



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.,

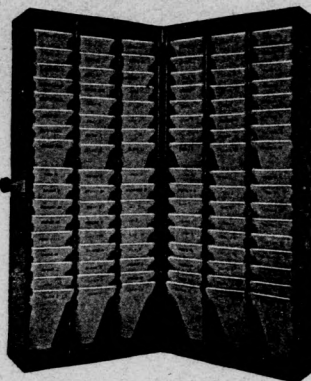
of Michigan

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

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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 1, 1908, March 19, 1908.

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 17, 1907

Number 1243

The Kent County Savings Bank

OF GRAND RAPIDS, MICH

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

3½ Per Cent.
Paid on Certificates of Deposit

Banking By Mail
Resources Exceed 3 Million Dollars

Commercial Credit Co., Ltd.

Credit Advices and Collections

MICHIGAN OFFICES
Murray Building, Grand Rapids
Majestic Building, Detroit

ELLIOT O. GROSVENOR

Late State Food Commissioner

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

2321 Majestic Building, Detroit, Mich.

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

THIRD RAIL SYSTEM

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

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

GRAND RAPIDS FIRE INSURANCE AGENCY

THE MCBAIN AGENCY

Grand Rapids, Mich. The Leading Agency

Fire and Burglar Proof

SAFES

Tradesman Company
Grand Rapids

ON THE RIGHT TRACK.

When the people of Grand Rapids are called upon to vote upon the water supply question they will be provided with unimpeachable facts upon which to erect their opinion, so that whether they vote for or against the proposition they need not plead ignorance. The facts will be available and will be utilized by all self-respecting citizens, and they will be beyond dispute.

The special commission appointed by the Mayor, in response to the overwhelming majority vote in favor of going to Lake Michigan for our city water supply, has lost no time and has not proceeded hastily nor carelessly. They have felt their way discreetly, cautiously, thoroughly and wisely and will know absolutely as to the recommendations and claims set forth in the report they are to make. The characters of the men of the Commission are an abundantly sufficient guarantee that there will be no graft for anybody in the proposition they present.

What will the harvest be?

That remains to be seen. Beyond peradventure those who are opposed to abandoning the river idea and the springs idea have not been idle meanwhile. They, too, on their own account, will undoubtedly have a report. They will have dozens of them in all probability, and while they may not be permitted to make such reports officially they will make them otherwise and with all the force and determination peculiar to men of strong minds. Their reports will constitute the rallying point for all the minor opponents to the will of the majority. The selfish man, who has a motor pump, a reservoir, a filter and a cistern and who cares not a penny how other people fare, will cry, "Let well enough alone." The man who believes in wells and has one and who thinks taxes are already too high will scold and vote against the will of the majority. The man who is positive that surface water is safe and believes that bacteriology and all other "ologies" are humbugs will join the persistent minority. And so it will go with all sorts of obstacles set up and braced on all sides in the contention against Lake Michigan water.

For these reasons every citizen should study the forthcoming report of the City Water Commission most carefully. Do not let it be said that you are ignorant as to what the Commission proposes and recommends. Whether or not you are at present for or against Lake Michigan water makes no difference as to your duty in the matter. In either case, in order to defend your position, you must know accurately what the Commission's report offers. Knowing this and furnished with unassailable

proof as to the correctness of the statements therein contained, you will be protected and can defend yourself. Otherwise you will be like the man who loses his temper in a sparring match: You will be open to upper cuts, lower cuts, short arm jabs and all the rest, and in the end will lose the fight when the bell rings.

THE LEAVEN WORKING.

The Supreme Court of Michigan has decided formally that members of the State Legislature who made the coming Constitutional Convention possible are not eligible for election as delegates to that very important function, and public opinion has already expressed its hearty appreciation of and pleasure over the decision.

This is not saying that public opinion doubts the loyalty or the good intentions of those legislators who aspired to represent their districts at the convention in question so much as it is a declaration that the people comprehend clearly the tremendous importance of the work to be performed, and in this realization are extremely desirous that the strongest men mentally and morally shall be the men who prepare a new constitution for Michigan.

No man, not even the legislators themselves, will hold for one minute even that the members of the last State Legislature are the men best fitted to undertake the creation of a new State constitution, and even although they were it would be an impossibility, when the vote on the adoption of that document is had, to convince a majority of the voters that such is the case.

It is easy to understand why men elected to the Legislature are usually not so highly esteemed all over the countryside as they were previous to election. They have made an official record and the newspapers have created an unofficial record for them. Ordinarily these records do not wholly harmonize, and in the various attempts to cause them to harmonize all sorts of insinuations, direct charges and claims go abroad, until at last they are in doubt themselves as to what they do or do not deserve.

Thus, where there is so much of uncertainty, doubt and suspicion, the people declare for themselves, and, as a rule, the Supreme Court sustains the declaration. Three men eminent as lawyers and notable for their rectitude, their loyalty and their personal pride in and jealousy of their high standing as men have been nominated by the bar of Grand Rapids to represent this district at the convention, and the only objection thus far publicly announced against their election is the fact that they are all lawyers. What else should be expected as to the choice of the bar membership and, indeed, why should

that Association step outside of its own list in selecting men of high rank in their profession?

The bar candidates are excellent, and if the other candidates from this and other districts are equally worthy there need be no apprehension as to the thoroughness, sincerity and wisdom of whatever action may be taken at the Constitutional Convention. That the entire membership of that convention will represent the best legal thought in the State is beyond question, because all over our commonwealth the matter is being dispassionately, wisely and earnestly considered—in accordance with the recommendation of the Grand Rapids Board of Trade—and already some of the most eminent, most learned and most successful citizens of Michigan are assured of election. Ward heelers, precinct workers, old-time political manipulators and cheap spell-binders are in the background. The occasion is too great to permit them to comprehend it and the spirit of the people is alert, active and determined that, for once at least, they will send a delegation to Lansing which is beyond temptation and which, in reverent devotion to a holy duty as citizens who have been especially trusted and honored, will make a record which will stand the test of time, progress and new conditions.

A good many sensational rumors are in circulation calculated to produce the impression in this country that there may be war between the United States and Japan. If not an actual encounter with bullets they say there will be a rupture of the ancient friendship and strained relations. The trouble all comes on account of the action taken against the Japanese by San Francisco hoodlums in the trades unions. That does not represent the attitude of the rank and file of residents on the Pacific slope. Union labor thugs, who are more thoroughly organized in San Francisco than in any other city, seek to make it uncomfortable for any possible competitors in the labor market, hoping to accomplish with the Japanese what they did with the Chinese in the way of exclusion. The Chinamen are the best workers to be found on the coast, and for that matter are a deal better than the Japanese, more reliable and industrious. It would certainly be very unfortunate if anything should happen to make disturbance between this country and Japan and it is confidently believed that the exercise of conservative good sense on both sides will avoid it.

Many a man is shouting his convictions to drown the voice of conscience.



Novel Idea for a Dry Goods Exhibit.

Now is the time to push summer low shoes—now while everybody is wanting them and wearing them. An endless variety of ways are available for arrangement of these favorites. Always with dainty colors use delicate backgrounds.

I saw a window to-day which well merited attention. Over the floor pearl white sateen was smoothly stretched. The same goods hung in a graceful curtain at the back and against the wall, the hem just meeting the floor. Opposite the wall the glass formed the side of the vestibule, so that two views of the goods were obtainable. On the floor were pairs of just pink and green oxfords, while white and blue pairs stood on nickel fixtures a foot and two feet in height. The whole window breathed a combination of coolness and cleanness, very gratifying on a hot dusty day.

The same white setting might be employed for a couple of weeks or so by changing the position of the goods and eliminating one or two of the colors. As something different black oxfords might be placed on the inclined glass shelves of the fixtures—either one row or two rows.

When only the light-tinted shoes are used, the floor might be barred off, checker-board fashion, with ribbons to match the shoes, being careful not to use too many shades at once. For the green shoes make a pink barred floor, for the pink blue, etc. When the black shoes are placed in the background let a fringe of black shoe laces dangle from the top of the curtains. This will make a striking contrast with the white.

Midsummer dulness has been creeping on apace, and midsummer prices have been showing themselves temptingly in the windows. Many are the consumers, however, who are awaiting still further reductions. Pattern gowns in lace, embroidery, linen and soft goods of dimity description are enticing in their possibility of easy home-dressmaking, appealing especially to those of limited purse.

Left-overs in millinery may also be picked up at a bargain and they prove a veritable bonanza to the ones who enjoy good quality even if the article purchased be not in the very height of style.

It seems strange to me that none of the stores here appreciate the value of wild flowers as a decorative feature for their windows. Black-eyed Susans are just now in full swing and, if picked carefully as to new blossoms, will keep fresh almost as long as common field daisies. A big bunch of them—long-stemmed, of course—in a rather coarse vase, would be wonderfully effective with black goods, whether these be thick or thin.

Big pieces of the garden flower, deutzia, would be pretty with cotton merchandise, care being taken to select recently-flowered branches and to shake off any remaining loose petals. A succession of forest and lawn flowers is not difficult to obtain and bouquets of them are seasonably beautiful to look at. Storekeepers do not, as a rule, keep their eyes open as to the availability of very ordinary—but at the same time lovely—material. The commercial side of their character is developed at the expense of their esthetic temperament—if they ever had any, which is to be doubted in a majority of instances. Commercialism and esthetics don't mix very well.

Worsted goods are hot looking anyway and so for the summer exhibits there should be plenty of breezy space between the units.

I was reminded of this desirableness the other day while standing in front of a local haberdasher's. The weather was "muggy," although the sun was shining, and that stuffy display was enough to make anyone cross the street and preferably walk in the heat to get rid of looking at it! Dozens of dark wool suits—both men's and boys'—were tossed higglety-pigglety into the space and by their very quantity repelled, say nothing concerning the wool. Put as little into any trim as you possibly can. Dispense with everything unnecessary. Cool tints for summer, warm colors for frigidity—remember that.

In your placards, for goodness' sake, spell correctly. If in the least suspicious that a word may be incorrect don't be too lazy or in too much of a rush to look it up in the dictionary or consult an A1 orthographer in the store.

Passing the door of one of the finest establishments in the city, I bowed to the proprietor, who was standing in the door. A few steps brought me to the word "reversible" in the window next the owner.

"You should have your window-man consult the dictionary," I smiled. The gentleman popped out of the doorway in a hurry.

"I thought—and declared—there was something the matter with 'reversible' the moment I looked at the sign when our man was painting it!" he exclaimed, taken aback that an outsider should have noticed the error. "I'll have that taken out of the window at once; and I thank you for calling my attention to the mistake before any more of the public should see it."

And the proprietor's quick disappearance inside the store boded no good for the window trimmer's satisfaction with his spelling abilities.

Something entirely foreign to the goods carried in stock by an establishment, if interloped in a show window, is a positive lodestone to stay hastening feet.

A dry goods store dealing in all sorts of toilet articles may borrow or rent a fine enameled bathtub and fit up a luxurious bathroom in a big

window with scarcely any trouble compared with the benefits such an innovation will accomplish. Linoleum the floor and paper screens with pretty bathroom wall paper, the odder the design the better. Have all the proper paraphernalia—handsome nickel fixtures, Turkish and other towels, sponges, loofah bath mitts and straps, soiled-towel willow or nickel basket, medicine cupboard (containing all the common liquids, such as arnica, hamamelis, camphor, alcohol, bay rum, etc.), chiffonier with shaving glass (this piece of masculine furniture being supplied with all the tonsorial necessities and conveniences), toilet shelf (holding all the little bottles and dopests beloved of Milady) and any other accessories I may have overlooked enumerating.

This outre display would excite no end of comment.

Breaking a Strike.

If all labor difficulties could be adjusted with the celerity and decision displayed by Prof. Jewett, the famous master of Balliol, questions of employer and employe would not manifest themselves in so violent a manner as is frequent. The famous teacher was noted for his brevity of speech and dispatch of business, but these qualities never shone to greater advantage than on the famous occasion of his dealing with the refractory washerwomen of Balliol.

These worthy dames struck for higher wages in one department. Twelve collars for a shilling was the statutory price. They came to present their claim to the master.

"The washerwomen have come to see you," said the butler.

"Show the ladies up," said the master. They clumped into the room, to find him poking the fire. He turned around.

"Will you wash twelve collars for a shilling?" he asked quietly.

They began to expostulate. He touched the bell; in came the butler.

"Show the ladies down."

Presently the butler appeared again.

"They seem very sorry, sir—would like to see you again."

"Show them up."

The washerwomen found the master intent, as before, on the fire grate.

"Will you wash twelve collars for a shilling?" piped his cheery little voice.

A stalwart speaker began to make explanations. He touched the bell.

"Show these ladies down," he said, and down they went. Again the butler reappeared, expressing a hope that the master would see the women again.

"Certainly. Show them up."

They entered the room for the third time.

"Will you wash twelve collars for a shilling?"

"We will!" they cried.

"Thank you—good day, good day!" said the master. "Knight, show these ladies down," and the strike was over.

The child of heaven always sees something of heaven in the child.

Too many of us are blaming fate for the fruitage of our fears.

Recent Business Changes in the Buckeye State.

Columbus—N. E. Taylor is succeeded in the grocery business by C. W. Kirk & Co.

Delaware—J. E. Martin will continue the tailoring business formerly conducted by M. C. Russell.

Newark—Theo Evans succeeds E. T. Johnson in the drug business.

Washington Court House—Chas. Allen is succeeded in the hardware business by Hy Sparks.

Steubenville—The hardware business formerly conducted by R. C. Anderson will be continued in future by Anderson & Son.

Canton—The Smith Grain Co. is succeeded in business by Letherman & Houtz.

Cincinnati—The Rardon-Robinson Shoe Co. succeeds the Geo. M. Daum Shoe Co.

Cleveland—A petition in bankruptcy has been filed by the creditors of E. M. Welsh, grocer.

Mt. Vernon—J. McCormick & Son will continue the furniture business formerly conducted by J. McCormick.

Clarksburg—J. C. Baugh & Son, implement dealers, are succeeded in business by Baugh & Austin.

Cleveland—R. Schoen, clothier, has removed to Warren.

Conneaut—E. Swetland succeeds C. F. Wescott in the grocery business.

Dayton—Mrs. M. Schroer is succeeded in the dry goods business by J. J. Pfeiffer.

Jackson—Mrs. M. E. Harberger succeeds J. M. Evans in the grocery business.

Columbus—Wm. E. Lamneck & Co. will continue the tinning business formerly conducted by Wm. E. Lamneck.

Lorain—The creditors of Jacoby & Freed, men's furnisiers, have filed a petition in bankruptcy.

Payne—W. P. Gibson is succeeded in the flour and feed business by Pepper & Cash.

Weston—Seibert & Shafer, grocers, are succeeded in business by Shafer Bros.

Youngstown—L. Steiner succeeds D. B. MacDonald in the grocery business.

Cincinnati—A receiver has been appointed for the Voight, Lewis & Sons Co., dealer in wall paper.

Columbus—A receiver has been appointed for the Electric Sterilized Milk Co.

Newtonville—A. W. League succeeds W. P. Works in general trade.

Oakharbor—The Bense Motor Co. will continue the business formerly conducted by J. H. Bense & Son.

Portsmouth—P. B. Christian succeeds L. C. Brockhart in the grocery business.

Cleveland—C. H. Mahler will continue the confectionery business formerly conducted by Alex Skarupski.

Waterville—L. C. Starkweather is the successor of L. A. Stroeh.

There are too many people hungry for love for any one ever to talk of suffering from loneliness.

Every time you serve a superstition you enslave your soul.

GOOD WORK.

Patterson, the Bankrupt, Unable To Obtain a Discharge.

Grand Rapids, July 15—I have finally succeeded in having the Wm. E. Patterson, of Ravenna, bankruptcy estate closed up, but it has been a continuous litigation, and if you will bear with me, I will give you a little history of it:

In the first place, in the fall of 1905, Patterson ceased paying his creditors anything, and transferred his store building and fixtures to his father, claiming that he owed him \$2,000. He had previously transferred his hotel, which he claimed as a homestead, to his wife, and for some time had been running a livery business in his wife's name. Creditors then began to get anxious for their pay and Patterson's attorney made an appointment to meet the larger creditors at Grand Rapids, but never showed up. I then went to Ravenna on Nov. 4, 1905, representing Edson, Moore & Co., of Detroit, George H. Reeder & Co., of this city, and other creditors, and finally, after some trouble, I got Patterson to execute a trust mortgage on his stock of merchandise, which was all the assets he claimed to own, to George H. Reeder, as trustee for all the creditors. The stock was sold at public auction, and out of the proceeds we paid a dividend of 20 per cent. to the creditors. The stock would have sold to better advantage if we could have had the use of the store building, which was built on leased ground; but Patterson's father, in order to make it as uncomfortable as possible for the creditors, not only claimed to own the building but, through his attorney, notified all persons bidding at the sale that the purchaser would have to take the goods out immediately after the sale.

After the closing out of the stock Patterson expected to get a receipt in full, but I thought he had not done right by his creditors, so I immediately filed a petition in bankruptcy and obtained an injunction from the United States District Court restraining the father from selling or transferring the store building and fixtures, and another injunction restraining the wife from selling or disposing of the livery stock and the equity in the hotel property over and above exemptions, claiming that by right the proceeds of the same ought to belong to the creditors. I succeeded in compelling the wife to turn over the livery stock and her interest, above exemptions, in the hotel. I also discovered, in the different examinations of witnesses, that Patterson had a \$400 township order, which at the time of the sale of the stock we knew nothing about, and I compelled him to turn that over to the trustee; and I finally forced his father to turn over to the trustee the store building and fixtures.

Later, however, the father, through his attorney, filed a claim against the estate for \$2,000, which he claimed his son owed him for borrowed money. Meanwhile the father's wife began divorce proceedings in the Muskegon Circuit Court, and that court ordered an assignment of the father's

claim to her for dower and alimony in the divorce proceedings. I opposed the allowance of the claim. A good deal of testimony was taken. I argued the matter before the referee and had the claim disallowed. They then appealed to the United States District Judge, and I again argued it there, and the \$2,000 claim was thrown out. You can readily see that the allowance of that \$2,000 claim would have made quite a difference in the dividend creditors would have received.

The fighting I have done in this case has been the means of realizing 31.8 per cent. more to the creditors, besides paying all court costs and expenses. The fact of the matter is that if Patterson had been willing to act straight with his creditors his estate would have paid 100 cents on the dollar; but everything had to be sold at public sale, which in no case brings as much as a merchant can realize out of his own goods. I have also put Patterson in a position so that he can not get a discharge, and creditors can put the balance of their claims in judgment, which I would advise them to do, as he pretends to run a business in his wife's name.

Peter Doran.

Forests of Mines of the South.

Away down South in Dixie are many unused gifts of Nature. Mineral wealth and timber are the two main items. About one-seventh of the mineral production of the entire country comes from the Southern States. Of bituminous coal, the most valuable mineral, the South produces one-fourth, and of iron, one-ninth. Its total coal resources amount to nearly 600,000,000 tons, or more than one-fourth of our estimated coal reserve. The showing in iron ore reserves records a safe minimum of over 3,000,000,000 tons, or nearly one-third of the nation's total. Of workable iron ore the South contains one and one-half times as much as the famous Lake Superior district. And this does not include the deep lying Southern ores, unworkable at present. The forests are chiefly of two kinds, Southern pine and hardwoods. The finest hardwood timber left in the country, and the chief source of present supply, is found in the South, mainly in two bodies, the Appalachian forests and the virgin hardwoods of Arkansas and the bordering states to the southwest and north. There are about 50,000,000 acres of swamp land in the South. Reclamation of the Everglades of Florida is an important project being investigated by the state and federal departments of agriculture. If, as it seems probable, it can be carried through, the result will be to add to the state 18,000,000 acres of most fertile land, equal to one-half the entire state. Portions of the Everglades which have been drained have produced phenomenal crops—in one case forty tons of sugar cane to the acre.

Some men think that the ladder to heaven has but three rungs, called wages, salary, and income.

It now is perfectly safe to prove your charity by giving away your wornout winter's-clothes.

Handy Ways of Doing Things.

Written for the Tradesman.

I wonder if any of my readers ever tried my idea for saving time, plus steps, in letting in members of the household at night. When the outside door keys are scarce and any of the family do not want to be bothered with carrying the key along, I take it upstairs with me and when they ring the bell on their return, or I hear them coming before they get to the door, I raise the window nearest it (not over a porch, of course) and throw the key down to them. In the summer take a strip of white factory a yard or so long and two or three inches wide, in winter when there is snow on the ground a black strip of cambric of similar proportions, run one end through the hole in the handle, tie rather loosely a foot from the end and there you are. I always have the key properly attached to the cloth flyer in plenty of time before I expect any of my folks home, and when the incomer hoves within saluting distance I call down, "Now watch out where this lands," and then I throw the key as near the feet of the returning one as possible for a person who has not the good luck to be a representative of the Superior Sex.

Save Welsbach burner boxes for flower seeds. Put them in a corner of some closet shelf, with no other shaped cartons near them. They are then easy of identification. Label correctly. This system is of great help to keep seeds in order.

Never put silk mufflers, furs nor silk lining of a cloak on a hot radiator, neither rubbers nor shoes. It takes all the "life" out of them. Place on a chair near the radiator. They will get warmed through before putting on and their preservation is then assured.

Jane Redmond.

Immigration in Canada Increases.

Canadaward the tide of immigration wends its way. The returns for the first four months of 1907 show a total immigration into Canada from all sources of a little over 80,000 as compared with 56,369 for the first four months of 1906, an increase of about 43 per cent. If the same rate of increase is maintained for the rest of the year as now seems probable, the twelve months will be close to the estimate of 300,000 made some time ago by the immigration department. Although final statistics for the month of April are not yet available, it is predicted that the total for the month from continental and American sources will be in the neighborhood of 38,000, an increase of about 70 per cent. as compared with April of last year. Of this increase by far the largest part comes from Great Britain and the continent, Scotland especially. But immigration from the United States is falling off considerably, owing to the lack of transportation facilities offered by the railways of the West. During the last few weeks the railways have been getting in better shape to handle settlers' effects so that it is probable that henceforward immigration from the United States will record large

monthly increases. During the fiscal period ending March 31 last the total number of immigrants into Canada from the United States was 29,043, of whom 2,502 were returning Canadians. Most of these settled in the Western provinces.

No Sale.

Caruso, the great tenor, had been singing for some hours into a phonograph.

"The phonograph," he said, "is a wonderful thing. It almost realizes the wish of the Scottish poet, that we might see ourselves as others see us. We can now at least hear ourselves as others hear us, a thing impossible before.

"The phonograph teaches us many valuable lessons. When I was in the Army, before I realized the capabilities of my voice, I played the flute. A phonograph salesman brought a phonograph to my quarters and tried to sell it to me on the installment plan. I was undecided.

"Finally the man took out a blank cylinder.

"See," he said, rather reluctantly, "here is a blank cylinder. You may make a record on it, then we will run it off and you shall hear yourself. It's a costly favor I am doing you, but it will show you what a fine instrument this is."

"I was delighted.

"I'll get my flute," I said. "I'll play a flute solo."

"Well, I played my best into the machine. It seemed to me that I had never combined before such feeling with such accuracy. I was more than pleased with myself.

"Then the man put up the cylinder and the music began to issue therefrom. I frowned.

"Is that me?" I said.

"Yes, sir," said the man.

"Really me, just as I played."

"Precisely, sir, precisely." And now," said he, "do you want to buy the phonograph?"

"No," said I, "I want to sell the flute."

Twice in Jeopardy.

An old negro was recently brought before a justice in Mobile. It seemed that Uncle Mose had fallen foul of a bulldog while in the act of entering the hen-house of the dog's owner.

"Look here, Uncle Mose," the justice said, informally, "didn't I give you 10 days last month for this same thing—same hen-house you were trying to get into? What have you got to say for yourself?"

Uncle Mose scratched his head.

"Mars Willyum, yo' sent me ter de chain gang fer tryin' ter steal some chickens, didn't ye?"

"Yes, that was the charge."

"An' don't de law say yo' can't be charged twice wid de same 'fence?"

"That no man shall be twice placed in jeopardy for the identical act, yes."

"Den, sah, yo' des hab ter let me go, sah. Ah war after the same chickens, sah."

The spirit of brotherhood never needs to hire billboards to have its good deeds made known.

AROUND THE STATE

Movements of Merchants.

Cheboygan—J. M. Stringham has engaged in the drug business.

Kalamazoo—S. Lederer & Co., of Chicago, will open a dry goods store here.

Monroe—Wm. Stein is succeeded in the cigar business by Antony Kopke.

Detroit—The Conroy Coal Co. has changed its name to the Prudential Coal Co.

Decatur—Wood Bros., of Augusta, have purchased the hardware stock of F. W. Thomas.

Alma—McCurdy & Son, furniture dealers, are succeeded in business by Mr. Risch, of Brighton.

Riga—Nachtrieb & Heiser are succeeded in the general merchandise business by Glaser & Nachtrieb.

Union City—F. E. Morey will continue the business formerly conducted by the Union City Milling Co.

Dexter—A grocery and men's furnishings goods store will be opened by Robert Fitzsimmons in the near future.

Eaton Rapids—A petition in bankruptcy has been filed by the creditors of Eagan & Boatman, implement dealers.

Casnovia—The poultry business formerly conducted by Bonner & Blanchard will be continued by Bonner & Albaugh.

Bay City—Jas. F. Smith and E. Brisbois, formerly with Thos. Walsh, general merchant, have engaged in the grocery business.

Vandalia—J. L. O'Dell has sold his drug stock to Charles Osborn, who has been employed by Mr. O'Dell as pharmacist for some time past.

Alpena—D. B. Oakes has sold his bazaar stock to L. H. Baker, who has removed same to his crockery store. Mr. Oakes will return to Watertown, N. Y.

Lansing—C. D. Woodbury will retire from the shoe business, which will be continued by S. T. Granger, who has been his manager and buyer.

Muskegon—A new furnishing store has been opened by George Rasmussen, who will conduct the business under the style of the Pine Street Clothing Co.

Sturgis—Joseph R. Cook has sold an interest in his grocery business to Will Erskine, formerly of Battle Creek, same to be continued under the style of Cook & Erskine.

Hillsdale—The H. F. C. Dovenmuehle & Son Co., which manufactures shoes, has decreased its capital stock from \$100,000 to \$50,000 and changed its name to the Hillsdale Shoe Co.

Boyne City—W. H. Arbuckle has opened a grocery store at North Boyne. Mr. Arbuckle was formerly engaged in the same line of trade at this place with Samuel G. Arbuckle, under the style of Wm. H. Arbuckle & Son.

Muskegon—Gustaf A. Larson has

made a bill of sale of his stock of clothing to Myer & Hawkins, of Charlotte, as trustee in favor of his creditors, who number twelve. It is stated that it is hoped to make a settlement on the basis of 25 cents on the dollar.

Muskegon—John E. Kraai has merged his boot and shoe business into a stock company under the style of the Ertell-Veitenheimer Shoe Co. The authorized capital stock of the company is \$5,000, of which amount \$3,000 has been subscribed, \$1,000 being paid in in cash.

Petersburg—For several years this village has had two furniture stores and undertaking establishments; from now on there will be but one, Farnham & Fillmore having purchased the stock and interests of George I. Gove, who now retires. Mr. Gove has been in active business here for a number of years and ill health is given as the cause of his retirement.

Lapeer—John M. Gardiner is now the sole proprietor of the drug stock formerly owned by Gardiner & Bristol. This business was originally established nearly half a century ago by Cannon & Bristol, although it has undergone several changes since that time. Mr. Gardiner started with this concern as a clerk twenty-five years ago and has been connected with the same ever since except eight years, during which time he was engaged in the drug business at Metamora.

Manufacturing Matters.

Shelby—A creamery will soon be in operation here under the style of the Shelby Dairy Co.

Holland—The DePree Chemical Co. has increased its capital stock from \$50,000 to \$100,000.

Ypsilanti—The capital stock of the Ypsilanti Reed Furniture Co. has been increased from \$175,000 to \$200,000.

Detroit—The American Chemical Co. has been incorporated to manufacture drug compounds, with an authorized capital stock of \$10,000, all of which has been subscribed, \$2,950 being paid in in cash.

Bay City—The Richardson Lumber Co. is rushing work on its new hardwood mill at this place. The M. Garland Company is manufacturing the machinery, which will be ready as soon as the building is in shape to receive it.

Detroit—The Century Car Co. has been incorporated to manufacture automobiles. The authorized capital stock of the company is \$50,000, of which amount \$27,000 has been subscribed, \$500 being paid in in cash and \$16,500 in property.

Oakley—A corporation has been formed under the style of the Oakley Butter Co. to manufacture butter and cheese. The authorized capital stock of the company is \$5,000, of which amount \$4,300 has been subscribed and paid in in cash.

Detroit—A corporation has been formed to manufacture cigar factory machinery under the style of the Detroit Cigar Machine & Tool Co. The capital stock of the company is \$10,000, all of which has been subscribed, \$5,000 being paid in in cash and \$5,000 in property.

Detroit—A corporation has been formed under the style of the LaCottel Manufacturing Co. to manufacture drugs, chemicals and toilet articles. The company has an authorized capital stock of \$2,000, all of which has been subscribed and paid in in property.

Nashville—The Lentz Table Co.'s plant is closed for two weeks while a number of improvements are being made. The smokestack is being built twenty-five feet higher. The new engine to be installed will develop from 130 to 200 horsepower. The plant is prosperous beyond all expectations.

Hillsdale—J. D. Chappell and J. S. Parker have been working for some time past on a roller window screen, and will soon put it on the market. S. M. Tarney, of Auburn, Ind., is the patentee, and the two Hillsdale men have organized the company and will look after the marketing of the product.

St. Johns—A corporation has been formed under the style of the St. Johns Heater Co. to manufacture steam and hot water heating systems. The company has an authorized capital stock of \$10,000, of which amount \$5,000 has been subscribed, \$2,800 being paid in in cash and \$2,200 in property.

Mendon—J. W. Arney has made a proposition to the Business Men's Association of Warsaw, Ind., to move his specialty manufacturing company to that city for a bonus of \$10,000. Mr. Arney agrees to engage in the manufacture of tricycles and billiard tables and to employ 100 men. The proposition is under consideration.

Pontiac—A. K. Edgar, receiver for the Howland Manufacturing Co., has petitioned the Circuit Court for the allowance of his final account. The final report shows that the total receipts of the company since it was placed in the hands of the receiver were \$19,500.45 and the disbursements \$13,268.06, leaving \$6,232.39 on hand.

Reed City—A corporation has been formed under the style of the Reed City Butter Co., which is erecting a butter factory, dimensions 24x50 feet, with store room 10x24 feet and cement floor and stone foundation. The boiler and machinery are being installed and will soon be ready for operation.

Detroit—A corporation has been formed under the style of the John Robb Co., which will engage in the grocery business in the new building at the corner of Milwaukee and Woodward avenues. The company is capitalized for \$10,000, of which \$7,500 is paid in. A meat market will be conducted by W. J. Speir in connection therewith.

So Appropriate.

A cavalry officer who had by no means distinguished himself in action retired from the service and built himself a villa in a remote spot on the shore of Lake Michigan. He was showing it to a friend one day and remarked:

"The one difficulty I have is about a name for the house. I should like to hit upon something suitable—something appropriate to my military career, you know."

"I see," replied his friend; "then why not call it 'The Retreat?'"

Booker T. Washington was unable to lease a house for the summer at Marmaroneck, L. I., a fashionable resort among city people who rate themselves high in the social world. There are plenty of houses to rent there, and Mr. Washington was willing to pay the price, and the agent of the property would have been glad to have the noted gentleman for a tenant. He had to refuse, however, and he explains the matter as follows: "I have many valuable property interests in Marmaroneck to protect and in this matter Mr. Washington surely knows I had to act just as a trustee of an estate would. He evidently saw it in that light, too, for his representative and I parted in a most friendly spirit." The incident shows that race prejudice still prevails, and it is carrying it to an unwarranted extreme when a man is refused the privilege of living in a neighborhood where there are probably none who are his equal in ability and intelligence. Mr. Washington found a house at Oyster Bay that he had no trouble in securing, and during the season he will be a neighbor of the President, and no doubt a welcome one.

The Jamestown Exposition is having an experience that will discourage a repetition of the enterprise anywhere in the United States for many years to come. It has been obliged to reduce its administrative force, consolidate departments and eliminate officials galore. It has reduced current expenses from \$120,000 to \$74,000 per month. It has begun publication of the names of all delinquent subscribers to its common and preferred stock, the list being advertised for sale on July 22. Over 1,000 are on the list. With its historic location and grand naval display, much was expected and little will be realized. Since the centennial at Philadelphia in 1876 the country has had a surfeit of expositions, and like many other good things, they have been worked to the limit. A dozen years hence a successful exposition may be possible, but until then none should be attempted.

Cadillac News and Express: More coaches for the ordinary station-to-station passenger traffic on the Grand Rapids & Indiana Railroad, and less parlor cars, if the trains are too heavy to be added to—that is a demand very urgently expressed through the situation that suggests it. Standing in the aisles, crowded together in sweltering and almost stifling confusion—that describes the common coaches that leave this station and return. There is an abundance of room in the parlor cars and sleepers. But they are the property of Mr. Pullman and he charges extra for their use. More coaches are needed for the summer traffic on the G. R. & I. No, we are not running that road just now. We are merely speaking of things we have seen and experienced and that's probably more than the responsible railroad people know about it.



The Produce Market.

Butter—The market is very firm at an advance of $\frac{1}{2}$ c per lb. The present firmness is due to the speculative demand rather than the consumptive demand, which is just about normal. This is a conservative description of all grades. Under grades are particularly scarce. The future price of butter depends on how long speculators will be willing to pay the present extreme prices, which are about 25 per cent. above the normal price for the season. Creamery is held at 25c for No. 1 and 26c for extras. Dairy grades command 21c for No. 1 and 17c for packing stock.

Cabbage—Home grown is now in market, commanding 75c per doz. Louisville is steady at \$2.25 per crate.

Cantaloupes—Are coming from Colorado in crates and some will be in from Tennessee soon. The nearby cantaloupes will not be in for a month. Shipments to this market have not been large enough to make very much business, but there seems to be a good demand. Prices are too high, however, to permit of really large consumption. Rockyfords command \$5 per crate and Georgias fetch \$3.

Celery—25c per bunch.

Cherries—\$1.85 per 16 qt. crate for sour and \$2.25 for sweet.

Cocoanuts—\$4 per bag of 90.

Cucumbers—45c per doz. for hot house.

Currants—\$1.60 per crate of 16 qts.

Eggs—The market is firm at an advance of $\frac{1}{2}$ c per doz. The advance was caused by the short supply of fancy eggs. Considerable quantities are arriving in bad order and are sold at concessions. Strictly fancy eggs will get scarcer as the season advances, and the price is likely to advance in proportion. The price of eggs to-day is about the same as a year ago. Local dealers pay $13\frac{1}{2}$ c for case count and find no difficulty in getting $15\frac{1}{2}$ c for candled.

Green Onions—15c for Silver Skins.

Green Peas—Telephones fetch 85c.

Gooseberries—\$1.60 per 16 qt. crate.

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

Lemons—Californias and Messinas command \$5@5.50 per box.

Lettuce—75c per bu. for head and 50c per bu. for leaf.

New Beets—25c per doz.

New Carrots—15c per doz.

Onions—Spanish command \$1.85 per crate. Louisville fetch \$2.35 per sack of 65 lbs.

Oranges—Mediterranean Sweets range from \$4@4.25. Late Valencias, \$5@5.50. The demand for oranges is large and shipments are hardly large enough to take care of it. Late Valencias constitute the greater part of the fruit in market. The Mediterranean Sweets are nearing the end.

Parsley—30c per doz. bunches.

Peppers—30c per doz. for green.

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

Pineapples—Floridas command \$4.75 for 36s and \$5 for 30s.

Potatoes—Trade is very active on both new and old stock. It is a matter of only a few weeks now before the supply of old is used up. Old are down to 30c per bu. New command \$1 per bu. for red and \$2.75 per bbl. for white stock.

Poultry—The market is in good condition, receipts being fair and demand strong. The local dealers pay $9\frac{1}{2}$ c for live hens and 11c for dressed; $9\frac{1}{2}$ c for live ducks and $11\frac{1}{2}$ c for dressed; 12c for live turkeys and 16@20c for dressed; live broilers, 15c.

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

Strawberries—\$1.75@2 per crate of 16 qts.

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

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

Watermelons—Continue to come in increasing quantities from Texas, Georgia and Alabama, those from Georgia being preferred by many. They are of exceptionally fine quality and are selling well, but the price has not come down any. Sales are mostly in barrel lots, \$2.75 being the ruling price for 8, 9 or 10 melons.

Wax Beans—\$1.50 per bu. for home grown.

The United States Express Company stockholders are asking President Thomas C. Platt some questions that he will try hard to dodge. They have had a four per cent. dividend for the current year, and they say the earnings of the company warrant 15 per cent. They claim that an annual seven per cent. dividend could be paid and still add \$800,000 a year to the surplus. There are about 1,600 stockholders in the company, and their committee says no annual meeting of shareholders has been held for 25 years, and that President Thomas C. Platt, his two sons and the four other directors have perpetuated themselves in office year after year, with all the advantages that go with holding such positions, although owning only a small portion of the stock. President Platt has never denied these charges.

Thos. M. Peck, senior partner in the Peck Bros. Co., will be married on Saturday to Miss Emily Gerow at the residence of the bride's sister in Poughkeepsie, N. Y. The bride is a resident of Ulster county, N. Y., and she and Mr. Peck have been acquainted for a great many years. They will sail for Europe early next week to be gone until fall. Mr. Peck's many friends in this city and elsewhere will join the Tradesman in extending hearty congratulations.

Walter Clark, 535 Michigan Trust building, has merged his veneer and panel business into a stock company under the style of the Federal Veneer Co. The company has an authorized capital stock of \$30,000, all of which has been subscribed and paid in in cash.

The Grocery Market.

Tea—The demand has been excellent and the market seems to be in good shape. The high opening markets for new teas, notably new Japans, have gradually stiffened the markets on this side to a fair parity. No radical changes in price, however, have occurred during the past week.

Coffee—Supplies are so large that in spite of the good demand price fluctuations can not be anything but of a narrow range. The market has shown some improvement during the past week, but no change of any importance.

Canned Goods—Spot tomatoes are firm. Future tomatoes are a little easier. The growing tomato crop in the canning districts is reported in good shape. Canned corn continues firm. New peas are arriving from the Middle West. The quality of the first arrivals is not good. String beans and baked beans are very firm. Nearly all the eastern canning districts report improved crop conditions. New pack Maryland strawberries are arriving. The quality is indifferent.

Reports from eastern canning districts which pack the better grades of goods are more favorable. No prices have yet been named on California canned fruits by the larger packers. Nearly all lines of spot goods are scarce and the market is very firm. All reports received from the west coast point to a continued stout market in salmon, with an advancing tendency. Red Alaska will not be plentiful during the coming year. The situation in fancy Chinook and sockeye continues very strong. Everything in the shape of salmon is sure to be high during the coming twelve months. Cove oysters continue firm and stocks are broken.

Dried Fruits—Apricots are still scarce and high. Apricots in a large way are now quoted at 24c for standards, f. o. b. the coast, which means 25c in the East. Currants are unchanged and about in normal condition. Apples are dull and stiff. Prunes are dull, particularly spot goods. Prices on both spot and future prunes are unchanged, though there are more offerings from the coast, and the situation is not quite as strong as it was. This is probably simply a reaction from the strong demand, however, and the undertone is still strong. The raisin outlook seems not quite so strong. Reports come from Europe of a probably heavy crop of Valencias and Malagas, and this means, at the present price of California raisins, an unusually heavy sale of them in this country. Probably the foreign raisins will not interfere with the early shipments of California raisins, but later they will come into direct competition with them. Spot raisins are very scarce and hardly quotable. Peaches are unchanged and very dull.

Cheese—The market is very firm at the advance of $\frac{1}{2}$ c per pound, which occurred both in the country and the distributing markets. There has been an active demand both for consumption and speculation, at prices ruling about 15 per cent. above a year ago. The make is about normal and the quality is running fine. Very few under grades are being made, and even

these are bringing relatively high prices. The speculative demand will govern future cheese prices.

Fish—Cod, hake and haddock are dull and unchanged. Sardines, both domestic and foreign, are unchanged and in fair demand. There is good demand for salmon, at prices that show no change from the week before. There is a good demand for shore mackerel, and the supply is still small. There has not, however, been any advance over the previous week. Other grades of mackerel are unchanged and quiet.

Provisions—The condition of both pure and compound lard remains unchanged. Compound lard is the firmer of the two, selling for a price within $\frac{1}{2}$ c of pure. The cause is the high cottonseed oil market. The price is from 5 to 10 per cent. above normal for the season. Barrel pork and canned meats are unchanged and firm. Dried beef is unchanged and firm at the recent advance. The demand for smoked meats shows an increase as the season advances, but as prices are already high, no further advance in the near future is expected.

Another Dividend in the Andre Matter.

At a meeting of the creditors of Wm. Andre, which was held in this city last Thursday, the referee announced that he had declared a second dividend of 10 per cent., making 30 per cent. dividends to date. As Andre and his friends offered only 25 per cent. in full settlement the creditors are already better off than they would have been if they had accepted his proposition. There is still about \$4,000 in cash in the hands of the trustee. Out of this amount certain legal expenses are to be paid. If the referee allows the claims of the relatives they would absorb the balance now in the hands of the trustee. Referee Wicks has not yet announced his decision on this point, but will probably do so in the course of a few days. If the claims of the relatives are allowed the creditors will probably receive no more dividends. If they are disallowed the creditors will probably receive another 10 per cent. dividend.

Separating Its Manufacturing Department.

The Peck-Johnson Co. has been incorporated to continue the manufacturing of pharmaceuticals and physicians' supplies formerly conducted under the style of Peck Bros., on Park street. The company has an authorized capital stock of \$40,000, all of which amount has been subscribed, \$30,000 being paid in in cash. The factory will be managed by Robert Johnson, while Percy Peck will divide his time between the factory and the store of Peck Bros. on Monroe street. The officers of the company are as follows:

President—Thomas M. Peck.

Vice-President—John E. Peck.

Treasurer—Percy M. Peck.

Secretary—Robert Johnson.

The company is now occupying its new factory building on Park street.

Men are not uplifted without the lever of love.

LEADVILLE THE BEAUTIFUL.

Physical Features of the Jewel of the Rockies.

Leadville, Colo., July 15—When a man prefers to pack his own grip he wants to do it without suggestions. He knows what he wants to be bothered with and "butting in" here is not only annoying but unpardonable. When, therefore, it became known that I was to pass the month of June among the Rockies the trouble began with, "I suppose you know that you want to take with you your woolen underwear?" "M—hm" did very well for a reply until the time came for "To take or not to take—that's the question;" but when the wife of one's bosom, reading his thought, calmly and determinedly seats herself by the open grip there is but one thing to do: Take the despised clothing without impatience, being careful in the meantime to think of nothing that will not look well in print. Otherwise you may be sorry.

I say this with considerable earnestness, because the train was hardly leaving Manitou, a city at the base of Pike's Peak, when it seemed desirable on all accounts to close the car window. Somewhat later before becoming interested in the mountain scenery, it was desirable to put on the summer overcoat that always comes in play everywhere after the sun goes down. At Arkansas Junction, where the travelers take the "Stub train" to climb 500 feet to Leadville, the coat is buttoned to the chin and something like a shiver attends the turning up of the coat collar. The train is left with wonder whether Winter isn't overdoing the lingering-in-the-lap-of-Spring business, a doubt which is decided strongly in the affirmative when, the destination reached, the warm welcome is brightened as well as gladdened by the cheering sight of a glowing fire. That night I slept under comfortable and woolen blankets and the next morning "with meek heart and humble voice" put on my winter underwear.

Leadville, like all mining towns, has its mythical history, which is well worth listening to. One of the most productive mines now in operation owes its discovery to accident. One of the most poverty-struck of the early prospectors went out and shot a deer for his breakfast. The kicks of the dying animal threw up such promising earth that a claim was located on the spot and the prospector's fortune was made. Another piece of good fortune was that of Fryer, from whom Fryer Hill, one of the most productive districts, derives its name, who lived in a squatty cabin on the hillside and whose rough stone fireplace in the corner was hardly fit to fry a rasher of bacon; but one day he dug a hole up near the top of the hill and a few yards below the surface struck a mine which, without urging, has yielded its millions. A story is told with much earnestness to the effect that one mine had its shaft down 135 feet with good indications of success. Some capitalists proposed to purchase an interest in it, and a half

of the mine was offered them for \$10,000, if taken before 5 o'clock. At half past 4 rich silver ore was struck, and when at half past 5 the tardy men of money came to signify their consent to the bargain the manager pointed to the clock and quietly remarked: "The price of a half interest in this mine now, gentlemen, is \$60,000!"

A story, "from grave to gay, from lively to severe," as the mood of the hearer dictates, is that of the Dead Man claim: Winter had pitched his tent in the Leadville territory. Scotty had died and the boys, wanting to give him a worthy burial, hired a man for twenty dollars to dig a grave through ten feet of snow and six feet of hard ground. Meanwhile the dead man was stuffed into a snowbank. Nothing was heard of the grave-digger for three days, and the boys, going to see what had happened to him, found him in a hole which, begun as a grave, proved to be a sixty-ounce mine. The sexton refused to yield and was not hard pushed, for Scotty was forgotten and stayed in the snowbank until the April sun searched him out, the boys in the meantime sinking prospect holes in his intended graveyard!

It is hardly necessary to state that placer mining was the first method employed in gold mining in Leadville. That part of the city where this gold-hunting and gold-getting were carried on is to-day a desolate waste. Picture a tract of sand and gravel, acres in extent, left by the spade of the miner; and yet this desolation produced so many millions of gold as to surpass belief. An unpleasant feature of this placer territory was the fact that in the bottom of the pans and rockers of the gold-hunters there accumulated at each washing a black sand so heavy that it interfered with the proper settlements of the gold and so abundant that it clogged the riffles. This clogging led to investigation, which showed the black sand to be the carbonate of lead; that these lead ores were impregnated with silver and that Leadville had by the mountainful a wealth of mineral absolutely incalculable.

"The soil is found to be a porphyritic overflow overlying a highly silicified dolomite," known as limestone. Between these are found the mineral beds. The mineral constituents of the ores are carbonate of lead in large quantities, silica, oxides of iron and manganese and the chloride of silver. Sometimes the lead occurs as a sulphide and there are other unimportant components. Deposits of galena and some other minerals are occasionally found in the porphyry. All these minerals are soluble in water, charged with carbonic acid, and the idea is that they have leached through the porphyry until they struck the limestone and accumulated there. It is the digging of these ores that is keeping Leadville busy to-day; that has dotted her territory with sheds and smoke-stacks and in some cases so undermined it as to suggest by the sinking of the surface a sudden descent to the excavations below.

Through the courtesy of a friend,

from whom the information found in this paper has been received, a visit was made to a smelter—"the largest in the world," and employing 1,200 men. The ore as it comes from the mine is put through a crusher, which reduces the lumps to fragments no larger than walnuts. It is then placed in the furnace—a barrow load of carbonate ore, then one of charcoal, followed by a third of iron and limestone-flux. Heat reduces the whole to a molten mass, the mineral and the slag sinking to the bottom of the furnace, where it is drawn off into iron bowls, glowing and bubbling and hissing as it flows. The slag-pot is a conical vessel poised on four little legs. When it is full an iron frame work of a cart seizes it on opposite sides and wheels it out where a mole of slag is pushing itself over into the gravel of the gulch. In the meantime the silver and the lead have sunk to the bottom and come oozing from a small exit below the slag-spout into a well at the side of the furnace. This "liquid bullion" is ladled out and poured into iron moulds, where it remains until it cools into solid bars of lead, weighing about fifty pounds each and carrying about 2 per cent. of silver.

Judging from often heard remarks, the bane of Leadville is the "confounded Austrians." They are little and greasy and dog-gone. They are clannish and are a credit neither to themselves nor to anybody else. "They've spoiled Leadville. Ten or fifteen years ago I used to sell any number of pianos on every trip; but since the Austrians came—they are there in swarms—piano-buying has stopped and I've stopped going there. Another thing has happened that will kill any town: the fellows who 'strikes it rich' get out of Leadville as soon as they can with their money and let the town go to the dogs."

No one cares to discuss such topics; but there are two sides to that question. If the men who "strike it rich" were always first-class American citizens whose only lack was money the town deserted by them would be the loser; but it is to be feared that in the majority of instances they are not such citizens. They are untaught, common and coarse, and the rich strike that takes them out of town, luckily for the town, takes out of it that kind of unkempt vul-

garity which the city is better off without than with. No, Leadville is to-day better without them, and the Leadville of the future, beautiful for situation, the jewel of the Rocky Mountains, will owe the pre-eminence which will one day be hers to those citizens who, having found their wealth in Leadville, have decided to stay there, and by improving the city and themselves at the same time will win by the double improvement the approval of all whose good opinion is worth the winning.

Richard Malcolm Strong.

Recent Trade Changes in the Hoosier State.

Indianapolis—A petition in bankruptcy has been filed by the creditors of Jacob Gamerdinger, dry goods dealer.

Marion—Shank Bros., grocers, are closing out their business.

Lancaster—J. B. McConnell, dealer in general merchandise, has moved to Dupont.

South Bend—McConnell & Co., grocers, have moved to Mishawaka.

Columbus—Geo. E. Ellis, book dealer, is succeeded in business by Brooks & Beatty.

Frankfort—A. J. Nelson succeeds Sam Strong & Sons in the grocery business.

Matthews—M. Lightstone, clothier, will move to New Castle.

Indianapolis—Eitel & Co. succeed Metzler & Co. in the drug business.

South Bend—A petition in bankruptcy has been filed by the creditors of Hy Temple, grocer.

Terre Haute—White & Kessler are succeeded in the grocery business by Kessler & Tormohlen.

Terre Haute—Schafer & Morris will continue the meat business formerly conducted by Geo. Schafer.

Terre Haute—The hay business formerly conducted by W. L. Holdaway will be continued by the W. L. Holdaway Co.

Obvious.

Said the oculist to the old man who came to have him find what the trouble was with his eyes: "I see nothing." "I don't either," answered the man. "That is why I came to you."

When you pray for the removal of a mountain you had better say amen with a steam shovel.

The Price of

Standard Prints

made by American-Simpson and other leading brands will advance July 22 to 6½ cents; until then we will sell our entire stock at old prices. Send us your assortments at once to get good styles.

Shirting prints go to 6¼ cents.

P. STEKETEE & SONS

Wholesale Dry Goods

Grand Rapids, Mich.

SUCCESSFUL SALESMEN.

Ambrose A. Weeks, Representing the Caro Vinegar Co.

Ambrose A. Weeks, candidate for President at the coming meeting of the Michigan Knights of the Grip, was born in the township of Grattan, Kent county, March 14, 1850. He was educated in the public schools, and at the age of 21 years took up the occupation of contractor and builder, which he followed until the year 1884, working at his trade summers and teaching school winters. In the spring of 1885 he opened a general store in the village of Grattan and was appointed postmaster, conducting business until in the fall of 1889, when he removed to Grand Rapids, where he has since resided. In 1893 he was elected State Organizer for the Independent Order



of Foresters, which position he held continuously until the close of 1897. At the beginning of the year 1898 he was engaged by the Dunkley Co., of Kalamazoo, as traveling salesman, which position he held until July 1, 1907, when he resigned to accept the position of sales manager for the Caro Vinegar Co., of Caro.

Mr. Weeks joined the Michigan Knights of the Grip in May, 1896. He held the office of Vice-President for three consecutive years and during the last four years he has been a member of the Board of Directors. He has been an aggressive and persistent worker for the best interests of the order and has been present at every annual meeting of the organization, except one, since the year 1896. His long and active service and his familiarity with the workings of the order especially fit him for the Presidency, and if honored with that high position at the coming annual meeting he will discharge its duties faithfully and well.

Ground Broken for a New Factory.

Battle Creek, July 16—The structural steel work on the Grand Trunk locomotive shops, one of the largest industrial additions of the year in Michigan, was begun Monday. W. H. Radcliffe, Superintendent of the American Bridge Co., and P. B. Johnson, Engineer of the company, have arrived, the work being put in direct charge of Joseph Heibler, of Milwaukee, steel construction fore-

man. The bridge company's contract includes the monster machine shop, boiler shop, power plant, forge and crane runways. The arrival of material for the shops furnishes more interest locally than the unloading of a circus, the stuff including steel, gravel, etc., by trainloads. Enough steel workmen will be put at work to finish the skeleton within five months.

Ground has just been broken for a \$100,000 factory to be erected immediately for the Battle Creek Paper Co. The structure will be 130x280 feet, and of brick construction. Henry V. Snyder & Son, of Chicago, have the contract. The industry will be modernly equipped and will be one of the finest box factories in America. The present factory will be torn down and replaced by a brick building for the Elijah's Manna health food, manufactured by the Postum Cereal Co.

The Michigan Carton factory has moved into its new plant, formerly the Battle Creek Iron Works, and is manufacturing cartons for some of the largest concerns. The new factory has 9,000 square feet of working space, as well as a warehouse and power plant. A paper mill is under contemplation.

Local prospects for new industries are the best ever, the Business Men's Association receiving fourteen letters in one day of the last week, enquiring about possible local sites for industries desiring to move.

The Michigan Wire-Bound Box Co. has just purchased all buildings and the office of the Consumers' Coal Co., which was abandoned when the late George A. Howes took his life. The box company, which has occupied a portion of the Flour & Cereal Machinery Manufacturing Co.'s building, recently sold to the Dr. Perkins Sanitary Refrigerator Co., will remove to the new buildings as soon as they can be remodeled. The purchase will give them 17,000 feet of floor space. The boxes are made of cotton wood and wire-woven, being in great demand, the present supply, 20,000 a day, being in no way equal to the demand. The company is a branch of the American Wire-Bound Box Co., the wire-bound box trust.

Everybody Pay Up.

A negro preacher, whose supply of hominy and bacon was running low, decided to take radical steps to impress upon his flock the necessity for contributing liberally to the church exchequer. Accordingly, at the close of the sermon he made an impressive pause, and then proceeded as follows:

"I hab found it necessary, on account ob de astringency ob de hard times an' de ginerall deficiency ob de circulatin' mejum in connection wid dis ch'ch, t' interduce ma new otter-matic c'lection box. It is so arranged dat a half dollah aw quah tah falls on a red plush cushion widout noise; a nickel will ring a small bell distinctually heard by de congregation, an' a suspendah-button, ma fellow mawtels, will fiah off a pistol; so you will gov'n yo'selves accawdingly. Let de c'lection now p'ceed, w'ile I takes off ma hat an' gibbs out a hymn."

Folks Want Teddy Bears

There is no mistake about it—a Teddy Bear will be one of the most popular presents next Christmas.

We have had—at home and in Germany—quantities which six months ago were thought very liberal, but which we have since found it advisable to duplicate—and we can take care of your orders for Teddy Bears.

Not only in this instance, but in every new idea for Holiday Business, will you find our stock pre-eminently suited to your wants in Holiday Goods—new mechanical toys, new conceits in fancy goods, new effects in dolls; in fact, our doll stock contains nearly twice as large a variety of styles and prices as we showed last year—and your sales of dolls purchased from us will realize handsome profits.

Orders placed now will be filled now, and held subject to shipping instructions. First choice is always best choice.

John V. Farwell Company

Chicago, the Great Central Market



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OF BUSINESS MEN.

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Entered at the Grand Rapids Postoffice.

E. A. STOWE, Editor.

Wednesday, July 17, 1907

THE TREASONABLE JINGOES.

"The Pacific is too big for any one nation to dominate. It is too big for both the United States and Japan together. It belongs to the whole world; too big to have a single master. Why must an ocean have a master? Japan cherishes no ambition to master it. There is China, with interests on it as great as our own; there are Russia, England, France, Germany, which have many Pacific interests; so have Holland and other great nations, and so have Annam and Siam."

Thus speaks Viscount Aoki, Japanese Ambassador to the United States, and he continues: "Japan shows its complete ambition on the Pacific by insisting on the policy of America's late great Secretary of State, Mr. John Hay—an indivisible China with an open door. Practically the Pacific means China. Japan wants entrance to China—and it wants every other nation to have entrance there, too. That is the opportunity of the future, ours and yours."

Then Aoki announces: "I can and do declare as the accredited Ambassador of my Emperor at Washington that the relations between the two governments are as friendly as at any moment in history. And I declare very positive belief, moreover, that the same spirit of full friendliness exists between the intelligent people of each of our countries. There is no shadow, there is no skeleton, there is no lurking ghost."

In the face of such specific and authoritative utterances the bogey breeders bluster unabated and the Associated Press and other news services continue to spread these counterfeits of information broadcast. Their latest contortions are being developed over the proposed cruise of a fleet of United States war ships to the Pacific coast—a journey recognized by all governments on the globe as legitimate, natural and harmless—a cruise from one American port to another American port in a time of peace that is authorized by all naval usage.

Of a piece with the voluminous venom that sore-heads, reckless politicians and chronic trouble makers have been throwing all over the country the past few months are these surmises and predictions. Seemingly chiefs of bureaus and even heads

of departments in Washington have become daft and the jingoes in both the United States and Japan are working in harmony in their use of threats and sneers and libelous assertions. Their old charge that Ambassador Aoki had been recalled and their later one that he had resigned have proved to be false, just as have the reports from Tokio and San Francisco as to public opinion on the Japanese situation; and yet in spite of such exposures they continue to invent and circulate. As Viscount Aoki puts it: "There is no Japanese situation."

And now, before Ambassador Aoki's assurances are a week old and with no reliable information upon which to base their claims the jingo journals are questioning Aoki's veracity, and by inference and innuendo are showing that he is cunning, dishonest and, in short, a willful falsifier. This suggests the enquiry: Who is Aoki?

He is probably the most brilliant diplomat ever produced in Japan, and certainly he is one of the greatest of Japanese statesmen. A graduate of a German university, married to a German lady of high rank, he was for many years the Japanese Ambassador to Emperor William's court. For forty years he has been an official high in the service of his country and for several years was the Japanese Emperor's Minister of Foreign Affairs. To brand such a man as a petty trickster is folly and to attempt to show that he is deliberately deceiving our Government and our people is practically treason.

THE PEACE CONFERENCE.

The work of The Hague Peace Conference is now moving smoothly, and although no plenary sittings have been held since the opening days when the Conference was organized, a good deal of work has been done by the several committees. Many differences of opinion have developed, and it has become evident that on some subjects no agreement is likely, but real progress has been made in reaching a solution of several questions that at one time looked impossible of settlement.

An agreement has been practically reached in committee on the subject of an official declaration of war. The French proposal that there shall be a formal declaration of war in advance of hostilities has been agreed to by practically all the Powers, even by Japan and Germany, who were at first opposed to any change in the existing custom. The additional proposition, however, that after a declaration of war a certain interval must be permitted to elapse before actual hostilities commence has been rejected by a good vote. Should this agreement of the Committee be later accepted by the Conference as a whole official declaration of war will hereafter be deemed a necessary preliminary to the commencement of hostilities, although the declaration made hostilities may open at once. Such a rule will do away with such attacks as the Japanese made on the Russian fleet at Port Arthur. It is a fact that the attack on the Port Arthur fleet occurred several days in

advance of the declaration of war, and the Japanese have been much criticised for their act in attacking Russia without warning. It may be doubted if the proposed new international rule will prove entirely satisfactory to those who believe that a formal declaration of war is unnecessary and places obstacles in the way of the more powerful nations, who, being always prepared, derive an advantage by promptly attacking.

The other important proposition which has been discussed in committee is the exemption of private property from seizure at sea. Several of the maritime powers are opposed to that proposition, including, of course, Great Britain. The representatives of the United States have ardently championed the movement, but in spite of that it is not likely to be adopted. England and Germany are opposed to it. Even these two last named powers are agreed, however, that there should be an international prize court to pass upon the validity of seizures. It is also generally agreed that prizes taken must not be destroyed because they can not be taken into port. Heretofore all prizes were adjudicated by a prize court under the jurisdiction of the power capturing the prizes, and where it was not safe to bring a prize into port it was legitimate to destroy it.

The practical agreements reached on these two measures make it certain that the Peace Conference, even if it does not accomplish all that was expected of it, will nevertheless achieve some practical results.

There will be no limitation of armaments resolution, and probably no acceptance of the Drago Doctrine, but it now looks reasonable to expect that many of the proposed reforms calculated to minimize the horror of war will be agreed to, including, of course, a widening of the scope of international arbitration of disputes arising among nations.

The Conference has been bothered a great deal with petitions and memorials upon a variety of subjects, but it has so far contented itself with a mere formal acknowledgment by its officers of these communications. Nothing outside of the normal and fixed program has been taken up, or is likely to be taken up.

THE NEW RACE PROBLEM.

The fact should be recognized that the misunderstanding between this country and Japan, growing out of incidents in California, is in reality a race problem which no satisfactory settlement of the particular disturbing events can permanently solve. When the existing treaty with Japan was negotiated, permitting free intercommunication between the countries, it was not foreseen that within a few weeks Japan would be seeking to facilitate the emigration of her teeming millions. Naturally no country offers greater attractions to the Japanese emigrant seeking to better his condition than the United States, hence he is seeking to enter through our Pacific coast, and would soon overrun California and the neighboring states, had not the entry of Japa-

nese laborers been stopped with the consent of Japan.

The present treaty expires in 1911, and it is important that when a new treaty is negotiated the perplexities of the race problem should be recognized and provided for. Nothing can be more certain than that the people of the Pacific coast will rebel against the importation of Asiatic labor, be it Chinese, Japanese, Korean or any other, and any new treaty must provide for the exclusion of coolie labor, whether Japanese or Chinese. It is absurd to hold that Japan will never consent to any such restriction. She herself reserves the right to exclude Chinese labor from her territory, and her local laws give the provincial governors the right to exclude any foreign laborer, Americans included. Every country has the right to exclude any immigrants it sees fit, and practically all countries bordering on the Pacific and Indian Oceans are unanimous in barring Asiatic labor. Within the past decade conditions all over the Pacific have altered materially. Racial questions, unknown earlier, have appeared all around the shores of this ocean. New Zealand summarily excludes the Japanese in fact, though not by name. The Australian commonwealth began by excluding Chinese, extended this to all inhabitants of Polynesia and now excludes Japanese labor. Chinese are excluded from parts of Borneo and their entrance is rigidly regulated by the Dutch in Java and Sumatra and by the English in Malaysia. We have excluded them from the Philippines as well as our own shores. They are shut out of Hawaii, and Japanese laborers, pouring in there, are excluded from our mainland with the consent of Japan.

The British possessions of South Africa, notwithstanding the alliance existing between Great Britain and Japan, scrupulously bar out all forms of Asiatic labor, including Japanese and even East Indians, who are British subjects. Such being the facts, it is absurd to hold that Japan will never consent to agree by treaty to the exclusion of Japanese coolie laborers. The problem is really an economic and a race issue. It is the cheap labor of these Asiatics that is feared by our people. A third of the wages paid ordinary white labor would abundantly satisfy this coolie labor, and if they were permitted to enter white labor would rapidly be driven out as unable to compete. This unwillingness on the part of American labor to surrender the economic control of industry implies no undue racial prejudice against the Japanese. While the American people do not desire to see their country overrun by an army of coolies, be they Chinese or Japanese, they still entertain the kindest feelings towards Japan and greatly regret that any cause for a misunderstanding has arisen.

The saddest people in this world are those who seem to have no sorrows to face.

A little learning is dangerous if you are planning to get to heaven by degrees.

MODERN MEDICINE.

When the American Medical Association recently met at Atlantic City, it appointed a committee to report on the condition and needs of medical education in the United States.

A report made by the Committee, vaunting the discoveries made in the cure of the physical evils to which flesh is heir, declared that medicine in modern times has been raised from a condition of stereotyped routine on one hand, and empiricism and experiment on the other, to the dignity of a science, being based on anatomy and physiology, physics and chemistry, pathology and bacteriology, which are all sciences.

But while taking great comfort in what has been accomplished, complaint is made that medical education in the United States is not sufficiently appreciated and not properly supported. According to the report:

"Modern medicine requires a better order of intellect and better training than it did twenty-five years ago and better than that possessed by the average student entering its rank to-day in this country.

"The standards of medical education in the United States are very uneven, representing the highest and the lowest types as compared with such powers as England, France and Germany. As a whole, the standard in this country is distinctly lower than in these countries and lower than it should be to meet the requirements of medical science in the present stage of development."

It is complained also that American medical schools are not equipped, as a rule, with the laboratories required for work in the highest departments of sanitary research. All the serum remedies for diseases caused by bacteria have been made in Europe, and beyond the connection of the mosquito with the propagation of yellow fever, we have not much to our credit in pathologic and bacterial science.

Comparing our conditions with those in Europe, it is set forth that in England medical education is in control of the national government through the agency of the Medical Council. The Medical Council determines the standard of preliminary education, the character of the curriculum, the length of the course and the character of the examinations for licensure.

The preliminary education required is about equal to our best four-year high schools, and this is followed by a five years' course in medicine, the first year devoted largely to physics, chemistry and biology, and this year can be taken either in the medical school or in a school of liberal arts recognized by the council. Then follow the four years of medicine, given largely as they are in this country; the last year, however, can be taken as a clinical year in a recognized hospital. The examination for licensure can then be taken at the end of this five-year course or it can be taken in two parts, one after the completion of the laboratory years and the second on the

completion of the course. As a matter of fact, however, these examinations are so rigid that the average time required by the student to prepare for them is about six years.

In Germany the student can enter the medical department of a university on leaving the gymnasium or a scientific school. The medical course is now about six years, divided as follows: The first year is devoted to physics, chemistry and biology; then follows a four-year course such as is given in our better schools, and then a sixth year, which must be spent as an interne in a hospital. At the end of this time the student can come up for his State examination or it can be taken as in England in two parts, one part after he has finished his laboratory studies, anatomy, physiology, etc., and one after the completion of his clinical work.

In contrast it is declared that the conditions of medical education in this country are not satisfactory. There are too many medical schools. The preliminary education demanded is often insufficient. Many medical schools are conducted purely as business ventures and give an unsatisfactory course, have poor facilities and lack trained teachers, and graduate a large proportion of men who fail before the comparatively simple and fair examinations required by the State examining boards. There are more than 160 medical schools for the eighty million population of the United States, and only about 150 for the three hundred million population of Europe.

What is specially asked for in order to improve the situation is Government control of the schools and Government financial support. This is the idea that is growing up in every department of education in this country. It must be under the control and support of a paternal government. When our public school system was first started the all-important object was to teach the free citizens of this great Republic to read, write and work out simple problems in arithmetic, so that they could understand their constitutional rights and figure out their business. Now it is demanded that all trades and professions shall be taught at the public cost.

The original idea was that when citizens could read, write and cipher the State had done enough for them. Everything else in each man's career was left to his own energy and exertions. But the original notion has become obsolete. The modern idea is that the paternal government should furnish to every citizen the means of earning a living, and that is rapidly converging to a demand that all business shall be operated by the Government and all the people shall be its employes and be supported by it.

If such conditions are to be realized in the not distant future, there are no class of workers who more deserve Government support than our medical men. Let us, in the first place, put only the ablest into the medical profession, and let them be

provided with every possible requisite, so that they may accomplish the greatest results in preventing disease and in healing it.

AN INTERESTING CASE.

It is often said, and correctly, that truth is stranger than fiction. Most people know of occurrences in real life which had they read in a novel would have been described as extravagant if not, indeed, impossible. Nature is always bolder than art. There are tints in the clouds at sunset which no painter dare put on canvas, for thus a picture would be made that no one would wish to buy. Novelists sometimes make their stories turn upon a dual existence or upon the resemblance between two people so close as to deceive, as, for instance, "The Masquerader." The so-called dual life is counted improbable in fiction, but has actual existence in fact. For example, there is the case of Rev. Ansel Bourne that was so thoroughly examined by the Society for Psychological Research, under the direction of Prof. James of Harvard. Mr. Bourne was an itinerant Baptist preacher who disappeared from his home near Providence and when he came to himself was at Norristown, Pa., where he had established a small store and was known to the people as A. J. Brown and he remembered nothing about it.

Recently there is such another and even more remarkable case in New Jersey. Charles P. Brewin, a merchant of Burlington in that State, disappeared from his home about four years ago and during that time had not been heard from by his family, although earnest search was made. A little while ago a man who called himself Frank G. Johnson and was working as a tailor's assistant in a shop at Plainfield, N. J., was seen to bear such a striking resemblance to Brewin that his wife, son and other relatives were apprised of it and recognized him at once. They spoke to him by the name they knew, but he did not recognize them, insisted that he had never been married, that his name was Johnson and had never been anything else, that he knew none of them and had never seen them before. They were at a loss what to do. It so happened that one of those days Johnson took a nap which lasted from 2 o'clock until 6 in the afternoon and when he awakened he knew himself as Charles P.

Brewin, enquired for his wife and declared that he knew nothing whatever of Johnson, the tailoring business or what he had done during the four years in which his identity had been lost. The facts as detailed are authenticated amply by plenty of witnesses and the case is remarkable although not altogether without parallel. Had these undisputed facts been put in a novel they would have been characterized as highly improbable if not impossible.

Railroad employes have for a long time had a standing order to close their mouths whenever anything unusual happened on the road, and newspaper reporters have experienced great difficulty in getting the details of a railroad accident. E. H. Harriman, the big railroad king, has ordered that hereafter full reports shall be promptly given to the press concerning all accidents on his railroads. The action includes the Union and Southern Pacific systems, and the Oregon lines. In announcing the order to his subordinates the superintendent of the Oregon lines said: "Personal responsibility for accidents, whether of officers or laborers, should be known to the public. We must bring about closer observance of the rules and greater respect for danger signals. This can be done by the widest publicity of accidents." Mr. Harriman has been charged with some shady work in railroad financing, but in this order he is right and will have the hearty commendation of the press and the people. It should at once be made the rule on every railroad in the country.

Manufacturers of what has heretofore been required to go on the market as "renovated butter" can now call their product "process butter," by permission of Secretary Cortelyou of the Treasury Department and Secretary Wilson of the Agricultural Department. They have long contended for this privilege, claiming it was accorded by the act passed May 9, 1902. The two departments concede that they are probably correct as to name, but have made some changes in classification so that in future much of the product which has been taxed one-fourth of one cent as "process butter" will in the future pay 10 cents a pound as an adulterated article.

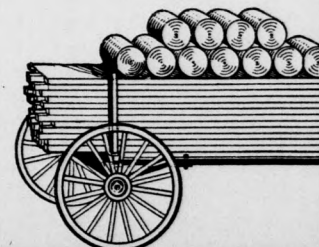
Rolls of Roofing TAKE THE PLACE OF SHINGLES

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



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

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



MEN OF MARK.

R. D. Graham, President Fifth National Bank.

Hon. Robert D. Graham, President of the Fifth National Bank, ex-Representative, ex-Senator, fruit grower, etc., is, as he is proud to acknowledge, a farmer. Not a farmer in the sense that he is, at present, an actual tiller of the soil, but a farmer in that he owns large farms which he personally looks after and upon the sale of the produce of which he depends for his livelihood. Like many another farmer's boy, he has attained his present position of prominence in business, politics and society by digging—actual digging—first in the soil, then into books—until his ambition was aroused, not alone to make the most of his opportunities, but to create opportunities for his advancement in life. Looking at his early surroundings and struggles, we may see how successfully he worked his way ahead.

Born at Union, Ontario, Nov. 11, 1855, he passed the first year of his life there, at the end of which time his family moved to Minnesota, on the extreme frontier, to engage in farming. They were frequently molested by the hostile Sioux Indians and were obliged more than once to flee to the settlements for shelter.

Farming, combined with Indian fighting, proving more exciting than profitable, the Grahams, in 1866, moved to Michigan, taking up their residence in Grand Rapids. The first two years they lived in the old brown house known as the Shepard house, which stood where is now the Fountain street entrance to the Auditorium.

Their next move was to buy a farm near town and engage in the garden truck business. Every morning Robert carried the produce to market in his market wagon, rising at 3 o'clock so as to get an early start. During the winter months he attended school in the city and finally left school to study law with E. A. Maher, devoting the summer months to the work of the farm. April 17, 1879, he passed examination and was admitted to the bar. He was then twenty-four years of age.

His father's financial affairs at this time were such as to call for Robert's help. Accordingly he gave up for the present his hope of practicing law and returned to the farm and market gardening. He devoted all his energy to retrieving his father's fortunes and, before long, his father and he purchased an adjoining farm, borrowing \$4,500 at 10 per cent. interest for the purpose. By industry and diligence they succeeded in paying off this debt in three years.

Gradually they enlarged their business of market gardening and became, in addition, fruit growers. Robert still kept his place on the market wagon, attending personally to the disposal and shipment of the output of the farm. At present Mr. Graham and his brother are in partnership, the firm being known as Graham Bros., fruit growers. They own and control three large farms within a short distance of each other, compris-

ing a total of 250 acres, which does not include their home farms, which are owned individually and which comprise 105 acres. In spite of the many duties which now claim Mr. Graham's attention in town and elsewhere, he still gives much of his time and interest to his fruit growing industry.

In politics Mr. Graham has always been a prominent Republican. He was elected Supervisor of Walker township in 1885—the second Republican, by the way, who had been elected in that township in thirty-two years. He was made a member of the Committee on Claims and Accounts and, by his intelligence and unswerving integrity made his mark, not only on this Committee, but also in the discussion of questions before the Board.

In 1884 Mr. Graham was elected

During his political career Mr. Graham never lost interest in farm industry and whatever tended to make farming a success. He has been for years a leading member of the horticultural and agricultural societies of the county and State, and especially of the fruit growers' associations. Five years ago he was elected a member of the State Board of Agriculture, to succeed H. F. Marsh, of Allegan. He was subsequently appointed to serve a full term on this Board by Governor Bliss and two years ago he was elected Vice-President. On the re-organization of the Board, last week, he was elected President to serve for a two years' term.

In this city Mr. Graham is Treasurer of the West Side Building and Loan Association and since 1899 he has been President of the Fifth Na-



Hon. Robert D. Graham

Representative in the Legislature from the third Representative District of Kent county. Early in the session he took a prominent place, serving on several committees and having much to do in regard to local measures affecting the cities of the State. He was re-elected in 1896, and became a candidate for the position of Speaker of the House. He was defeated by Speaker Gordon, but was placed on some very important committees, among them being the Judiciary, Educational and Liquor Traffic Committees.

In 1898 Mr. Graham was elected to the Senate, where his four years' experience in the House gave him deserved prominence. At once he assumed a leading position and throughout the session he was one of the most influential members of that body.

tional Bank, to which office he gives much of his time. When it was proposed to move the Bank from its original home on the West Side Mr. Graham was one of those who strongly opposed its removal. However, when a vacancy in the office of President occurred, Mr. Graham was chosen to fill the place.

Besides the offices already mentioned Mr. Graham is a director of the Citizens Telephone Co., Vice-President of the Grand Rapids Board of Trade, Treasurer of the West Michigan State Fair, Treasurer of the Cold Storage and Sanitary Milk Co. and Treasurer of the Valley City Stone and Gravel Co. In fraternal matters he is a member of the B. P. O. E. and the Masonic order as far as the Knights Templar and Shrine.

Mr. Graham was married at Rockford Sept. 1, 1880, to Anna, daughter

of Wendall Gross, of that town. They have had no children of their own, but are bringing up four children—two boys and two girls—who were left motherless by the death of a sister of Mrs. Graham.

Mr. Graham's parents are living and reside on Sunset avenue. They are both of Quaker descent. He has one brother, Thomas, his partner in the fruit business, and two sisters—Mrs. Hogadone, living in Walker township and Mrs. Michaelides, of Liverpool. The latter is married to a Greek cotton broker doing business in Liverpool, Bombay and New York. They have a brilliant son, and Mr. Graham is justly proud of his nephew. At the age of 18 he won a scholarship in King's College in a competitive examination open to all England. He is now located at Odessa, Russia, where he is connected with the British Consular Service.

Mr. Graham insists that he has not made much of his life as yet, but intends to keep right on "digging." In politics he is looked upon as a man well-equipped, broad and statesmanlike in his views of public affairs; his business associates rely upon his good judgment and honesty; all who know him regard him as a man true to his convictions, sincere in all his actions and in every respect of a thoroughly upright character.

Good Report from Pontiac.

Pontiac, July 16—E. C. Bechtel, Consulting Engineer of the Pontiac Light Co., is in the city preparing for a remodeling of the power plant of that company. New engines, boilers and generators will be installed and the plant enlarged in size. Mr. Bechtel expects to have the work completed by September 15. The remodeling and improvements will give the company a modern plant for the economical handling of commercial and street lighting current.

The Pontiac Knitting Co. will this week complete important repairs to their water power, which will increase the power about 35 per cent. A new flume has been built and the wheel reset so as to give considerably more fall. The company is still way behind with orders for summer and fall shipments on account of the fire which late last winter destroyed about \$35,000 worth of their finished product.

The Pontiac Buggy Co. has completed its annual inventory and has resumed work with a full force of men. This has been the best year in the history of the company.

Will Remain in Marquette.

Marquette, July 16—Refusing an offer to remove the plant to the head of Lake Superior, the directors of the Lake Shore Engine Works, one of this city's largest industries, have selected a new site here and will build a new manufactory of considerably larger capacity than the present foundry and shops. To that end the capital stock has been increased from \$150,000 to \$200,000. The business of the company has outgrown its present works, which are located so that expansion on the present site is impossible.

THE NEW STYLE.

Backwoods Tribute To Our Chief Executive.

Wilkins Corners, July 16—At the Corners is a general store owned and conducted by John Wilkins. Until three years ago the postoffice was located here and the proprietor of the store was postmaster as well. Here the farmers living in the vicinity were wont to gather to discuss all matters of public moment and political interest. Except in the busiest seasons a coterie of the neighbors and friends of the merchant were always in their accustomed seats long before the coming of the daily mail, engaged sometimes in familiar chat, sometimes in earnest or even heated discussion. The rural free delivery has changed things somewhat at Wilkins Corners. There is no longer the diurnally occurring excuse of "going to get the mail," and except that two or three chronic loafers still put in much of their time at the "store" the old assembly seems at times almost broken up. But recently, on a Saturday evening, on one errand or another, or drawn by the desire for an old-time visit, the greater number of the habitués of former years were in their places.

Talk drifted to the President and his policies and then someone called out, "Speech from Crane! Speech from Homer Crane!" Others took it up until finally the old man, white of hair and beard but still erect and strong, and with a merry twinkle in his keen eyes, thus addressed the informal little meeting:

"Having the opportunity thus to speak to you—and I thank you heartily for this honor—I can not refrain from a few brief words of admiration of our distinguished President. His career as Chief Executive has been as unique as it has been glorious. Previous to his incumbency, had some ready-witted author taken it into his head to write 'A Complete Guide to Being a Successful President of the United States,' the only line of advice and instruction he would have dreamed of laying down would have run like this: 'It is the business of His Excellency to ride gracefully at the head of the procession at all times, but he should save himself the wear and tear of overmuch actual administration of affairs. Let practically everything be left to subordinates.'

"In constitutional monarchies, which, by the way, run nowadays almost all to constitution and very little to monarch, the king or queen is the great national figurehead, a state ornament, considered as yet indispensable on account of reasons of sentiment and association, but, in the present order, deprived of all real 'say' about things. In this country we had gotten very much such an idea about the functions and duties of the President.

"But Roosevelt has changed all this. He has done things. He has disregarded all executive precedent, conventionality and etiquette. He has put his finger into every pie, so to speak, and he has won out. He has started what I may call, with your

permission, the New Style in Presidents.

"We have had other good and noble men in the White House, men who have earned their money and many times their money, but when have we been able to point to so energetic a public servant? He has worked over-time, but he has not wanted over-pay. Speaking of him as a servant, when before have we had one who could get the whole national wash flying on the lines at so early an hour, and who, from sheer delight in dabbling in the suds, insisted on taking in washing from other folks? When have we had one who would scrub the whole White House, every single room, corridors, closets and all, hold the hose on all the porches, clean the front and back steps, and still be anxious to go out and scrub for less forehanded neighbors? And spank the children! While the conventional type of executive would have been considering whether the children had really and intentionally done anything for which they deserved spanking, whether there was any precedent for spanking them if they had, whether it was the best and safest and most politic thing to do, taking all circumstances and probabilities into the fullest possible consideration, whether spanking might not just stir 'em up and make 'em uglier, what his admirers admire, what his supporters support, what his worshippers worship is that, while a different man would have delayed and temporized and given the worst incorrigibles one more chance to be good, Roosevelt has gotten every last one of 'em spanked.

"There are critics," and here the old man fixed his sharp gray eyes on a well-known "kicker" seated in the back of the store, "there are critics who say the President hasn't actually done so much as he has 'let on' he was doing. Friends and neighbors, there have always been these fault-finding cynics. They have sought to obliterate the halo from about the head of every saint, they would destroy the glamor that surrounds every hero, verily, they would take the sawdust out of every doll.

"I believe Roosevelt is an honest man, well worthy of the place he holds in your hearts and mine. In all sincerity, I lay this humble tribute of homely admiration at his feet."

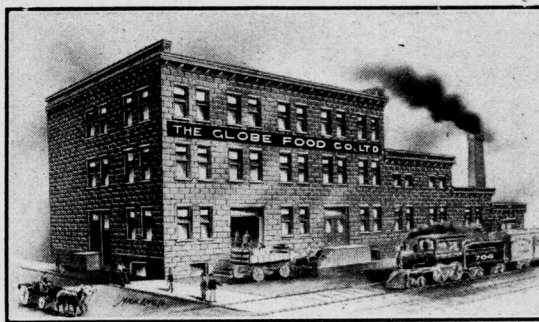
Quillo.

Will Erect Another Butter Plant.

Saginaw, July 16—N. H. Wonderlie, Vice-President of the Dudley Butter Co., says that the concern is not in any way affected by the injunction restraining E. F. Dudley, Treasurer and General Manager of the company, from operating or having anything to do with any concern making "process" butter, otherwise known as renovated butter. The injunction does not apply to the making of creamery butter, which the Saginaw company manufactures.

The Dudley company sends nearly 7,000 pounds of butter each week to Boston alone. It is expected that another plant will be put up at the corner of Johnson and Tilden streets next fall.

FOR SALE!



Two Factory Buildings and 8 Lots,

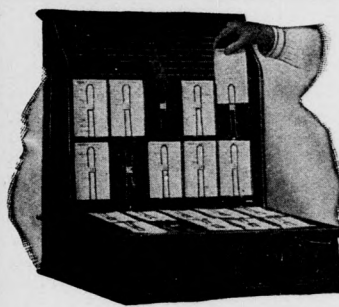
Located on P. M. R. R. east of Madison avenue. Large one made of cement blocks, smaller one of wood. Engine, boiler and shafting in small building. For price, terms, etc., apply to

CHAS. A. COYE, - - 11-9 Pearl Street

WORDEN GROCER COMPANY

Grand Rapids, Mich.

The Prompt Shippers



Do It Now!

Delays Are Dangerous!

Forgetting to CHARGE GOODS causes merchants to lose thousands of dollars yearly.

The McCASKEY REGISTER SYSTEM absolutely compels clerks to complete EVERY TRANSACTION at the time it is made.

CASH sales, CREDIT sales, C. O. D. sales, PRODUCE or EXCHANGE sales or CASH on ACCOUNT are all handled with but ONE WRITING and completed ready for SETTLEMENT at any minute without making another figure.

CREDIT sales handled as fast as CASH sales.

Complete information regarding every detail of your business.

It's SYSTEM. A 64 page catalog FREE for the asking.

The McCaskey Register Co.

27 Rush St., Alliance, Ohio

J. A. Plank, Tradesman Bldg., Grand Rapids, State Agent for Michigan

Agencies in all Principal Cities

See our exhibit at The Jamestown Exposition, Section 8, Mfrs. and Liberal Arts Bldg.



Advantage of Grading Up Your Vacation Shoes.

The summer season, particularly the vacation trade, offers new opportunities for shoe retailers to grade up, and to sell more shoes and better shoes. In the summer time the customer is usually in a receptive state of mind, that is, willing to hear arguments as to why and wherefore of buying better shoes. People who are getting ready for vacations are particularly willing to hear about new styles and fancies in shoes, and they are often quite liberal with their money, for they wish the greatest pleasure from their vacation. The wise shoe retailer preaches strenuously that good footwear is absolutely necessary to a good vacation. "Start for a good vacation in a pair of our good shoes" is the watchword that one New England retailer is making conspicuous among his customers.

Get an early start is the rule of a shoe dealer who gets much extra business through catering to the summer trade. He begins early in June to advertise and to show up vacation novelties. And he keeps it right up until it is time for him to show fall goods. He proposes that no vacationist shall escape from him, even if he, or she, escapes from his city, for he makes a careful record of the measurements of his customers who go out of the city during the hot weather, and he suggests to them that if they want any new goods while they are away they write him, or telegraph, or telephone him at his expense. He gets their summer home addresses, and sends them a reminder during July. This retailer handles a well-to-do family trade, and it pays him to start early to cater to it, and to follow it up.

Window displays are strongly relied upon by this particular retailer for stimulating his vacation trade. Along in the middle of June he arranges a vacation window. In his recent window he showed popular shoes for vacation wear. These included chiefly outing shoes, tan shoes and pumps. He also displayed vacation shine outfits, including blacking and brushes, laces and button hooks, and other little supplies that people at their summer homes, or at summer hotels, might need. He made a particular feature of rubbers.

He advertised his vacation window in the papers, to call special attention to it, and announced that he could provide complete vacation outfits in footwear. During June he found many shoppers buying for their summer vacations, particularly those who have summer homes. These shoppers make long trips among the stores, and many of these stop to inspect his windows. They want suggestions for the summer. The busy mother often welcomes the suggestions of the shoe man. Indeed, a number of customers of this

particular retailer rely much on him to provide them with such articles of footwear as they shall need for themselves, or for their children, during the vacation. They do not have time to think of everything in the rush of getting ready, and the advice of the retailer is of value to them, for it often saves them from getting caught in some rural retreat without necessary shoes.

A variety of shoes may be sold to vacationists, and to pleasure seekers of the summer time. By following up opportunities for the sale of vacation shoes, the retailer often may put new lines of shoes onto the market, or by introducing customers to better looking shoes. The way in which one retailer seized upon an opportunity to grade up his trade is interesting:

A customer of this retailer is a lawyer who rolls in money, as the popular phrase goes, and who eats and sleeps on law books. This year he decided to go on a vacation, and he went around to the retailer's for a pair of new shoes. The visit was a surprise to the retailer, for the lawyer, to save time, had had his measure left with the retailer, and sent his office boy around for a pair of shoes of the same old size, and of the same old style, whenever he needed new footwear. The lawyer was unusually talkative, and seemed as pleased as a boy to get away from his books for a vacation. He wanted shoes for his trip, and the retailer astonished him by advising him to take a pair of tan shoes for comfort and a pair of patent shoes for dress wear. The lawyer protested that his old shoes were good enough for common wear, and that he only wanted one new pair of shoes.

Then the shoe retailer, in diplomatic terms, begged leave to advise the lawyer on footwear, his business, as the lawyer might advise him on law points. He suggested the changing of shoes according to the season, and the wearing of shoes according to fashion. He clinched his suggestions about the health and comfort that may be had through the wearing of several pairs of shoes, which arguments are well known to shoe retailers. He hinted that no well-dressed man would think of wearing second-hand shoes, but that each man who wears shoes a second season is really wearing his own second-hand shoes.

The outcome of this heart-to-heart talk was that the lawyer thanked the shoe man for his advice, and bought two pairs of shoes. He added that he had been too busy to think much about shoes.

The average young man, or young woman, who goes on a vacation is in need of several pairs of shoes. The retailer may sometimes make a combination of these shoes, and sell them to his customer at a price that will please him. The average young person of to-day goes into a variety of summer pastimes, and, to be properly equipped for them, must have shoes for each occasion. The young man plays baseball, tennis or golf, or sails a yacht; the athletic girl golfs, plays tennis, sails a boat or paddles a canoe. Sometimes the

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.



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.

young man and the young woman take long country walks, and sometimes they stroll along the hotel piazza or along the beach. And there are evening dances.

For the athletic games the young persons need athletic shoes, which range from tennis shoes to the high priced rubber soled, leather topped outing shoes. For walking or for informal dress low cut tan shoes are desirable, and for dress wear patent leather shoes only are correct. So the young people's trade and the number of people who feel young in summer time is surprisingly large, demands outing shoes, semi-dress shoes and dress shoes. A good many of these people try to get along with a single pair of shoes. Often it is poor economy for them. And it is always poor economy for the retailer to let them do so.

The summer girl is getting to be a splendid buyer of vacation footwear. She buys white canvas shoes to wear with her white dresses, tan shoes for her golden brown dresses, and black shoes for her party dresses. If she belongs to the wealthy class, she also has a pair of piazza shoes, or dainty little colored creations for wear when reclining in the hammock or in the piazza chairs. These shoes are built chiefly for display, and are small and tight-fitting. They are of colored leather and many of them are handsomely adorned. A New York retailer is now showing a line of these shoes that are made of golden brown leather, and that are adorned with solid gold buckles.

The pump seems a popular favorite with the summer girl. She wants it to fit snugly. To make it fit snugly and yet not bind and hurt the shoe man now puts a bit of elastic goring into the vamp, and this he conceals beneath a bow. Some of the new pumps have collars. A typical summer pump has a patent black vamp, and a white kid collar. It is for wear with a white dress.

Low cut shoes of colors and of combinations of colors also are shown for the vacation and summer resort trade. Combinations of tan and white leather seem popular shoes in these lines. Some of these shoes have tan vamps and white foxings, and others have white vamps and tan foxings. Fine white canvas and white linen shoes also are offered for the summer trade. Some of these are hand embroidered, and are elegant and costly in price.

In the summer time the summer girl wishes fine shoes, and so the retailer has a chance to grade up in the finest and fanciest department of the shoe trade.—Fred A. Gannon in Boot and Shoe Recorder.

North Pole—What and Where It Is.

Who can tell what the north pole is? Commander Peary says it is the precise center of the Northern Hemisphere of land, of population, of civilization. It is the point where the axis of the earth cuts its surface. It is the spot where there is no longitude, no time, no north, no east, no west, only south. It is the place where every wind that blows is a south wind. It is the place where

there are but one night and one day in every year, where two steps only separate astronomical noon from astronomical midnight. It is the spot from which all the heavenly bodies appear to move in horizontal courses, and a star just visible above the horizon never sets but circles forever just grazing the horizon. Noon is the point from which we estimate time—that is, the moment when the sun crosses the meridian where we are or some fixed meridian that has been selected. At the pole there are no meridians—or, rather, all the meridians of the globe are gathered in one point, so there is no starting point for time. The north pole—the geographical pole—is an entirely different spot from the magnetic pole, the center of magnetic attraction, where the compass is useful. The latter is some 1,600 miles south of the true north pole. It is located on or near the peninsula of Borthia Felix, the most northerly mainland of North America, about on the meridian of Galveston. The four things which seem to form the conception of the Arctic regions in the minds of most people are the cold, the darkness, the silence and hunger. Almost invariably they ask questions about these four things, and usually in this order.

Resented the Insult.

In her own home in the country Mrs. Marshall was a woman of dignity and sense in the affairs of her daily life, but when she took one of her rare trips to town she was so keenly on the lookout for impositions

that she sometimes acted impulsively. "I took down one impertinent young man to-day," she announced proudly to her husband on her return from one of these trying holidays.

"I was glancing into the window of a hardware store where there were some nice table-knives, and I suppose I may have stood there some time; but I wasn't blocking the way or troubling any one in the least.

"All of a sudden a young clerk stepped out into the window, and right against the glass, close to where I was standing, he put a card with the words 'Iron Sinks' on it."

"Well, what—" began Mr. Marshall, but his wife waved him into silence.

"I'd stood enough already from the car conductors, and so on," she said, firmly, "and I'd no idea of letting that pass. So I stepped into the store and went right up to the young man and said:

"Did you think it was a good joke to place that card right into my face and eyes? Or did you suppose I needed to be told that iron sinks?"

"I spoke very sarcastic-like, and he began to color up; so I saw my advantage, and I said: 'You'd better have another card printed with 'Feathers Float,' or some such thing on it, and when you see another respectable woman from the country, old enough to be your mother, you can put that under her nose. I'd keep a number of those cards on hand if I were you.' And then I marched out before he had a chance to say a word."

Get Busy

Ten (10) per cent. cut on all Oxfords—Men's, Women's, Misses' and Children's—all leathers, all styles.

12,000
Cases
On Our
Floors



No. 2550—\$1.00

Order Now
To-morrow
May be
Too Late

Patent, Vici, Velour, Gun Metal, White Duck
and Canvas

Don't be Late

Ten Per Cent. for Cash
You Can Make Money Now

Grand Rapids Shoe & Rubber Co.

Grand Rapids, Mich.



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



DRY GOODS

Weekly Market Review of the Principal Staples.

Dress Goods—A considerable improvement is noticeable in dress goods market doings, which improvement extends over a period of about two weeks. A better interest has been shown in fall business than for some time past. A prominent factor states that the business runs something after this fashion. Of three buyers that come in, one cancels his original order, while two others duplicate at about a 200 per cent. increase. The natural deduction from this is that the cancellation is not the fault of conditions but rather of the house in question.

Domestics—This department of the market reflects the quietude which prevails generally, although in some connections there is a considerable volume of business being done right along. Most of this interest is shown in fall goods, which demand gives the appearance of being inexhaustible. Most of it, to be sure, is in response to intimations sent out that higher prices will be asked, and that it is advisable to cover before they become effective. Much of it was the result of the advancement which was scheduled to take place the first of the current month, but as in some departments further increases are due by the first of the coming month, buyers have been acting accordingly.

Gray Goods—These goods have experienced a decidedly active week by comparison with the possibilities that are usual for this period. Sellers anticipated its being rather quiet, and they were to a considerable degree surprised at the volume of business received. To quote one prominent factor, "You think that at the end of the day the business is completed, and are surprised the next day at the volume of business that comes in." To be sure it is not claimed that this volume of business is in any way enormous, but at the same time it is moving along toward the time when if buyers trade it must be for the new season.

Sheetings—A well-known line of sheetings has been advanced in price during the current week, and further advances will no doubt be forthcoming in the near future. To what extent this will be carried out is not at the present time known, and will be governed largely, no doubt, by conditions that are operative at the time it goes into force.

Bleached Goods—It is now possible to secure spot delivery although most houses claim that they are not in a position to do this. The nearest spot delivery in standard 64s is around the first of September, and small quantities of 64x60s in November and 80s in December. By this is meant from houses other than those able to effect immediate shipments of small volume.

Underwear—There is but little change in the conditions of this market over those that obtained last

week, the nature of the intervening time being against it. Business is being done, but it is not of the absorbing character that was in force not a great while ago. That it will improve at almost any moment is generally expected, in fact, it is bound to as soon as the regular semi-annual stocktaking is completed. Buyers are expected to return earlier than usual this year to round out their earlier purchases, and, indeed, in some lines this is an absolute necessity. For instance, in the lines of "balbriggans" priced just above the lowest there is room for large improvement. As explained last week, the attitude of the buyer toward these goods has the appearance of being, if not openly hostile, at least nearly so. To be sure, there are always two sides to a question; the retailer must if possible have something to sell for a quarter in order that he may be able to reach a certain class of trade whose ability to pay lies within these limits, and in the knowledge of this sellers have put out the lines at \$2.10 to meet it. With a full knowledge of the shortcomings of these goods other lines put out were priced as nearly in proportion as possible, but the fear that the retailer will not be able to raise his prices has led the buyer to operate almost wholly on the cheaper lines, and to favor the 50-cent lines for his better grade fabrics, because of his belief in the unpopularity of a scale of retail prices. That the latter goods are benefiting by this state of affairs is well known, as the difference in quality for the money favors them to a large degree when compared with those nearest in price on the lower scale. Proof enough of this would seem to exist in the fact that 50-cent goods have enjoyed and are enjoying a good volume of business while lower scale lines are languishing somewhat for lack of attention. Much remains to be determined by the business done by buyers, whose appearance is now anticipated before a great while.

Hosiery—Influences have made inroads against local activity, notably the semi-annual stocktaking now in

process of completion. Naturally little is looked for, for the moment, while this is in hand, and as it occupies the attention of houses in general, quietude will reign locally until it is over. A good business is being done on the road, sellers receiving very satisfactory reports from their representatives from all quarters. One large house finds business especially good in the South, another in the West, another in the Southwest, and so on, with a possible exception of the East, where few, if

any, realize their hopes in the matter of sales. There is no one line in which activity specializes itself, but all seem to be, if not equally sought for, at least nearly so. Some lines are, to be sure, more nearly sold up than others, but it is manifest that all will be in a satisfactory position before a great while.

The last person to enter heaven will be the one whose religion has all been in the first person singular.



Another Lot Of Long Gloves

We consider ourselves fortunate to receive another shipment of long fabric gloves that were due us. These would have been sold long ago had we received them earlier as we were obliged to pass up orders repeatedly. The lot is not large and every merchant knows the demand is strong so send in the orders at once. Prices are as follows:

One lot long (21 inch) white silk, no buttons, size 6½ at	\$12.00 per doz.
One lot long (21 inch) white silk, no buttons, size 7 at	13.50 per doz.
One lot long (21 inch) black silk with buttons, sizes 6½, 7, 7½ at	15.00 per doz.
One lot long (18 inch) black lisle with buttons, size 6½ at	9.00 per doz.
One lot long (18 inch) white lisle with buttons, size 6½ at	9.00 per doz.
One lot long (21 inch) black lisle with buttons, sizes 6½, 7, 7½ at	13.50 per doz.
One lot long (21 inch) white lisle with buttons, sizes 6½, 7, 7½ at	13.50 per doz.

Grand Rapids Dry Goods Co.

Exclusively Wholesale

Grand Rapids, Michigan

Dress Goods Department



EDSON, MOORE & CO.

Wholesale Dry Goods

Detroit, Mich.

RIGHT TO DICTATE.

Regulating the Private Life of the Employee.

I never have liked that almost universal hateful attitude which is impressing upon the young man his duty to his employer. But I realize the necessity of the thing in large measure, for the reason that the employer always is in the position of dictator to the employee. Individually it is a personal outrage upon that type of man who does his full duty always in time and service to be forced with others to press a button in a time clock. But the employer has learned that most men will not give even full time without this force measure spurring them. Therefore among the dozens, scores or hundreds of this irresponsible class, the duty of the honest one is to press the button, too. He must do it if he would hold a place with his employer.

But of all the feeling engendered among all employees in all kinds of work, nothing is harder to stand from the employer than is some rule which seems to reach out and attempt to regulate the private life of the employee when at the close of a day's work he has pressed his button in the time clock and has gone home.

"What right has he to say where I go or what I do just so I'm on time the next morning and ready for work?"

This question has been asked a billion times and will be asked a million billion times again unless some golden age of the reformer shall intervene and train and breed a different race of men. Employers will continue to have interest in the movements of employees after office hours. Employees will continue to resent that inquisitiveness. And between the aggregate worry of the employer and the individual resentment of the employee, material progress must be delayed in just such degree.

Let us look at this question: "What business is it of his what I do when I show up ready for work next morning?"

You have asked the question. Let us suppose you are the managerial head in the operative department of a railroad. You have train conductors, locomotive engineers, flagmen, station telegraphers and train dispatchers for whom you are responsible. Last night the whole night shift all along the line performed their duties admirably and without flaw.

Would you dare to say that in such a position of responsibility you have not an insistent right to know where every man of them is to-day and what every man of them is doing? Not that it is possible for you to know all this, but if you should know that a locomotive engineer, or station operator, or train dispatcher, or signal man anywhere on the line, working faithfully all last night, were spending the whole day awake at a family picnic in the most innocent of pleasures and amusements with the intention of going on duty to-night with only two or three or four hours' sleep do you think you would allow a single man of these to go to work again to-night? Would

you care to ride ten hours to-night over own road on a limited passenger train with the knowledge that only one or two or three of these men had done such a thing? Yet for all the overtress of the act of going to the family picnic, the man might prove himself the highest type of loving husband and devoted father.

What is this "showing up ready for work next morning?"

It all depends upon what you were doing last night!

You can not escape the logic of the charge. No matter what your work is for, no matter what employer you work under, no matter what circumstances, that employer's question, "Where were you last night?" must concern him a hundredfold more vitally than the fact that you pressed the button in the time clock to the minute, going and coming.

At the heart of things it is more or less a silly superstition, this pressing of a time clock button at the office. If I were an employer of men in responsible capacities and could furnish a home for these men where they were expected to make their home, and required to do so, I'd throw the office time clock into the scrap heap. I'd employ as manager of the home the best, most conscientious man that money would secure. I'd establish the maximum hour for going to bed and on the stroke of that hour every light in the house would go out and every door would be bolted. And the time clock would be put at the front entrance to the home.

What is your condition for work? always will be a hundred times more important to you and to your employer than is the time at which you appear "ready" for work.

An athlete in a college team who the night before an intercollegiate contest might sit up until 2 o'clock in the morning planning with his sweetheart the little home which they mean to establish would be drummed out of the school for his innocent action! In general there is no higher appeal to the honor of the young college man in a team of athletes than that he observe training rules. Yet no college in the world having prestige at stake on the field will trust its team to observance of training rules. A stern trainer always is with them and his stubborn insistence is, "I'm going to know where you are to-night and just what you are going to do." And the idea and the practice never resented or questioned.

It must be taken for granted that the young man in the position of an employee has in view that ultimate attainment called success. He must work for that end with all the means and philosophies that are at his command. He must be in the position of summoning these things to his aid.

And of all of them the ability to give to a possible question, "Where were you last night?" an answer that will cause an employer to beam his satisfaction upon you every morning of the year, always will be one of the strongest possible holds that you can have upon his consideration, as it is

the strongest possible incentive to your advancement.

I have opportunity to know that the best salesman in one of the largest furniture houses of the country is a man known to his employers as drunk two or three nights a week. But that house figures that without the drink habit to this excess, he would be a far better salesman. With the habit the salesman feels that he is tied to that house, that he could not afford the risk of leaving it a drunkard, and try for a better place.

For there are better places. Wonderful salesman that he is, two other salesmen in that house draw salaries just as large as his.

John A. Howland.

Conspicuous Advantage.

"Johnny," said his grandfather, "you linger too long at the table. I don't hurry with my meals, and yet I finish my dinner before you are half through with yours."

"Huh!" exclaimed Johnny, with his mouth full. "You've had sixty years' more practice in eatin' than I have."

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

Vandenberg Cigar Co.

816 E. Fulton St.

Grand Rapids, Mich.

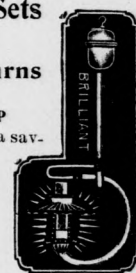
HATS At Wholesale

For Ladies, Misses and Children
Corl, Knott & Co., Ltd.

20, 22, 24, 26 N. Div. St., Grand Rapids.

The Sun Never Sets where the Brilliant Lamp Burns

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



BRILLIANT GAS LAMP CO.
24 State Street Chicago, Ill.



Why Some Grocers Lose Trade

Every jobber knows many cases where a grocer loses the trade of some of his best customers by palming off either innocently or intentionally something that is not up to standard. It may be a baking powder, flavoring extract, soap or eggs. Chances are the grocer bought them at a job, blinded by the supposed chance of making a few cents more profit.

It happens all the time—it may strike you next time.

Do not risk offending your customers by selling them a flavoring extract that isn't the very best you can buy for them. If you think Jennings Flavoring Extracts are not the best, don't buy them, but if you are willing to let us prove they are, let us do so first and sell you a bill afterwards. We can do the proving and will take our chances on your doing the buying.

Anyway, if you sell your customers Jennings Extracts you won't have any complaints and you will have the satisfaction of knowing you are handling a pure, good, honest extract at a fair profit.

Jennings Flavoring Extract Co.

C. W. Jennings, Manager

(Established 1872)

Grand Rapids, Michigan

Seals--Stamps--Stencils

WE MAKE THEM

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

91 Griswold St.
Detroit

Four Kinds of Coupon Books

are manufactured by us and all sold on the same basis, irrespective of size, shape or denomination. We will send you samples and tell you all about the system if you are interested enough to ask us.

Tradesman Company - - - Grand Rapids, Mich.

THE WORK HABIT.

Nobody Wins Unless He Acquires It Early in Life.

Above the desk of one of the largest employers of help in the country there hangs a carefully lettered sign reading:

GET THE WORK HABIT.

The general employing policy of the firm lives up to the subtle hint of a threat contained in the words, for such persons as do not get the work habit do not remain with the firm any longer than it takes to find them out.

Obviously, the man without the work habit has no place in business. He must be possessed of the habit to a considerable degree even to secure a position, and he must be inoculated with its germ to his last drop of blood if he would succeed. The work habit is something which no workingman can be without. Yet the fact remains that there are hundreds of good men turned out of employment each year because they haven't the habit.

Every worker has one or more of these in his circle of acquaintances—fine fellows, good men, but incapable of holding a position long enough to get into the swing of the work and so make good permanently. They are clever, often brilliant. They are steady, often exemplary in their conduct. But they haven't yet the work habit, nor can they get it, and so they fail.

What is the reason? Why can't they work? Because in nine cases out of ten they did not begin to try to acquire the habit early enough. They did not begin working until they were of an age when their dispositions, characters, and habits already were formed and too strongly fixed to permit the acquisition of a new habit in the degree required to make the work habit effective.

Work is habit. If a man has not the habit by the time he is 23 or 24 years old the chances are that he never will get it. He will have formed other habits of living by that time which will shut out the new one. There is one way to get the habit through and through, and one way only.

Start working early. He who begins to earn his daily bread at an early age has at the outset an advantage over the more tardy beginner. He has lots of advantages besides this, but this one is more worthy of attention than any of the others.

He gets the work habit. He must get it. Really by far the greater majority of those who do begin to work early do so as a matter of necessity, not as a matter of choice; and they either "get the habit" or fall by the wayside at an early stage of the game. By the time they have attained an age where men usually begin to lay the foundations for their careers, if they lay them at all, they have acquired a disposition for working which stands them in good stead for the rest of their lives.

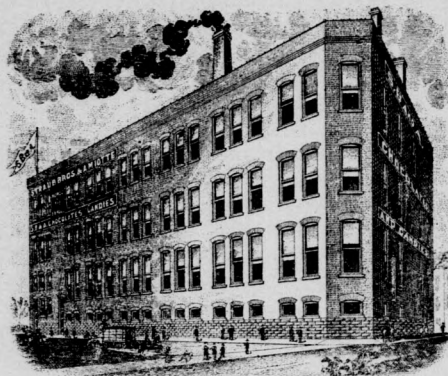
In the first hard years of their working they have acquired the work habit. The other fellow, the fellow who doesn't have to get an early start, and who does not get it, in these

years, has been doing everything else than form such habit. As a consequence, when he begins to work he enters into competition with a man who already has learned how to work, and the disadvantage which he labors under is an obvious one. He has to learn to do what the other fellow already knows, and he has to learn while performing, or attempting to perform, the same duties.

Of course he can not do it; his employer discovers his lack of proficiency, and one day when things happen to go a little worse than usual the late beginner is invited to step into the private office, where he is told that somehow or other he doesn't seem to fit into his position and that his services will be dispensed with after Saturday. That is what they tell him in the office. What really happens is that he is being removed to make way for another man, a man who got an early start and knew how to work before the other fellow started to learn.

It isn't that the new man can't learn his duties. Of course he can, for often he is brighter and quicker mentally than the other fellow. But it isn't enough that the worker shall know the mere round and routine of his work. The work habit is something quite apart from initiation into duty routine. It is more than knowing how a thing should be done, more than doing it for a day or a week; it is the habit that makes consistent and continued effort second nature to a man and turns him from an aimless, incidental sort of a being into the effective, efficient machine that business demands its successful votaries to be. It is a habit that makes work the great part of a man's life, not a mere incident; that makes other things subservient to it; that makes effort a dead word in his vocabulary, because skill, engendered by the habit, has made the performance of all duties easy.

The man who is forced by circumstances to begin to work early in life is too prone to sit down and bewail his lack of advantage and to envy the fellows who were able to go through high school and college. If he fails he lays the blame on his early start as a worker. This is false ground. Eight out of ten large employers of various kinds of help have gone on record as preferring to take into their employ the 17 year old boy with a common school education to the college man of 24. Aside from the question of cheap wages, which is a consideration only in the minor grades, the young fellow at 24 will be a skilled worker, trained to work, well inoculated with the work habit. The older man at 24 will know little or nothing about actual work. His practice in working will be at a minimum. He will know how to think, because he has been trained to that; he will know how to do, because one learns that only through practice. And it is the man who does things, and does them right, who is wanted in business. Also, unless he differs marvelously from the average college man he will have learned to play so well that he will only with the greatest reluctance give up his playing for work. Martin Arends.



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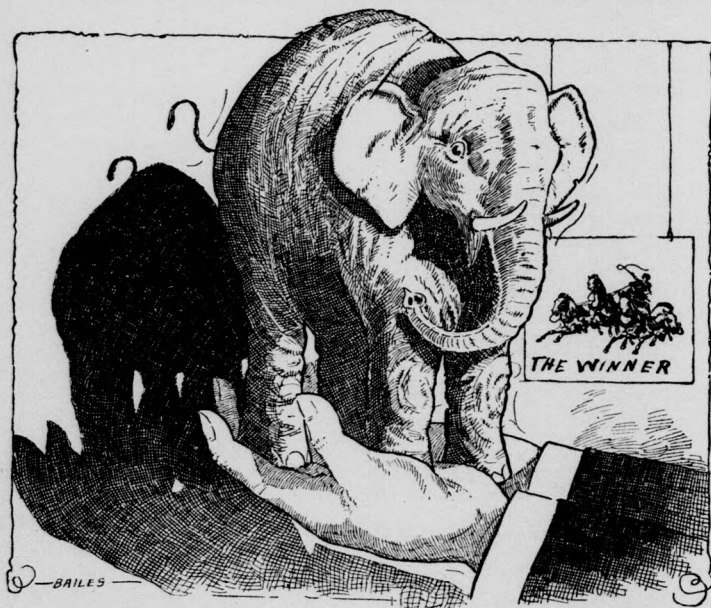
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Success Through Integrity.

Written for the Tradesman.

The old saw that "Honesty is the best policy" has proven true in instances too numerous to mention. I have in mind a man of my early acquaintance who verified this to a dot. The way to succeed is to succeed, it is said, and this is true so far as it goes.

Milowner Ranford met with a severe loss after putting his mill and dock property in the best of condition for business. He had remodeled the old sawmill into a shingle factory at an expense of several thousand dollars. The machinery had been buzzing perhaps a month; the dock was piled with shingles sufficient for the first raft when a great calamity befell. Fire swept the mill away. The loss was total. In those days steam factories, mills and the like were not insurable.

Ranford was in debt to the tune of several thousand dollars and his once valuable property a smoking ash heap. Discouraging outlook indeed.

A lifetime of sturdy accumulation was swept away in an hour. Ranford had passed the half century mark and was looking toward the sunset. A more dejected human it would have been hard to find the morning after the fire. He stood on the bluff overlooking the ruins, his head resting in the palm of his hand, the picture of despair.

A crew of thirty men unpaid, all the new machinery gone, with the price placed against his name in the books of the maker. No wonder even his wife's encouraging words failed to rouse him. While in the depths a hand fell on the bowed man's shoulder.

"Mr. Ranford, don't give way now," said Tom Arms, the young foreman.

"But what's the use!" exclaimed the mill owner with a groan. "I am an old man, Tom, and everything I have in the world is gone."

"Not everything, Steve." The foreman laid a friendly arm about the old lumberman's neck. "There are good strong arms and willing hands down yonder," nodding to a group of millmen near the ruins. "They will help you out."

"How can they? I am owing every one of them and they'll want their pay. Where the money is coming from heaven only knows!"

"There's a future, Steve, even for you. We will rebuild the mill."

"It can not be done without money."

"I'll see about that if you will let me."

"Of course if—"

Tom Arms waited to hear no more. He was back with the men in no time. Men and teams, with axes and saws, were soon on their way to the woods. Tom Arms managed it all. The sawyers, scorers and hewers worked like tigers. Trees were felled, trimmed and hewed into shape. Teams were put to work and but for a rain the frame of a new factory would have been up before the ruins of the old were done smoking. There was one blot on the fair scene. Milo Hading, the engineer and man to whom Ranford owed the most wages,

demanding his pay on the spot. He would not take no for an answer.

In vain did the lumberman try to explain that he was moneyless.

"You can get the money somehow. I want my pay and will have it," declared the engineer.

"If you get it before I do let me know," hurled back Mr. Ranford in exasperation. The man went away with a threat to sue. He repaired to the county seat and tried to get out papers. Everybody on the river knew honest Steve Ranford. They knew, too, of his misfortune. Not a magistrate in town would make out the papers and the angry engineer failed to carry out his threat. He went back again to his late employer. He came in sullen anger, yet chastened a bit by his non success.

"I'll throw off a little," he began, "if you'll pay me now, Mr. Ranford."

"It is utterly impossible, Mr. Hading. You see the boys there," pointing to the mill crew in the act of raising the big timbers of the mill frame. "Not a man has had a cent. They work with the knowledge that when my mill can cut out shingles enough they shall be paid. If you take hold with them I'll guarantee you your money in a few months."

Hading scorned the offer with an oath. He even bristled up to the old lumberman with a threat of personal chastisement. Instantly the fire of youth and dignified anger blazed in the eyes of the other. He had not forgotten his young days on the Penobscot in Maine when he was the athlete of camp and drive. He at once advanced with clinched hands.

"I am ready for anything like that, Milo Hading," he said half smiling.

There was no battle royal. The blaze in the old man's eyes cowed the younger. He turned with a muttered oath and went his way. It was many weeks before he was seen at the mill settlement again.

Tom Arms and his men worked sturdily. Many things were needed—new tools to work with, machinery for the new mill, lumber, nails and lime. All of this came to the lumberman almost without his asking. Friends flocked to him in surprising numbers. The integrity of Steve Ranford had never been questioned. His rugged honesty was such that not a business man in his vicinity hesitated to lend a hand in his up-building. It was at such a time as this that simple honesty won where cunning, trickery and cute smartness would have gone to the wall.

Tom Arms was as honest as his employer, nor did he suffer for his kindness of heart and rigid integrity. The men of the woods rallied to his bidding as children to the kindly call of a parent. The new mill was ready for the machinery by fall, say six weeks after the first blow was struck in the woods for the framework. Tom was everywhere, pushing with might and main.

The actions of Milo Hading met with the severest condemnation from all. Ranford never before realized what it was to have the love of his fellow men as at this most trying time in his life. The factory was at work, the scene of busy life, early in

the fall. There were mountains of debt to tear down, yet Ranford accomplished it, aided so nobly by the men of brawn and brain and heart who composed his crew.

At the end of two years, during which time the mill never lay idle, Steve Ranford found the last debt paid and the profits of his manufacturing thereafter began the rebuilding of his fortune. The last debt to be paid was the one he owed to Milo Hading. The lumberman held no desire for revenge in his heart, but he frankly declared that the men who had stood by him in his trouble were the ones to first profit by his success.

Brave Tom Arms would without a doubt have made a mark for himself in the world had not the Civil War come on. He entered the army and fell on the field of Chickamauga.

J. M. Merrill.

You can not reach men helpfully so long as you have a sense of having to reach to them instead of standing right by them.

When a woman is talking she dislikes to be interrupted as much as a man does when he is eating.

It's hard for the pulpit to see truth when it fixes its eyes on the treasury.

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Solving the Mystery of the Aurora Borealis.

How much does a sunbeam weigh? How hard does a ray of light press upon the object it illuminates?

It may seem odd, it may sound absurd, but it is this weight of a sunbeam, this mechanical pressure of light, that explains the aurora borealis, the comet's tail, meteorites, thunderbolts, zodiacal light, and sundry other mysteries of earth and sky.

The marvelous idea of a mechanical pressure of light is one of the victories of twentieth century knowledge, the new science which Prof. Robert Kennedy Duncan has been elucidating for the wide, wide world of people who wonder why and ask why, but must get a narrower world of experts to answer.

Over thirty years ago some one proved the mechanical pressure of light, proved it by mathematics. That was Clerk-Maxwell in one of his prophetic mathematical inspirations, when he showed that such a pressure should exist. But it was not before the twentieth century that the pressure was proved by experiment. Peter Lebedew did it. The pressure discovered was small, but the smallness of a thing often is an inverse measure of its importance, as Prof. Duncan says, and so this light pressure has been found adequate to the task of explaining some of earth's greatest mysteries.

Mr. Lebedew allowed a beam of light to fall on a suspended disk in a bulb containing a vacuum. This vacuum was attained with the greatest care by exhausting the bulb to the highest degree possible and then freezing out the residue of mercury vapor.

In this vacuum the disk was moved when the beam of light rayed upon it. This pressure of the light beam was found to be nearly equal to the pressure calculated for in advance by Clerk-Maxwell. Since then several others have worked at the experiment, until now there is not the shadow of doubt that Maxwell was right. The light pressure at the distance of the earth from the sun is not quite a milligram for every square meter of the earth's surface, or, put roughly, 70,000 tons on the whole earth.

Were we to consider only the effect of the impact on large bodies our interest would not proceed far, but things take on a different complexion when we notice the remarkable effect of size on the relation between the light pressure and weight or gravitational attraction. The light pressure is applied only on the surface and is proportional to the surface, while weight or the pull of gravitation, on the other hand, affects the whole body.

Suppose we divided a sphere, such as a cannon ball, into eight equal spheres. The sum of the surfaces of these eight spheres would be twice that of the original sphere, while the weight of the gravitative pull would remain the same. If we continued the process of division until the spheres were the size of the smallest shot the total sum of their surfaces would

be enormous compared with the original sphere, while the weight would again be equal to that of the cannon ball.

If we continued the division and so on we eventually would come to a body so small that the ratio of its surface to its weight would be enormous. It would be almost all surface. Now the greater the surface the greater the effect of light pressure, and hence without going into infinitesimals, the process carries us to a particle so fine that the light pressure will exactly balance its weight.

This is so with a particle of earth one one-hundred-thousandth of an inch in diameter. Such a particle would be neither attracted nor repelled from the sun. For the sun's pull upon it exactly is balanced by the repulsive force of the sun's light. If the particle is smaller still it is repelled from the sun, and, in fact, if the particle is exceedingly small the light push may exceed its weight.

One of the greatest mysteries in astronomical science has been the comet's tail and why it points away from the sun. The facts are generally known. The tail of a comet may be any length up to 100,000,000 miles. It develops and grows larger as the comet approaches the sun, proceeding back from the direction of motion like the smoke from a steamer. But, unlike the steamer smoke, as the comet rounds the sun and flies away the tail now precedes the head. It is precisely as if there was a strong repulsive wind blowing away from the sun and sufficing to keep the comet's tail pointed from it. This has been the mystery of astronomy. But now we understand. The burning particles which compose the comet must fall under the sway of the mechanical pressure of light. If they are so small that the light pressure overbalances the forces of the sun's gravitative pull they will be driven back from the comet with a speed depending on their size and will constitute the ordinary comet's tail. If these small particles vary in size as naturally would be the case, the rate at which the light drives them will vary and the resulting tail will be curved.

If the particles are larger than can be repelled by the sunlight they will form a tail pointing towards the sun, which is a rare phenomenon but occasionally observed. The sizes of the mist particles of the comets' tails necessary to account for their observed length and curvature have been calculated. They vary in diameter from one ten-thousandth to six-thousandths of a millimeter. Now, a particle one-half the weight which the sunlight can balance, about half the thousandth of a millimeter, would travel under the pressure of light more than 865,000 miles an hour. In comets' tails we probably have particles whose diameter is less than one-eighteenth of this. Such particles would travel that distance in less than four minutes.

So it is not surprising that the tail of the great comet of 1680 was found by Newton to have been no less than 20,000,000 leagues in length, and to have occupied only two days in its

emission from the comet's body—a decisive proof this of its being darted forth by some active force, the origin of which, to judge by the direction of the tail, must be sought in the sun itself. The whole thing is explained by the mechanical pressure of light, a force in the universe hitherto unsuspected.

Then there are the "solar prominences" and "corona." In a solar eclipse at the precise moment when the moon blots out the sun's disk there becomes visible around the edge of the sun a number of magnificent scarlet streamers or clouds, some of them 60,000 miles high, and held suspended over the sun. These are the solar prominences. In addition to these fiery streams there exists also a beautiful halo or "glory" of a green-

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ish or pearly luster, which contrasts finely with the scarlet hue of the prominences. This halo has been called the "corona."

Both the prominences and the corona consist of matter in a highly rarefied condition, and the so far unanswered question of the astronomers has been, "How is the matter held up?" The complete answer seems to be, "By the pressure of the sun's light."

The sun must project vapors into space. These vapors condense into drops when they meet the cold of outer space. These drops, if larger than the critical size, will fall slowly back towards the sun, constituting the prominences; if smaller than the critical value they will be driven away from the sun, forming the curious streams of the corona.

Just after twilight on any clear evening in winter or spring there may be seen on the western horizon a faint soft beam of light. This seems to proceed from each side of the sun to some distance beyond the earth's orbit. It is called the zodiacal light. Its cause has been another of the mysteries of astronomy, although it now finds an easy interpretation. We know that enormous quantities of carbon exist around the sun and at an extraordinarily high temperature. The corpuscles that must be emitted by this carbon are infinitely small, so that the effect of the light pressure must be extreme. The sun must bombard all space with them. They will stream past the earth in an orbit. Far out in space on the other side of the sun they will meet with other particles. And if the particles formed in the meeting are greater than the critical diameter which the pressure of light can control, they will drift back with increasing velocity past the earth and towards the sun. If we could stand on the moon we should see the earth attended by a faint double tail, the more conspicuous one pointing away from the sun and a fainter one pointing toward him. It is this sheaf of light on each side of the earth that is thought to be the cause of the zodiacal light.

The aurora borealis has been yet another mystery. The new knowledge explains this, too. The corpuscles from red hot carbon have been shown to be deflected by a magnet, bent into a complete circle if the magnet is strong enough. The earth is bombarded by these corpuscles projected from the red hot carbon of the sun. The earth is a magnet, with its lines of force proceeding from pole to pole. Now the corpuscles must arrive most thickly over the equatorial region of the earth, where the earth is directly exposed to them. They must be at once caught by the lines of force and travel along them, ever coming closer and closer and farther and farther down into the atmosphere as they approach the poles. At a certain distance from the poles they begin to give out shifting and darting lights, which account for the aurora borealis, as well as the "dark circles around the magnetic poles from which as from behind a curtain the leaping pillars of the aurora rise."

Another peculiarity possessed by

corpuscles traveling at high velocity is their ability to knock to pieces or ionize a gas through which they pass, and that these ions act as nuclei of condensation of clouds. If, therefore, the earth is bombarded by solar corpuscles they should ionize the air in the upper regions and this should result in the forming of clouds. This is a beautiful explanation of the hitherto inexplicable fact that cloud formation in the upper air varies with the frequency of aurora.

The number of corpuscles intercepted by the earth is of course infinitesimal compared with those that miss the earth altogether, and continue on through interstellar space. Through their immense velocity under the pressure of light we easily can see how they would overcome their electrical repulsions, clash together, condense and form the meteorites which flame through the upper air and occasionally reach the earth itself as "thunderbolts."

We are not even yet at the end of the power of the corpuscle. Many of them strike the nebulae and comets. The fact that nebulae and comets are both cold bodies, yet shine with their own light, always has been perplexing. It need be no longer, for on the impact of a rain of corpuscles the gaseous mass of a nebula or a comet's tail of necessity would shine with the same light that we see in an aurora or a candle flame. It is interesting and significant that these corpuscles found in candle flames which apparently constitute the essence of matter and electricity should also serve to explain reasonably, and adequately, some of the most perplexing phenomena in the whole range of natural knowledge.

Ada May Krecker.

He Learned Something.

"Most of us think we know the law pretty well," said the Philadelphia drummer, "but I had a little experience to show me that there are several things in the statute books that I didn't know. I was in a Connecticut town and dropped into a barber shop to get shaved. There was only one barber, and he didn't look as if he knew putty. He turned out to be a pretty good shaver, however, and as I had had a drink just before entering the shop I fell asleep in the chair. I slept for half an hour, and when I awoke he was through with me. The first thing I missed on getting out of the chair was my roll of money; next, my watch; next, my overcoat; next and lastly my scarf-pin. I went for that barber for all I was worth, and he denied robbing me, and his face wore a smile. Then I got a gait on me and went to a lawyer's office.

"Can you prove by a credible witness that you had \$90 in cash when you entered the barber shop?" he asked.

"I couldn't.

"Can you prove that your watch was taken in the shop instead of being lost on the street,"

"I couldn't.

"Are you sure that you had your pin on as you opened the door to enter?"

"I wasn't.

"As to your overcoat," continued the lawyer, "have you a bill of sale of it, or was anyone with you when you bought it? In other words, can you swear to the ownership in law of any particular overcoat?"

"I couldn't.

"Then I can do nothing for you," he said, and I went to a second lawyer to be told the same thing. I had left the shop without paying for my shave, and I was even told that the barber could have me arrested on a criminal charge. I believe I can quote Shakespeare correctly and distinguish between tea and sugar, but when it comes down to the law I am not in it. It's too kinky."

Well Countered.

"Senator Beveridge," said a young physician, "addressed the class I was graduated from on our commencement day. He advised us in this address to be broad and generous in our views.

"He said he once saw two famous physicians introduced at a reception. They were deservedly famous, but they were of opposing schools, and the regular, as he shook the other by the hand, said loftily:

"I am glad to meet you as a gentleman, sir, although I can't admit that you are a physician."

"And I," said the homeopathist, smiling faintly, "am glad to meet you as a physician, although I can't admit you are a gentleman."

We often talk a good deal about the salvation of souls in order to escape service for the salvation of society.

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Children Who Are Strangers in Their Homes.

Thousands of homes throughout the length and breadth of the land are now welcoming back the sons and daughters who have been away at school, and who are returning weighted down with blue-ribboned diplomas and the self-satisfied consciousness that they have cornered the whole visible supply of human wisdom.

Many of these young people have come out of what we call plain homes and are going back to them. Their parents did not have the advantages they have given their children. It is the man who had no chance of schooling in his own hard-worked youth and who has felt his need of wider information every day of his life who is most determined that his boy shall be college-bred. It is the woman whose own narrow girlhood offered no crown of graces and accomplishments who is the most devout believer in the higher education for women and who moves heaven and earth to send her daughters off to high-priced schools.

So Tom and Susie go off to college, and many and many a time the price of their education is paid in pinching economies and harder work at home. Father's stooping shoulders stoop lower under the heavier bur-

den, mother's hair adds new streaks of silver, but they count the reward they are looking forward to worthy of the sacrifice—all, all will be repaid a thousandfold when Tom and Susie come home to comfort and bless them.

At last the eventful day arrives. Tom and Susie have graduated with honors. They are coming home and nothing but that wholesome fear of our neighbors that keeps us so many times from making fools of ourselves prevents their parents from getting out the village band and a torchlight procession and saluting them with "Behold, the conquering hero comes!" The tall young fellow, laden with golf sticks, and the smart young woman whose traveling gown puts her mother's old, rusty, made-over alpaca to shame, are drawn across the threshold of the old home by loving hands that tremble at their task. There is a stifled cry of rapturous joy from the old lips, and then—

And then it begins to dawn upon them all, slowly, surely, with the chill of despair in it, that they are strangers to each other. The parents have educated their children out of their own class. Susie winces when mother artlessly asks the next day, as she helps unpack a cast of the "Venus de Milo" that has adorned Susie's college study, why she bought a broken thing like that. Tom sneers at his father's opinions on political economy. The little Smith girl who runs in to gossip with mother about the new people around the corner is closer to her than her own daughter. The freckle-faced bill clerk who knows

the ins and outs of the grocery trade is more comfort to father than the son on whom he has builded such hopes.

The occurrence is so common that familiarity with it has robbed it of its significance to us, but surely there is no situation in life that is fuller of tragical possibilities. The suffering of the moment nobody can prevent, but there is no earthly necessity that it should lead, as it often does, to permanent estrangement between parents and children.

In the first place it is the duty of the parents to remember that the situation is of their own making. So far as I am concerned, I have never decided whether I think that people who educate their children up above them are angels who deserve to be adorned with a halo and large white wings, even in this life, or donkeys who ought to be kicked for their folly. At any rate, nobody is able to escape the consequences of their deeds, and we ought to have courage enough to accept the result without making a moan. No man would pay out his good money having speed developed in a promising young colt and then expect him to strike a steady, slow gait in the furrow as a plow horse. It is equally as absurd to expect the boy on whom you have spent thousands of dollars cultivating tastes and habits and extravagancies foreign to your own life to be just like you.

In the first hurt disappointment the father is apt to call his son a young fool and to scoff at his amusements and deride his raiment. The

younger man retorts by considering the elder one a mossback and an old foggy, and both make the fatal mistake of not only undervaluing each other, but of getting the very worst out of each other. I once heard a father say: "There's nobody else on earth that can aggravate you like your own son," and the son retorted, "And there's nobody else that can be as unjust and unsympathetic as your own father." A family difference is always a two-edged sword that cuts both ways.

The time will come when Tom will find out that there are a number of things in life more important to know than the classics, and that an intimate acquaintance with ancient history does not involve a working knowledge of how to make bread and butter. He will also ascertain that a man may have been a college athlete and hold the long-distance running championship and yet not be able to sprint sufficiently rapid to catch up with the nimble dollar. Then he will begin to perceive what qualities of head and heart, of steadfast courage and indomitable pluck a man must have had before he could start life without money, friends or education and achieve success and fortune. Then he will begin to enroll his father among his heroes, and the pity of the thing is that it comes too late. Between the two has grown up that icy wall of reserve that nothing can break down. The spectacle of perfect love and confidence and helpfulness between father and son is a very rare one, but it is one of the most beautiful relations in life.

"IT'S ALL IN THE JAR"

How often have you had complaints as to poor quality of Fruit Jars and loss of fruit? You never heard of failure or complaint of

ATLAS SPECIAL WIDE MOUTH FRUIT JARS

We think so much of them that we spent several thousand good dollars last year telling the housewives all about them. We had thousands of inquiries which we did our best to satisfy, but in very many cases were unable to supply the goods. This year we will continue to advertise in the leading women's papers, for the benefit of the retail grocer.

We want to ship in car lots as we also supply Atlas Mason Jars, Atlas Mason Improved, and Atlas E. Z. Seal Jars (new wide mouth). There is no trouble about making up carloads. Don't put a lot of cheap jars in stock but write us for prices on the BEST before it is too late. We have done our part, so now it is up to you, and really "IT'S ALL IN THE JAR."

HAZEL-ATLAS GLASS COMPANY
Wheeling, West Virginia

and is surely worth purchasing with a little forbearance and the exercise of a little patience.

It is also a time to drive with a light hand. Parents should remember that the only time in the whole course of existence when one is perfectly cock-sure they know it all is when they are just out of school. There isn't a youth who doesn't believe that the politicians are waiting breathlessly for his views and advice on the Philippine question or that there is no financier who wouldn't jump at the chance of securing the services of one who carried off the honors in higher mathematics. There is not a college girl who does not believe that every man in the community is dying to marry her and secure a sort of second-hand proprietary interest in her diploma. Presently Tom will start out to hunt for a job and he will find out that the hard-headed broker turns him down in favor of the little office boy who has grown up in the business and gotten his education on the street, and Susie will find out the little Brown girl who never even heard of Wagner and does not know a leif motive from a head of cabbage, but who knows all the latest ragtime songs, gets the pick of the beaux. It will give them both the jar of their lives, but through it all will soak down the intimation that there is some sort of education that does not come put up in school book packages, and, perhaps, they are not so much smarter than their parents after all.

Respect the personal liberty of your own children. That is the hardest thing a parent ever encounters. It is so natural for fathers and mothers who have their children's interest so at heart and have made so many sacrifices for them to feel that they have the right to decide their lives for them, but it is a terrible mistake that wrecks many a career.

The world is full of bankrupt business men who would have achieved fame and fortune if they had been permitted to follow their bent and study the profession they desired. There are thousands of incompetent doctors pursuing their career of murder who would have been successful merchants. Every Sunday of our lives we are bored to extinction by preachers who ought to be half-soling shoes instead of preaching to the immortal souls of human beings. We all know lonely old maids living out narrow and bitter lives because their mothers interfered between them and their lovers, and the divorce courts are strewn with the wrecks of the happiness of women whose parents selected their husbands for them. Every family, as well as nation, should have a constitution that guarantees to each individual the right of life, liberty, the pursuit of happiness and the choice of their own career and matrimonial partner.

Just as much may be said of the duty of these young people who are coming home from school to do their part towards tiding over the period that is the crisis in many a family history. I never see a silly little goose of a girl, ashamed of her homely old mother's ways, or a su-

percilious nincompoop of a college lad deriding his father, without wanting to show them the heroism of the sacrifices that have been in vain for them and the beauty of the rugged old lives and fineness and delicacy that underlie the unfashionable manners, but youth does not see these things until its eyes have been washed clear by the bitter tears of experience. In the meantime it is to age—mellowed by knowledge of the world and broadened by the real education of life—that we must look to solve the problem offered by these strangers on our hearth—our children who are no longer the boys and girls who played about our feet, but men and women whom we must bind to us with new ties or else lose.

God give us wisdom to do it!

Dorothy Dix.

Teach Yourself To Be Accurate.

Written for the Tradesman.

"Half-way knowledge of your business makes you the half-a-man, half-a-salary sort. Make it a point to know something well, if it's no more than how to sell a paper of pins."

So said one wise merchant in a bundle of advice to clerks.

The man or woman who "knows things"—knows them "for keeps"—is the one who is going to get the plums in the workaday world, not the one who is always guessing thus and so, the one who slips and slides through a task the easiest way possible without positiveness that it is absolutely without a law—even the slightest.

I can count offhand half a dozen clerks in the office of a large department store with which I am familiar whose work has to be subjected continually to a rigid examination before those directly above them can feel sure that there are no mistakes in it. The latter expect soon to find they have received their "walking papers," and they would like this, not out of any spirit of revenge but because it is a perfect nuisance to be obliged to oversee other people's tasks because of incompetency. These delinquent employees at no time of their lives learned the secret of being as correct as a human can be and live on this oldmundane sphere.

The observance of the same rule may be applied to work of a physical character. The person who does less than the best of which he is capable is a shirk, and bye and bye will such find it difficult to obtain a situation and hold it.

The old merchant says (I repeat):

"Make it a point to know something well, if it's no more than how to sell a paper of pins."

In effect, if this means anything it means that the small description of work should be performed as minutely, as particularly, as if it were the best-paid service in the world; not with mediocrity but with cheerfulness, willingness; as if it were for the king and the king were watching you.

Daisy Danforth.

There always is a tendency to judge such things as love by the divorce records rather than by the many happy homes.

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

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

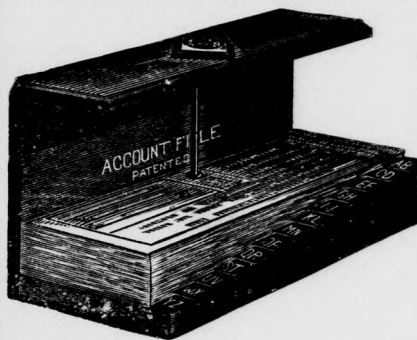
Standard of Quality the Country Over

You are losing
money and
business every
day without them.

Detroit Branch
127
Jefferson Ave.

The
J. M. BOUR CO.
Toledo, O.

Simple Account File

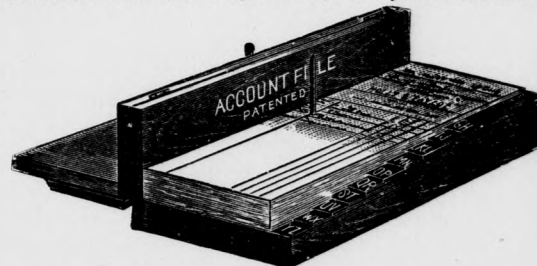


A quick and easy method of keeping your accounts. Especially handy for keeping account of goods let out on approval, and for petty accounts with which one does not like to encumber the regular ledger. By using this file or ledger for charging accounts, it will save one-half the time and cost of keeping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

Charge goods, when purchased, directly on file, then your customer's

bill is always ready for him, and can be found quickly, on account of the special index. This saves you looking over several leaves of a day book if not

posted, when a customer comes in to pay an account and you are busy waiting on a prospective buyer. Write for quotations.



TRADESMAN COMPANY, Grand Rapids



Why Prices Should Be Rigidly Maintained.

We believe the majority of thinking business men among our readers will have found themselves in cordial agreement with our sentiments as to prices.

It is obvious, of course, that, quality being maintained, the policy of increasing rates is forced upon any retailer who does not wish to find himself landed in the bankruptcy court. The point is that many retailers do not, in face of a rise in the price of raw materials, attempt to maintain qualities. They argue that the price of the finished article must remain the same, and, therefore, what they have to do is to take it out of the quality. We believe this policy to be absolutely wrong, unless under very exceptional circumstances.

It should be the maxim of the wise merchant that he shall sell the best possible quality that he can induce the customer to buy. Not only does this course provide a better margin of profit than catering for the cheap class of trade, but it also enables the confidence of the customer to be retained. Assume that, with raw material at a comparatively low rate, the customer has been in the habit of purchasing an article which has given him satisfaction. The price of the raw material has since his last purchase increased considerably, probably unknown to him, and the time comes when he is again in want of a similar article. He goes to the retailer, and the retailer, if he is lacking in moral courage, as we are afraid is the case with too many, gives him what is apparently the same article, but which is, as a matter of fact, very much lower in quality.

The result is that the customer finds that the durability to which he has been accustomed is non-existent, and he is accordingly dissatisfied. His custom may be lost altogether. If, on the other hand, the trader had taken the bull by the horns, explained the position, straightforwardly, and given the patron the option of simply sticking to his old price or paying the necessary increase to secure the same quality, we think in most cases the increase would be paid; the customer would be satisfied, and the retailer obtain a better margin of profit.

The cheap-jack attitude toward business is nothing less than a curse. It is better to pay a good price for one article that will wear a stated time, and give satisfaction during that period, than to buy inferior articles which will not wear so long, and which will give dissatisfaction, and, regarded from the practical point of view, cost more. As we have frequently pointed out, the time is now fully ripe for the outfitter and clothier to make a bid for better pay by increasing the rates of profit. If one competitor chooses to work for nothing, that is no reason why others should imitate his folly. The retailer

is entitled to a fair living profit, and it is altogether a mistake to suppose that the American public will refuse to pay that profit.

What the customer wants is, first and last, a good article which will wear satisfactorily, and is value for money. He may be persuaded by cheapness to buy a bad article which merely appears to be value for the low price expended, but in the result he is displeased, and takes his custom elsewhere. Nobody has ever had any satisfaction out of cheap articles yet, and nobody ever will. When we say cheap in this connection, we mean goods that are shoddy goods and merely cheap on the surface. The really cheap article, of course, is the sound article, and nobody but a fool expects to buy sound articles at unsound prices. The attitude of the man who sacrifices everything to the exaggerated worship of cheapness which is practiced by many shopkeepers, is really an insult to the customers' intelligence; and it should be understood, once and for all, that there are other ways in which the retailer may display enterprise than in frantic and insensate undercutting.

What is really at the bottom of the evil to which we have alluded is, of course, the want of moral courage. In other words, to use plainer English still, it is cowardice which keeps many retail businesses struggling on in the most miserable fashion from the commencement of the year to its end. The quality of pluck is needed in retail business life just as much as it is in other spheres of activity. We do not, of course, advocate any unreasonable charges for goods; on the other hand, between charging too much and charging too little there is the middle course which should commend itself to every progressive retail firm. If a man cuts the price of everything down to the very bones, how can he allow himself a proper margin for the conduct of his business? How can he afford, if he is to get a living profit for himself and to pay decent wages to his assistants, the necessary rent for a good shop, and make any provision for advertising and other expenses?

Cheapness is all very well, but one can have too much of it, and whatever may be said of a policy which attaches great importance to cheap articles when the prices of raw materials are low, there is absolutely no sense in trying to sell goods at low prices when the prices of raw materials are high. The object of the retailer, we repeat, should be to induce the customer to spend as much as he possibly can on every article bought. It is quite a mistake to suppose that the customer will object to this course in the long run. There is no reason why he should, for the simple reason that he will find himself equipped with clothes that are better than those worn by less well-advised people of his acquaintance; he will gain not only by the better wearing qualities of the goods, but enhance his appearance, and very likely better his position, which would not have been secured—or, at all events, so easily secured—if he had

made the great error of wearing low-priced garments.

Our advice to the retail trade, therefore, is, as far as possible, to leave the cheap line of business for those who want it. The margin of profit in this business is always low, the continuity of custom is always much less reliable than in the better-class trade, and, beyond and above all this, the satisfaction of selling a customer what you know the customer will be pleased with, is almost entirely absent.

We do not wish these remarks to be taken as meaning that every retailer should try to do a Fifth Avenue business. What we do mean, however, is that he should get as near to that style of business as he can, having regard to the class of the public to which he caters. Upon his judgment in this connection will depend the success or otherwise of the policy we advocate, but that as a policy it is the right one we are convinced that the experience of years leaves not a doubt.—Haberdasher.

The Henpecked Man Makes a Poor Clerk.

If you are a young salesman anywhere behind a counter and are nursing the idea of getting married, as you value your future, don't marry a woman who will henpeck you!

One of the saddest sights of the business world is the henpecked husband acting as salesman behind a counter.

Every man customer recognizes him a rod away. Every woman customer divines him through some subtle sixth sense. Even the children are attracted to him by some quality which they don't understand. Worse than this, the henpecked man discovers that he comes in for a share of notice which is not accorded his fellows, and as he recognizes that his henpecked state is the condition which is making him conspicuous he loses the little nerve that has been left him and gravitates rapidly toward the elevator lever or to the post of "information desk" at the front entrance.

"Poor little henpecked thing."

He may be 6 feet tall and weigh 190 pounds, but this is the designation of his women customers which he may overhear if he will listen.

"Great big stand up and fall down!"

This is the contemptuous sizing up of the salesman by his fellow men.

Women whose own husbands submit to henpecking are the least charitable toward him. Husbands themselves who calmly settle down to petticoat rule in their own homes are the least tolerant of him. In a thousand unspoken actions a day this henpecked salesman has brought home to him the indefensibility of his position in his home.

He forgets that in his dress, bearing and mannerisms which go to mark him for the henpecked state he is carrying that constant invitation for some one to "try him out." No woman shopper who has her own husband under her thumb at home ever will let the henpecked salesman off with the mere necessary formula of making a purchase. She is going to try him out in order that she may

have the full measure of contempt for him. No such henpecked husband as he ever can withstand the onslaught of such a determined woman customer, either.

This henpecked husband-salesman at once is between two fires when the woman customer storms him. It is certain that this woman patron of the house is going to do a good deal more talking to him than is at all necessary; and in the larger stores in the larger towns and cities it is certain that Mr. Henpeck is going to be disturbed by the thought that Mrs. Henpeck may be somewhere in the crowd observing him. Thoughts such as this are visible to the eye of women, and where one woman may have succeeded in arousing the fear, half a dozen may seize upon him in the effort to drive him to a panic.

With half a dozen women around him shopping, none of them will take him seriously. There are smiles and quips enough for a husking bee in a backwoods settlement. It does not please the management a little bit. When the women are gone Henpeck will be reminded of the fact and he will be sore on the house in general.

Imagine a wife who always has kept her own husband toeing the mark going into a store and up to Henpeck's counter, where she leads herself into making a purchase which is not up to standard. Henpeck has not persuaded her into it—do not imagine that! She bought it herself—she will have that understood at all hazards.

But there was that poor little Henpeck standing there like a knot on a log!

In the business world in general the henpecked husband has a hard time. He winces where he should show fight and occasionally, like a rat in a corner, he shows fight just when and where it serves to make him ridiculous. Irwin Ellis.

Knew He Was Meant.

Senator Tillman tells of an old judge who held sway in South Carolina during the carpet-bag regime. This judge's decisions were something that happened 100 years back. Anybody that don't like it can say so, and I'll fine him for contempt."

It one day happened that two lawyers were talking in the hall of the court house when the judge passed them. One was just making a disrespectful allusion to a "fool judge," and the old fellow overheard it.

"You, sir! how dare you to speak in that manner in the hearing of the court?" he demanded. "I fine you \$50 for contempt, sir."

"But, your honor, I was not referring to this honorable court; it was a judge in Delaware that I meant," the man protested.

"Don't contradict me!" the old man shouted, waving his stock. "Everybody knows that when anybody says anything about a 'fool judge' in this town he means me!"

Some men do not care to take vacation trips because their wives insist on going along.

Trials are to build us, not to break us.

THE CARSON CITY GAZETTE
CARSON CITY, MICHIGAN
A. L. BEMIS, PROPRIETOR

Carson City, July 10, 1907

E. A. Stowe,
Grand Rapids, Mich.

Dear Sir--No better all-round paper is published in Michigan than the Tradesman. In every newspaper office there accumulates a vast amount of reading matter which is of great worth to the youth. It has been the custom of the Gazette for several years to collect, sort and tie up this reading matter and send it to the high school reading table. In this bundle of reading copies of the Michigan Tradesman are always included. The Superintendent and pupils tell us that nothing in the entire collection interests both boys and girls as do these copies of your estimable publication. There they find trade talk, shop talk and scientific articles. The boys call it "live stuff" and read it all with eagerness. The boy of to-day is the employe of to-morrow and the employer of next week if he is made of the right sort of stuff. Give him the proper reading and he can usually be trusted to let vicious stuff alone. Kindly drop a hint to your business men subscribers that the Tradesman is an excellent periodical to put into the hands of the boy. Take it to the home or send it to the school.

Fraternally yours,

Sada Murray Bemis

Associate Editor Gazette

DIDN'T GET THE JOB.**Alleged Manager Will Probably Land in a Sawmill.**

Written for the Tradesman.

"Yes," said the manager of a clothing store to the owner of a department store not far away, "I don't like this place, and if you hear of anything better just let me know about it."

"What seems to be the trouble?" asked the merchant, an old friend of the manager of the little clothing house.

"Oh, I can hardly explain just what the matter is," was the reply. "Dunton is a good fellow to work for, but somehow things are all jumbled up here. I think he lacks capital, and, then, the season is a bad one, and goods don't move, and—well, I'm tired of the place, anyway."

"What would you like?" asked the merchant.

The manager's eyes brightened. This was just what he had anticipated when he told his troubles to his old friend. He hoped there might be a good position for him in the big department store.

"Well, I shouldn't want to drop back," he said, tentatively. "and I shouldn't like to leave the clothing business."

"We may need a manager in our clothing department," suggested the merchant.

"Then I hope you'll consider this an application for the place," said the manager. "It would seem something like living again to get into an establishment like that."

"All right," said the merchant. "I'll talk with you again about the matter. Some day when I'm not too busy I'll drop into your place."

"I can call on you at any time," suggested the manager.

"No; I'll drop in some day," was the reply.

The merchant wanted to talk with the manager in his own store because he wanted to see his prospective employe in action, and the manager had an inkling of the truth in his head as he turned away. He resolved right there and then to have things in that store right up to whack every minute of the time, at least until after the important interview was over.

"I'm not going to lose a chance like that," he thought. "It will be the making of me if I get into that big store."

Now young Elliott, the manager, was not a man with a systematic mind. In fact, there was no system to him. He possessed one of those mighty intellects which makes sport of people who always want things just so. He had little idea of order. He laughed at people and called them "fussy" if they wanted the suit tables in exact rows and the corners of the piled coats in line. He told his clerks, on such occasions, that if they devoted their thoughts to selling goods the stock wouldn't last long enough to need fixing over very often. He had no notion that these little things had anything to do with the success or the failure of a business.

When Fenton, the department store

man, dropped in one sunny afternoon and sat down at the side of his desk, Elliott thought everything was in fine shape. There were no customers in the store at the time, and the clerks were lolling about their tables, telling stories and laughing loudly at their own wit. Fenton noticed this the first thing.

"I'm glad to see you," said Elliott.

"Is there anything new over your way? About the position, I mean?"

"There may be," replied Fenton, noting that the suit tables looked as if they had been suddenly stopped in the midst of a round dance.

Just then a lady came into the store with a couple of boys, perhaps 10 and 12 years of age. One of the clerks stepped forward and directed her to the juvenile department. Fenton heard the clerk talking to her for a moment, and then the salesman appeared at Elliott's elbow.

"Say, where's those boys' suits we got on last spring?" he asked. "I can't find 'em in my department, and here's a sale for a couple."

"Oh, I don't know," replied Elliott, fretfully. "You ought to be able to keep track of your own goods, you know. What was done with them when they came in?"

"Why, they wasn't all unpacked, you know. You said that everything was full, and we might as well roll a few of the boxes away somewhere until we got cleaned out. I don't know where they were put, I'm sure."

"Well, go up in the store room and down in the cellar. They must be around somewhere. Hold your customer if you can while they are being found."

"All right," said the clerk, walking away whistling, as if he had all the time there was to find a box of suits and get it opened.

"That's one trouble here," complained Elliott, as the clerk went

away. "There isn't room enough. Those goods ought to have been right there in stock before now."

That is what Fenton thought, but he did not say so just then. While the clerk hunted for the lost boxes the woman went away, and then Fenton noticed that when he found that he had lost his customer the clerk stopped looking for the suits. He turned to Elliott with a look of surprise on his face, but that gentleman appeared to think the clerk was doing all right. In a moment the clerk at the furnishings counter came down to the manager's desk, interrupting him as a matter of course, and not doing it in a manner which would have taken a prize at a school of politeness.

"Here's Ted Ganoe," said the clerk. "He had something charged here last week and wants to settle. Where's his bill?"

"Who's department?" asked Elliott.

"Mine."

"Then you ought to have the bill."

"No; you took all the accounts away last week and had 'em put on the ledger. I can't find the ledger."

"You must have a memorandum of the bill."

"I haven't. Where is the ledger?"

"Then look in the day book."

"It isn't there. I just made a slip of it because Ted always pays in a day or two, and you took the slip. Where is that old ledger?"

"Ask the book-keeper."

"He says you've got it."

"Ah, that's right. I had it last night. You'll find it back there on the safe where I left it this morning. What has the book-keeper been doing all day without it, I wonder?"

The clerk snickered, shrugged his shoulders, and went away to find the ledger.

"You see what a raw lot of mate-

Incorporate Your Business

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

Incorporating Company of Arizona

Box 277-L, Phoenix, Arizona

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

Our Specialty**Feed, Grain and Mill Stuffs****Straight or Mixed Cans**

You will save money by getting our quotations, and the quality of the goods will surely please you.

Watson & Frost Co.

114-126 Second St. Grand Rapids, Mich.

THE MAKERS
of Crown Pianos don't know how to make more than one grade of Pianos. They never tried making any but the highest grade possible.

Geo. P. Bent, Manufacturer
Chicago

The Trade can Trust any promise made in the name of SAPOLIO; and, therefore, there need be no hesitation about stocking

HAND SAPOLIO

It is boldly advertised, and will both sell and satisfy.

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

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

rial I've got here to do business with," explained Elliott to Fenton as the clerk disappeared. "If I was going to remain here I'd make a good many changes. The idea of that book-keeper being able to keep busy all day without the ledger!"

Fenton knew of one change that would be made quick if he owned the store, but he did not say so. At that moment, after the evidences of lack of capacity, he wouldn't have been much surprised if one of the clerks had been sent into the coal room to look for the cash register. While the manager talked, telling what ought to be done, a solicitor for a morning newspaper walked up to him:

"Have you copy for the space in the Register?" he asked. "You ought not to run that old announcement. You will be accusing us of not bringing results next."

"I have to keep the space this dull time, I presume?" asked Elliott.

"Yearly contract," was the reply, "and you want to hustle to get your money out of it. You're losing \$5 every day you neglect it."

"All right. I've been busy lately, but I'll have the copy in for the morning issue. I'll figure up something, though there is not much use in advertising now."

Fenton thought that he wouldn't have made such a contract, but if he had he would have kept the space hot with clothing news. He began to see why things were all at sixes-and-sevens in the store. Elliott was a manager who didn't manage. There was no system. He had no control of the clerks. He neglected and postponed the most important duties, losing money for the firm every day. While he was wondering what would happen next, a merchant came in and asked for change for a \$20.

"The cashier says you have the money in the safe," he said.

"Yes, I took it out, intending to settle with the cashier later," said the alleged manager. "The cashier," he added, turning to Fenton as the merchant went away, "has been letting the clerks have money and making slips. I don't like to discharge him for he's a good fellow, but I've got to stop that in some way, so I take the money out about as fast as it is received. Now, about that position. I—"

"I'll think the matter over," replied Fenton, "and let you know."

"Now, I wonder what he could have been thinking of when he turned me down?" thought Elliott, a week later, when another man was given the coveted place. He would not have been greatly edified if he had known what was in Fenton's mind, for it was something like this: "Elliott will some day bring up as general manager of a small sawmill. He is no more fit for a manager than a pig in the fence is fit for a music teacher. Some day he'll lose the location of the store and go looking for it in the next county."

Alfred B. Tozer.

There never yet was a sermon that could have any force on a head full of fashion.

Blocking Trade With Idle Gossip. Written for the Tradesman.

"If you can influence your friends to trade where you work, so much the better for the store, but if you simply influence them to loaf there, so much the worse for the store."

Some clerks appear to think that they may stand behind the counter and "chin" with their personal friends as long as they see fit, at the same time that customers are waiting on the other side what seems to them an interminable length of time and who, during this dillydallying on the employe's part, are fuming and chafing inside even if they are able to preserve an unruffled exterior. This works an indeterminate harm to the interests of the store in that the patrons are not very apt to forget personal slights in a hurry.

Many and many a time have I hurriedly entered a store in quest of but one item and have waited and waited and waited, until it wouldn't have surprised me very greatly to have heard the toot of Gabriel's horn. The thing I went to purchase was very simple to handle, so that but a tiny portion of the clerk's precious time would have been wasted on me anyway. If I could have "budded in," as the kids say, found out whether they kept what I wanted, and if so its quality, price, etc., that would have been a great help to me; but not to be able to find out a single thing about the goods wanted, and at the same time to be obliged to listen to the empty little chit-chat emanating from their silly noddles was too, too much under which to preserve one's equilibrium.

I always found it a hard row to hoe. There are others in my predicament.

I hope this falls under the eye of a clerk addicted to the idle-gossip-with-friends habit.

Ph. Warburton.

The Way To Get Rich.

A wealthy man was in the habit of visiting a certain school and edifying the pupils by his words of sense and salt.

One morning after a talk on thrift he called a small boy out and asked him:

"My lad, have you a purse?"

"No, sir," was the answer.

"Too bad," said the rich man, "for if you had one I would have given you a dime to put into it."

On the day of his next scheduled visit each boy was prepared. Each one had a purse with him.

At the end of his remarks the rich man called out another boy and to him he put the expected question:

"Have you a purse, my boy?"

"Yes, sir," the little fellow exclaimed, pulling a very lean one out of his pocket.

The man smiled kindly on him.

"I am glad to hear that," he said warmly, "for if you hadn't one I would have given you a dime to buy one."

Impossible.

"Percy, papa says you musn't come to see me any more."

"Why, Aggie, how could I? I'm already coming seven times a week!"

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Grand Rapids Safe Co.

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COURAGE AND HOPE.

The Extent To Which They Inspire Success.

President Lincoln, in addressing a battalion of new troops, said: "Courage and hopefulness bring a man half-way to success."

That saying supplies the explanation for half the failures in the world. Napoleon, in his expedition into Italy, found one of these chronic pessimists, who always explain that nothing ever is right. The man always was pointing out to his comrades the certainty of failure and the great hardships they must endure. No doubt they all would be killed, and even that would be a relief. Napoleon promptly gave him his relief—had him shot as a traitor. I believe Napoleon was right in doing so. I have many acquaintances who remind me of that old musket carrying grumbler. When I argue and point out the other way, they say, "Oh, if you insist on looking at it that way—"

There is a great deal in how you look at things, and more depends on the point of view than generally is imagined. Last week in a Chicago court a man was arraigned for begging and the judge enquired why he didn't make his living in some better fashion. "It's no good," he said. "There is no demand for men in my line now." "Well," said the judge, "a good many seem to be employed." "Yes, so many there is no room for others." "But vacancies must arise." "Yes, but there are hundreds after every vacancy." "So you prefer to beg?" "If there is not work for me, what am I to do?" pleaded the pessimist, who promptly got a month's steady work.

That is something like the man who went to the race track and bet on a horse that was 20 to 1. He stood grumbling to a friend, saying, "I was a fool. That horse never can win. Look at him." "He's off in the lead," said the friend. "Yes—but they'll beat him before he's gone a quarter." "But he's gaining. He's three lengths to the good." "He'll finish last. He can't keep up that pace." "But he's leading into the stretch—he's winning." "They'll nose him out in the last jump." "But he has won, easily." "Well, then they'll disqualify him for fouling." "No, the judges give him the race." "Then the bookmaker'll

welch." He got his money, gazed at it in surprise, and said, "I'll bet it's counterfeit."

A west end physician assured me that the worst patients he had were the people who really had no complaint, save the belief that they were desperately ill.

"If I could only persuade them that their sufferings were imaginary—and they really are—they'd be all right," he remarked; "but they hug their indispositions to their bosoms, and I daren't hint such a thing. They would dismiss me on the spot if I did. I've got one man who believes he can not walk. He never will walk as long as he believes it."

There are vast numbers of persons who are so firmly convinced that nothing they can do will succeed that they never will succeed.

The story is told of Gen. Booth that he was once in a tradesman's shop, and, as is his habit—for he is a persistent hunter after information—he commenced to chat with the man about his business.

"Business?" the tradesman exclaimed. "Business? Why, there is none nowadays! I was reading the bankruptcy reports this morning, and—"

"You would have been much better employed in cleaning your front window," said the general. "In the failure of others the devil provides excuses for our own failures."

The man who looks on the dark side of things is an indefatigable student of failure all round, and it provides him, he imagines, with an excellent excuse for his own non-success. It also helps to cause it.

"I should never have invented anything," Edison stated to an interviewer, "if I had listened to the well meant remonstrances, no doubt, of many of my friends that it would be a waste of time to attempt it. My advice is, don't listen to croakers and wet blankets. If you want to succeed, study success, and put the failures behind you. Columbus did not discover America by listening to yarns about people who had been wrecked. Failure does not inspire to action. Turn a blind eye to it!"

The "croakers" and "wet blankets," as Edison termed them, are peculiarly busy nowadays. They were never more energetic in impressing on us that success in life is unattainable—

and not worth having, even if you attain it. It is unfortunate for them that we have such a vast population of successful, self-made men.

"The world is to-day rich in prizes," said Beaconsfield. "Never did it at any time more invite the young, the energetic, and the able to come and possess it."

Waldeck Rousseau, who was a shrewd observer, said: "The habit of looking at the worst side of things makes a man present his worst side. I avoid him. He does me no good."

"I like to look all the troubles that may happen to me in the face," said a woman friend to me recently. "Then I shall be prepared no matter what comes."

She never has time for anything else. Not one in a thousand of the things she anticipates ever happens. I notice that most of these people have a habit of confounding caution with the habit of looking on the worst side.

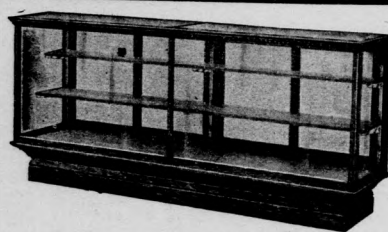
"Confidence and hope are the best part of a young salesman's stock in trade," said Whiteley, the universal provider, in addressing some young tradesmen. "Don't let any one rob you of them in a hurry. Cultivate the habit of looking on the best side of things." E. C. Minnich.

The average woman seems to think that all her husband's good qualities are due to her influence.



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TRADESMAN COMPANY, Grand Rapids, Mich.

An Old Time Political Campaign.

Written for the Tradesman.

Political campaigns are managed far differently now than in the long ago—the Fremont and Buchanan and Lincoln and Douglas campaigns, for instance.

The latter was a most exciting time even in the rural districts. In the lumber woods the men of the camps took sides and fought out the ethics of the conflict with earnestness and determination. "Bleeding Kansas" had filled the columns of the free soil press with argument and anathema; every citizen seemed to think it incumbent on him to stand for his ideas to the point of most bitter controversy.

Although "The Woolly Horse" had lost the previous election the nomination of the Railsplitter at Chicago had aroused an enthusiasm little short of the miraculous. Staid old business men went wild over affairs of state. "Honest Old Abe, honest Abe of the West!" was a battle cry that promised to down all opposition.

Friends of "The Little Giant," however, were not idle. The fires of partisan hate were kindled on every hillside, blazed from every home. It was a time of deepest excitement and emotional feeling. There was a threat of disunion in the air, and it spurred the new party of freedom to renewed effort. The idea that the election of a Republican President should precipitate war was ridiculous. The South, bitter and sullen over the recent strides of free soil sentiment, could not be mad enough to burst the bonds of a union cemented by the best blood of their own people.

"It is all bluff and bluster," declared one prominent business man. "The South won't lift a finger against the Union. Why, look at King's Mountain and Yorktown. The descendants of the old Revolutionary patriots will never fight against the old flag. But, if such madness does come about, it will prove their own undoing; the North will crush the traitors as I would an egg shell in my hand!"

That was the feeling of one set of men. Another, the partisans of Douglas, shook their heads with much gravity. A sectional President might drive the South into open rebellion. Said a Republican boy to a youngster of Democratic faith, after election: "How's Douglas now?" The reply came quickly: "How's the Union now?"

It was a rancorous campaign. Excitement ran high. Mass meetings gathered at country crossroads and in village and town. Several of them were held on the old State road between Grand Rapids and Newaygo. Thousands of people gathered to listen to the new gospel of freedom.

There was no threat against slavery where it existed, the only safeguard demanded was that not another foot of free territory should be dedicated to the bondage of the black man. Mild as was this demand it excited passions that were only afterwards quelled in the blood of civil war.

Pole raisings were the order of the day. The country people turned out to these en masse. Men, women and

children flocked to the hoistings in wagons and on foot, anxious to hear and see. At the top of every Lincoln pole was a giant maul, a symbol of the Railsplitter. Sneers and gibes at the boor and lout, referring to Lincoln, had no terrors for the common people. The very homeliness of the Railsplitter tended to endear him to the masses.

Caricatures were numerous. Lincoln was represented as caressing a negro babe, while its mother stood by grinning approval. There were retorts against Douglas, of course. And the songs! The country rang with the music of Campaign Glee Clubs. Lincoln Wideawakes marched and shouted while Douglas Rangers tried to outvie them. In response to a slurring doggerel against Lincoln came the retort in kind, "There's Stephen A. Doug., he's short and thick, a regular plug," etc.

A whirlwind of election fire ran through the country. There was great rejoicing when news of Lincoln's election was flashed over the wires. It did not reach the back country until after the lapse of several days. There were no railroads and telegraph lines into the new country at that time. The Empire State came to the front with a big majority for the Railsplitter. The North had been fully aroused, Lincoln was elected and the South began its preparations for a dissolution of the Union.

Men who had voted for Lincoln refused to believe that such madness could prevail. The months elapsing between election and the seating of the new President were months of dire excitement and alarm. The South went steadily forward in its preparations for war. The newly elected President was, of course, powerless until after the 4th of March. During that time many states passed ordinances of secession and proceeded to form a new nation under the very guns of the old Union.

Buchanan was inactive. He declared that he had no power to coerce a state and so gave the conspirators ample time to get in their work. When Lincoln entered the White House he was severely handicapped by what his predecessor had done, or rather had failed to do.

Great anxiety prevailed throughout the country. The inaugural message was looked for with breathless interest. Would Lincoln prove another Old Hickory, or would he bend supinely to the will of the South? When at length his message came it relieved every fear, although not satisfying the extremists who wished to see the leaders of the secession movement who still lingered in Washington arrested and tried for treason.

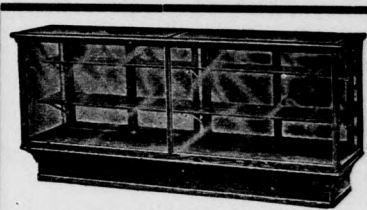
The writer well remembers that drear March day when a newspaper came in which Lincoln's message was printed in full. His father was postmaster and storekeeper of the little lumber burg in which political excitement ran as high as in the older communities of the West.

The postmaster was one of the extreme Republicans. To him the message was good but not strong enough. The writer, on his way to school, halted at the store and with him for sole auditor the postmaster read

Abraham Lincoln's first inaugural message. As a boy I listened with the deepest interest, and breathed a sigh of relief at the last.

There was no school for me that day. I had waited an hour beyond the time for taking up the school, but had been well repaid for the day's absence from the hall of learning. I had read of the Revolution, of older European wars and wondered if it were possible that our country would see such sanguinary doings. Only a few weeks later came the echoing cannon from Charleston harbor, the fall of Sumpter and the inauguration of the bloodiest civil war in all recorded history.

Old Timer.



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SOWING TO THE WIND.

The Sower Invariably Reaps the Whirlwind Later.

Herein is related the story of the deed of Gehaddon's youth, and of the fruit it bore in his ripe manhood.

Now, in the beginning of his race for success down life's roadway, Gehaddon resolved not to be handicapped by any illusions. He had some difficulty in getting rid of one or two stubborn ones, but after a long look at his goal, he tossed them aside. Some friends fell away during the process, but he had counted on that.

The result was most creditable to his theories. He found himself, at 28, the Secretary and Treasurer of the company. His superiors regarded him as a keen, trustworthy young man. His subordinates knew him for a cold, selfish, ambitious personage. His business acquaintances dubbed him a comer, but did not invite him to their homes.

Gehaddon himself, thanks to his vision cleared of illusions, saw himself as all the others saw him, and smiled secretly. He prized his hard won position, but not for its moderate salary, its honor, or even the two shares of stock that nominally went with the office. He figured simply that he was in a good spot to watch for something really big. His ideas about this something were hazy, but that condition also was to his advantage. It inspired him to be on the lookout.

Hence it is not surprising that in one year he knew the workings of every cog in the office machinery. Two months later he came to the careful conclusion that he saw his opportunity.

All contracts passed through his hands. They interested him mightily, for in them he understood that he felt the pulse of the heart beats of the corporation. January should have been one of their heaviest business getting months. It had been so a year ago. This year, however, the falling off was pronounced. Gehaddon on Jan. 31, compared the totals of the two months and entered the comparative compilations in a memorandum book. On Feb. 28 he repeated the process. There was no doubt about the showing. The percentage of loss of business was sufficient to affect the profits of the corporation for the year.

As a loyal official it might be presumed that Gehaddon hastened to lay the facts before the President and the Board of Directors. But he did not. To quiet a passing qualm—one of the last he ever experienced—he did argue that the President undoubtedly knew the state of affairs, and that it would be presumption for him to speak. Of course, then he looked for the cause of the threatening disaster and won substantial rewards for discovering and averting it!

Not at all. He simply waited and figured and thought. The usual semi-annual dividend of 4 per cent. was to be declared in June. The superficial outlook of the corporation continued healthy, and its stock, con-

servatively held, and never active, was quoted lazily at 140.

The early March contracts showed a slight picking up, but by the middle of the month the falling off again was apparent, and Gehaddon felt that the decisive moment was near. Yet he was not ready. He had his plan, but he did not have the capital necessary to swing it. Reluctantly he perceived that he would have to pay the necessary money. Yes, buy it, and the price would be an idea. Who would sell cash for that?

Over and over he checked the list of millionaires, and at last his finger rested on one name.

Monby was his selection—Monby, the speculator who proclaimed that he never speculated, and who at this late day is conceded to have spoken one form of the truth. For Monby was a sure thing artist; he let the other fellow take the chances.

To Monby went Gehaddon to bargain fearfully but determinedly. Monby marveled that a man who feared so much could dare so greatly, but he admitted that the plan was cunning, and in his hands he knew that the outcome would be certain.

Before he sealed the compact, however, his curiosity at the personality of Gehaddon impelled him to a brusque question.

"How do you know, Gehaddon, that I won't take this information for my own use and make no division?"

Gehaddon stared at him oddly, moistened his lips with his tongue, and placed a shaking hand on the edge of Monby's chair.

"Because you want to live, Mr. Monby," he said, in a high pitched voice. "I have staked everything on this. If I lose I'm wiped off the map. I picked you out because I knew you would understand. My life is worth to me only what I can get out of it. If you prevent me from getting anything more out of it you might as well have the life also, but I don't think you want to pay the price. You wouldn't enjoy the thought of some one waiting and watching for a chance to kill you—some one who wouldn't mind paying the penalty afterwards."

Monby, repelled yet fascinated, could not think of a fitting reply.

"I've half a notion to call a policeman and tell him I have an insane man here," he ejaculated.

Gehaddon laughed harshly.

"No, you haven't," he said. "You are ready to take my terms."

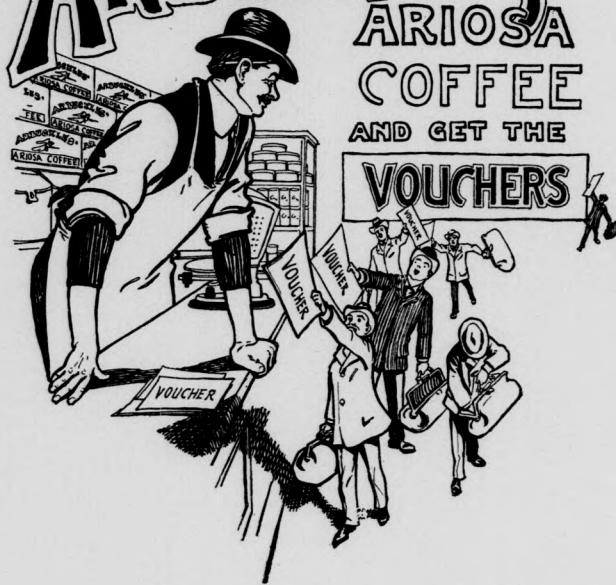
And Monby was.

The market was wholly unprepared for the bear attack upon the company's stock next day. In the first place, it could not understand why anybody wanted to speculate in a stock which did not invite speculation, and in the second place it did not see why anybody should be so foolish as to sell short this particular stock, known to be in the hands of a comparatively few persons.

"Whoever this fellow is," said the wise ones, "he is selling something he can't hope to buy, and when the time comes he will have to settle at the other chap's figure."

Then curious rumors penetrated the street. They told of lessened business

TOWN FOR TOWN
STORE FOR STORE
THE BIGGEST AND THE BEST
SELL
ARBUCKLES'
ARIOSA
COFFEE
AND GET THE
VOUCHERS



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Excepting

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which applies to

MOTHER'S

Oats Twos
Oats, Family Size
Cornmeal

Encourage economy by pushing these brands
and make MORE PROFIT

The Great Western Cereal Co.
Chicago

and of impending danger to the semi-annual dividend. The President of the company heard them, knew that some one in the citadel had betrayed him, wavered between duty and immediate self-preservation, and then surrendered to his cowardice. His broker wouldn't take the selling order over the telephone, but he obeyed the written note, and then proceeded to sell not only real stocks for his patron, but to go short on a big scale himself.

It was a shameful slaughter.

"Your share," said Monby that night to Gehaddon in the privacy of the former's inner office, "is \$225,000. That's a life stake for a man of your caliber. There's the check. We can not afford to be enemies, but I hope we won't find ourselves in the same boat again."

Gehaddon was unabashed.

"You make just one mistake," he retorted. "This is good enough, what there is of it, but I'm not through and perhaps we are not through with each other."

As for the company, it sank with surprisingly few ripples. The President had his suspicions, but the manner in which he saved himself precluded any extended investigation on his part.

Gehaddon mourned publicly the loss of his lucrative position, and privately prepared to change the scenery of his activities.

His old acquaintances did not hear from him for several years, but one day they were astonished to find him in a high Governmental position. Really there was nothing remarkable about the method of his ascent.

He had gone to an inland town, taken the rank of a man of means, married a politician's daughter, and finally as a public-spirited man accepted a responsible appointive position.

In all ways but one he had lived up to his ambitions. His "stake" had not increased, but perceptibly diminished. Monby had sized him up right as a money getter. He was a man of one scheme.

Still the future was wide. Eventually the politician father-in-law saw something bright and alluring. A big bank needed a head. Gehaddon's Governmental experience, now of several years' standing, seemed to put him right in line.

The name was proposed by the proper channel, and the bank directors expressed approval. The invitation was extended and accepted. The announcement was prepared for the morning. But in the evening there was a hurried meeting of the directors to listen to the displeased remarks of the man who owned more stock than any one of them, but who preferred to keep his name off the list of officials.

"I won't stand for this fellow, Gehaddon," he said, without attempt at diplomacy. "He may have Governmental prestige, but he is crooked. I know him, and I won't have him handle my money. We want an honest man for President of this bank."

"How shall we withdraw the invitation, Mr. Monby?" asked the chair-

man of the Board of Directors, timidly.

Monby chuckled.

"Telegraph him," he said, "that Monby regrets that the presidency of the bank is not fitted to his caliber."

"How adroit," commented the chairman. That sounds positively complimentary."

"He will understand it, just the same," purred Monby.

Gehaddon did. Edgar Sisson.

That Barrel of Apples.

"I wish to speak to you about that barrel of apples I bought day before yesterday," said the kind-looking old gentleman.

"You'll have to see the clerk who sold them to you," the grocer answered very snappishly. "I don't know anything about them."

"But I desire to say to you personally that—"

"Now, look here; I can't be bothered over every pound of sugar or pint of cider or barrel of apples that my clerks sell. Just see the young man who waited on you. He's around somewhere."

"Yes, I see him there at the back end of the store; but I really felt that it was my duty to tell you about it. You see—"

"If I stood around listening to everybody who comes into this store to complain that they've bought something they didn't want, or that they've been slighted, as they think, by my clerks, I wouldn't have time for anything else. You'll please excuse me. The clerk will hear your complaint, and if there is anything that we can do you may be sure it will be done. But we can't take back a barrel of apples after they have been out of the store two or three days. You can surely see that if we did business in such a way—"

"My dear sir. I don't want you to take back the apples, and I haven't any complaint to make. I merely wished to tell you that I found the apples at the bottom of the barrel to be just as big as the ones at the top. I believe in the principle of giving praise wherever it may be fairly given, and I stepped in to order another barrel, but I see you're too busy to bother with such a trifle this morning, so I will be going."—Chicago Record Herald.

Always the Politeness.

A Bay City woman was not long ago watching a workman as he put up new window fixtures in her house.

"Don't you think that you have placed those fixtures too high?" asked she, having reference to the curtain rolls last put in place.

The workman, a stolid German, made no reply, but continued to adjust the fixtures.

"Didn't you hear my question?" demanded the lady of the house. "How dare you be so rude?"

Whereupon the German gulped convulsively, and then replied in the gentlest of voices:

"I haf my mouth full of schrews, and I could not speak till I swallow some!"

There can be no virtue in any but a vital religion.

Michigan, Ohio And Indiana Merchants

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

Have The Money

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

TRADE PULLERS.

Schemes Which Do Not Defraud
But Disappoint Buyers.

Written for the Tradesman.

Perhaps I am an old fogey. If so, it is not because I desire to be eccentric, contrary or stubborn. My settled opinions have come from experience and observation in the limited circle to which circumstances and Providence has confined me. If I err in my conclusions I should be very thankful to be enlightened by any one.

As I have known, heard and thought of various plans, innovations and schemes to increase trade or attract customers, I have sometimes wondered if there is any special advantage or any permanent help derived from many of such expedients. I wonder if men who are thorough-going business men can not build up and maintain a business on fair dealing, courteous treatment, attractive stores, tasty displays, truthful advertisements, reliable and seasonable goods, reasonable prices and the like.

It just seems to me that those who announce some new scheme every few days do not have a permanent patronage. Although such "trade pullers" may be quite profitable for the short time of their existence, if customers discover or believe that they have not been given "great bargains," as advertised, they will not become or will cease to be regular customers. Even although they are confident that they have paid no more at that store than they would have had to pay at any other, if once they feel that they have been trapped, have been deceived or have had their expectations raised too high by these trade pulling advertisements, they do not feel like trading any more at that place.

Now for an illustration: A certain store at one time had a window display of a certain size of galvanized pails at ten cents each. Your humble servant purchased two at that price. Some time after I wanted two more. The price was fifteen cents each. I knew the wholesale price of such pails and knowing the retail price was reasonable, I bought two. Again I wanted more pails, and went to the same place. I enquired the price of three sizes, and was told they were fifteen, eighteen and twenty cents, respectively. Another clerk corrected the statement by telling me that the prices were now eighteen, twenty-one and twenty-four cents each. Just about that time it occurred to me that the store was booming a "six for five" sale for the whole week.

I was inclined not to buy any, but for the looks of it I bought one and went out. I paid eighteen cents for a fifteen-cent pail. They were "giving" to every purchaser of five articles in any department the sixth article "free."

After reaching home I began to study the matter. Five pails at eighteen cents each this week, ninety cents; six pails at fifteen cents last week, ninety cents. Where does the purchaser get any advantage from the sale? Last week you could buy

one or more pails at a reasonable price. This week you must buy at least five at one-fifth advance to get one "free."

If this plan was followed throughout the whole stock the store did not actually give away a cent in the whole week. But that was not the worst of it. Every one who bought less than five articles of a kind paid a higher price than when the "six for five" sale was not on. But it is not likely that the price of every article was marked up one-fifth. Probably on many articles of small value the price was not changed, but on those of greater value the price was raised enough to more than equalize matters.

Old fogies like myself, when they read the advertisement, might think that in order to attract customers they would for one week give the sixth article to every purchaser of five at the usual price. But just think what that would amount to in a large store—20 per cent. of the total sales of one week given away. They would not do it for the small benefit gained thereby.

Those are the kind of trade pullers which according to my notion do not pay. I am only one, but I am not inclined to trade any more at that store. I can buy just as cheap elsewhere, and sometimes cheaper. But I have no grievance. Not at all. That "trade puller" opened my eyes to the fact that I must be well posted if I wished to trade at that store. So I am really indebted to them, and I am returning the compliment by telling them and others of the mercantile fraternity that I do not think that such schemes are any real or permanent benefit. The chances are that they hurt business more than they help.

If I have done wrong by this criticism I am willing to be forgiven. I just want to help everybody, if only I knew how. I do not like to see people injuring their own trade, and I do not like to see customers deceived or needlessly wearing out shoe leather in search of bargains.

This is my advice: Whatever enterprise, invention, plan, device, attraction, extraordinary bargain, free gift scheme you put in operation, let it be up-and-up, out-and-out fair and square, honest and true, genuine, bona fide, and then it may prove a trade puller in fact. To be honest pays best. Honest dealing is long lived, dishonest is short. And yet I do not brand all these schemes as dishonest.

Perhaps you question my honesty. Well, I want to be honest, at least, and every one who deals honestly helps others to do the same.

Now, honest, the reason why I am not in favor of the kind of "trade pulling" schemes I have been contemplating is because I am not smart enough to get up any. I am not a great inventor, only the namesake of one, and I am not apt to make a success of some other person's schemes. I have all I can do to attend to the business I get by the old, reliable, time-tried and proven methods. And still we live.

G. Thayer Ely.

Hard To Look Innocent When You
Are Shy.

"Wanted—An honest, conscientious young man, assistant cashier in bank of \$50,000 capital, desires recipe for looking innocent when cash account shows \$10 short at closing. Month's salary for effective remedy. Address 'Agonized,' Tribune."

This advertisement is the real thing. It heads this article and this story for the reason that hundreds of young men in my position also may be benefited. For if the recipe comes to me from any source, the Sunday editor of a Chicago paper has promised it space. Every man in my position may have this recipe for which I'll give that month's salary in advance.

I have indicated that I am honest and conscientious. More than that, I am sensitive—too sensitive—but I was born that way. My work here is under a cashier who is the responsible head of the business. I am responsible to him, and he courts responsibility to beat the band. He is

HORSE
COLLARS

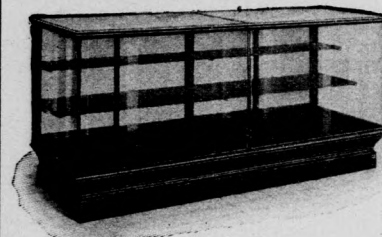
manufactured in our factory are made by experienced workmen and by the most up-to-date methods. They simply could not be made better. That's what makes them so popular with the trade.

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Brown & Sehler Co.

Grand Rapids, Mich.

WHOLESALE ONLY



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Narrow Top Rail. Graceful Proportions.

Your Show Case Needs

You will find them in our catalogue "G," yours for the asking.

Let us figure on your requirements. With one thousand cases in stock we can give you prompt service.

All sizes and styles to meet your requirements.


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**Spaulding & Victor
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Four Kinds of Coupon Books

are manufactured by us and all sold on the same basis, irrespective of size, shape or denomination. We will send you samples and tell you all about the system if you are interested enough to ask us.

Tradesman Company

Grand Rapids, Mich.

honest—I think. Conscientious? Well, reasonably so. But sensitive?—not in a million years.

You see where I stand, don't you?

In a bank of this size naturally the assistant cashier does all the work, while the cashier directs the business and sits in a little room behind the large, black "Private" of the official. I have said that he courts responsibility; also he nourishes detail. He never leaves the bank at closing until the cash balances. While I am balancing he watches the physical and mental processes with which I accomplish—or fail to accomplish—that necessary end.

You begin to see where it is always easier to strike a balance than it is to refrain from striking the cashier?

Well!

Courting responsibility and nourishing detail, as he does, this superior of mine ought to know a good deal more about it than he does. As an example: The cashier of this particular First National Bank also is treasurer of the First Presbyterian church. Sometimes the church account is \$16.84; sometimes on the 1st of the month, when the pastor has cashed his salary check, the account is \$4.11 in red ink entry.

Two weeks ago I was \$7.50 short at the end of the day's work. The cashier was standing at my left hand looking on. He saw from my face that the footings were off.

"Ah! Short again?"

You ought to hear that set remark of his to appreciate it. It is spoken always in the tone of a man who might have been nursing the strongest suspicion of another man, and who at last, feeling that the expected had happened, is saying between the lines, "I've got you now!"

But I was short and I stayed short. We locked up the bank on the shortage, we opened it next morning short and we closed it again that night short. Short just \$7.50! That Saturday night it was the old story—just \$7.50 out.

If Bankerstone had been a decent sort of fellow I'd have slipped \$7.50 into the cash and found it, days before. But I said to myself, I'll go to State's prison first.

But don't imagine that I was taking it all out in temper. I was a thief, self-branded. I looked a mean, measly, cowardly, skulking betrayer of all the confidence that Bankerstone had given me and about four tons more which I always had given myself.

"What's the matter with you, anyhow?" my wife asked me time and again at dinner. "And while I was looking out for you to-night I saw you kick the Warrens' collie which ran up to meet you!"

I simply sat and sulked. Next morning after this last wifely challenge I found that Bankerstone had come down ahead of me and had taken out a lot of stuff from the safe. He looked up as I came in and for a moment I felt as if on my looks I should have been arrested without a warrant.

"I was running over the books a little myself," said Bankerstone. "You don't think you could have paid it out by mistake, do you? If it were a

single bill, of course, that could have happened."

Which was to say, "I guess you know pretty well where that money is! You can't fool me, for I'm cashier of all that I cashay!"

I would have shot Bankerstone with the 38 calibre gun that I kept in my cage, except for the law. It would have been justifiable homicide, anyhow, 800 miles west of us. But as it was I stared dully in front of me, and every nerve fiber terminating under my cuticle pricked, "Thief! Thief! Thief!"

I had been observing that Bankerstone was keeping much more in the bank proper than he had been sitting in his private office. He met customers at a railing window and talked business which ordinarily he talked at his desk in private. There was nothing for me to do but resign. But I couldn't resign without Bankerstone's swearing out a warrant! And if ever I was arrested as I felt then, I'd be sent up for the limit without a jury's leaving the box.

Bankerstone went out to luncheon about 1 o'clock. He came in again about 2 o'clock, looking as if he had lost a nearest and dearest friend, which I knew he never had in his life.

"Oh, say—ah—do you know I believe I know where that—er—shortage is—that \$7.50, you know. You remember?"

As if I could have forgotten it if I'd been struck on the head with a flatiron!

"You may remember an entry of \$7.50 to the account of the First Presbyterian church—look it up there on the ledger. Well, that oughtn't to have been there, you know. It was this way—Granger out here is one of our members, you know, and Brother Kneebook wanted a ton of hay for his horse. Granger brought it in, you know, on his church subscription and I unthinkingly credited the church with \$7.50 cash when it was \$7.50 of hay. Funny we didn't notice that, wasn't it?"

"Funny," when it had been almost a funeral! "Funny," when that old jackass knew in his heart that he was sorrier than six widows that he had found the "shortage!"

"Well, I don't know when I'll leave this job and this town, but the day before I go I'm going to whip Bankerstone within an inch of his life, and that night I'm going to burn the First Presbyterian church.

In the meantime any effective way and means pointing to the attainment of a look of honest innocence on the part of a man whose cash won't balance gets \$125 of my personal cold cash! W. L. Webster.

A man's kick gives no indication of his contribution.

Honest methods wait for honest men.

Saves Oil, Time, Labor, Money
By using a
Bowser Self Measuring Oil Outfit

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

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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.

BOOR OR FOOL.

How Both Classes May Be Correctly Diagnosed.

How would you like to be in the position of being considered either a boor or a fool? But there are chances that every day some one in crowded city life is incensed at you, inwardly or outwardly calling you an ill-mannered, uncultured creature; or else is making allowances for you on the ground that you are a fool. Recognizing this fact, I know of no suggestion which more forcefully may be called to the attention of the average citizen to his profit than that embodied in this question. Nowhere better than in the crowded city does the boor or the fool have an opportunity to demonstrate his boorishness or foolishness and lack of judgment and mother wit. In the millings with tens of thousands of his kind in the crowded streets and public places, either the one or the other may count his victims by the thousand every day.

It is the boor and the fool which has made it an accepted condition that in the city it is "every man for himself." In the crowd, where at the best it is difficult enough for a man to make his way, a person submits to personal indignities which would not be tolerated in a town of 2,000 population. Frequently they are resented; a hundred times more often the victim either passes on, indignant at the other's "boorishness," or he goes on feeling that the "fellow doesn't know any better."

But no matter in what way the offense is passed over, a dozen or fifty other persons in one way or another are made to feel the effects of that single offense. There are the little, almost unconscious, irritations that impress themselves upon people who are needlessly crowded, who are obliged to pass through a group of people blocking a whole sidewalk at the corner of the street, or who have to stand up in a public conveyance for the reason that two persons are sitting over three seats. There is the offender whose feet block an aisle and who won't move them; there is the offender who in a thousand ways a day is obnoxious to some one. He must be classed by those whom he offends. And to these he either is a boor or a fool.

When I see a man in a street car sitting with a foot crossed far over until any one passing down the aisle of the car must brush it aside in order to pass, I say to myself, "There's a boor or a fool." Often one can see at a glance that the person is a fool—that he hasn't intelligence enough to read his paper understandingly and have an eye to the fact that his foot is out of place and in the way of the person attempting to pass. If I were a prospective employer of a man who would need to mingle with other men in a business way, the fact that I had seen him sitting in such a way and oblivious to the rights of others around him would convince me he could not become an employe of mine at any salary. Either as boor or as fool he

would be carrying a handicap which would make him impossible for me.

One of the most horrible of all the outrages committed in this way in the crowded city places is that in which the man in a luncheon place calmly leans over and expectorates on the floor. It is hard to account for this outrage anywhere on the ground of ignorance. It is a gross boorishness that takes no cognizance of the rights of any one else. There is hardly an eating room imaginable anywhere presided over by a woman housekeeper where any man so offending ever would be invited again; there are tens of thousands of poor tenements where such an offender would be thrown through a window if he did such a thing. A dog in a slum kitchen offending as much would be shot. But ten thousand times a day this atrocity is committed and the offended ones put up with it from the human brute.

I know a certain street corner in a residence district where the owner of the house at that corner takes especial pride in his lawn and flowers. Yet it is only by an eternal vigilance and the posting of barriers and wires and ropes that he can keep one corner of his lawn from wearing down into a broad sheep path because of the boorishness or the foolishness of passers along the street. It has smacked little of the higher education to me when I have seen the muddy or dusty diagonal paths worn across squares of lawn on the campus of the University of Chicago merely that students might avail themselves of a "short cut" from one pavement to another.

If education is to stand for anything it should stand for the ability of its favored ones to move among their fellows with the least unnecessary friction. These petty annoyances which are made year after year in community life merely through boorishness or lack of intelligence are an inestimable tax upon social and business life. Millions of dollars would not compensate for the loss of time and temper involved.

In all vehicle traffic everywhere there is a "rule of the road" which if violated by a driver makes him amenable to the law. But such a driver, accepting and holding to the law of traffic in the streets, will violate the principles anywhere while walking on the pavements. Yet himself only, walking to the left in a crowded street, may cause delays and annoyances to scores for which money can not compensate.

In this summer season especially, where tempers are tried already by the heat and burden of the day, the petty offender against the small civilities and courtesies which a decent man has a right to exact for himself is the figurative grain of sand in the shell of the oyster. Every day some one such incivility stirs men to irritability which may last all day and show itself to those with whom they come in contact.

From the point of view of the economist, the crowded city can least afford crowding and piggishness. Popularly the idea seems to be

that every man must disregard his neighbor's rights in order to make any kind of progress. Are you conscious of having in any way offended some one yesterday? If so, do you think he sized you up as a boor or as a fool?

John A. Howland.

Too Much of a Good Thing.

The late Ian Maclaren, on one of his last visits to this country, told a salmon story:

"Just as, he said, 'in the South it was illegal once to feed slaves on canvasback duck and terrapin more than a certain number of days in the week—just as duck and terrapin were plentiful to the point of disgust once with you, so with us, in certain parts of Scotland, salmon is so plentiful that everyone gets sick of it.

"On a walking tour in search of local color and new dialects, my Scottish landlords gave me salmon, salmon, salmon, for breakfast, lunch and dinner, until my gorge rose within me.

"I remember coming down one morning in the Highlands and seeing on the table only a huge salmon and a pot of mustard.

"Is there nothing else for breakfast?" I asked my host.

"Nothing else!" cried he. 'Why, there's salmon enough there for a dozen!'

"I know," said I; 'but I don't like salmon.'

"Well, then," said he, 'pitch into the mustard.'

Folks who balk a great deal always kick a good deal more.

Mica Axle Grease

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

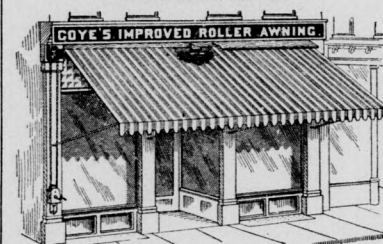
Hand Separator Oil

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

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Folding Boxes for Cereal
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Estimates and Samples Cheerfully Furnished.

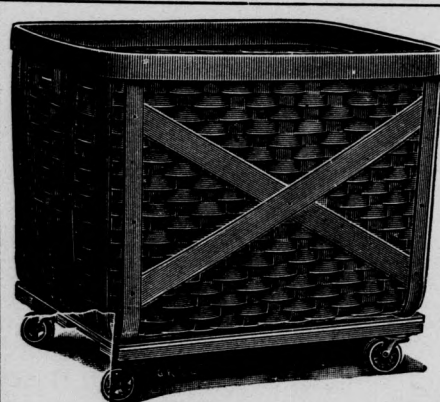
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Reasonable Prices.

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X-strapped Truck Basket

A Gold Brick

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

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

BALLOU MFG. CO., Belding Mich.

ROW WITH THE BOSS.

Result of Being Saddled With a Poor Assistant.

When the Head had declared that I wasn't able to do the checking of the department alone, it was up to Dearborn, the head of our department, to pick an assistant for me, and this gave him a chance to get even with me. His antagonism dated from the time that I had been promoted to the position of head checker without his consent, and I was sure, although I had no proof, that it was he who had fixed up the affair that made me appear in the role of a shirker of my work, or else an incompetent, which had prompted the Head to give me my first call down, and to say that I was incapable in the capacity of a single checker.

Dearborn pretended to be sorry for my misfortune, but I knew in my heart he was laughing at my discomfiture and congratulating himself on what he had done to offset my rapidly gained popularity with the Head. The day after the clash he picked out my assistant. Herein he further betrayed his fine Italian knocker's hand, but at the time I was unable to see it.

He picked a man by the name of Johnson. Of all the many and proficient four flushers that I have known in a long and varied experience in offices, this man Johnson stands out in my memory as the most shining example of them all. There are four flushers and four flushers. Some are simply loud mouthed braggarts, whose clamor about what they are doing or what they have done in the past serves in a measure to cover up their actual inefficiency. You can discover the real nature of these if you only watch them closely for a few days. Their persistency in making public their virtues, experience and general competence soon explodes what little reputation they may have worked up by their deceit.

But there is another kind of four flusher who is an artist. He does not brag about what he can do or has done. Once in a while perhaps he lets fall a hint which carries with it a suggestion of unlimited possibilities in the way of capacities and experience. But his general attitude is one of reserve. He doesn't talk much. He keeps busy all the time. Not that he works all the time, but he keeps busy just the same in a quiet sort of fashion that creates the impression that he is the determined plugging sort of a worker who has little to say and much to do, and that when he does say anything it always is something that counts. And then he has an air about him, sort of a superior-manner-of-man air, that can not help but deceive some of the people all of the time if not all of them.

This last kind is the breed that Johnson belonged to. He was the best four flusher I ever knew—the best four flusher and the poorest clerk. But he made everybody think that he was a crackerjack, and if you can keep this up long enough it is just about as good as being the real thing.

"This is a good man that I'm giving you," said Dearborn after he had told me that Johnson was going to be my assistant. "He is the best man that I could think of to give you and I'm sure that he'll more than make good from the start."

I discovered afterward that this was merely Dearborn's way of letting me know that if anything went wrong in the checking work it was not to be blamed upon the new man. I didn't know it then, because I did not know just how small and mean Dearborn could be. I really thought that Johnson was a good man, and I felt good about it, because if I had a good man to work with I was sure that there would be no more trouble found with the invoice checking in that office.

When I put Johnson to work I still was under the impression that he was a first class clerk. He went about learning the work as if he understood perfectly well the nature of it, and needed only a little instruction in the details to make him entirely competent. Because of this I took it for granted that he knew that an invoice must be checked to the smallest item, such as the name and date and address, and devoted most of my time to instructing him in the manner of checking the extensions, etc.

He took to the work readily. In fact, in two days he seemed to know just as much about it as I did.

"How do you like your new man?" Dearborn asked me on the fourth day.

"He seems to be all right," I replied. "The only possible trouble with him that I can see is that he tries to learn too quickly, and is apt to overlook something. Otherwise he is first class."

"So you think he is apt to overlook things?"

"I say he might," I said. "He works pretty fast for a new man, and if he is going to fall down anywhere it would be in that."

"You think it would, eh?" asked Dearborn. "Oh, I guess not."

A few days later Dearborn called me up to his desk. Johnson was up there, and Dearborn had a big invoice in his hand.

"Is this what you meant when you said that you believed carelessness might be the trouble with Mr. Johnson, here?" he asked, handing me the invoice.

I took it and looked at it, and saw instantly what the matter was. The invoice was for a sale to a customer named Lorimer. It happened that we had two customers under that name. One was a city customer, the other located in a large town in Iowa. The city customer got city terms and city prices; the country Lorimer got country terms and country prices. This invoice was for the Lorimer in Iowa, but it was billed under the initials and with the terms and prices given to the man by that name in the city. Naturally the country customer had returned the invoice, at the same time writing a letter in which he demanded to know why he was given such short time on his invoice, and also why he had not been getting such low prices before. It was a bad ball, and the

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Big Sales, Quick Sales, All Kinds of Sales
Stocks Arranged, Expert Advertising
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It would be too bad to decorate your home in the ordinary way when you can with!

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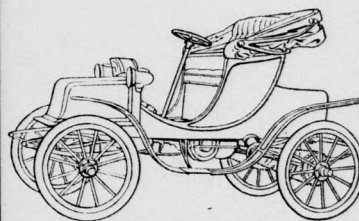
secure simply wonderful results in a wonderfully simple manner. Write us or ask local dealer.

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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.

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Grand Rapids Notions & Crockery Co.
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We carry a complete line of notions, such as laces, socks, hosiery, suspenders, threads, needles, pins, ribbons, etc. Factory agents for crockery, glassware and lamps.
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SELL
Mayer Shoes
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Expert Auctioneer

Closing out and reducing stocks of merchandise a specialty. Address
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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 Kimonos	\$4.50 to \$9

Lowell Mfg. Co.
Grand Rapids, Michigan



house stood to lose a good customer.

"Were you thinking of this invoice when you talked to me about Johnson the other day?" asked Dearborn with a sneer on his lips.

"I wasn't thinking of this invoice, or any other," I replied. "But this is just the kind of error I feared he might make because of his hurry."

"Yes," said Dearborn, "naturally he would make such a mistake, since, as he informs me, you never saw fit to tell him to check up the names and terms."

"The terms?" I said. "I told him to check the terms. You know I told you that, Johnson," I continued, turning to the latter.

"Well, maybe you did," said Johnson, "but you know you never told me a thing about the name and address."

"Did you or didn't you?" demanded Dearborn of me.

"I'm afraid I didn't impress it on him," I said. "When he first came I checked a sample sheet against a sample invoice for his benefit, but I took it for granted that he knew that the name should be checked with the rest."

"Oh, you did, eh?" said Dearborn. "That's all. That's all, Johnson."

"That was too bad," I said to Johnson when we got back to the desk. "I thought you knew enough to check the whole thing. After this don't work so fast. Take your time, and don't make any more errors like that. You know all about the checking now and you haven't any excuse for falling down again."

He certainly obeyed my orders to the letter so far as taking his time was concerned. The next day was Saturday, and it was extra heavy. That day I checked 90 per cent. of the 220 invoices that the department handled; Johnson checked the remaining 10 per cent.

Next Tuesday Dearborn came to our desk:

"Here are two errors for you on last Saturday's work," he said, handing me two invoices that had been returned, "and none for Johnson. That's a funny result in the work of an experienced head and his new assistant."

It wasn't so much what he said but the way that he said it that drove me wild. I jumped down off my chair wild with anger. I told Dearborn how much of the Saturday work I had done and how much Johnson had done. I told him he ought to find the true status of things before he came around calling people down. Once started I went on talking, and didn't stop until I told Dearborn that I thought it looked as if he was trying to discredit me all he could; that he was knocking me and trying to make me feel cheap, and all that

sort of thing that a fellow says when he feels that he's been treated badly and is face to face with the man who is responsible for it.

Dearborn was white with rage, but he was a coward, and he showed it in the way he trembled. I was the taller by a head, and I think I could have picked him up and tossed him through a window without any trouble.

"I don't allow subordinates to talk to me that way," he said when he could speak.

I retorted that I didn't care what he allowed or what he didn't allow; I had a few things to tell him and I was bound to tell them.

"Dearborn," I said, "I think you are a dirty sneak, and if our positions were equal I'd beat you to a pulp."

He backed away a little. Then he laughed weakly. "O, you're over-worked and excited," he said. "You shouldn't let your anger get the best of you; you will feel like apologizing in the morning." And he went away before I could say another word.

When he was gone, Scott, the old clerk who had put me on the right path so often, came up to me.

"It's all off with you now, boy," said he seriously.

I immediately experienced a sick, gone feeling at the pit of my stomach. It was like a large dash of cold water, that remark of Scott's. It cooled me off in a flash. It knocked my temper and warmth sky high, and in their place was the cold, clammy realization of possible consequences.

"You think it is?"

"Know it is," said Scott. "There isn't any use mincing matters. You're a dead one now. Your plate is broken here. Dearborn has been laying to knock you out ever since the old man made you head checker without consulting him about it, and now you've given him the club to do it with. Yes, you can begin to kiss your job good-by right now."

"I don't believe you, Scott," I said. "I can't believe that a man can be done out of his job by such means. Why, I'm doing my work all right. By knocking me Dearborn will hurt the efficiency of his department. I don't believe the head will stand for it. I believe a fellow will get fair play from the house, especially when it will pay the house to give it to him."

Scott shrugged his shoulders. "You're greener than I thought for," he said. Henry W. Jackson.

Chicory Crop in Good Condition.

Vassar, July 16—Chicory seems to be a paying crop. F. B. Dusett, of Port Huron, who is State Agent for the chicory factory at that place, in company with S. R. Durham, the local agent, made a tour of inspection

through this section last week. They report the chicory crop in fine condition, regardless of the dry weather for several weeks. Between this place and Port Huron there are 3,000 acres of chicory, of which 600 acres are in this locality. Mr. Dusett says it is the only crop that will stand all tests, as it seems there is nothing that will affect it. It runs from ten to thirteen tons, and it brings \$6.60 per ton, making it one of the best and surest paying crops that can be raised, as it grows on any kind of soil. He stated that the company was thinking strongly of erecting a branch factory this fall, and if so it would surely be built here, owing to the fine shipping facilities and the large amount of the root that is being raised in this vicinity.

Order

Red Jacket

Spring Wheat Patent, quality the best. Can ship small lots from Grand Rapids and mixed cars with mill feed, if desired, direct from Minnesota.

We also manufacture stone ground Wheat Flour, Graham, Rye, and Buckwheat Flour as well as Corn and Oat Feeds.

Send us your orders.

Grand Rapids Grain & Milling Co.

L. Fred Peabody, Mgr.

Grand Rapids, Michigan

Make Your Form Letters Personal

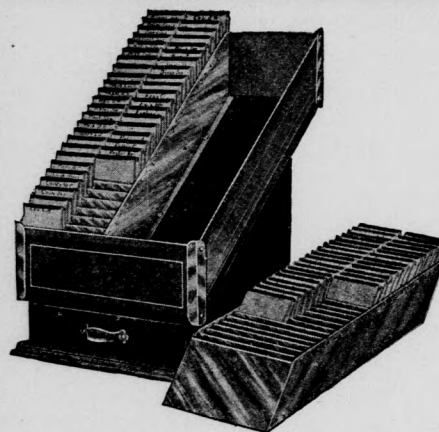
By using our duplicate typewritten letters, every letter ACTUALLY TYPEWRITTEN, we will make you 500 duplicate typewritten letters on your stationery, each letter to a separate address, for \$3.75; 1,000 for \$5.00. Addressing envelopes extra. Certainly we send samples, ask for them.

Grand Rapids Typewriting & Addressing Co.

A. E. Howell, Manager

23-25 So. Division St.

Grand Rapids, Mich.



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

System Without "Red Tape"

The Keith System is a combination of the elements of **simplicity, accuracy and durability.**

It does your bookkeeping with **one writing.**

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

It has an **Individual Book** instead of loose slips, which are often **lost, destroyed** or manipulated by clerks.

It is of metal construction and therefore will last a lifetime.

It has no equal for a retail business.

Our catalog will prove this to you.

It is yours for the asking.

THE SIMPLE ACCOUNT SALESBOOK CO.

Sole Manufacturers, Also Manufacturers of Counter Pads for Store Use

Fremont, Ohio, U. S. A.

ESTABLISHED
1883

WYKES & CO.

SUCCESSORS TO WYKES-SHROEDOR CO.

THOS. E. WYKES
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MANUFACTURERS AND
WHOLESALE DEALERS IN

FLOUR, GRAIN & MILL-PRODUCTS

WEALTHY AVE. AND S. IONIA ST.

GRAND RAPIDS MICH.

NEW YORK MARKET

Special Features of the Grocery and Produce Trade.

Special Correspondence.

New York, July 13—The speculative coffee market has been well sustained and a liberal amount of buying has been done all the week. For spot goods the request has been moderate and Rio No. 7 closes at 6 $\frac{3}{4}$ @6 $\frac{1}{2}$ c. In store and afloat there are 3,966,166 bags, against 3,233,744 bags at the same time last year. Mild coffees have sold in the usual manner and quotations show no change whatever.

Teas are having a quiet time and both buyer and seller seem to be taking a vacation. It was thought that with stocks running light in the interior business would begin to show improvement after July 1, but we hear only the same old yarn of quietude. Buyers prefer teas now coming to hand rather than old stock, when sales are made at all, and quotations are almost identical with those ruling for weeks.

Raw sugars have shown more activity and some very large sales have been made on a basis a trifle lower than a week ago. Refined is doing better and the call by mail and wire is so liberal that buyers seem to be making up for lost time. Refiners generally quote 4.90c, less 1 per cent. cash, although Arbuckle is still 4.80c.

Rice is moving in a moderate way. Sales individually are of small quantities to keep assortments fairly complete, and in the aggregate the business amounts to quite a respectable total. Choice to fancy head, 5 $\frac{3}{4}$ @6 $\frac{1}{2}$ c.

Spices are quiet. The trade, however, is hopeful and looks for a revival in earnest as soon as signs of autumn set in. Singapore pepper, 9 $\frac{3}{4}$ @9 $\frac{3}{4}$ c. Zanzibar cloves are steady at 17 $\frac{1}{4}$ @17 $\frac{1}{2}$ c; Amboyna, 18@18 $\frac{1}{4}$ c.

Molasses is quiet. Buyers naturally are not purchasing at all ahead of current requirements and not for a couple of months will there be any perceptible change. Prices are well sustained. Good to prime centrifugal, 22@35c. Syrups are mighty quiet; in fact, "nothing is doing."

In canned goods old tomatoes are being gradually worked off and by the time new goods reach us it is hoped the market will be well cleaned up. Several carloads of old goods have been sold to Texas and Kansas buyers at values said to be 95c. This seems to be the top rate and some goods have sold at 92 $\frac{1}{2}$ c. Little or nothing has been done in futures, but the price talked of is about 85c for September delivery. Little business has been done in peas. Really fine goods are not in great abundance and most of the business is in seconds, which are quotable at about 70c. Corn is moving in a moderate manner at 62 $\frac{1}{2}$ @65c for New York State and 95c@\$1 for Maine.

The better grades of butter are doing well. The demand is active and large supplies are needed for summer resorts. While the official

figure for extra creamery is still 25c, a general street rate is 26c; seconds to firsts, 22@25c; imitation creamery, 21@22c; factory, 19@20 $\frac{1}{2}$ c; renovated or process, 17@23c.

Full cream cheese is still quotable at 12 $\frac{1}{2}$ c, and this seems to be top. The supply is sufficient for requirements, although there seems to be some improvement in demand over a week ago. Country prices seem to fully equal those prevailing here. Hot weather has caused some deterioration in a good deal of stock.

There is said to be an enormous quantity of eggs in storage here for this time of year, and what the outcome will be is still to be seen. On the spot extra Western firsts are worth 17 $\frac{1}{2}$ c; firsts, 16 $\frac{1}{2}$ @17c; seconds, 15@16c.

Out After More Industries.

Albion, July 16—As a part of the campaign for booming the city and its advantages the Albion Business Men's Association has decided to have public auctions in the city market place at stated intervals so that farmers or anyone having anything to sell can place the same on sale without cost to the owner, as an auctioneer will be provided by the Association. This plan has been adopted with success in several cities in this part of the State.

The Association has selected an Executive Committee to have charge of communicating with industries desiring to locate here, and negotiations are already in progress with three or four concerns that are likely to soon make this place their future location.

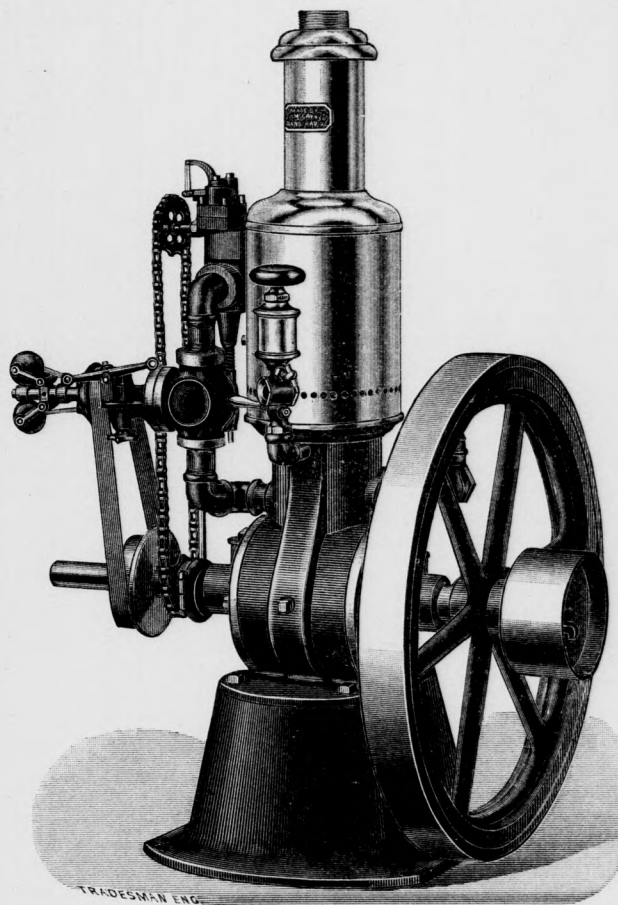
The annual meeting of the Gale Manufacturing Co. was held a few days ago and the following officers re-elected: President, H. K. White, Detroit; Vice-President, Millard T. Conklin, Detroit; Secretary and General Manager, A. J. Brosseau; Treasurer, Louis E. White; Superintendent, William L. Beall. The affairs of the company were shown to be in the most satisfactory condition in its history, and plans were laid for developing an even bigger business than in the past.

The Gale plant is one of the largest institutions of its kind in the United States, and the product turned out consists of an infinite variety of agricultural implements, such as plows, cultivators, harrows, land rollers, rakes, listers, planters, etc. From the beginning of this enterprise, over forty years ago, this company has built over 325 styles of walking, riding and gang plows. Some idea of the vast ramifications of this concern may be had when it is known that over 300,000 are annually sold in all parts of the world. Over 500 cars of raw material are received annually, and 1,000 or more cars of finished product are shipped from the plant. The business this year has been exceptionally good, augmented by the introduction of several new tools, for which the demand has been heavy. During the busy season shipments average twenty-five cars a day.

There has never been a strike in the factory.

The man who dares not fail is sure to do it.

Make Your Printing Attractive With Good Engraving



SPECIMEN OF WOOD CUT

We make all kinds
Wood Cuts
Zinc Etchings
Halftones---All Good
Steel Dies
for Stationery, Etc.

Tradesman Company

Grand Rapids, Mich.

WEAK FOOL.

Threw Over Comrade For Promise of Immunity.

"City Happenings—John F. Gratty and Martin Dawson were sentenced in Judge Miller's court to an indeterminate term in the penitentiary. Gratty and Dawson were convicted of systematically robbing the wholesale grocery firm of Musseldorf & Co., by whom they were employed."

This is the fashion in which the daily papers told the story. A good portion of the readers of this tale probably read it at the time. Probably, too, they forgot all about it within the next five minutes, for convictions on a charge of larceny are too common in large cities to make impressions on the memory of the newspaper reading city inhabitant.

Gratty and Dawson had robbed their employers. They had been convicted. Well, turn on to the next item. The how and the why of the item do not matter. The fact is enough. The idea that there might be a story in the little item does not occur. The news—the mere mention of the occurrence—is enough.

This is the story, the story of the thievery of Gratty and Dawson, and of their discovery and exposure, as Ford knew it and told it to me:

"Musseldorf & Co. was an old fashioned house, old-fashioned in its appearance, and old fashioned in its inner workings. If it hadn't been, all these things couldn't have happened, because a modern house with a systematic way of taking care of its business, its stock, and all those things never would have let this affair get to the stage that it did. A tight, well operated house would have nipped it in the bud, and I never would have had anything to do with the case. But Musseldorf & Co. wasn't this sort of a house, hence the story:

"The head of the house, Musseldorf, was the typical successful transplanted German who has lived and worked in this country long enough to have absorbed all the shrewdness and all the snappiness of American business methods, and yet who is too much a Teuton at heart to have lost his inclination to get fat, and sit around in easy chairs, and have lots of friends, and be genial and generous toward his associates and employees and to live generally in a highly human way, both at home and at his business, instead of in the fashion that obtains with our successful men who call this country their native land.

"He'd started his business right after the civil war—he's been in the commissary department of one of the German brigades, himself—started in a small way, made a little money, and had been mighty content with doing that and nothing more. But it seems that the goods he sold and the way he sold them made an unexpected hit with the grocers of this section, and the first thing Musseldorf knew he had to move into a bigger store, and hire somebody to help him do his office work and attend to the city sales and make up the shipments.

"From then on his success continued without interruption, and he kept

adding more space to his establishment, adding more people, selling more goods, and making more money, until at the time when this little story comes off, the house of Musseldorf & Co. was one of those that the commercial agencies list as first class in every way, and Musseldorf was one of the solid members of the community.

"His house had a unique reputation. It was accredited as being fair in all things. Not only was it fair toward its customers but it was fair toward itself, and—something unusual in big houses—fair to its help. They had some co-operative profit sharing system—I don't know what it was, exactly, but I know that it made employees stay with the house much longer than they had intended to when they came, and made them work a lot harder than they otherwise would have done, and if ever there was a satisfied bunch of working people it was Musseldorf's. And that's what made it such a delight to me to work up this case—their system of doing the right thing by their employees.

"The case really began a year or more before I got into it. That's the way things went at this place. Here they had a case of thieving going on in their place for a year, and hadn't called in any help to discover the cause of the trouble, although all their efforts to find it by themselves had proved unavailing. They were easy going, and somebody had found them to be pretty easy doing, but finally the thing got to be too big even for them to stand, and I got a letter from the firm asking me to call.

"The trouble was in their stockrooms, they had decided. They had been suffering from a sort of regularly irregular series of losses in the stock. They could be nothing but thefts, of course, because they had a check on everything that came in and went out, and there couldn't be anything lost in the house. But every once in a while, when they would draw on some article for a big order they would find that the quantity in stock had diminished to a great extent; that it had shrunk, so to speak, in a way that forced them to conclude that somebody had been helping themselves.

"The stock clerk was the man who had discovered the theft. Naturally he would. He had charge of everything, and he was the first to be aware of the deficiencies. He raised an awful holler about it, and fired a couple of men on suspicion. Then the firm thought it was safe, but a couple of months later another shortage showed up. More holler by the stock clerk, the discharge of another man, and a repetition of the thefts a month or so later. Then they put a watchman in the stockroom at night, and the stock clerk himself stayed in the room every minute of the business hours, and the thing certainly should have stopped. But it did not. A period of four months went along, then, bang! another crash; more goods missing and more trouble. After that the shortages occurred every once in awhile.

"That is the lineup of the case as

they gave it to me. Old Musseldorf and the stock clerk constituted the Committee of Information, and they took half a day to tell me. But beyond letting me know that these thefts had taken place at such intervals, they told practically nothing. They didn't have any idea of how the stealing had been done; didn't have a suggestion as to a likely place to look for the thieves.

"That was all right, however, for the suggestions that the average business man makes in a case like this are about as coherent as a child's notion of building skyscrapers. They always try out their sane suspicions before they call an outsider in; and when they begin to theorize they're distracting. So I had a clean field and nothing else to work on when I took the case.

"I waited until Musseldorf had dismissed the stock clerk, then I said: 'I want you to put me to work on your shipping floor. I don't care what kind of work you give me, just so long as it is something that will keep me on the shipping floor all the time.'

"He put me to work as a packer. All I had to do was to pack goods as they came from the stockroom, nail up boxes, and shove a truck and keep my eyes open. I had the notion that the thieving might have been done by men on the shipping room floor who went in and out of the stockroom at intervals, and I knew I could detect it while working as a packer if such were the case. But it required only two days to convince me that not any of the men on the floor possessed the shrewdness and nerve to put through such thefts as these had been. Also, they weren't the kind of men who would be able to dispose of the quantity of goods missing. I sized them all up carefully and eliminated them from the possibilities.

"I jumped right into the heart of the matter then and began to work for fair. I didn't sleep much those nights. I was out following the shipping clerk, and the stock clerk, and everybody else, from the Vice-President down, who possibly might have committed the thefts. Eventually I discovered that a brother of the shipping clerk had married the stock clerk's sister. This wasn't remarkable; but—the man who had made them brothers-in-law owned a grocery store in a city fifty miles away.

After discovering this the first thing that I did was to jump on a train and go out to the brother-in-law's town and inspect his store. I was shocked—but not surprised—to see that Mr. Brother-in-Law was selling a certain kind of expensive chocolate at 5 cents below the regular and well-established price. By this time I had eliminated the number of possible thieves down to four. The stock and shipping clerks were among the four.

"Still, finding a bargain sale of chocolate in this man's store didn't prove anything. But it did give me a usable suggestion. I now could concentrate all my attention on the two brothers-in-law of the storekeeper.

"A few days later I saw the ship-

ping clerk take charge of a large city order personally. He took a truck, went into the stockroom, filled the order with the assistance of the stock clerk, wheeled the truck out and personally loaded the order on a waiting wagon and instructed the driver to deliver it at once. Nobody touched the order save the stock clerk and the shipping clerk.

"Naturally this looked strange. I slipped into street clothes, called a cab, and followed the teamster who had taken the order. I followed him and located the store where the delivery was made, saw that he delivered all the goods there, and, not knowing anything better to do, sat down to shadow that store. Fifteen minutes after the wagon had gone another one came up—not a Musseldorf wagon but a common express wagon—and I crossed over and entered the store and bought a nickel's worth of fly paper, to see the developments. The expressman had an order for five cases of macaroni, over delivery.

"The grocer promptly unpacked his macaroni order, and sure enough there were five cases too many. He turned them over to the expressman, keeping the order.

"I went out, got another cab, and followed my expressman. He went toward town at first; but two blocks away he turned and went in the opposite direction from Musseldorf & Co.'s store. I followed. Finally he went up an alley in a deserted part of town, swung into a yard where the gate was open, closed the gate after him, and unloaded his load into a little shed as fast as he could move.

"Climbing onto a garbage box I managed to get my eye to a crack where I could see the inside of the shed, and I saw Mr. Expressman packing these macaroni cases into a big dry goods box which evidently had been waiting for that purpose. When he had it well packed and nailed up he took down a marking outfit, marked it with the name and town of the shipping and stock clerks' brother-in-law, and, getting a pair of skids, he loaded it on the wagon again and drove off.

"I suppose the whole affair took less than fifteen minutes, for the man worked like one possessed. Just consider the possibilities; an hour after the goods were taken out of the stockroom of Musseldorf & Co. they were repacked, remarked, and on their way to the freight depot to get out of town! Talk about a system, that was one for fair.

"I trailed the expressman to the depot, then I went to the nearest policeman, showed my credentials from the chief, and had the fellow arrested.

"What for?" said he.

"For getting goods on an order from Musseldorf & Co. and failing to deliver them at their store," I said.

"How do you know?" he asked. I told him how I knew, how I had seen him repack the goods in the alley shed, and all.

"Now," I said, "you are in a bad fix, but you can get out without much trouble. Simply explain that you are the tool of the shipping clerk and the stock clerk and confess the whole

scheme, and you'll probably go free.' "He was just the kind of a weak fool who will throw over a comrade for a promise of immunity; and he did it—confessed to the last little detail—told how the shipping clerk and the stock clerk were in partnership; how they'd get an order themselves whenever they wanted to steal something; how they'd put, say, thirty dozen of something on the wagon when the order only called for twenty-five, labeling it twenty-five so the driver wouldn't notice the discrepancy, and how they paid him for getting to the store right after the delivery was made, and all the rest of it.

"It worked out well. As I say, I was glad to work up the case, because the shipping clerk and the stock clerk were old employees—had been with Musseldorf fifteen years apiece—and they'd benefited from his square-deal plan more than anybody in the place. Yes, it was a pleasure to confront them with my evidence and see them lie and bluster and finally break down; a pleasure to hear old Musseldorf tell them what he thought of them and a pleasure to see them go where they belonged—to the pen. Their names were Gratty and Dawson."

James Kells.

Stones Polished by Reptiles.

Plesiosaurian pebble eaters are entertaining the geologists. The occurrence in connection with the remains of the plesiosaurian reptiles of Dolitic and cretaceous age of peculiarly smoothed and polished pebbles led geologists to conclude that these ancient animals possessed gizzards in which such hard bodies were utilized as they are in the gizzards of gallinaceous birds. The smoothing and polishing of these stones is distinct from that produced by the action of wind or running water, and reveals to the practiced eye the purpose for which they were used. The reptiles had swallowed the stones to assist in the grinding up of their hard food. More recently it has been found that the colossal brontosaurus and diplacococcus had a similar habit. Pebbles with the characteristic polish have been found in America in connection with the skeletons of these two species of extinct reptiles. The pebbles, interestingly enough, are mostly bright colored jaspers.

Beauties of the Black Opal.

Black Beauty in the mineral kingdom is the black opal. One who saw it for the first time at the New Zealand exhibition at Christchurch says it combines the iridescence of the dewdrop with the colors of the rainbow set in the darkness of the night. It is a smothered mass of hidden fire. This fanciful description gives a fairly accurate picture of the wonderful and varied colorings of this remarkable stone. Somber at first glance, its beauty does not always appeal immediately to the observer, but a closer inspection discloses the hidden fire and a gem marvelously handsome. Its commercial value is still problematical because it has only recently been found and is unknown to the large public.

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.	50			
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 Powder	oz. of Shot	Size Shot	Gauge	Per 100
120	4	1 1/2	10	\$2 90
129	4	1 1/4	10	2 90
128	4	1 1/4	9	2 90
126	4	1 1/4	8	2 90
135	4 1/4	1 1/4	6	2 90
154	4 1/4	1 1/4	4	2 95
200	3 1/2	1	10	2 60
208	3	1	8	2 60
236	3 1/4	1 1/4	6	2 65
265	3 1/2	1 1/4	5	2 70
264	3 1/2	1 1/4	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			
1/2 Kegs, 12 1/2 lbs., per 1/2 keg	2 75			
1/4 Kegs, 6 1/4 lbs., per 1/4 keg	1 50			
Shot				
In sacks containing 25 lbs.				
Drop, all sizes smaller than B.	2 10			
AUGERS AND BITS				
Snell's	60			
Jennings' genuine	25			
Jennings' imitation	50			
AXES				
First Quality, S. B. Bronze	6 00			
First Quality, D. B. Bronze	9 00			
First Quality, S. B. S. Steel	7 00			
First Quality, D. B. Steel	10 50			
BARROWS				
Railroad	16 00			
Garden	33 00			
BOLTS				
Stove	80			
Carriage, new list	70			
Plow	50			
BUCKETS				
Well, plain	4 50			
BUTTS, CAST				
Cast Loose, Pin, figured	70			
Wrought, narrow	75			
CHAIN				
Common	7 1/4 c.	5 1/4 c.	5 3/4 c.	5 8-10 c.
BB.	8 1/4 c.	7 1/4 c.	7 c.	6 1/2 c.
BBB.	9 c.	8 c.	7 1/2 c.	7 c.
CROWBARS				
Cast Steel, per lb.	5			
CHISELS				
Socket Firmer	65			
Socket Framing	65			
Socket Corner	65			
Socket Slicks	65			
ELBOWS				
Com. 4 piece, 6 in., per doz.	65			
Corrugated, per doz.	1 00			
Adjustable	dis. 40&10			
EXPANSIVE BITS				
Clark's small, \$18; large, \$26	40			
Ives' 1, \$18; 2, \$24; 3, \$30	25			
FILES—NEW LIST				
New American	70&10			
Nicholson's	70			
Heller's Horse Rasps	70			
GALVANIZED IRON.				
Nos. 16 to 20; 22 and 24; 25 and 26; 27, 28	dis. 13 14 15 16 17			
Discount, 70.				
GAUGES				
Stanley Rule and Level Co.'s	60&10			
GLASS				
Single Strength, by box	dis. 90			
Double Strength, by box	dis. 90			
By the light	dis. 90			
HAMMERS				
Maydole & Co.'s new list	dis. 33 1/2			
Yerkes & Plumb's	dis. 40&10			
Mason's Solid Cast Steel	30c list 70			
HINGES				
Gate, Clark's 1, 2, 3	dis. 60&10			
Pots	50			
Kettles	50			
Spiders	50			
HOLLOW WARE				
Common	dis. 50			
HORSE NAILS				
Au Sable	dis. 40&10			
HOUSE FURNISHING GOODS				
Stamped Tinware, new list	70			
Japanese Tinware	dis. 40&10			

IRON	
Bar Iron	2 25 rate
Light Band	3 00 rate
KNOBS—NEW LIST	
Door, mineral, Jap. trimmings	75
Door, Porcelain, Jap. trimmings	85
LEVELS	
Stanley Rule and Level Co.'s	dis. 50
METALS—ZINC	
600 pound casks	9 1/2
Per pound	10
MISCELLANEOUS	
Bird Cages	40
Pumps, Cistern	75
Screws, New list	87 1/2
Castors, Bed and Plate	50&10&10
Dampers, American	50
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 1/2 c per lb. extra.	
PLANES	
Ohio Tool Co.'s fancy	40
Sciota Bench	50
Sandusky Tool Co.'s fancy	40
Bench, first quality	45
NAILS	
Advance over base, on both Steel & Wire	
Steel nails, base	3 00
Wire nails, base	2 35
20 to 60 advance	Base
10 to 16 advance	5
8 advance	20
6 advance	30
4 advance	45
3 advance	45
2 advance	70
Fine 3 advance	50
Casing 10 advance	15
Casing 8 advance	25
Casing 6 advance	35
Finish 10 advance	25
Finish 8 advance	35
Finish 6 advance	45
Barrell 1/2 advance	85
RIVETS	
Iron and tinned	50
Copper Rivets and Burs	30
ROOFING PLATES	
14x20 IC, Charcoal, Dean	7 50
14x20 IX, Charcoal, Dean	9 00
20x28 IC, Charcoal, Dean	15 00
14x20 IC, Charcoal, Allaway Grade	7 50
14x20 IX, Charcoal, Allaway Grade	9 00
20x28 IC, Charcoal, Allaway Grade	15 00
20x28 IX, Charcoal, Allaway Grade	18 00
ROPES	
Sisal, 1/2 inch and larger	9 1/2
SAND PAPER	
List acct. 19, '86	dis. 50
SASH WEIGHTS	
Solid Eyes, per ton	30 00
SHEET IRON	
Nos. 10 to 14	3 60
Nos. 15 to 17	3 70
Nos. 18 to 21	3 90
Nos. 22 to 24	3 00
Nos. 25 to 26	4 00
No. 27	4 10
All sheets No. 18 and lighter, over 30 inches wide, not less than 2-10 extra.	
SHOVELS AND SPADES	
First Grade, Doz.	6 50
Second Grade, Doz.	5 75
SOLDER	
1/4 @ 1/2	30
The prices of the many other qualities of solder in the market indicated by private brands vary according to composition.	
SQUARES	
Steel and Iron	60-10-5
TIN—MELYN GRADE	
10x14 IC, Charcoal	10 50
14x20 IC, Charcoal	10 50
10x14 IX, Charcoal	12 00
Each additional X on this grade	1 25
TIN—ALLAWAY GRADE	
10x14 IC, Charcoal	9 00
14x20 IC, Charcoal	9 00
10x14 IX, Charcoal	10 50
14x20 IX, Charcoal	10 50
Each additional X on this grade	1 50
BOILER SIZE TIN PLATE	
14x56 IX., for Nos. 8 & 9 boilers, per lb.	13
TRAPS	
Steel, Game	75
Onelda Community, Newhouse's	40&10
Coppered Com'y, Hawley & Norton's	65
Mouse, choker, per doz. holes	12 1/2
Mouse, delusion, per doz.	1 25
WIRE	
Bright Market	60
Annealed Market	60
Coppered Market	50&10
Tinned Market	50&10
Coppered Spring Steel	40
Barbed Fence, Galvanized	2 35
Barbed Fence, Painted	2 55
WIRE GOODS	
Bright	80-10
Screw Eyes	80-10
Hooks	80-10
Gate Hooks and Eyes	80-10
WRENCHES	
Baxter's Adjustable, Nickeled	80
Coe's Genuine	40
Coe's Patent Agricultural Wrenches	70-10

Crockery and Glassware

STONEWARE

No charge for packing.

Butters

1/2 gal. per doz.	52
1 to 6 gal. per doz.	6 1/2
8 gal. each	60
10 gal. each	75
12 gal. each	90
15 gal. meat tubs, each	1 28
20 gal. meat tubs, each	1 70
30 gal. meat tubs, each	2 38
30 gal. meat tubs, each	2 85

Churns

2 to 6 gal. per gal.	7 1/2
Churn Dashers, per doz.	84

Milkpans

1/2 gal. flat or round bottom, per doz.	52
1 gal. flat or round bottom each.	6 1/2

Fine Glazed Milkpans

1/2 gal. flat or round bottom, per doz.	60
1 gal. flat or round bottom, each.	7

Stewpans

1/2 gal. fireproof, ball, per doz.	85
1 gal. fireproof, ball per doz.	1 16

Jugs

1/2 gal. per doz.	68
1/4 gal. per doz.	51
1 to 5 gal., per gal.	8 1/2

SEALING WAX

Pontius, each stick in carton.	Per doz. 40
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LAMP BURNERS

No. 0 Sun	33
No. 1 Sun	40
No. 2 Sun	40
No. 3 Sun	87
Tubular	50
Nutmeg	50

MASON FRUIT JARS

With Porcelain Lined Caps

Pints	Per gross 4 45
Quarts	5 80
1/2 gallon	6 70
Caps.	3 25

Fruit Jars packed 1 dozen in box.

LAMP CHIMNEYS—Seconds.

Per box of 6 doz.

Anchor Carton Chimneys

Each chimney in corrugated tube	
No. 0, Crimp top.	1 70
No. 1, Crimp top	1 85
No. 2, Crimp top	2 85

Fine Flint Glass in Cartons

No. 0, Crimp top	3 00
No. 1, Crimp top	3 25
No. 2 Crimp top	4 10

Lead Flint Glass in Cartons

No. 0, Crimp top	3 30
No. 1, Crimp top	4 00
No. 2, Crimp top	5 00

Pearl Top in Cartons

No. 1, wrapped and labeled	4 60
No. 2, wrapped and labeled	5 30

Rochester in Cartons

No. 2 Fine Flint, 10 in. (85c doz.)	4 60
No. 2 Fine Flint, 12 in. (\$1.35 doz.)	7 50
No. 2 Lead Flint, 10 in. (95c doz.)	5 50
No. 2 Lead Flint, 12 in. (\$1.65 doz.)	8 75

Electric in Cartons

No. 2 Lime (75c doz.)	4 30
No. 2 Fine Flint, (85c doz.)	4 40
No. 2 Lead Flint, (95c doz.)	5 50

LaBastie

No. 1, Sun Plain Top, (\$1 doz.)	5 70
No. 2, Sun Plain Top, (\$1.25 doz.)	6 84

OIL CANS

1 gal. tin cans with spout, per doz.	1 20
1 gal. galv. iron with spout, per doz.	1 60
2 gal. galv. iron with spout, per doz.	2 50
3 gal. galv. iron with spout, per doz.	3 50
5 gal. galv. iron with spout, per doz.	4 50
3 gal. galv. iron with faucet, per doz.	4 50
5 gal. galv. iron with faucet, per doz.	5 25
5 gal. Tiltng cans	7 00
5 gal. galv. iron Nacetas	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 GLASSES

No. 0 Tub., cases 1 doz. each	55
No. 0 Tub., cases 2 doz. each	55
No. 0 Tub., bbls. 5 doz. each, per bbl.	2 25
No. 0 Tub., Bull's eye, cases 1 dz.	6 1 25

BEST WHITE COTTON WICKS

Roll contains 22 yards in one piece.

No. 0 1/2 in. wide, per gross or roll.	28
No. 1, 1 in. wide, per gross or roll.	28
No. 2, 1 1/2 in. wide, per gross or roll.	60
No. 3, 1 1/2 in. wide, per gross or roll.	90

COUPON BOOKS

50 books, any denomination	1 50
100 books, any denomination	1 50
500 books, any denomination	11 50
1000 books, any denomination	20 00

Above quotations are for either Trademark, Superior, Economic or Universal grades. Where 1,000 books are ordered at a time customers receive specially printed cover without extra charge.

COUPON PASS BOOKS

Can be made to represent any denomination from \$10 down.	
50 books	1 50
100 books	2 50
500 books	11 50
1000 books	20 00

CREDIT CHECKS

500, any one denomination	2 00
1000, any one denomination	3 00
2000, any one denomination	5 00
Steel pens	70



Observations of a Gotham Egg Man.

We understand that the Board of Health of this city proposes to put a stop to the sale of "spot" eggs as food, and certainly no reasonable citizen will object to such prohibition if it is uniformly and equitably enforced in a practical manner. The Board of Health has always had the right under its general powers to prohibit the sale of any article of food in a decayed or partially decayed condition and there have been instances in the past where the sale of partially rotten eggs has been stopped. Yet there has never been any very clear understanding in the trade as to when an egg ceased to be merchantable under the law, and the fact that eggs have actually been salable in certain classes of trade even when they were so far advanced toward decay as to infringe a fairly liberal judgment of the law has led many dealers to get what money they could for them without thinking much about what the eggs were to be used for so long as the health officers did not interfere.

The pure food law prohibits the sale of any food if it consists in whole or in part of a decomposed or putrid animal substance and there is no question that a liberal interpretation of this law, or a rigid enforcement of the ordinances under which the Board of Health is empowered to prevent the sale of food articles when wholly or partly decomposed, would prevent the sale of spot eggs in toto. But a serious difficulty arises in the absolute enforcement of these laws and regulations in the egg trade owing to the perishable nature of the product and the fact that the process of change is gradual, so that a lot of eggs that may be all in condition for lawful sale on one day may on the next contain a more or less number in which the decaying process has become apparent. As a result of this, under present methods of collection and forwarding, it is inevitable during the heated term that a majority of the shipments of eggs reaching market, although generally good and free from the law, are sure to contain a few at least of "spots" and rots; and it is impossible to discover them until the whole shipment is taken out and candled.

It would appear, therefore, impractical to attempt in all cases a literal enforcement of a law which prohibits the sale of any partly decayed food. In the case of eggs the normal mixture of good, bad and indifferent qualities undergoes a sifting from one class of trade to another; and even if the original buyer from the farmers graded his purchases carefully and sold to the Western shipper only the good eggs, or even if this shipper graded again and forwarded only such as were still perfect, there would be no assurance that by the time the shipment reached the wholesale receiver every egg was still free from partial decay. It

would be impractical and unnecessary to apply the law at this point, at least so far as it might be literally applied to the sale of a few partially decayed eggs contained among good stock. And, in fact, we have heard of no intention on the part of the health officers or other Governmental agents to apply the law so literally as this. But when eggs are bought in the wholesale markets by dealers who sell directly to retailers, and who candle the eggs into separate grades according to their freshness or staleness, and who may then pack the "spot" eggs by themselves and sell them for food purposes to any one who is filthy enough to buy them for such purpose, it would seem perfectly reasonable for our health officers to apply the law rigidly and impartially at this point and force either the destruction of the stuff or its sale for some purely industrial purpose.

At the same time it should be remembered that there are all stages of goodness or badness in eggs and that the line between such as may be legally sold and such as may not must be somewhat arbitrarily drawn; also that dealers have been selling "spot eggs" as such for years with very little hindrance; and under these conditions it would seem only fair and right that before jumping at once into any more rigid enforcement of law on the subject the officials should do no less than to give notice to dealers, both as to the point in trade where the law is to be applied, and upon what basis the salable or unsalable condition of the egg is to be judged.

As there is great danger of gross injustice if an attempt be made to prohibit the sale of any salable grade of eggs before the department is able to enforce its rulings universally, for a mere announcement of its interpretation of the law and a partial activity in prosecutions would simply put the scrupulous members of the trade at a considerable disadvantage in competition with the unscrupulous, or with those who would be willing to disregard surreptitiously the view of the law adopted by the department as a basis for prosecutions.—N. Y. Produce Review.

Buffalo License Cases.

Test cases brought in the Buffalo courts to settle the right of outside butchers to do business in the city of Buffalo without obtaining a city license were decided last week. The court ruled that where an outside butcher delivered meat to a resident of the city when ordered by the latter, he could not be prosecuted for trading without a license, whether he was paid at his shop outside the city or not. But where the butcher or his agent solicited the order, then he was guilty. As long as the customer took the initiative, the outside butcher was immune, but if he did any soliciting he must have a license or be fined.—National Provisioner.

Many people who pray for barrels of blessing set out only teacups.

The truly strong never ignore the weak.

Butter and Eggs

Write or phone for prices

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

Butter

We will pay you 18 cents per pound f.o.b. your track, weights guaranteed, for all the packing stock butter you can ship us up to July 22. Ship your butter direct to the factory and get outside prices.

American Farm Products Co.

Owosso, Mich.

One Side of the Drawn Poultry Controversy.

A city ordinance has been passed in Atlanta, Ga., prohibiting the sale of poultry unless drawn. The ordinance went into effect the last week of June and advices state that poultry has been unusually scarce and high since then. Restaurants throughout the city have raised prices 33 1/3 to 50 per cent. and have had difficulty in securing stock to supply their trade.

A similar ordinance was recently passed in Michigan and worked so unsatisfactorily that the butchers combined and agreed not to handle poultry until it had been repealed and last accounts told of a general movement to have the ordinance modified or changed. It is probable the ordinance in Atlanta will soon be repealed but meanwhile conditions will have become unsettled and poultrymen will experience all kinds of difficulties.

The varying conditions in different localities make it essential that the various boards of health should have absolute power in framing ordinances for the benefit of the general public. The wisdom of such power has been unquestioned and so it should be, just as long as the members of the various boards of health do not abuse their power. Of late, however, there seems to have been a wave of freak and class legislation on the part of the boards of health not only in the smaller towns and cities but extending to the larger cities and even to the state boards. Many ordinances are being framed regulating the handling or sale of certain products which, if the members of the health boards or city councils had investigated, would not have been passed. There is evidently too much of "taking somebody's word for it." An example of this is the ordinance passed in Atlanta prohibiting the sale of dressed poultry unless drawn. It hardly seems right that one single city of the State of Georgia or of any state should be singled out and the people almost deprived of as wholesome a food as poultry. That is about what the passing of such an ordinance amounts to as far as the masses are concerned, because the increased cost of dressing the poultry in this manner will necessitate higher prices for the consumer and furthermore the poultry plants are not apt to revolutionize their methods of preparing poultry for one market but will simply ship their product to another point, causing a hardship to the public and a blow to the poultry merchant which are not deserved nor warranted. Had the Atlanta Board of Health investigated the subject fully, it would have found that where the agitation over drawn poultry has prevailed, investigations and analyses have favored the undrawn fowl as the more sanitary. And furthermore any such ordinance or law should be a state measure, or, better still, a federal law whereby the business would be uniform the country over so that the shipper may select whatever market he desires. It would seem that if for sanitary reasons it is unlawful to sell or handle undrawn poultry in Atlanta, it should be unlawful to handle it throughout

the entire State of Georgia, and the same applies to the entire country. But we feel convinced that the exhaustive experiments now being conducted will prove what poultry merchants now are a unit in claiming, that the present method of handling poultry—undrawn—is the most sanitary way as yet devised.

This agitation relative to the proper and most sanitary method of dressing the poultry product of the country was started and has been kept up by faddists and theorists for over two years. During that time the controversy has had a most unfavorable effect upon the industry, the consumption having been interfered with and lessened far more than even generally realized by the poultry merchants. The unfortunate part of the controversy has been the length of time necessary for experimenting on the various questions in dispute between the theorists and the poultry merchants, and this fact has allowed the agitation to keep alive.

This state of affairs, however, seems now in a fair way to be settled as the subject has had so much notoriety that leading authorities and institutions are investigating the questions in dispute and it is only a matter of time when conclusions will be reached by authorities of sufficient standing and reputation to settle the subject. And when this time comes confidence will again be restored to the consuming public, which will widen the consumptive outlets to an amazing degree. Even during the past two years, when consumption has naturally been restricted by distrust on the part of the public—those not familiar with the true conditions—there has been a steady growth both in supply and demand, so that poultrymen may well feel assured that with full confidence restored that the business is conducted along the most sanitary lines, and that poultry today is more wholesome and far better than in olden times because of improvements in handling it, the demand will increase beyond all present expectations.—N. Y. Produce Review.

Wood Duck Disappearing.

The National Association of Audubon Societies, headquarters in New York, has been investigating the dying out of the wood duck and President William Dutcher has received reports from 200 leading ornithologists in various sections of the country which, he says, indicate that stringent measures are necessary to prevent the complete extinction of this bird. Mr. Dutcher, therefore, announces that a vigorous campaign will be instituted in every state legislature for a law which will prevent the killing, sale or possession, of this variety of duck for the next ten years.

Always Thus.

"Throggins, have you named the baby yet?"

"Yes, I've named her Nancy Jane, but her mother prefers Veronica Angelina, and that's probably what the poor little thing will be christened."

Some folks feel sure they are building on rock because their hearts are hard as flint.

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, Fountain 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.

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.

Try the Grand Rapids Market

Our average selling prices last week were: Live Fowls 9 1/4c; Live Broilers, 18c; Veal, 9 1/4c; Eggs, 15c; Butter, 20c. "SHIP US."

Prompt Returns

Bradford & Co.

7 N. Ionia Street

Grand Rapids, Mich.

Butter and Eggs

Get our prices. Empties and check returned promptly. Full weights

and count. Mark your shipment for

STROUP & CARMER, Grand Rapids, Mich.

Redland Navel Oranges

We are sole agents and distributors of Golden Flower and Golden Gate Brands. The finest navel oranges grown in California. Sweet, heavy, juicy, well colored fancy pack. A trial order will convince.

THE VINKEMULDER COMPANY

14-16 Ottawa St.

GRAND RAPIDS, MICH.

Have You Tried Our New Folding Wooden Berry Box

It is the best box made Bushel Baskets, Grape Baskets, Berry Crates, in fact, all kinds of fruit packages ready for shipment at a moment's notice. Write or phone for prices.

JOHN G. DOAN,

Grand Rapids, Mich.

Printing for Produce Dealers



Best Means To Disarm Common Tricks of Buyers.

I have made a special study of beginners in salesmanship, my idea being that a sale manager's first duty lies more in giving beginners a right start than in advising and worrying over the old campaigners who ought to be able to make shifts for themselves. I have learned how to size up a recruit, and one glance at him as he picks up his grip and sets out for his first encounter with the world of trade suffices to inform me what that man's particular handicap will be.

There are many varieties of handicap. With some men it takes the form of a lack of self-confidence; with others an excess of self-esteem. Some men are handicapped by a constitutional inability to obey orders, some by a lack of education, others by nervousness which makes them tongued-tied at times when forceful eloquence is needed. Some meet their Waterloo because of chronic discouragement, and again others are so sanguine that they never make due provision against the chance of failure.

But perhaps the most common affliction that hampers beginners is a guileless innocence—a readiness to accept as final any reason which a customer may give them for his unwillingness to buy.

Until a salesman "knows the ropes"—until experience has enlightened him as to the willingness of buyers—he is likely to put faith, without discrimination, in every statement that is made to him.

He believes all he hears. He regards the business world as a school, and the business men with whom he comes in contact as instructors, and like the real school boy he is satisfied that a thing must be true "if the teacher said so." He is prepared to accept it without investigations into the reasons why.

It is a habit on the part of a great many buyers to dissemble their reasons for not wanting to buy.

When they are able to do this, unsuspected, they have the beginner at a serious disadvantage. If they gave him no reason at all, but merely a surly refusal to do business, he would feel equal to handling the most obdurate of them. Their obduracy would be a direct challenge to his staying powers and the "punch" on which he so confidently relies to offset his inexperience when starting out. Or if they candidly told him the real reason for deciding not to buy, he could lay hold at once upon equally effective weapon; for has he not made a painstaking study of every possible objection before starting out and equipped himself with an answer to it? If he knew the real reason why the customer refused him he might be able to throttle it in the flash of an eye—reduce it to nothingness by the sheer force of the argument which he has carefully prepar-

ed in anticipation of just such an emergency as this.

The customer, having had experience with hundreds of clever salesmen, knows that some of them are "very hard to get away from." They have persuaded him to sign an order against his will and oftentimes against his better judgment many a time before—and more than once he has regretted, perhaps, that he allowed himself to be taken by storm. He can recall many cases where he not only emphatically refused to buy, but in addition gave what he conceived to be a simply unanswerable reason for not buying—only to have the salesman turn on him and prove the flimsiness of his reason—batter him with superior logic—and reduce him to such a helpless state of doubt and uncertainty of his own grounds that it was merely play for the salesman after that to persuade him into signing an order and agreeing to the most stringent terms.

Since then he has recognized in every trained salesman a possible foe to his resolution. Whenever he has made up his mind that he wouldn't buy any more goods for a certain length of time he has done so with a quaking fear that some "whirlwind" of a salesman would come along and oblige him to do so. He has a sort of dread of the persuasive genius and irresistible logic of salesmen in general—not because their methods and their ascendancy over him are in any way a menace to his business (since, generally speaking, the more he buys the more he extends his operations and the better the effect on business), but because no man likes to feel that he is insecure in making a decision and that some one may come along at any moment and demonstrate to him that he does not know his own mind. So he has hit upon a scheme to protect himself; he thinks to turn the tables and have the laugh on the salesman by carefully disguising his real reasons for not buying, and substituting pretended ones. This is likely to be an effective method unless the salesman is alert to discover the insincerity of the objections which are advanced, and knows how to get at the real issue.

The other day a young salesman wrote a letter to his manager, explaining why the big order which his manager had expected him to get from Dash & Asterisk in Chicago was not forthcoming.

"I was very much surprised," wrote the salesman, "to hear Mr. Dash say that business was at an extremely low ebb just at present, and that this fact prevented his buying anything just now. Other houses in the same line seemed to be doing a very profitable business, and as Dash & Asterisk is one of the leading and richest houses I can not see why they should be feeling hard times. However, Mr. Dash's reason for refusing to give me an order was that the house must retrench; and this being the case I thought that our credit department ought at once be informed."

This salesman, it is probable, actually supposed that his manager would turn that letter of his over to the credit man with a warning to

keep a close watch over Dash & Asterisk's account. And Dash & Asterisk had discounted their bills with the same concern straight along for the last ten years! Dash & Asterisk, rated A No. 1 plus, and then plus some more—whose credit with every house in the country had as firm a foundation as the pyramids in Egypt.

The sales manager's reply to this letter was gently ironical. He enquired whether Dash & Asterisk were packing up at the time the salesman called with a view to moving into a side street—if they had reduced their force of employees? If silence, unbroken by the footfalls of customers, pervaded their establishment? He asked if their advertising in the local newspapers had shrunk from half a page to an obscure stickful, and then he proposed that the find out the real reason why Mr. salesman make it his business to Dash had, for the first time in ten years, hung back and acted coy when approached for an order by a salesman from this concern.

This letter spurred the salesman into a new line of thought. He began an investigation which resulted in his making the discovery that Mr. Dash's buyer had of late been turning business into a new channel to serve some private purpose of his own. The buyer had but recently won Mr. Dash over to a sort of half-hearted approval of the change, and this accounted for the fact that the existence of a competitor, so far as Dash & Asterisk's trade was concerned, had remained undiscovered by the salesman's firm.

I would advise all beginners in salesmanship to "take with a grain of salt" the majority of the reasons that are given them in explanation of buyers' refusal to do business. Naturally, a salesman can not injure his chances of making a sale any more quickly than by showing a doubt of his customer's veracity; there is a way, however, to show that you look upon the buyer's statement as incredible and are eager to push your enquiries further until you discover the real facts of the case, without seeming to imply that the buyer has lied.

When the buyer makes such a statement as, "I have seen the same article offered at half your price," it would probably be fatal to tell him that he dreamed it. But one can

avoid a direct contradiction and still not seem to accept for a moment the truth of such an assertion. State the reasons why it would be impossible for any one else to handle the same article at half price, unless it had been injured or obtained by some shady method, and proceed with the usual selling talk. It will probably develop that the buyer's objection was merely "faked" and that if he had said what he meant he would have used these words: "I want the article so badly that I am going to try to obtain it by the use of a little buncum at a lower price."

In small cities the salesman sometimes encounters an irate customer who tells him that his house is held in disrepute by all the local dealers and that nobody in the locality would risk buying goods of such a concern at however great a bargain they might be obtained. The man who makes this statement will refer his victim "to anybody" for corroboration; and a very green and tender salesman will often feel so overwhelmed by the implied magnitude of the opposition he may expect in this town that he is ready to throw up his hands at once.

"I can't buy until after inventory," is another stock phrase designed to sidetrack unsophisticated salesmen. The gentle beginner will usually accept this explanation unquestioningly as final. Producing a neat note-book he will politely enquire when his customer expects to be through with his inventory—write the fictitious date very carefully and retire promising that he will make it a point to come back at that time. It does not occur to him that if the buyer is a business man he won't al-

Like the Little Red
School House in the
poem

Hotel Livingston

is "half way up the
hill." No more con-
venient location.
Just high enough to
catch the freshest,
purest air.

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.

low a routine detail like the taking of an inventory to interfere with his chance of getting a good thing. Convince him that it is his interest to buy, and that the time is now, and he will waive formalities and set rules rather than lose an opportunity to cinch big profits from his future sales of your line.

The salesman who hears the suave announcement: "Our appropriation is exhausted," need not necessarily arise and bow himself out, and go and mourn the stubbornness of fortune in that appropriations are always so disproportionate to the demands upon them. "Our appropriation is exhausted" rings as suspiciously in the ears of an old campaigner as the "not-at-home" with which servant girls warn subscription collectors away from their mistress' doorstep. When the proposition is a good one, and when the salesman that represents it is one who knows how to talk it and won't be put off from talking it, the appropriation of his prospective customer will usually be found elastic enough to stretch as much farther as the occasion requires.

There are many more stock "fake" objection, and oftentimes the pretense on which the customer tries to get rid of the salesman is an original and peculiar one. One of the first and most important lessons which a salesman can learn is to know when he is being given "straight talk" and when he is being treated to fiction. Naturally if a customer does give a sincere, straightforward explanation of his reasons for not wanting to buy, it would be foolish and disastrous to treat them as if they were fictitious and try to corner him into giving other reasons. When the customer does mean what he says be sure you credit him with brains enough to know what he is talking about and then proceed to answer that objection in a way that will make him reconsider—in the way that you have so carefully studied and prepared for just such an emergency. But don't waste time in wrestling with shadows, in laboriously and unnecessarily arguing down the objection which is really no objection in the prospect's mind. You will have plenty to do to convince him where he needs to be convinced. —E. E. Fowler in Salesmanship.

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

Buffalo, July 17—Creamery, fresh, 23@25½c; dairy, fresh, 18@22c; poor to common, 16@18c.

Eggs—Choice, 16½c; candled, 17@17½c

Live Poultry — Broilers, 17@18c; fowls, 12@12½c; ducks, 12@12½c; old cox, 9@9½c.

Dressed Poultry—Fowl, 13@14c; old cox, 10c.

Beans — Pea, hand-picked, \$1.60; marrow, \$2.15@2.25; medium, \$1.65; red kidney, \$2.40@2.50; white kidney, \$2.25@2.40.

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

You can not enjoy riches until your happiness is independent of them.

THE SAGINAW HOTELS.

Another Installment of Accusations and Answers.

The Tradesman gives place this week to another installment of correspondence relating to the hotel situation at Saginaw in its relation to the conventions of the U. C. T. and M. K. of G. It will be noted that the Tradesman has taken no part whatever in this controversy, and it is not yet ready to express an opinion on the subject.

The first letter is from a representative traveling man of Petoskey. Feeling that it was only fair that the charges made therein should be submitted to the Hotel Vincent, the Tradesman furnished the latter an advance copy and the second letter represents the response of the landlord of that hotel. The third letter is from a representative traveling man of Saginaw, who speaks by the card. The fourth and fifth letters are from the President and Secretary of the M. K. of G. While some of these letters cover the same ground twice, the Tradesman deems it only fair to publish all the correspondence verbatim, reserving its own opinion of the situation until later—possibly until after the convention of the M. K. of G., so that no one may be able to say that the Tradesman did anything, editorially or personally, to lessen the attendance at the convention.

Petoskey, July 13—I have a word to say in regard to the question of "Saginaw Hotels," which appears in your issue of July 10:

About three weeks previous to the Grand Council meeting of the United Commercial Travelers of America at Saginaw Brother F. E. Scott and myself, of Petoskey Council, No. 235, called up the Hotel Vincent at Saginaw and had fifteen rooms reserved for our boys on the second floor. The manager said we could depend upon them. The week previous to the U. C. T. meeting at Saginaw the Masonic Grand Lodge met at Bay City. Brother B. L. King, of our Council, attended that body and stopped in at the Vincent Hotel to see if they had our rooms reserved, as per agreement, which they said they had.

The Petoskey boys reached Saginaw at about 5 p. m. on June 6. On arriving at the Vincent Hotel we found they had two rooms reserved for us on the second floor. One room had seven beds in and the other had five beds in. They only asked us to have the ladies sleep in one room and the men in the other. When asked where the fifteen rooms were we had reserved they would only say "This is the best we can do for you." After quite a heated argument the clerk offered to give Brother Wise and myself each a single room, which we refused. We then went over to the Bancroft, where we obtained single rooms next to the roof. We did not expect any concessions there, neither did we receive any. The Vincent Hotel handed out the same kind of a lemon to the Traverse City Council as they did us.

The argument the Saginaw hotels handed to the Hotel Committee—

"That some forty different conventions are to be held in Saginaw during the summer months, and if they made concessions to the U. C. T.'s 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"—is no argument at all. The other conventions they speak of are composed of people who visit Saginaw only once in a lifetime, and such people can not expect a concession. In entertaining the U. C. T. they get a class of people who spend their money with them 365 days in the year. They can not possibly be stuck with a U. C. T. convention oftener than once in eight or twelve years. There are fifteen Councils in Michigan and they will just about average their turn. Then to hear two—supposed to be first-class—hotels say they can not give the U. C. T.'s this little concession once in eight years—ladies free for two days! There is only one name for such people. There are thousands of animals to be found by that name in the Chicago stock yards.

Aside from the hotels, Petoskey members had a swell time at Saginaw. George B. Crow.

Saginaw, July 16—Your favor of July 15 is received and we note what you say about having violated the custom which has been in vogue with the traveling men at their annual conventions for twenty-five years; and our attention has also been called to the article published under the heading of "Saginaw Hotels violate a long established custom with travelers" and we have also read with considerable interest the first part of the article written from Jackson.

As there is so much injustice done our hotel by the article published and also the proof of the article enclosed in your letter and which you are about to publish, we deem it only fair to write you fully on these matters. We, of course, will only reply to the article published to the extent that our hotel is concerned.

In the first place we do not know that the Hotel Vincent violated any custom whatever accorded to the traveling men. There are some towns in the State where the hotels may have made no charge for the wives of traveling men who accompanied their husbands at these conventions, when the attendance of the ladies has not been large; but there are just as many of the cities of the State which have made a charge for the meals of the ladies accompanying their husbands.

When we first solicited regarding the U. C. T. convention, we announced that we would charge for the ladies' meals only at the rate of \$1.50 per day, whereas our regular price for single meals is 75c each, and this charge of \$1.50 per day merely covered the cost of serving the meal on the table. In no case did we make any charge for the rooms of the ladies accompanying their husbands and we wish to say that we have heard no complaint whatever from any one of the traveling men who stopped at the Hotel Vincent. The article in your paper was the first intimation we have

had that there was any dissatisfaction and, upon investigation, we are sure you will find that there are very few who are making any complaint for this small charge for the meals of the ladies who stopped at our hotel.

Regarding the complaint of the gentlemen from Petoskey and Traverse City, will say that when these two Councils wrote in for accommodations at this hotel, it was after nearly all of our rooms had been engaged by other traveling men throughout the State and we did not make any promise to give them fifteen rooms. We told them we would take care of thirty people, and in order to do this we were obliged to use our large sample rooms which contain over 475 square feet of space each, and in which we put from six to seven beds each. These rooms contain private baths and in the regular way sell for \$4 per day each. Under the circumstances we made them our minimum rate of \$3 per day for each of the occupants. It is true that when these boys arrived in town there was some dissatisfaction among two or three of them and they went to the other hotel, but these same rooms were filled up with traveling men from other parts of the State who were perfectly satisfied.

You understand that the Hotel Vincent was headquarters for this convention and the natural tendency was for all of them to seek accommodations at this hotel, and we did our very best for those who desired to stop here, and the only way we could accommodate them was to put two or more in a room, as the Hotel Vincent only contains 100 guest rooms. We were doing the best we could for the boys under the circumstances, but in large conventions of this kind there are always some people who think you could have done better.

In the case of the Petoskey and Traverse City Councils, however, they had absolutely no ground for complaint, as their application came in to this hotel after nearly all of our rooms had been engaged by other traveling men in the State.

Regarding the convention of the K. of G. to meet here in August, will say that their headquarters will also be at the Hotel Vincent. The committee of that body held a meeting here last Saturday night and we made the same concession to them that we did to the U. C. T. They were highly pleased over the concession and all of them regarded it as very liberal because the week in which they meet is the Home Coming Centennial Week and we could sell all of our accommodations at advanced rates had we chosen to do so; but, we are going to take care of the K. of G. during their convention at the regular rates and will only charge the wives accompanying them at the rate of \$1.50 per day for their meals. These men are regular patrons the year round and we believe they are entitled to this consideration.

In every other instance, we receive our full American plan rate, whether one, two, three or four people occupy a room.

It is true that there is a large con- (Continued on page 48.)



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. Shilley, 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.

Effective Methods of Attracting Trade.

A wide-awake druggist has displayed in a conspicuous place in his store the following sign: "Use our telephone to call your doctor. It is free."

A druggist who wishes to impress upon his customers his general excellence as a pharmacist has placed a sign over his prescription counter on which is inscribed: "Money spent here buys not only drugs but satisfaction and reliability as well."

A profitable window display of photographic accessories might be arranged as follows: In the foreground rest several boxes covered with red crepe paper. On each box group certain photographic aids that are offered at a slightly reduced rate if all are bought at once. One might be placarded "Combination Offer No. 1," or "Outfit No. 1"; the placard being tacked to the face of the box and on it the items of the outfit enumerated with price of each article. Suggestions for these combination offers will be found in the catalogues of photographic houses.

Four or five such combination offers should be displayed on boxes covered with red crepe paper; a placard on the face of each box. To the rear of the boxes stand two or three tripods supporting cameras. Stand a light frame of boards in the background covered with red crepe paper, in the center of which tack a conspicuous placard reading "Photograph Cheaply." Around this placard fasten many photographs.

One drug store enjoying a large trade from theatrical folks had in a window display of toilet goods, "make-up" boxes, etc., a small billboard giving the offerings at the various theaters and other information. A placard stated, "Theatrical goods of every description. We sell toilet goods to the best theatres in town."

An idea that has won a great deal of attention and favorable comment in his neighborhood has been followed for several months now by a Pittsburgh druggist located in a residence section. Briefly stated, it is a bulletin service. The druggist cuts from one of the city papers the latest and most important items of news, choosing for the most part those with flar-

ing headlines. He pastes these on strips of cardboard and suspends them in the window close to the glass, on which have been painted in black and red letters the words: "News Bulletins." Crowds gather daily to read these bulletins. Many of the people who stop and read them already have read the news, but perhaps in some other paper; therefore they are still interested. Many others have not had an opportunity to get the evening papers, or have had no time to read them. This plan is varied by occasionally writing out, on telegraph blanks, important dispatches taken from special editions of the papers, and these are eagerly perused. Interspersed with the bulletins are advertisements of goods, neatly printed with a brush on coated paper. This bulletin service costs practically nothing beyond the time—a few minutes each day—in attending to it.

A clever idea seen in a window filled with bath-room necessities and toilet goods was a sponge man, suspended from the ceiling by a coil spring. The arms, which were two long loofahs, held a placard advertising toothbrushes, and by some mechanism were made to raise and lower the sign. The following week the window was filled with cigars, but the sponge man still did yeoman service as an advertising agent by having a huge dummy cigar, about two feet long, stuck in his mouth, and industriously wagging a cigar sign all day long.

A somewhat sensational scheme, but which proved a success from its very oddity, was recently devised by one drug firm. They wished to hold a sale to close out their left-over stock of holiday goods, and decided to advertise it in some unique manner. They advertised that at a stated time they would send up, from the roof of their building, a number of toy balloons each of which would carry a card attached to it, on which would be written the name of some article of merchandise to be found in their store. Any person securing one of the balloons, and bringing the card attached to the store, would be given, absolutely free, the article marked thereon. This aroused public curiosity to such an extent that at the hour advertised for releasing the balloons a big crowd congregated in front of the store, and as the scheme was well advertised, people living in the outlying country even were on a still hunt for the balloons for several days. The cards were only redeemable at the store during the three days that the sale lasted, and as no hint was given of the articles named thereon, much of the fun came from the lottery nature of the prizes.

Fly Paper a Medicine in Germany.

A court in Germany has decided that fly paper is medicine, and may therefore be sold on Sunday. This verdict was reached through testimony of a physician who stated that fly paper is often a necessity in a sick room.

The full hand often goes with the empty heart.

The Drug Market.

Opium—Reports from the primary markets are that there will be a very short crop, and consequently it has advanced.

Codeine—Has been advanced 25c per ounce.

Morphine—Is as yet unchanged.

Quinine—Is dull.

Caffeine—Is on the eve of advancing.

Glycerine—It is thought that higher prices will rule next season.

Guarana—Is still in small supply and higher prices are looked for.

Strychnine—Is tending higher on account of higher prices for nuxvomica.

Balsam Copaiba—Is lower on account of increased stocks.

Balsam Peru—Is very firm at the recent advance.

Oil Lemon—Is scarce and steadily advancing.

Oil Peppermint—It is now thought that the crop will be of the usual amount.

Oil Rose—Has advanced and will be higher later on on account of the small crop.

Camphor—Has declined 5c per pound. It is said that the Chinese are now sending crude into the market and trying to break the Japanese monopoly.

Gum Arabic—Is tending higher.

Short Buchu Leaves—Are very firm and advancing.

Canada Balsam Fir—Has been advanced on account of the small crops.

Poppy Seed—Is advancing.

Every Metal Has a Smell.

Herr Gruhn, of Berlin, gives the following details of his discovery that metals have characteristic smells. Many treatises contain the statement that these bodies are absolutely inodorous, as metals do not lose anything of their weight.

The theory so far adopted in regard to the origin of odors, viz., that volatilized atoms mixed with atmospheric air penetrate into the organ of smell, does not, in fact, satisfactorily account for the phenomena. In the first experiment of Herr Gruhn it was shown that a piece of copper, aluminum, tin or other metal possesses a slight smell, which many persons were unable to detect. In the second experiment the same pieces of metal were heated above a lamp to a moderate temperature, when they were found to give off very strong smells which were readily distinguishable by anybody.

From the experiments so far it would seem that the condition, either pure or oxidized, of the surface of the metal does not exercise any influence on the quality or intensity of the smell. The third experiment showed that if a piece of metal be heated for about an hour, its temperature being kept constant, it at first gives off a very strong smell, which gradually decreases in intensity until it is just equivalent to its smell in a cold state.

From his experiments Herr Gruhn draws the conclusion that metals continually give out emanations of gaseous matter, composed not of atoms of metal, but rather of the product

of transformation from these atoms. Metals possess the power of storing this odorous matter in the same way that carbonic acid is stored in water. The experimenter finally succeeded in separating and isolating in a vessel the odors given off from metals. The emanations in question then behave exactly in the same way as the emanations given off from radio-active bodies.

Formula for Cure of Colic in Horses.

Colic is usually due to obstinate constipation and retention of urine; sometimes it is caused by diarrhoea. If due to the former, purgative and carminative remedies should be administered. During the course of treatment it is advisable to rub the back, abdomen and legs with a turpentine mixture until perspiration ensues.

I.

Chlorodyne 1 oz.
 Spts. ether nit. 2 ozs.
 Linseed oil 13 ozs.

Give at one dose and repeat in two hours if necessary.

2.

Ether 2 ozs.
 Castor oil 18 ozs.

Give at one dose.

3.

Aloes 1½ ozs.
 Green soap, sufficient to mass.

Give at one dose as soon as colic appears.

-4-

Turpentine 4 ozs.
 Ammonia water 1 oz.
 Alcohol 10 ozs.

To be applied to the abdomen.

P. W. Lendower.

Composition of the So-Called Gold Cures.

The true composition of the mixture used in the various institutes for the cure of alcoholism has perhaps never been divulged, but a great many conjectures have been made. The following mixture for internal use is said to be of benefit:

Chlorid of gold and sodium .. 12 grs.
 Ammonium chlorid 6 grs.
 Strychnine nitrate 1 gr.
 Atropine sulfate ¼ gr.
 Comp. fl. ext. of cinchona .. 3 ozs.
 Fl. ext. of coca 1 oz.
 Glycerin 1 oz.
 Water 1 oz.

Take a teaspoonful every two hours while awake.

The proportion of gold and strychnine in the mixture is increased until the patient is getting all he can bear.

As an example of another inebriety remedy the following has been given:

Strychnine sulfate 1 gr.
 Atropine sulfate 1-25 gr.
 Capsicum 1 gr.
 Quinine sulfate 20 grs.
 Phenacetine 40 grs.

Make into 20 capsules. Give one four times a day.

All remedies for the purpose indicated should be administered only by a physician. M. Billere.

The burdens of earth demand that our hearts be nourished with the bread of heaven.

The long look within ourselves will cure us of a lot of impatience with other folks.

WHOLESALE DRUG PRICE CURRENT

Advances.

Acidum			Seillae Co			Rubia Tinctorum			Vanilla		
Aceticum	60	8	opaba	1	75@1 85	12@	14	9 00@			
Benzolcum, Ger.	70@	17	Cubebae	1	35@1 40	22@	25	Zinci Sulph	7@		
Boracic	17		Evechthitos	1	00@1 10	50@	4				
Carbolicum	26@	20	Erigeron	1	40@1 50	2@	3				
Citricum	65@	70	Gaultheria	2	50@4 00	1@	1%				
Hydrochlor	3@	5	Geranium	oz	75	40@	50				
Nitrosum	8@	10	Gossippi Sem gal	70@	75	2 30@	3 05				
Oxalicum	14@	15	Hedera	5	50@6 00	2 80@	3 05				
Phosphoricum, dil.	4@	15	Junipera	40@	1 30	2 80@	3 05				
Salicylicum	44@	47	Lavendula	90@	3 60	2 80@	3 05				
Sulphuricum	1 1/2@	5	Limons	2	20@2 40	2 80@	3 05				
Tannicum	75@	85	Mentha Piper	2	25@2 40	2 80@	3 05				
Tartaricum	35@	40	Mentha Verid	3	50@3 60	2 80@	3 05				
Ammonia			Morrhuae gal	1	60@1 85	2 80@	3 05				
Aqua, 18 deg.	4@	6	Myrica	3	00@3 50	2 80@	3 05				
Aqua, 30 deg.	6@	8	Olive	75@	2 30	2 80@	3 05				
Carbonas	13@	15	Picis Liquida	10@	12	2 80@	3 05				
Chloridum	13@	14	Picis Liquida gal	10@	12	2 80@	3 05				
Aniline			Ricina	1	06@1 10	2 80@	3 05				
Black	2 90@	2 25	Rosmarini	oz	60	2 80@	3 05				
Brown	30@	1 00	Rosae oz	5	00@6 00	2 80@	3 05				
Red	45@	50	Succini	40@	45	2 80@	3 05				
Yellow	2 50@	3 00	Sabina	9@	1 00	2 80@	3 05				
Baccae			Santal	9@	1 00	2 80@	3 05				
Cubebae	22@	25	Sassafras	90@	95	2 80@	3 05				
Juniperus	8@	10	Sinapis	oz	60	2 80@	3 05				
Kanthoxylum	30@	35	Tiglli	10@	1 20	2 80@	3 05				
Baleamum			Thyma	40@	50	2 80@	3 05				
Copaiba	80@	90	Thyma, opt	oz	60	2 80@	3 05				
Peru	3 00@	3 25	Theobromae	15@	2 25	2 80@	3 05				
Terabin, Canada	60@	65	Potassium			2 80@	3 05				
Tolutan	40@	45	Bi-Carb	15@	13	2 80@	3 05				
Cortex			Bichromate	15@	13	2 80@	3 05				
Abies, Canadian	18		Bromide	25@	30	2 80@	3 05				
Cassiae	20		Carb	12@	15	2 80@	3 05				
Cinchona Flava	18		Chlorate	12@	14	2 80@	3 05				
Buonymus atro.	60		Cyanide	34@	38	2 80@	3 05				
Myrica Cerifera	20		Iodide	2	50@2 60	2 80@	3 05				
Prunus Virgin.	15		Potassa, Bitart pr	30@	32	2 80@	3 05				
Quillaja, gr'd	12		Potass Nitras opt	7@	10	2 80@	3 05				
Sassafras	24		Potass Nitras	6@	8	2 80@	3 05				
Ulmus	24		Prussiate	23@	26	2 80@	3 05				
Extractum			Sulphate po	15@	18	2 80@	3 05				
Glycyrrhiza Gla	24@	30	Radix			2 80@	3 05				
Glycyrrhiza, po	28@	30	Aconitum	25@	25	2 80@	3 05				
Maematox	11@	12	Aithae	30@	35	2 80@	3 05				
Maematox, 1/2	13@	14	Anchusa	10@	12	2 80@	3 05				
Maematox, 1/4	14@	15	Arum po	20@	25	2 80@	3 05				
Maematox, 1/8	16@	17	Calamus	20@	40	2 80@	3 05				
Ferru			Gentiana po 15	13@	15	2 80@	3 05				
Carbonate Precip.	15		Glycyrrhiza pv 15	16@	18	2 80@	3 05				
Citrate Soluble	2 00		Hydrastis, Canada	1 90		2 80@	3 05				
Ferrocyanidum S	45		Hydrastis, Can. po	2 00		2 80@	3 05				
Solut. Chloride	15		Hellebore, Alba.	12@	15	2 80@	3 05				
Sulphate, com'l. by	2		Inula, po	18@	22	2 80@	3 05				
bbl. per cwt.	70		Ipecac, po	2 00@	2 10	2 80@	3 05				
Sulphate, pure	7		Iris plox	35@	40	2 80@	3 05				
Flora			Jalap, pr	35@	30	2 80@	3 05				
Arnica	15@	18	Maranta, 1/2	35@	30	2 80@	3 05				
Anthemis	40@	50	Pedophyllum po	15@	15	2 80@	3 05				
Matriaria	30@	35	Rhei	75@	1 00	2 80@	3 05				
Folia			Rhei, cut	1 00@	1 25	2 80@	3 05				
Barosma	40@	45	Rhei, pv	75@	1 00	2 80@	3 05				
Cassia Acutifol.	15@	20	Spigella	1 45@	1 50	2 80@	3 05				
Tinnevely	25@	30	Sanuginari, po 18	15@	15	2 80@	3 05				
Cassia, Acutifol.	25@	30	Serpentaria	30@	55	2 80@	3 05				
Salvia officinalis	18@	20	Senega	35@	50	2 80@	3 05				
Uva Ursi	8@	10	Smilax, off's H.	4@	45	2 80@	3 05				
Gummi			Smilax, M	25@	25	2 80@	3 05				
Acacia, 1st pld.	40		Scilla po 45	20@	25	2 80@	3 05				
Acacia, 2nd pld.	35		Symplocarpus	25@	25	2 80@	3 05				
Acacia, 3rd pld.	30		Valeriana Eng	15@	20	2 80@	3 05				
Acacia, sifted sts.	25		Valeriana, Ger.	15@	20	2 80@	3 05				
Acacia, po	45@	65	Zingiber a	13@	14	2 80@	3 05				
Aloe Barb	22@	25	Zingiber j	22@	25	2 80@	3 05				
Aloe, Socotri	45		Semen			2 80@	3 05				
Ammoniac	55@	60	Anisum po 20	13@	15	2 80@	3 05				
Asafoetida	35@	40	Aplum (gravel's)	4@	6	2 80@	3 05				
Benzoinum	50@	55	Bird, 1s	12@	14	2 80@	3 05				
Catechu, 1s	13		Carul po 15	12@	14	2 80@	3 05				
Catechu, 1/2	14		Cardamon	70@	90	2 80@	3 05				
Catechu, 1/4	16		Coriandrum	12@	14	2 80@	3 05				
Comphorae	1 30@	1 40	Cannabis Sativa	7@	8	2 80@	3 05				
Euphorbium	40		Cydonium	75@	1 00	2 80@	3 05				
Galbanum	40		Chenopodium	25@	20	2 80@	3 05				
Gamboge	1 35@	1 45	Dipterix Odorate	30@	1 00	2 80@	3 05				
Gualacum	35		Foeniculum	40@	18	2 80@	3 05				
Kino	45		Foenugreek, po	7@	9	2 80@	3 05				
Mastic	75		Lini	40@	6	2 80@	3 05				
Myrrh	50		Lini, gr'd. bbl. 2 1/2	3@	6	2 80@	3 05				
Opium	5 60@	5 85	Lobelia	75@	80	2 80@	3 05				
Shellac	60@	70	Pharlaris Cana'n	9@	10	2 80@	3 05				
Shellac, bleached	60@	65	Rapa	5@	6	2 80@	3 05				
Tragacanth	70@	1 00	Sinapis Alba	7@	9	2 80@	3 05				
Herba			Sinapis Nigra	9@	10	2 80@	3 05				
Absinthium	4 50@	4 60	Spiritus			2 80@	3 05				
Eupatorium	20		Frumenti W D. 2	00@	2 50	2 80@	3 05				
Lobelia	25		Frumenti	1 25@	1 50	2 80@	3 05				
Majorum	25		Juniperis Co O T	1 55@	2 00	2 80@	3 05				
Mentha Pip. oz pk	23		Juniperis Co	1 75@	3 50	2 80@	3 05				
Mentha Ver. oz pk	25		Saccharum N E	1 90@	2 10	2 80@	3 05				
Rue	39		Spt Vinl Galli	1 75@	6 50	2 80@	3 05				
Tanacetum	22		Vini Oporto	1 25@	2 00	2 80@	3 05				
Thymus V. oz pk	25		Vina Alba	1 25@	2 00	2 80@	3 05				
Magnesia			Sponges			2 80@	3 05				
Calcined, Pat.	55@	60	Florida Sheeps' wool	3 00@	3 50	2 80@	3 05				
Carbonate, Pat.	18@	20	carriage	3 00@	3 50	2 80@	3 05				
Carbonate, K-M.	18@	20	Nassau sheeps' wool	3 50@	3 75	2 80@	3 05				
Carbonate	18@	20	carriage	3 50@	3 75	2 80@	3 05				
Oleum			Velvet extra sheeps'	2 00		2 80@	3 05				
Absinthium	4 90@	5 00	wool, carriage.	2 00		2 80@	3 05				
Amygdalae, Dulc.	75@	85	Extra yellow sheeps'	1 25		2 80@	3 05				
Amygdalae, Ama	8 00@	8 25	wool carriage.	1 25		2 80@	3 05				
Anisi	1 60@	1 75	Grass sheeps' wool.	1 25		2 80@	3 05				
Aurant Cortex	2 75@	2 85	carriage	1 25		2 80@	3 05				
Bergamit	4 50@	4 75	Hard, slate use.	1 00		2 80@	3 05				
Capputi	85@	90	Yellow Reef, for	1 40		2 80@	3 05				
Caryophylli	1 60@	1 70	slate use	1 40		2 80@	3 05				
Cedar	50@	60	Syrups			2 80@	3 05				
Chenopadii	3 75@	4 00	Acacia	50		2 80@	3 05				
Cinnamon	1 85@	1 95	Aurant Cortex	50		2 80@	3 05				
Citronella	65@	70	Zingiber	50		2 80@	3 05				
			Ipecac	60		2 80@	3 05				
			Ferri Iod	50		2 80@	3 05				
			Rhei Arom	50		2 80@	3 05				
			Smilax Off's	50		2 80@	3 05				
			Senega	50		2 80@	3 05				

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.

We always have in stock a full line of
Whiskies, Brandies, Gins, Wines and
Rums for medical purposes only.

We give our personal attention to mail
orders and guarantee satisfaction.

All orders shipped and invoiced the same
day received. Send a trial order.

Hazeltine & Perkins
Drug Co.
Grand Rapids, Mich.

GROCERY PRICE CURRENT

These quotations are carefully corrected weekly, within six hours of mailing, and are intended to be correct at time of going to press. Prices, however, are liable to change at any time, and country merchants will have their orders filled at market prices at date of purchase.

ADVANCED

DECLINED

Index to Markets
By Columns

Col	A	B	C	D	F	G	H	I	J	L	M	N	O	P	R	S	T	V	W	Y
Ammonia	1																			
Axle Grease	1																			
Baked Beans	1																			
Bath Brick	1																			
Bluing	1																			
Brooms	1																			
Brushes	1																			
Butter Color	1																			
Candles	1																			
Canned Goods	1																			
Carbon Oils	1																			
Catsup	1																			
Cereals	1																			
Cheese	1																			
Chewing Gum	1																			
Chicory	1																			
Chocolate	1																			
Clothes Lines	1																			
Cocoa	1																			
Cocanut	1																			
Cocoa Shells	1																			
Coffee	1																			
Confections	11																			
Crackers	1																			
Cream Tartar	4																			
Dried Fruits	4																			
Farinaceous Goods	1																			
Fish and Oysters	10																			
Fishing Tackle	5																			
Flavoring Extracts	5																			
Fresh Meats	5																			
Gelatine	5																			
Grain Bags	5																			
Grains and Flour	5																			
Herbs	6																			
Hides and Pelts	10																			
Jelly	2																			
Licorice	6																			
Matches	6																			
Meat Extracts	6																			
Mince Meat	6																			
Molasses	6																			
Mustard	6																			
Nuts	11																			
Olives	6																			
Pipes	6																			
Pickles	6																			
Playing Cards	6																			
Petash	6																			
Provisions	6																			
Rice	8																			
Salad Dressing	7																			
Saleratus	7																			
Salt Soda	7																			
Salt	7																			
Salt Fish	7																			
Seeds	7																			
Shoe Blacking	7																			
Snuff	7																			
Soap	8																			
Soda	8																			
Soups	8																			
Spices	8																			
Starch	8																			
Syrups	8																			
Tea	8																			
Tobacco	9																			
Twine	9																			
Vinegar	9																			
Wicking	9																			
Woodenware	9																			
Wrapping Paper	10																			
Yeast Cake	10																			

1	2
ARCTIC AMMONIA	Oysters
12 oz. ovals 3 doz. box...75	Cove, 1lb. @1 05
AXLE GREASE	Cove, 2lb. @1 85
Fraser's	Cove, 1lb. Oval. @1 20
1lb. wood boxes, 4 dz. 3 00	Plums
1lb. tin boxes, 3 doz. 2 35	Peas
3 1/2 lb. tin boxes, 2 dz. 4 25	Marrowfat
10lb. pails, per doz. 6 00	Early June 1 25@1 60
15lb. pails, per doz. 7 20	Early June Sifted 35@1 65
25lb. pails, per doz. 12 00	Pineapples
BAKED BEANS	Yellow @1 15
1lb. can, per doz. 90	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 35	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	4lb. cans 3 75
boxes, 5 doz. wood 4.00	1lb. cans 7 00
No. 5, 3 doz. wood 7.00	1lb. cans 12 00
BROOMS	Col'a River, tall 1 80@2 00
No. 1 Carpet 2 75	Col'a River flats 2 10@2 20
No. 2 Carpet 2 35	Red Alaska 1 25@1 35
No. 3 Carpet 2 15	Pink Alaska @1 00
No. 4 Carpet 1 75	Sardines
Parlor Gem 2 40	Domestic 1/2s 3 1/2@3 3/4
Common Whisk 90	Domestic, 1/2s 3 1/2
Fancy Whisk 1 25	Domestic, Must'd 6 @ 9
Warehouse 3 00	California, 1/2s 11 @14
BRUSHES	California, 1/2s 17 @24
Scrub 75	French, 1/2s 7 @14
Solid Back 8 in. 75	French, 1/2s 18 @28
Solid Back, 11 in. 95	Shrimps
Pointed Ends 85	Standard 1 20@1 40
Stove	Fair Succotash 85
No. 3 90	Good 1 00
No. 2 1 25	Fancy 1 25@1 40
No. 1 1 75	Standard 1 10
Shoe 1 30	Fancy 1 40@2 00
No. 7 1 00	Fair Tomatoes @1 10
No. 8 1 30	Good @1 20
No. 9 1 70	Fancy @1 40
No. 10 1 90	Gallons @3 75
BUTTER COLOR	CARBON OILS
W. R. & Co.'s, 15c size 1 25	Barrels
W. R. & Co.'s, 25c size 2 00	Perfection @10 1/2
CANDLES	Water White @10
Paraffine, 6s 10	D. S. Gasoline @16 1/2
Paraffine, 12s 10	Gas Machine @24
wicking 20	Deodor'd Nap'a. @15 1/2
CANNED GOODS	Cylinder 29 @34 1/2
Apples	Engine 16 @22
8lb. Standards 1 00	Black, winter 8 1/4@10
Gallon 2 90	CEREALS
Blackberries	Breakfast Foods
2lb. 90@1 75	Bordeau Flakes, 36 1lb. 2 50
Standards gallons @5 50	Cream of Wheat, 36 2lb. 4 50
Baked Beans 80@1 30	Egg-O-See, 36 pkgs. 2 35
Red Kidney 85@95	Evellio Flakes, 36 lb. 4 50
String 70@1 15	Excello, large pkgs. 4 50
Wax 75@1 25	Force, 36 2 lb. 4 50
Blueberries	Grape Nuts, 2 doz. 2 70
Standard @1 45	Malta Ceres, 24 1lb. 2 40
Gallon @7 50	Malta Vita, 36 1lb. 2 85
Brook Trout	Mapl-Flake, 36 1lb. 4 05
2lb. cans, spiced 1 90	Pillsbury's Vitos, 3 dz. 4 25
Clams	Ralston, 36 2lb. 4 50
Little Neck, 1lb. 1 00@1 25	Sunlight Flakes, 36 1lb. 2 85
Little Neck, 2lb. @1 50	Sunlight Flakes, 20 lbs 4 50
Clam Bouillon	Vigor, 36 pkgs. 2 75
Burnham's 1/4 pt. 1 90	Volgt Cream Flakes 4 50
Burnham's pts. 3 60	Zest, 20 2lb. 4 10
Burnham's qts. 7 20	Zest, 36 small pkgs. 2 75
Cherries	Crescent Flakes
Red Standards 1 30@1 50	One case 2 50
White 1 50	Five cases 2 40
Corn	One case free with
Fair 60@75	5 1/2 cases.
Good 85@90	One-fourth case free with
Fancy 1 10	2 1/2 cases.
French Peas	Freight allowed
Sur Extra Fine 22	Rolled C-ts
Extra Fine 19	Rolled Avena bbl. 5 60
Fine 15	Steel Cut, 100 lb. sks. 2 80
Moyen 11	Monarch, bbl. 5 35
Gooseberries	Monarch, 90 lb. sacks 2 55
Standard 90	Quaker, 18-2 1 55
Hominy	Quaker, 20-5 4 20
Standard 85	Cracked Wheat
Lobster	24 2 lb. packages 2 50
1 lb. 2 25	CATSUP
1 lb. 4 25	Columbia, 25 pts. 4 50
Picnic Tails 2 75	Columbia, 25 1/2 pts. 2 60
Mackerel	Snider's quarts 3 25
Mustard, 1lb. 1 80	Snider's pints 2 25
Mustard, 2lb. 2 80	Snider's 1/2 pints 1 30
Soused, 1 1/2 lb. 1 50	CHEESE
Soused, 2lb. 2 80	Acme @13 1/2
Tomato, 1lb. 1 30	Climax @13 1/2
Tomato, 2lb. 2 80	Elm @13
Mushrooms	
Hotels 19@20	
Buttons 24@25	

3	4	5
Emblem @	Cracknels 16	Raisins
Gem @14	Coffee Cake, pl. or iced 10	London Layers, 3 cr
Ideal @14	Cocanut Taffy 12	London Layers, 4 cr
Jersey @14	Cocanut Bar 10	Cluster, 5 crown
Riverside @13	Cocanut Drops 12	Loose Muscatels, 2 cr
Springdale @13	Cocanut Honey Cake 12	Loose Muscatels, 3 cr
Warner's @14	Cocanut Hon. Fingers 12	Loose Muscatels, 4 cr 10
Brick @15	Cocanut Macaroons 18	Loose Muscatels, 4 cr 10
Leiden @15	Dandelion 10	L. M. Seeded, 1 lb. 12@12½
Limburger @15	Dixie Cookie 9	Sultanas, bulk
Pineapple 40 @60	Frosted Cream 8	Sultanas, package @10½
Sap Sago @22	Frosted Honey Cake 12	FARINACEOUS GOODS
Swiss, domestic @16	Fluted Cocanut 10	Beans
Swiss, imported @20	Fruit Tarts 12	Dried Lima 6½
CHEWING GUM	Ginger Gems 8	Med. Hd. Pk'd 2 00
American Flag Spruce 50	Graham Crackers 8	Brown Holland 2 25
Beeman's Pepsin 55	Ginger Nuts 10	Farina
Adams Pepsin 55	Ginger Snaps, N. B. C. 7	24 1lb. packages 1 75
Best Pepsin 45	Hippodrome 10	Bulk, per 100 lbs. 8 00
Best Pepsin, 5 boxes. 2 00	Honey Cake, N. B. C. 12	Hominy
Black Jack 55	Honey Fingers, As. Ice 12	Flake, 50lb. sack 1 00
Largest Gum Made 55	Honey Jumbles 12	Pearl, 200lb. sack 3 70
Sen Sen 55	Household Cookies 8	Pearl, 100lb. sack 1 85
Sen Sen Breath Perf 1 00	Household Cookies Iced 8	Maccaroni and Vermicelli
Sugar Loaf 55	Iced Honey Crumpets 10	Domestic, 10lb. box 50
Yucatan 55	Imperial 8	Imported, 25lb. box 2 60
CHICORY	Iced Honey Flake 12½	Pearl Barley
Bulk 5	Iced Honey Jumbles 12	Common 3 50
Red 5	Island Picnic 11	Chester 3 50
Eagle 5	Jersey Lunch 8	Empire 3 75
Frank's 7	Kream Klips 20	Peas
Schener's 6	Lem Yern 11	Green, Wisconsin, bu. 2 15
CHOCOLATE	Lemon Gems 10	Green, Scotch, bu. 2 25
Walter Baker & Co.'s	Lemon Biscuit, Square 8	Split, lb. 04
German Sweet 24	Lemon Wafer 16	Sago
Premium 33	Lemon Cookie 8	East India 7
Caracas 31	Mary Ann 8	German, sacks 7
Walter M. Lowney Co.	Marshmallow Walnuts 16	German, broken pkg.
Premium, ¼s 33	Mariner 11	Tapoca
Premium, ½s 33	Molasses Cakes 8	Flake, 110 lb. sacks 7¼
COCOA	Mohican 11	Pearl, 130 lb. sacks 7½
Baker's 40	Mixed Picnic 11½	Pearl, 24 lb. pkgs. 7¼
Cleveland 41	Nabob Jumble 14	FLAVORING EXTRACTS
Colonial, ¼s 35	Newton 12	Foote & Jenks
Colonial, ½s 33	Nic Nacs 8	Coleman's Van. Lem.
Epps 42	Oatmeal Crackers 8	2 oz. Panel 1 50
Huyler 45	Orange Gems 8	3 oz. Taper 2 00
Lowney, ¼s 39	Oval Sugar Cakes 8	No. 4 Rich. Blake 2 00 1 50
Lowney, ½s 39	Penny Cakes, Assorted 8	Jennings D. C. Brand.
Lowney, ¾s 39	Pretzels, Hand Md. 8	Terpeness Ext. Lemon
Lowney, 1s 39	Pretzellettes, Hand Md. 8	No. 2 Panel Doz.
Van Houten, ¼s 12	Pretzellettes, Mac. Md. 7½	No. 4 Panel 75
Van Houten, ½s 20	Raisin Cookies 8	No. 6 Panel 1 50
Van Houten, ¾s 40	Reverse, Assorted 14	Paper Panel 2 00
Van Houten, 1s 72	Rube 10	Taper Panel 1 50
Webb 39	Scotch Style Cookies 10	2 oz. Full Meas. 1 20
Wilbur, ½s 39	Snow Creams 16	4 oz. Full Meas. 2 25
Wilbur, ¾s 40	Sugar Fingers 12	Jennings D C Brand
COCOANUT	Sugar Gems 08	Extract Vanilla
Dunham's ¼s & ½s 27	Sultana Fruit Biscuit 16	No. 2 Panel Doz.
Dunham's ¾s 28	Spiced Fingers 10	No. 4 Panel 1 20
Dunham's 1s 29	Spiced Gingers Iced 9	No. 6 Panel 2 00
Bulk 13	Sugar Cakes 8	Taper Panel 8 00
COCOA SHELLS	Sugar Squares, large or	1 oz. Full Meas. 85
20lb. bags 2½	small 8	2 oz. Full Meas. 1 60
Less quantity 3	Superba 8	4 oz. Full Meas. 2 25
Pound packages 4	Sponge Lady Fingers 25	GRAIN BAGS
COFFEE	Sugar Crimp 8	Amoskeag, 100 in bale 19
Rio	Vanilla Wafers 16	Amoskeag, less than bl 19½
Common 13½	Waverly 8	GRAINS AND FLOUR
Fair 14½	Zanzibar 9	Wheat
Choice 16½	In-er Seal Goods	No. 1 White 91
Fancy 20	Per doz.	No. 2 Red 32
Santos	Albert Biscuit 1 00	Winter Wheat Flour
Common 13½	Animals 1 00	Local Brands
Fair 14½	Butter Thin Biscuit. 1 00	Patents 5 35
Choice 16½	Butter Wafers 1 00	Second Patents 5 15
Fancy 19	Cheese Sandwich 1 00	Straight 4 75
Peaberry 19	Cocanut Dainties 1 00	Second Straight 4 55
Maracalbo	Faust Oyster 1 00	Clear 4 00
Fair 16	Fig Newton 1 00	Subject to usual cash discount.
Choice 19	Five O'clock Tea 1 00	Flour in barrels, 25c per barrel additional.
Mexican	Frotana 1 00	Worden Grocer Co.'s Brand
Choice 16½	Ginger Snaps, N. B. C. 1 00	Quaker, paper 4 80
Fancy 19	Graham Crackers 1 00	Quaker, cloth 5 00
Guatemala	Lemon Snap 50	Wykes & Co.
Choice 15	Oatmeal Crackers 1 00	Eclipse 4 70
Java	Oysterettes 50	Kansas Hard Wheat Flour
African 42	Old Time Sugar Cook. 1 00	Judson Grocer Co.
Fancy African 17	Pretzellettes, Hd Md. 1 00	Fanchon, ¼s cloth 5 50
O. G. 25	Royal Toast 1 00	Grand Rapids Grain & Milling Co. Brands.
P. G. 31	Saltine 1 00	Wizard, assorted 4 60
Mocha	Saratoga Flakes 1 50	Graham 4 50
Arabian 21	Social Tea Biscuit. 1 00	Buckwheat 5 00
Package	Soda, N. B. C. 1 00	Rye 3 85
New York Basis	Soda, Select 1 00	Spring Wheat Flour
Arbuckle 16 00	Sultana Fruit Biscuit 1 50	Roy Baker's Brand
Dilworth 14 75	Uneeda Biscuit 50	Golden Horn, family 5 35
Jersey 15 00	Uneeda Jinger Wayfer 1 00	Golden Horn, baker's 5 25
Lion 14 50	Uneeda Milk Biscuit. 50	Calumet 4 90
McLaughlin's XXXX	Vanilla Wafers 1 00	Wisconsin Rye 4 85
McLaughlin's XXXX sold to retailers only. Mail all orders direct to W. F. McLaughlin & Co., Chicago.	Water Thin 1 00	Judson Grocer Co.'s Brand
	Zu Zu Ginger Snaps 50	Ceresota, ¼s 5 90
	Zwieback 1 00	Ceresota, ½s 5 80
	CREAM TARTAR	Ceresota, ¾s 5 70
	Barrels or drums 29	Lemon & Wheeler's Brand
	Boxes 30	Wingold, ¼s 5 85
	Square cans 32	Wingold, ½s 5 75
	Fancy caddies 35	Wingold, ¾s 5 65
	DRIED FRUITS	Pillsbury's Brand
	Apples	Best, ¼s cloth 5 80
	Sundried @ 7	Best, ½s cloth 5 70
	Evaporated 8½ @ 9	Best, ¾s cloth 5 60
	Apricots	Best, ¼s paper 5 60
	California 18@20	Best, ½s paper 5 60
	California Prunes	Best, whole 5 90
	100-125 25lb. boxes.	Worden Grocer Co.'s Brand
	90-100 25lb. boxes. @ 4¾	Laurel, ¼s cloth 5 70
	80-90 25lb. boxes. @ 5¾	Laurel, ½s cloth 5 80
	70-80 25lb. boxes. @ 6¼	Laurel, ¾s & ½s paper 5 60
	60-70 25lb. boxes. @ 7¼	Laurel, ¼s 5 60
	50-60 25lb. boxes. @ 8	Wykes & Co.
	40-50 25lb. boxes. @ 8¾	Sleepy Eye ¼s cloth 5 50
	30-40 25lb. boxes. @ 9¾	Sleepy Eye, ½s cloth 5 30
	¼c less in 50lb. cases.	Sleepy Eye, ¾s paper 5 30
	Citron	Sleepy Eye, ¼s paper 5 30
	Coriscan @18	Peel
	Currents	Lemon American 14
	Imp'd 1 lb. pkg. @ 9½	Orange American 15
	Imported bulk @ 9¾	

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'ing 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 doz. 4 45 30 lb. pails, per doz. 8 20 LICORICE Pure 20 Calabria 23 Sicily 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. 3 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 28 Good 26 Half barrels 20 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 Mannanilla, 5 oz. 90 Queen, pils 2 50 Queen, 10 oz. 7 50 Queen, 25 oz. 7 90 Stuffed, 5 oz. 90 Stuffed, 8 oz. 1 45 Stuffed, 10 oz. 2 40 PIPES Clay, No. 216 per box 1 25 Clay, T. D., full count 60 Cob 90 PICKLES Medium Barrels, 1,200 count 6 75 Half bbls., 600 count 4 00 Small Half bbls., 1,200 count 4 75 PLAYING CARDS No. 90 Steamboat 85 No. 15, Rival, assorted 1 25 No. 20, Rover enameled 1 50 No. 572, Special 1 75 No. 98 Golf, satin finish 2 00 No. 808 Bicycle 2 00 No. 622 Tour'n't whist. 2 25 POTASH 48 cans in case 4 00 Penna Salt Co.'s 3 00 PROVISIONS Barreled Pork Mess 18 00 Clear Back 17 75 Short Cut 17 50 Bean 16 00 Brisket, Clear 19 25 Pig 20 00 Clear Family 16 00 Dry Salt Meats S P Bellies 13 Bellies 11 3/4 Extra Shorts 11 Smoked Meats Hams, 12 lb. average 13 1/2 Hams, 14 lb. average 13 1/2 Hams, 16 lb. average 13 1/2 Hams, 18 lb. average 13 1/2 Skinned Hams 15 Ham, dried beef sets 15 California Hams 9 1/2 Picnic Boiled Hams 15 1/2 Boiled Ham 21 Berlin Ham, pressed 8 1/2 Mince Ham 9 Lard Compound 8 1/2 Pure in tierces 10 1/2 30 lb. tubs advance 1 1/2 60 lb. tubs advance 1 1/2 50 lb. tins advance 1 1/2 10 lb. pails advance 1 1/2 5 lb. pails advance 1 1/2 8 lb. pails advance 1 1/2	Sausages Bologna 5 1/2 Liver 6 1/2 Frankfort 7 Pork 8 Veal 7 Tongue 7 Headcheese 7 Beef Extra Mess 9 75 Boneless 11 25 Rump, new 11 25 Pig's Feet 1/4 bbls. 1 10 1/2 bbls., 40 lbs. 1 85 3/4 bbls. 3 25 1 bbl. 7 75 Tripe Kits, 15 lbs. 70 1/4 bbls., 40 lbs. 1 50 1/2 bbls., 80 lbs. 3 00 Casings Hogs, per lb. 28 Beef, rounds, set 15 Beef middles, set 45 Sheep, per bundle 70 Uncolored Butterline Solid dairy 10 @ 12 Country Rolls 10 1/2 @ 16 1/2 Canned Meats Corned beef, 2 lb. 2 40 Roast beef, 1 lb. 1 35 Roast beef, 2 lb. 2 40 Roast beef, 1 lb. 1 30 Potted ham, 1/4 45 Potted ham, 1/2 45 Deviled ham, 1/4 45 Deviled ham, 1/2 45 Potted tongue, 1/4 45 Potted tongue, 1/2 45 RICE Fancy 7 @ 1/2 Japan 5 @ 3/4 Broken 6 @ 3/4 SALAD DRESSING Columbia, 1/2 pint 2 25 Columbia, 1 pint 4 00 Durkee's, large, 1 doz. 4 50 Durkee's, small, 2 doz. 5 25 Snider's, large, 1 doz. 2 85 Snider's, small, 2 doz. 1 35 SALERATUS Packed 60 lbs. in box. Arm and Hammer 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, 100 lb. cs. 1 00 Lump, bbls. 80 Lump, 145 lb. kegs 95 SALT Common Grades 100 3 lb. sacks 2 10 60 5 lb. sacks 2 00 28 10 1/2 lb. sacks 1 90 56 lb. sacks 1 80 28 lb. sacks 15 Warsaw 56 lb. dairy in drill bags 40 28 lb. dairy in drill bags 20 Solar Rock 56 lb. 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 Hallbut Strips 13 Chunks 13 1/2 Holland Herring White Hoop, bbls. 11 00 White Hoop, 1/2 bbls. 6 00 White Hoop, keg 65 @ 70 White Hoop mchs. 80 Norwegian 75 Round, 100 lbs. 1 75 Round, 40 lbs. 1 75 Scaled 12 Trout No. 1, 100 lbs. 7 50 No. 1, 40 lbs. 3 25 No. 1, 10 lbs. 90 No. 1, 8 lbs. 75 Mackerel Mess, 100 lbs. 14 00 Mess, 40 lbs. 5 60 Mess, 10 lbs. 1 65 Mess, 8 lbs. 1 36 No. 1, 100 lbs. 14 00 No. 1, 4 lbs. 5 60 No. 1, 10 lbs. 1 65 No. 1, 8 lbs. 1 36 Whitefish No. 1, No. 2 Fam 100 lb. 9 75 4 50 50 lb. 5 25 2 40 10 lb. 1 12 60 8 lb. 92 60 SEEDS Anise 10 Canary, Smyrna 4 1/2 Caraway 10 Cardamom, Malabar 1 00 Celery 15 Hemp, Russian 4 1/2 Mixed Bird 4 Mustard, white 8 Poppy 9 Rape 6 SHOE BLACKING Handy Box, large, 3 dz. 50 Handy Box, small, 1 25 Bixby's Royal Polish. 85 Miller's Crown Polish. 85	SNUFF Scotch, in bladders 37 Maccaboy, in jars 35 French Rappie in jars. 43 SOAP J. S. Kirk & Co. American Family 4 00 Dusky Diamond, 50 8 oz 2 80 Dusky D'nd, 100 6 oz 3 80 Jap Rose, 50 bars 3 75 Savon Imperial 3 50 White Russian 3 50 Dome, oval bars 3 50 Satinet, oval 2 15 Snowberry, 100 cakes 4 00 Proctor & Gamble Co. Lenox 3 50 Ivory, 6 oz. 4 00 Ivory, 10 oz. 6 75 Star 3 50 LAUTZ BROS. & CO. Acme, 70 bars 3 60 Acme, 30 bars 4 00 Acme, 25 bars 4 00 Acme, 100 cakes 3 50 Big Master, 100 bars 4 25 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 Soapine 4 10 Babbitt's 1776 2 75 Roseine 3 50 Armour's 3 70 Wisdom 3 80 Soap Compounds Johnson's Fine 5 10 Johnson's XXX 4 25 Nine O'clock 3 35 Rub-No-More 3 75 Scouring Enoch Morgan's Sons. Sapolio, gross lots 9 00 Sapolio, half 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, Amboyina 25 Cloves, Zanzibar 20 Mace 55 Nutmegs, 75-80 45 Nutmegs, 105-110 35 Nutmegs, 115-120 30 Pepper, Singapore, blk. 15 Pepper, Singp. white. 25 Pepper, shot 17 Pure Ground In Bulk Allspice 16 Cassia, Batavia 25 Cassia, Saigon 55 Cloves, Zanzibar 15 Ginger, African 18 Ginger, Cochon 18 Ginger, Jamaica 25 Mace 65 Mustard 18 Pepper, Singapore, blk. 15 Pepper, Singp. white. 25 Pepper, Cayenne 28 Sage 30 STARCH Common Gloss 1lb. packages @ 5 3lb. packages @ 4 1/2 5lb. packages @ 3 1/2 40 and 50 lb. boxes 3 1/4 @ 3 1/2 Barrels @ 3 1/4 Common Corn 20lb. packages 5 40lb. packages 4 1/2 @ 7 SYRUPS Corn Barrels 27 Half Barrels 25 20lb. cans 1/2 dz. in cs 1 90 10lb. cans 1/2 dz. in cs 1 85 5lb. cans 1/2 dz. in cs 1 85 2 1/2 lb. cans 2 dz. in cs 2 00 Pure Cane Fair 16 Good 20 Choice 25 TEA Sundried, medium 24 Sundried, choice 32 Sundried, fancy 36 Regular, medium 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 40 Pingsuey, medium 30 Pingsuey, choice 30 Pingsuey, fancy 40 Young Hyson Choice 30 Fancy 36 Oolong Formosa, fancy 42 Amoy, medium 25 Amoy, choice 32 English Breakfast Medium 20 Choice 30 Fancy 40 India Ceylon, choice 32 Fancy 42 TOBACCO Fine Cut Cadillac 54 Sweet Loma 34 Hiawatha, 5lb. pails. 55 Telegram 30 Pay Car 33 Prairie Rose 49 Protection 40 Sweet Burley 44 Tiger 40 Plug Red Cross 31 Palo 35 Hiawatha 41 Kylo 35 Battle Ax 37 American Eagle 37 Standard Navy 37 Spear Head, 7 oz. 47 Spear Head, 14 1/2 oz. 44 Nobby Twist 55 Jolly Tar 39 Old Honesty 43 Toddy 34 J. T. 36 Piper Heidsick 38 Bitter Jack 38 Honey Dip Twist 40 Black Standard 40 Cadillac 40 Forge 34 Nickel Twist 52 Mill 32 Great Navy 36 Smoking Sweet Core 34 Flat Car 32 Warpath 26 Bamboo, 16 oz. 25 I X L, 5lb. 27 I X L, 16 oz. pails. 31 Honey Dew 40 Gold Block 40 Flagman 40 Chips 33 Kiln Dried 21 Duke's Mixture 40 Duke's Cameo 43 Myrtle Navy 44 Yum Yum, 1 1/2 oz. 39 Yum Yum, 1lb. pails. 40 Cream 38 Corn Cake, 2 1/2 oz. 25 Corn Cake, 1lb. 22 Plover Boy, 1 1/2 oz. 39 Plover Boy, 3 1/2 oz. 39 Peerless, 3 1/2 oz. 38 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 26 Cotton, 4 ply 26 Jute, 2 ply 14 Hemp, 6 ply 13 Flax, medium N. 21 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, wide band 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 5lb. size, 12 in case. 63 10lb. size, 6 in case. 60 Butter Plates No. 1 Oval, 250 in crate 35 No. 2 Oval, 250 in crate 40 No. 3 Oval, 250 in crate 45 No. 5 Oval, 250 in crate 60 Churns Barrel, 5 gal. each 2 40 Barrel, 10 gal. each 2 55 Barrel, 15 gal. each 2 70	Clothes Pins Round head, 5 gross bx 55 Round head, cartons. 70 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 60 Ideal 1 60 Traps Mouse, wood, 2 holes. 22 Mouse, wood, 4 holes. 45 Mouse, wood, 6 holes. 70 Mouse, tin, 5 holes. 65 Rat, wood 80 Rat, spring 75 Tubs 20-in. Standard, No. 1 8 75 18-in. Standard, No. 2 7 75 16-in. Standard, No. 3 6 75 20-in. Cable No. 1 9 25 18-in. Cable, No. 2 8 25 16-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 3 00 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 c't. 13 Wax Butter, full count 20 Wax Butter, rolls 15 YEAST CAKE Magic, 3 doz. 1 15 Sunlight, 3 doz. 1 00 Sunlight, 1 1/2 doz. 50 Yeast Foam, 3 doz. 1 15 Yeast Cream, 3 doz. 1 00 Yeast Foam, 1 1/2 doz. 68 FRESH FISH Per lb. Whitefish, Jumbo 20 Whitefish, No. 1 11 Trout 10 Halibut 10 Ciscos or Herring 7 Bluefish 15 Live Lobster 25 Boiled Lobster 25 Cod 10 1/2 Haddock 7 Pickerel 9 Pike 9 1/2 Perch, dressed 8 Smoked, White 12 1/2 Red Snapper 12 1/2 Chinook Salmon 16 Mackerel 17 HIDES AND PELTS Hides Green No. 1 8 1/2 Green No. 2 7 1/2 Cured No. 1 10 Cured No. 2 9 Calfskin, green, No. 1 12 Calfskins, green No. 2 10 1/2 Calfskin, cured No. 1 13 1/2 Calfskin, cured No. 2 12 Pelts Old Wool 30 Lambs 30 @ 50 Shearings 25 @ 50 Tallow No. 1 @ 5 No. 2 @ 4 Wool Unwashed, med. @ 26 Unwashed, fine. @ 21	CONFECTIONS Stick Candy Pails Standard 7 1/4 Standard H H 7 1/4 Standard Twist 7 1/4 Cases Jumbo, 32 lb. 7 1/4 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 1/4 Ribbon 10 Broken 7 1/4 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 Fudge Squares 12 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 12 Ital. Cream Bon Bons 11 Golden Waffles 13 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 60 Chocolate Drops 65 H. M. Choc. Drops 90 H. M. Choc. Lt. and Dark No. 12 1 00 Bitter Sweets, ass'd. 1 15 Brilliant Gums, Crys. 60 A. A. Licorice Drops. 90 Lozenges, plain 55 Lozenges, printed 55 Imperial 60 Mottos 60 Cream Bar 55 G. M. Peanut Bar. 60 Hand Made Crms. 50 @ 90 Cream Buttons 65 String Rock 60 Wintergreen Berries 60 Old Time Assorted 2 75 Buster Brown Goodies 50 Up-to-date Assmt. 3 75 Ten Strike No. 1 6 50 Ten Strike No. 2 6 50 Ten Strike, Summer as- sortment. 6 75 Scientific Ass't. 18 00 Pop Corn Dandy Smack, 24s 66 Dandy Smack, 100s. 2 75 Pop Corn Fritters, 100s 50 Pop Corn Toast, 100s 50 Cracker Jack 3 25 Checkers, 5c pkg. case 3 20 Pop Corn Balls, 200s 1 50 Cicero Corn Cakes 6 per box 60 Azulikit 100s 3 00 Oh My 100s 3 50 Cough Drops Putnam Menthol 1 00 Smith Bros. 1 25 NUTS—Whole Almonds, Tarragona 17 Almonds, Avica 17 Almonds, California sft. shell 15 @ 17 Brazil 15 @ 17 Filberts 13 Cal. No. 1 12 Walnuts, soft shelled 16 Walnuts, Grenoble. 15 Table nuts, fancy. 15 Pecans, Med. 16 Pecans, ex. large 18 Pecans, Jumbos 20 Hickory Nuts per bu. Ohio new 5 Cocoanuts 5 Chestnuts, New York State, per bu.

Special Price Current

AXLE GREASE



Mica, tin boxes...75 9 00
Paragon55 6 00

BAKING POWDER

Royal



10c size 90
1/4 lb. cans 1 35
6oz. cans 1 90
1/2 lb. cans 2 50
3/4 lb. cans 3 75
1 lb. cans 4 80
1 1/2 lb. cans 13 00
5 lb. cans 21 50

BLUING



C. P. Bluing

Doz.
Small size, 1 doz. box..40
Large size, 1 doz. box..75

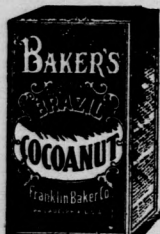
CIGARS



G J Johnson Cigar Co.'s bd.
Less than 50033
500 or more32
1,000 or more31
Worden Grocer Co. brand
Ben Har
Perfection35
Perfection Extras35
Londres35
Londres Grand35
Standard35
Puritans35
Panatellas, Finas35
Panatellas, Bock35
Jockey Club35

COCOANUT

Baker's Brazil Shredded



70 1/4 lb. pkg. per case 2 60
85 1/2 lb. pkg. per case 2 60
88 1/4 lb. pkg. per case 2 60
16 1/2 lb. pkg. per case 2 60

FRESH MEATS

Beef

Carcass6 1/2 @ 9
Hindquarters7 1/2 @ 10
Loins8 @ 14
Rounds7 @ 8
Chuck5 @ 6 1/2
Plate@ 5
Liver@ 8

Pork

Loins@ 11
Dressed@ 8 1/2
Boston Butts@ 10 1/2
Shoulders@ 9 1/2
Leaf Lard@ 9 1/2
Trimnings@ 8

Mutton

Carcass@ 9 1/2
Lambs@ 14 1/2
Spring Lambs ..

Veal

Carcass6 @ 8 1/2

CLOTHES LINES

Sisal

50ft. 3 thread, extra..1 00
72ft. 3 thread, extra..1 40
90ft. 3 thread, extra..1 70
60ft. 6 thread, extra..1 29
72ft. 6 thread, extra..1 50

Jute

60ft.75
72ft.90
90ft.1 05
120ft.1 50

Cotton Victor

50ft.1 10
60ft.1 35
70ft.1 60

Cotton Windsor

50ft.1 30
60ft.1 44
70ft.1 80
80ft.2 00

Cotton Braided

40ft.95
50ft.1 85
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, 1lb.
White House, 2lb.
Excelsior, M & J, 1lb.
Excelsior, M & J, 2lb.
Tip Top, M & J, 1lb.
Royal Java
Royal Java and Mocha
Java and Mocha Blend
Boston Combination
Distributed by Judson
Grocer Co., Grand Rapids;
Lee, Cady & Smart, De-
troit; Symons Bros. & Co.,
Saginaw; Brown, Davis &
Warner, Jackson; Gods-
mark, Durand & Co., Bat-
tle Creek; Fielbach Co.,
Toledo.

Peerless Evap'd Cream 4 00

FISHING TACKLE

1/4 to 1 in.6
1 1/4 to 2 in.7
1 1/2 to 2 in.9
1 3/4 to 2 in.11
2 in.15
3 in.20

Cotton Lines

No. 1, 10 feet5
No. 2, 15 feet7
No. 3, 15 feet9
No. 4, 15 feet10
No. 5, 15 feet11
No. 6, 15 feet12
No. 7, 15 feet15
No. 8, 15 feet18
No. 9, 15 feet20

Linen Lines

Small20
Medium26
Large34

Poles

Bamboo, 14 ft., per doz. 55
Bamboo, 16 ft., per doz. 60
Bamboo, 18 ft., per doz. 80

GELATINE

Cox's 1 qt. size1 15
Cox's 2 qt. size1 61
Knox's Sparkling, doz. 1 25
Knox's Sparkling, gro. 14 00
Knox's Acidu'd. doz. 1 20
Knox's Acidu'd. gro. 14 00
Nelson's1 50
Oxford75
Plymouth Rock1 25

SAFES



Full line of fire and burg-
lar proof safes kept in
stock by the Tradesman
Company. Twenty differ-
ent sizes on hand at all
times—twice as many safes
as are carried by any other
house in the State. If you
are unable to visit Grand
Rapids and inspect the
line personally, write for
quotations.

SOAP

Beaver Soap Co.'s Brands



100 cakes, large size..6 50
50 cakes, large size..3 25
100 cakes, small size..3 85
50 cakes, small size..1 95

Tradesman's Co.'s Brand



Black Hawk, one box 2 50
Black Hawk, five bxs 2 40
Black Hawk, ten bxs 2 25

TABLE SAUCES

Halford, large3 75
Halford, small2 25

Use

Tradesman

Coupon

Books

Made by

Tradesman Company

Grand Rapids, Mich.

If you want to sell
your business.

If you want to buy
a business.

If you want a
partner.

If you want a sit-
uation.

If you want a good
clerk.

If you want a
tenant for your
empty store-
room.

If you would trade
your stock for
real estate.

If you want at any
time to reach
merchants,
clerks, traveling
salesmen, brok-
ers, traders—
business men
generally

Try a
Michigan Tradesman
Business
Want
Ad
On Opposite Page

BUSINESS-WANTS DEPARTMENT

Advertisements inserted under this head for two cents a word the first insertion and one cent a word for each subsequent continuous insertion. No charge less than 25 cents. Cash must accompany all orders.

BUSINESS CHANCES.

For Sale—Corner drug store, new stock and fixtures. Will invoice \$1,800. Must sell before Sept. 1st. Address J. C. care Tradesman. 30

For Sale—Laundry, well equipped, good business, price \$3,000, terms. Palace Laundry, Lansing, Mich. 29

For Sale—Forty acre farm, loaming soil, young orchard, near school and church. Chas. Billinger, Elmdale, Mich. 28

For Sale—One twelve horse-power gasoline engine, compound cylinder with trimmings, wiring, piping and everything complete. As good as new. A bargain. Can be seen at Grand Trunk Elevator. Valley City Milling Co., Grand Rapids, Mich. 26

To Exchange—Ten per cent. net, income business property, value \$1,300, for drug or grocery stock where a drug stock could be added to advantage. Address Exchange, care Michigan Tradesman. 24

Want to exchange a good farm of 160 acres in Arenac Co., Mich., free and clear, fine soil and climate, good buildings, etc., for a good grocery or merchandise. R. E. Manuel & Co., 612 Wetherbee Bldg., Detroit, Mich. 23

Invest Your Money In A Good Business. Barber shops, \$175 up; bakeries and lunch, \$350 up; billiard and bowling alleys, \$2,000 up; confectionery, \$250 up; cigar stores, \$500 up; express, \$100 up; groceries, \$800 up to \$18,000; hardware, \$3,000 up; dry goods, \$1,500 up; saloons, \$800 up; wall paper, books, etc., \$500 up; rooming houses, \$1,000 up; restaurants, \$500 up; drugs, \$1,500 up; millinery, \$500 up; dressmaking, \$500 up; shoe repairing, \$50 up, etc., etc. For quick sale or exchange of your business and real estate, list it with us. R. E. Manuel & Co., 612 Wetherbee Bldg., Detroit, Mich. 22

For Sale—Clean stock of groceries with a few notions, together with horse and delivery outfit, located in best part of Grand Rapids. Bargain if taken soon. Address E. J. Cheney & Co., 1251 S. Division St., Grand Rapids, Mich. 21

For Sale—A \$7,500 stock of drugs, including building and lots, in a good town, doing good business. Time will be given on building and lots if desired. Address Box 91, Hazelton Kansas. 20

For Sale—Good meat business. The only market in town. Address No. 19, care Michigan Tradesman. 19

For Sale—Clean hardware stock in Central Michigan. Will invoice about \$6,000. Town growing, good factories, best farming section in the state. Address C. M. Colville, Grand Ledge, Mich. 18

For Sale—Well-equipped steam bakery with store room, dwelling, electric dough mixer, new oven, new buildings. Modern bakery. Losh O. Harbaugh, Piqua, Ohio. 17

Capital Wanted—By bolt and nut factory, located in a thriving locality. Works now in operation and additional capital needed to take care of increasing trade. This is a fine opportunity for a young man wishing to be established in a manufacturing business. Address Manufacturer, 20 Mill St., Rockford, Ill. 16

For Sale—Seven hundred dollars worth of men's and young men's suits at 75c on the dollar. Address No. 14, care Michigan Tradesman. 14

For Sale—Four floor cases, 1 umbrella case, 1 triplicate mirror, 3 folding tables, 2 shoe store settees. All in first-class condition. Address No. 15, care Michigan Tradesman. 15

For Sale—A general store in small up-to-date town, little competition. Invoices about \$4,000. Splendid business and good reason for selling out. Address No. 13, care Michigan Tradesman. 13

For Sale—Good clean stock boots and shoes, invoices about \$8,000, in city of 2,000 population, county seat. Good corner brick store. Best location in city, only two other stocks. Situated in Central Michigan. Address F. J. B., care Tradesman. 31

For Rent—The only first-class hotel in city of 15,000; good paying business now and still brighter prospects; \$2,000 will pay for supplies; rent \$100 per month or will sell on reasonable terms. For particulars see C. M. Bradford, 7 North Tonia St., Grand Rapids. 32

For Sale—Stock of general merchandise, including building and fixtures. Located in one of the best points in Michigan off the railroad. Business has been long established and has always been profitable. Reason for selling, ill health. Address No. 37, care Michigan Tradesman. 37

For Sale—Wholesale poultry, veal and produce business. Will sell at cost of equipment, \$600 cash, requires \$1,000 additional capital to operate. Now doing average weekly business of \$1,200 on cash and weekly terms. Average net weekly earnings, \$40 to \$50. Will divide rent for part of space. Reasons, other interests require full time and capital. Address No. 33, care Michigan Tradesman. 33

For Sale—An old-established up-to-date harness business and fixtures. Lock Box 22, Lake Odessa, Mich. 36

For Sale or Trade—Well established real estate, also immigration business. Want a live man (not necessarily experienced, can teach him how to work the business) to work local in co-operation with firms in Arkansas and Texas. Reason for selling, Texas fever. Be quick. Address Box 75, Kokomo, Ind. 35

For Sale—Drug stock and building. Good location. Will give time on part. A. M. Herrington, Freeport, Mich. 34

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

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

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-carved 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

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

Wanted—To buy, stock of general merchandise of from \$2,000 to \$3,000 in a Michigan town of 2,000 to 3,000 population, with good graded schools and good farming country back of it. Address No. 990, care Michigan Tradesman. 990

For Sale—Best general store in Genesee Co. Rent \$18 month. Terms easy. Address No. 984, care Michigan Tradesman. 984

For Sale—Paying corner general store, business center of good town with bright prospects. Genuine bargain at \$2,000. West Michigan Realty Co., Hesperia, 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—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 moneymaker. Address No. 770, care Michigan Tradesman. 770

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

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

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, \$3,640. 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, Pennville, Mich. 538

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—Hustlers with furniture experience to sell a furniture specialty that is a winner. Address Onward Mfg. Co., 40 Dearborn St., Chicago, Ill. 25

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

SITUATIONS WANTED

Wanted—Situation as clothing buyer; thoroughly competent; city or out of town. Address Samuel Berkman, 359 Central Ave., Brooklyn, N. Y. 27

Want Ads. continued on next page



YOUNG MEN WANTED—To learn the Veterinary Profession. Catalogue sent free. Address VETERINARY COLLEGE, Grand Rapids, Mich. L. L. Conkey, Prin.



TRADE WINNERS.

Pop Corn Poppers, Peanut Roasters and Combination Machines. MANY STYLES. Satisfaction Guaranteed. Send for Catalog.

KINGERY MFG. CO., 106-108 E. Pearl St., Cincinnati, O.



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

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.

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SIZE—8 1/2 x 14.
THREE COLUMNS.

2 Quires, 160 pages... \$2 00
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So double pages, registers 2,880 invoices. \$2 00

Tradesman Company
Grand Rapids, Mich.

Office Stationery
LETTER, NOTE AND BILL HEADS
STATEMENTS, ENVELOPES, COUNTER BILLS.
TRADESMAN COMPANY
GRAND RAPIDS

THE SAGINAW HOTELS.

(Concluded from page 41.)

vention business in Saginaw this year and that all of the hotels have subscribed very liberally for the entertainment of these conventions. It is further true that to properly care for conventions of this kind the hotels must go to much extra expense in securing sufficient help to properly handle these conventions. At this time of the year help is especially scarce, because of so many accepting positions at summer resorts. Therefore, we are obliged to pay them several times their regular salary to secure their services at this time. The increased cost of everything else that goes into a hotel makes it necessary during these conventions to raise prices instead of lowering them. This same argument properly applies to the price of the goods sold by the traveling men who have taken occasion to complain through the columns of your papers and it will also apply to the cost of operating their homes.

During the convention of the K. T. Commandery (whose headquarters was also at the Hotel Vincent) will say that we roomed 150 more people in the house than during the convention of the U. C. T. The Knight Templars have a little different way of rooming their people than is the custom of other organizations. They take the number of rooms they desire and they themselves put the numbers in the rooms. The ladies were separated from their husbands, except in the case of the Grand Commander.

The same rooms which we offered the Petoskey and Traverse City people for thirty guests were occupied by fifty-four people, and they were perfectly satisfied; moreover, these gentlemen paid our highest rate with no complaint whatever.

When you investigate this matter fully and get the opinion of all the traveling men who attended the U. C. T. convention, you will find, on the whole, that they were very well satisfied and very nicely entertained at the Hotel Vincent and by the citizens of the city of Saginaw.

W. H. Aubrey & Co.

Saginaw, July 16—In reply to yours of yesterday, will say that the best we can do with the Saginaw hotels is 50 cents per meal for wives of the visiting members and no charge for room. You can readily see by the advertising matter I have sent you that the hotels here will be taxed to their limit. You can say to the members of the M. K. of G. that there will be no charge for anything here—ball, banquet, etc. All will be free, so a man coming with his wife will save the usual \$2 for ball and banquet tickets. Post F will do her level best to make this the banner meeting of the M. K. of G. and there is going to be something doing every minute while the boys are here.

M. V. Foley.

Port Huron, July 15—I note in your issue of last week a letter dated Jackson, July 5, signed M. K. of G., complaining of certain unpleasant things in connection with the recent U. C. T. convention and reflect-

ing strangely on the owners and managers of the hotels in Saginaw. As a rule, it is not worth while to notice the communications of people who will not stand sponsor for their complaints or are ashamed to sign their full name to their letters, but as this party has used an honored title it may be construed to represent the association known as The Michigan Knights of the Grip and some may think it is our duty to take up the troubles of others, real or fancied, which are past and gone. On this account I wish to say to the members of the M. K. of G. that the members of Post F (Saginaw) have taken up the matter of rates at the hotels Vincent and Bancroft, with the result that Mr. Aubry, of the Vincent, states that he will make a rate of \$1.50 per day or 50 cents per meal for wives of members attending the convention August 23 and 24. The Bancroft, which will be filled to its utmost capacity, does not feel justified in making any concessions. Up to the present time the other hotels in Saginaw—and there are several—have not been heard from, but I can assure any member who thinks to attend the K. of G. convention that if he will take the matter up at once with the Secretary of Post F he will be able to secure good and satisfactory accommodations.

Our Saginaw brothers are making all preparations for a most successful meeting and must not be in any way blamed for the misunderstanding others may have had. No doubt the trouble is confined to a few individual kickers, for it is reported that the Saginaw boys belonging to the U. C. T. gave the visitors a very pleasant time and the convention was a great success in all ways.

We must make some allowance for the great number of strangers who will be in Saginaw at our convention and make reservations early. There are, no doubt, times and conditions which make one feel like kicking, but the chronic kicker generally loses out in the end, and I find it hard to believe that any of our members, out of pure cussedness, would go into the dining room of any hotel and order six kinds of meat and other things in proportion for the sake of getting even with the manager or owner.

I have had a personal talk with a few who had the same complaint to make that the writer of the letter from Jackson had and find that it was in each case from 4 to 5 o'clock when they asked to be checked out for supper. No first class hotel would stand for this at a time when all preparations for supper were well under way, according to the number registered, and, no doubt, roasts, etc., were already in the oven. My experience covers nearly twenty-four years' constant travel twelve months in the year, and I find that a little consideration on the part of the guests is appreciated by the hotel keepers, who, as a rule, do the best they can. In closing would suggest that if there is any one wishing to attend a banquet who does not want to pay for supper he can pay up right after dinner and take a chance of getting a room later in the evening, but let me

caution you that you are apt to be sorry and wish you had paid for supper at the hotel and saved your room. At all events, don't think that the coming convention of the Michigan Knights of the Grip will be sparsely attended. It will be the largest and best attended of any for many years past.

Frank N. Mosher,
President M. K. of G.

Jackson, July 15—I notice in your issue of July 10 several articles pertaining to the entertainment of the M. K. of G. convention to be held in Saginaw August 23 and 24.

I notice the articles are all signed by the parties writing them, except one quite lengthy one from Jackson, which is signed M. K. of G. It might appear to a great many readers that this article was authorized and written by the M. K. of G. I think the writer was expressing his ideas from a personal standpoint, and in omitting his signature to the article he intended to sign as "Member of the M. K. of G." I will state right here that the M. K. of G. did not authorize that article written.

While I think it would be fine courtesy on the part of the hotels and would show their appreciation of the trade given them in past years to entertain the wives of the traveling men during this convention, yet I believe it a matter that should lie wholly between the local committee at Saginaw and the hotels. It is a courtesy that should be extended, if at all, without very much urging on the part of our Committee. We should not make it compulsory or impose any hardships on the part of the hotels to entertain our wives. I, for one, do not want any compulsory courtesies or concessions, and there are others who feel the same. Further, you would offend any member of the M. K. of G. were you to advertise in your columns that he stayed at home because the hotels would not entertain his wife free. Neither do I believe there is a member who will stay at home on that account.

I am satisfied that Post F has its committees well organized and intends to give the members of the M. K. of G. one of the best times they ever had.

Let us forget the chilly proposition mentioned in said article, do all we can to get as large a turnout as possible, regardless of hotel rates, as I am satisfied the hotels will treat us fairly, courteously and rightly.

F. L. Day,
Sec'y M. K. of G.

Manistee Traveling Men Join Hands.

Manistee, July 15—Post M, Michigan Knights of the Grip, is now formally organized. At a meeting held yesterday at Briny Inn officers were elected, with all done that is necessary to acquire a charter from the state organization.

W. D. Barnard, who was first to promote the institution of a post here, was elected chairman, John Loudon was elected vice-chairman, and Nicoli Christopherson secretary and treasurer. These gentlemen, with M. E. Brady and Harry Dorrell, will constitute the Board of Directors.

The annual meeting of the state organization will be held next month in Saginaw. Steps are being taken to advance Manistee's interests by having a large representation there. Mayor King and President W. F. Baker, of the Commercial Club, will be asked to attend and present their several invitations to the Knights of the Grip to meet next year in Manistee.

Our city can now offer such advantages for State conventions, and especially those held in the summer, that the local members believe that there is a good chance to secure this gathering. Encouraging statements have also been made to them by members high in the organization.

M. J. Wrisley, who represented the subscription department of the Michigan Tradesman several years ago, and who was since engaged in selling shrubbery and flowering plants, died at Scottville last Friday at the age of 58. Death was due to heart trouble. The remains were brought to this city and the funeral was held from the residence of W. G. Sinclair, 211 Central avenue, on Monday. Interment was in Oak Hills. The business will be continued by the widow.

J. Frank Ryan, of Detroit, for several years selling H. O. and Force in the Michigan district, has been promoted to district manager for Ohio, Kentucky and Tennessee, with the supervision of seven salesmen. "Sunny Jim," as he is called, is the youngest sales manager in the company's employ and possibly the youngest holding such a position in the country. He is making good in his new situation and is receiving the congratulations of many friends.

Manistee News: Manistee's traveling salesmen are taking steps to promote favorable publicity for this city. All will wish them success in their endeavors. It might be noted also that but for the erection of Manistee's new hotel it is possible that our traveling men would not have been stimulated to do this work. Every local improvement helps all the others. Building up a city is like making a big snowball. Keep the ball rolling.

E. M. Willson, one of the older traveling men, has applied for a patent on a device which he hopes will make it unnecessary for him to jump trains and double up in country hotels. It is a clip to hold newspapers and prevent them blowing away when left on the house steps by newsboys. Several newspapers in Chicago and other cities are already making inquiries about the device.

BUSINESS CHANCES.

For Sale—Wholesale and retail hardware, established 1890, about \$3,500 stock, in live city of 7,000 population. Good surrounding country. Brick store 52x90, basement same size. Warehouses, plumbing and tinshop. Rent reasonable. Will be sold at inventory value, owner not a hardware merchant and has other business occupying all his time. Would retain part interest with proper party. For further particulars write No. 38, care Michigan Tradesman.

For Sale or Lease—Furniture factory, up-to-date, built 1906. Fine location, Big Four and Illinois Central railway, switch to factory. Good chance for right man. Address L. G. Karst, Morgantown, Ind. 39

W. F. BLAKE
Manager Tea Department

Do You Know

That we handle—that
we carry the best and
largest assortment

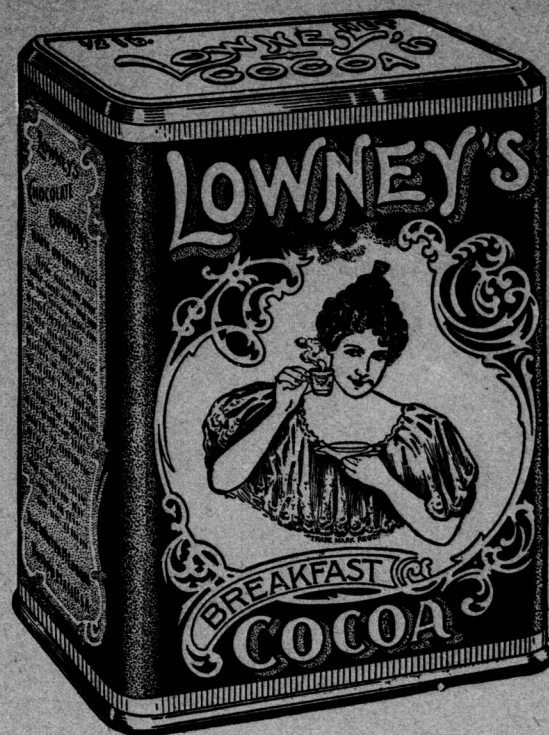
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that comes into this
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you on application. ❁ ❁

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

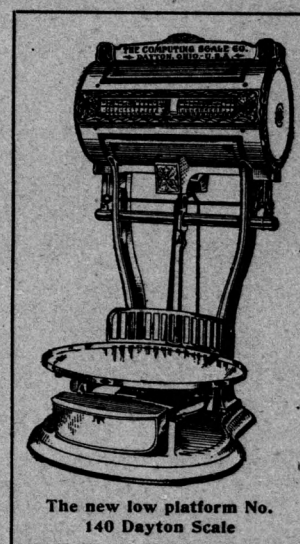
restraining all parties from interfering with DAYTON Scales now in use in that city. Full text of the action and Court's decision sent free upon request.

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.
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STREET and NO.....
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STATE.....



Moneyweight Scale Co.

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AND SELL MOST OF OUR LINES

At Factory Prices, SAVING YOU the Middlemen's Profit

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We Are Selling Agents for the
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Enameled Steel Kitchenware

"Amethyst," "Columbia Gray"
"Crown" (white lined).

They are the most popular selling lines of
enameled steel kitchenware on the market.
Our arrangement with the factory enables us
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Factory Prices

We Handle

Homer Laughlin's Celebrated White Granite and Semi-Porcelain

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The peerless product of this great pottery
is sought after by all lovers of high grade
goods.

We Are State Agents for the
Celebrated

"Leonard Cleanable" Refrigerators

for home and store use and we
handle them

On a Commission Basis

There is nothing on the market superior to
this famous make. Catalogs furnished free to
dealers on request.

Ask Us for Factory Prices

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

Our Line of

Galvanized Ironware

such as

**Galvanized Tubs
Galvanized Pails
Oil Cans, Etc.**

is the product of one of the largest and
best known factories in the United
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Superior Quality

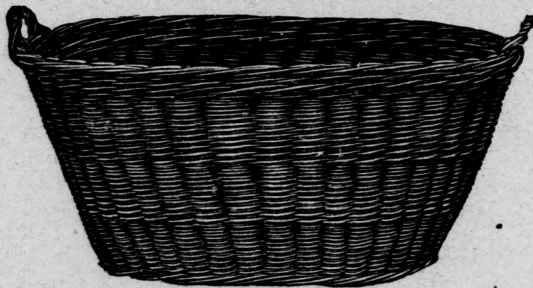
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goods of some factories. We will be
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Factory Prices

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Ask Us to Quote You

Lowest Factory Prices on HIGHEST GRADE WHITE PEELED Willow Clothes Baskets



We are controlling the entire output of a factory and
are thus in position to quote them at factory prices.
These baskets are extra heavy, of white whole willow
stock (not split), are well shaped and extra strong.

We Have the Exclusive
Agency for the

Celebrated "Kinley" Children's Vehicles

such as

**Baby Carriages, Go-Carts
Sleeping Coaches
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Every carriage and cart is made of the
very best materials and is equipped with
the latest improvements. A line that
sells.

Ask us for illustrated catalog
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Factory Prices

No Charge for
Package and Cartage
On Shipments
From Grand Rapids

Leonard Crockery Co.

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Half your railroad fare refunded under the perpetual excursion plan of the Grand
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