to postoffice; owner just closed out cash business on account of health. Fine opening in good town. Write to F. L. Ludden, Princeton, Minn. 12

W. F. BLAKE
Manager Tea Department

Do You Know

That we handle—that
we carry the best and
largest assortment

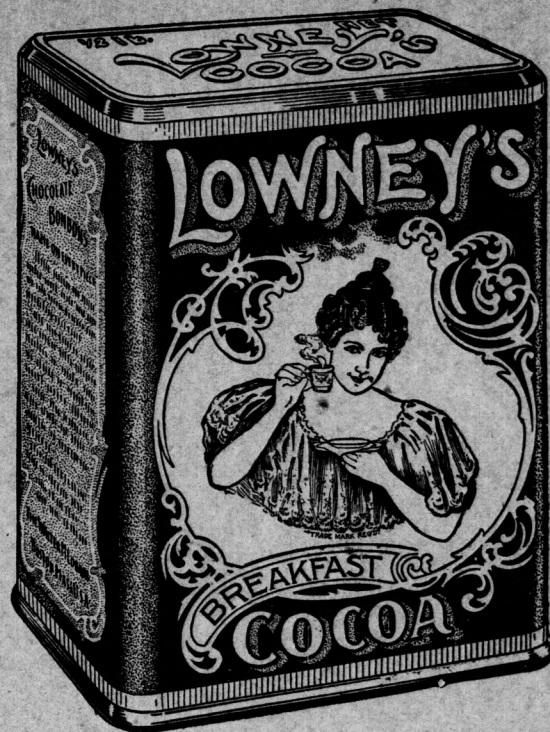
BLACK TEAS

that comes into this
country? Price list sent
you on application. ❀ ❀

Judson Grocer Co.

Tea Importers

Grand Rapids, Michigan



The purity of the Lowney products will never be questioned by Pure Food Officials. There are no preservatives, substitutes, adulterants or dyes in the Lowney goods. Dealers find safety, satisfaction and a fair profit in selling them.

The WALTER M. LOWNEY COMPANY, 447 Commercial St., Boston, Mass.

DAYTON PROTECTION FOR DAYTON USERS

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

UNITED STATES INJUNCTION

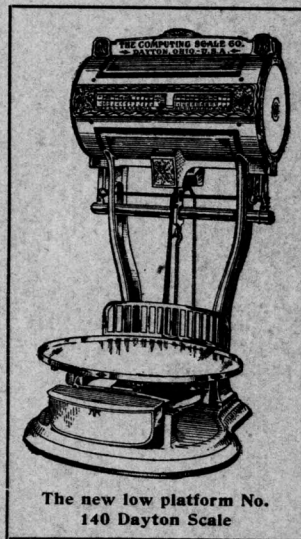
restraining all parties from interfering with DAYTON Scales now in use in that city. Full text of the action and Court's decision sent free upon request.

A FIGHT TO THE FINISH—Every user of DAYTON MONEYWEIGHT Computing Scales can be sure of two things—

—first, that they are **absolutely** honest, accurate, reliable, the **best** and **most economical** butchers' and grocers' scales ever built;

—second, that the Dayton Company will spare no expense to **protect its users** from the attacks of unscrupulous competitors who find it hard to market its scales in fair and open competition.

Write today for descriptive matter of the newest Dayton Scales and get our **liberal exchange offer**.



The new low platform No.
140 Dayton Scale

Date.....
Moneyweight Scale Co., 58 State St., Chicago.
Next time one of your men is around this way, I would
be glad to have your No. 140 Scale explained to me.
This does not place me under obligation to purchase.
NAME.....
STREET and NO.....
TOWN.....
STATE.....



Moneyweight Scale Co.

58 State St., Chicago.

We Are Commission Merchants

And Handle Most of Our Lines

On a Commission Basis—Selling Them At Factory Cost

We are planning and scheming six days of every week to secure the best and most reliable merchandise for you and offer it on the most advantageous terms. We are carefully selecting goods that will

Help to Build Up Your Trade and Pay a Handsome Profit

"Harvest" Assortment Homer Laughlin's Porcelain

SHIPPED FROM OHIO
WAREHOUSE

and billed to you

At Factory Prices

This ware is without an equal in high grade quality and stands in a class by itself. It is of

Light Weight, Pure Color
Smooth Finish
and Very Durable

It will draw customers to your store and build up your crockery trade



The Assortment Contains

24 sets Fancy Teas	\$0 36	\$8 64
3 dozen Pie Plates	41	1 23
12 dozen Breakfast Plates	58	6 96
3 dozen Coupe Soups	58	1 74
6 dozen Fruit Saucers	27	1 62
1 dozen Bowls, 30s	72	72
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
1/2 dozen Ewers and Basins, roll edge	9 72	4 86
1 dozen Jugs, 36s (creamers)	1 08	1 08

Total for Full Packages \$42.78

Total for Half Packages \$21.39

Packages at Cost

Our Grand Display of Imported Decorated China

for the coming season is now on exhibition and embraces the choicest offerings from the best makers in

Germany, Austria, France, England, Japan

Every merchant interested in beautiful china at lowest prices should see our line and place his orders now.

An Entirely New Line of Beautifully Decorated Parlor Lamps

is now on display in our large and newly finished salesrooms. We are booking large orders for fall delivery every day. We ship them from factory ON A COMMISSION BASIS or from stock in Grand Rapids as you wish.

Sample Lines Will Be Shipped to Merchants on Request

We Are State Agents for the Celebrated "Leonard Cleanable" Grocers' Refrigerators

and sell them

On a Commission Basis

A beautiful store fixture that pays for itself in a short time by preventing waste and adding to your sales and profits.

Saves Ice
Saves Waste



Our Catalog Shows 14 Different Styles and Sizes of the "Leonard Cleanable" Grocers' Refrigerators

They use one-half less ice than other makes and give better results. They keep your

Butter, Lard, Cheese, Pickles, Fruits
and Vegetables

Sweet and Pure

and in first-class salable condition

No Charge for
Package and Cartage
On Shipments
From Grand Rapids

Leonard Crockery Co.

Grand Rapids, Mich.

Half your railroad fare refunded under the perpetual excursion plan of the Grand Rapids Board of Trade. Ask for "Purchaser's Certificate" showing amount of your purchase.

Crockery, Glassware
and
House-Furnishings