

The eye of the **PUBLIC**
Is on
this



Signature

W.K. Kellogg

Is your eye on the trade, Mr. Dealer?

Every housewife—every buyer of family supplies—is becoming more and more familiar with the signature of W. K. Kellogg. To them it means the best in breakfast foods. It means the most delicious flavor and dainty crispness; it means

Genuine—Original

Toasted Corn Flakes

That is why it sells and sells fast. It's the "call-again-food." One package means many more, because it **tastes like more.**

The public is demanding Kellogg's Toasted Corn Flakes. Its eye is on the signature to prevent being imposed upon by substitution. Keep your eye on the trade, Mr. Dealer, by sticking to the genuine Toasted Corn Flakes. Specify **Kellogg's**—and get it.

Toasted Corn Flake Co. = Battle Creek, Mich.

Every Cake



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

The Fleischmann Co.,

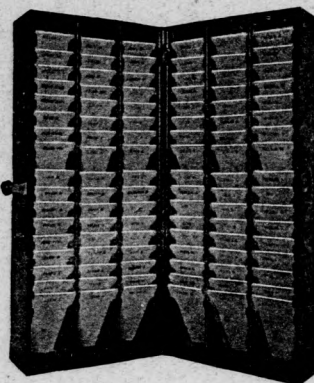
of Michigan

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

DO IT NOW

Investigate the

Kirkwood Short Credit System of Accounts



It earns you 525 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, Michigan

Bell Phone 87 Citizens Phone 5087

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

Pure Cider Vinegar

There will be a great demand for

PURE CIDER VINEGAR

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

Sold Through the Wholesale Grocery Trade

The Williams Bros. Co., Manufacturers

Picklers and Preservers

Detroit, Michigan

Makes Clothes Whiter-Work Easier-Kitchen Cleaner.

SNOW BOY WASHING POWDER.

GOOD GOODS — GOOD PROFITS.

MICHIGAN TRADESMAN

Twenty-Fourth Year

GRAND RAPIDS, WEDNESDAY, JULY 31, 1907

Number 1245

GRAND RAPIDS FIRE INSURANCE AGENCY

THE McBAIN AGENCY

Grand Rapids, Mich. The Leading Agency

Commercial Credit Co., Ltd.

Credit Advances 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

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

Our Typewritten Letters

Are Typewritten, Not Printed

Made in Black, Blue, Green and Purple on your stationery at the following prices:

100.....	\$ 1.50
250.....	2.00
500.....	2.50
1,000.....	3.00
2,000.....	5.00
5,000.....	10.00

Special price in larger quantities. Write for samples.

Grand Rapids
Typewriting & Addressing Co.

A. E. HOWELL, Mgr.

23-25 So. Division St. Grand Rapids, Mich.

Fire and Burglar Proof **SAFES**
TRADESMAN COMPANY
Grand Rapids

STRONG MEN NEEDED.

The making of a State constitution is a most serious and important business. Emanating, as it must, direct from the people, expressing the will and authority of the people, it imposes unusual obligations upon a citizen. It is in no sense political in character. The people must first select the men to frame the provisions of the proposed new constitution, and then determine by vote whether or not they shall enact or adopt it as the fundamental law of the State.

The first duty of the citizen, then, is the selection of delegates to the convention. While this, under our laws and customs, must be done through party machinery, the purpose and object are essentially non-partisan. The work of framing this fundamental law is peculiarly the work of specialists—men whose ability, experience, character and training particularly qualify them for this important duty. The selection of delegates is vastly more important to the people who choose them than to the delegates personally, honorable as these positions will be.

It is exceedingly important that the delegates chosen should be men in whose ability, experience and judgment the people have the utmost confidence. The task before them will be to frame the last and best constitution that has been given to an American state, to be submitted to the people for adoption or rejection. This will require a great deal of time and careful study and deliberation in and out of the convention.

It is very gratifying to the Tradesman to note the eminent fitness of many of the men throughout the State who are candidates on party tickets. The names of many lawyers and business men of wide reputation and ability appear. The people, if they will, may select therefrom the strongest deliberative body that ever assembled in Michigan. The voters should appreciate the importance of this duty and the responsibility and opportunity that are theirs. They should not fail to go out and vote at the primaries and vote for the very best men available. The selection of delegates is a question of men, not platforms. The first problem is to get men of judgment and ability to form a law, to determine what should and what should not be embodied in the constitution of the State. Whether their deliberate judgment and devoted work shall be ratified or rejected by the people is another question. If the right men are selected they will doubtless be able to formulate a constitution that will meet the approval of the people, otherwise not. First, then, let the voters select the best men available and leave them independent and unbiased to their deliberation in convention.

Among the list of candidates presented in the Sixteenth District, comprising the city of Grand Rapids except the tenth and eleventh wards, we feel it a privilege and a duty to commend two because of their eminent qualifications for this important work. They are George Clapperton, a candidate on the Republican ticket, and Mark Norris, a candidate on the Democratic ticket. Both are lawyers and men of affairs and high standing and reputation. Neither sought the position. In fact, both of them became candidates at the urgent request of citizens generally, and would perform the duties of the convention at considerable personal sacrifice.

Mr. Norris is recognized by those who know him as a man of broad culture and legal training. He has been a diligent student of constitutional law and is a man of broad and liberal ideas and sound judgment. To men who view the work of revision of the constitution from a broad standpoint and desire to select men to represent them upon their merits and qualifications, Mr. Norris' candidacy will appeal as an ideal delegate, regardless of party.

Mr. Clapperton is also a lawyer of high character and standing, a prominent and active citizen, and a man whose legal training and business experience, sound judgment, broad views and wide acquaintance eminently qualify him for this great work. He was early recognized by his legal, business and political friends throughout the city as a man specially fitted for this work, and urged to stand as a candidate, and finally consented to do so. He is a man who has given a great deal of time and thought to the study and consideration of public problems and questions that will come up for consideration in the convention, and whose practical experience, knowledge and acquaintance will make him a valuable man in that body. He is a man of broad views, of earnest convictions, and fearless in his devotion to what he believes to be right and in the interests of good government. Because of his ability, character and political work and reputation he was looked upon as the logical candidate for Congress from this city to succeed Senator William Alden Smith, but for personal and business reasons declined to enter the field at that time, against the solicitations of friends and supporters throughout the District.

Both of these candidates are men of the highest character and integrity. They command the confidence and respect of all who know them. They are men of affairs and eloquence who would take an active part in the deliberations of the convention and who, as delegates, would reflect credit and honor upon their city and State. They are men whose experi-

ence and acquaintance make them familiar with the needs and desires of the people in matters of legislation and who would follow the lines of progressive conservatism.

We sincerely hope and believe that they will be nominated and elected upon their merits, regardless of party affiliation.

Among the other candidates from this District the Tradesman has as yet been unable to make a choice, although the list is a good one. It is, perhaps, unfortunate that more prominent qualified business men of this city could not be induced to become candidates, and the fact that more have not appeared does not reflect credit upon the patriotism and public spirit of our business men. In our judgment, and the judgment of most lawyers, it would be advisable to have one able and experienced business man among the three delegates. However, some of the legal candidates, notably the two above named, are men of wide acquaintance and experience, which would add to the force and influence of their legal ability and training in the work of the convention.

The Tradesman would especially impress upon the minds of its readers the responsibility that confronts them as citizens in this matter, and urge each and every one to attend the primaries and to exert their utmost influence in arousing general interest in the selection of delegates, and inducing others to go out and vote for candidates upon their merits. The success of this great work of reframing or revising the constitution is up to the people—first in the selection of delegates and next in approving or rejecting the result of their work.

One of the most ridiculous features of the contest for membership in the Constitutional Convention is the disposition of some of the aspirants for office to pledge themselves to every organization which requests them to put themselves on record. Any man who will pledge himself to any class, clique or clan is unworthy of sitting in such a convention and none but cheap men—who still further cheapen themselves by their anxiety to secure their election by such methods—will pay any attention to the letters that are being sent out demanding pledges of a definite character. The members of the convention should be made up of men who are absolutely unpledged and untrammelled. Any man who so far forgets his manhood as to get down on his knees to a labor union or a railroad corporation or an organization of long-haired men and short-haired women should be snowed under by the votes and contempt of decent people.

You must master your own moods before you can master men.



Fall Specialties Even Now Assuming Sway.

"Children cry for 'em," 'tis said.

"Cry for what?"

Why, little Teddy Bears, of course.

I was on the South Division street car the other day. It was already quite uncomfortably crowded, when the motorman stopped it with a yank to take on two more women, one of them carrying a small child. While they were walking down the aisle to seats at the far front that two gentlemen vacated for them the car started up with a jerk that precipitated them into a sitting posture. This so startled the little girl that she now had two things to lay against a cruel Fate. Her face puckered into a series of grieved wrinkles as she whimpered:

"I want a Teddy Bear!"

Her mother tried to pacify her so as not to attract the attention of the car, but the commiseration seemed to but add to the child's dissatisfaction. The lines in her face grew deeper and the whimper rose to a loud wail that could escape not one of the occupants of the car:

"I do want a T-e-d-d-y B-e-a-a-r!"

The mother turned to see how I was taking the infant's disconsolation and explained deprecatingly:

"She's so tired. We've been traveling since early morning—my sister here and the baby and I—and she's all tired out. So are my sister and I, but we are wiser, we don't show it quite so much. She's so dirty, too," the eternal mother-hatred of a child's soiled dress asserting itself to a stranger; "but we couldn't keep her clean on the train. I knew she'd get all mussed up on the journey, so I put on her this little blue gingham dress instead of a white one," and she flipped the hem of the little Mother Hubbard well over the child's knees. "We'll soon be home now and then all our troubles will be over."

The "baby" (she was all of 3 years old) here set up a prolonged howl, each cry increasing in intensity and volume, advertising Teddy Bears a thousand times better than could any sign in the car's advertising spaces over the people's heads; and, while every one felt sorry for the child's bearless arms and heart, no one could keep a straight face.

"But remember you have your nice new dolly and your pretty gold bracelet that Aunt Emmeline gave you while we were down to see her," was the mamma's endeavor to soothe the swelling chest.

"But that ain't a T-e-d-d-y B-e-a-a-r!"

Here I got off the car.

The dolly and the gold bracelet must have failed as a panacea, for the last I heard as I crossed and went down the street was:

"Oh, mamma, you MUST buy me a Teddy Bear in the morning!"

'Tis no wonder the kids are crazy over these cute Rooseveltian animals.

A show window of them stops young and old alike, for all they have become such a common toy that most every tiny one of the hoi polloi jubiliates in possession.

One charming young maid said that all the girls in her set carried Teddy Bears on their arm with a wide ribbon, at their club dances last winter.

* * *

The favorite color of almost every girl or woman is pink or blue, and when only these two colors are displayed the average taste is touched.

A Monroe street window has its ample depth filled with pale pink and blue bath mats. On each is the word

BATH

Each letter is a cap. The mats are all spread out on the floor (no piles of them) and hung on high lines. Such a display has only to depend on arrangement to secure attention.

This particular exhibit should not fail to catch the women for there is a

Reduced

To

59c

card in evidence.

The warmer weather is a "foine toime" to bring these toilet-room needfuls to the fore. Temperature conditions should always be taken into consideration by the windowman. He should be reminded of the proverb of an old farmer:

"The time to dig a well

Is when there is a dry spell."

* * *

Somewhere, I can't recollect where the store was located, I saw a window done completely in white—white floor and the same colorless background. All there was in the entire window was an immense tall cylinder of white confectionery boxes, piled so that the spaces of the circle were about two inches less than the length of the cartons. Every one going by took a general look at the cylindrical tower and then a closer one at the name of the candy and its manufacturer.

The paramount thought here was size. A varied assortment of tints as to the boxes could be suitably employed, alternating two or more shades, care being taken, however, not to use too many—not more than three. All the colors of the rainbow would detract from the interest in the bonbons.

* * *

Already there is a hint of the autumnal in the local windows. The following shows the trend of fall fashions:

"The opinion is general among well-posted fabric men that a quantity of sheer materials will be sold next fall and winter for dressy costumes, such as marisettes, silk and worsted voiles and sheer silk novelties. These will undoubtedly call for a range of colors for foundation purposes, which, added to the regular lining business that is a feature of fall trading, will make a good demand for colored taffetas. Printed warp silks are looked upon as likely to be used for foundation purposes by the ultra trade next season.

"Handsome novelties for waisting purposes are being brought out, in which manufacturers have grouped

the color favorites of the moment. These have been exploited in a combination of stripes and plaids. Naturally, lines are to be elaborate, and the manufacturer who brings out the most attractive designs increases the certainty of having his productions taken up by leading silk buyers.

"Shantung silks are doing well, especially in colorings and weaves that are not extreme, referring to dyed shades. The general market is short, and has been all the season, of tussahs in the natural color.

"Departments catering to the exclusives and having an outlet for silks at high prices have adopted heavy silks for fall, in designs that would be classed as cloth effects, printed and woven.

"Sheer novelties carrying a border are still selling, also side band effects, in both foreign and domestic dress goods. Foulards also carry printed borders, and it is quite likely that this ultra style will hold through the coming fall season.

"The popularity of trimmings at the hem of the skirts and the finishing of skirts made of lightweight materials with heavier fabrics, such as velvets, together with the successful selling of printed chiffons carrying a border, have induced manufacturers, both foreign and domestic, to bring out side bands in dress goods as ultra novelties.

"Graduated stripes are generally looked upon as the safest form for side band ornamentation, and they will be taken up by buyers who recognize the importance of always showing the latest novelty.

"Cotton converters making a specialty of novelties have already placed lines of side band cotton novelties for spring, 1908."

Thirteen Million Savings Deposits in Grand Rapids Banks.

How much money has been laid away by the thrifty, the provident and the prosperous of Grand Rapids against the rainy day or the day of opportunity? The seeker for information on this point will study the bank statements. He will find that the National banks have certificates of deposit outstanding to the amount of \$4,000,000, or thereabout, and that the savings certificates and deposits in the State banks aggregate about \$9,000,000, a grand total of \$13,000,000. In the main this represents savings deposits. It is a good healthy showing for a town the size of Grand Rapids—about \$125 for every man, woman and child in the city. As a matter of fact the statements as issued periodically do not tell the whole story. In addition to the \$13,000,000 of record there are \$3,650,000 more laid away in the National banks which is as truly savings deposits as the money described as such in the State bank reports, but which does not appear as such in the reports.

When the Fifth National was located on West Bridge street a dozen or more years ago it was the only bank in that section. For the accommodation of its patrons it started a savings department, issuing savings books and paying the same rate of interest that the State banks paid. The deposits appeared in the publish-

ed statements as a part of the "individual deposits subject to check" account instead of under a separate heading. When the Fifth National moved to its present Canal street site it brought its savings department along. One by one the other National banks made up their minds that this was a good idea and one by one they adopted it. All the National banks now have their savings departments and they are as industrious in drumming for deposits of this kind as any of the State banks. They advertise their facilities, issue their literature on the advantages of having a nest egg, and they all have their little home banks and other expedients for the encouragement of thrift. Their savings deposits aggregate about \$3,650,000, and it is stated that this account is growing more rapidly than any other.

If the statements published by the National banks distinguished between these savings accounts and the actual deposits subject to check, instead of combining them under the head of the latter, the statements would show a marked difference. Instead of \$7,400,000 in commercial deposits the amount would be but \$3,750,000. The certificate and savings account together would grow from \$4,000,000 to \$7,650,000, which would be considerably more than half of the total deposits carried in the National banks. Carrying the changes it would make still further and including the State banks it would reduce the commercial deposits in all the banks to about \$5,850,000, while the savings and certificates would amount to almost three times as much, or, approximately, \$16,650,000. The total deposits amount to \$25,500,000 and the savings and certificates represent nearly two-thirds of this total.

These figures show how important are the habits of thrift to the prosperity of the banks, National and State alike. The savings deposits make a very desirable class of business. These accounts do not fluctuate so widely nor as frequently as the active accounts subject to check, are never overdrawn and the book-keeping is simple and easy.

The savings depositors in the National banks are of the same class as those who patronize the State banks. There are working men, merchants, those who follow the professions, children and women. Their deposits are in all amounts from 10 cents upward. One class of very substantial depositors, however, show little fondness for the little books. The farmers prefer their evidences of wealth in the form of certificates.

SELL Mayer Shoes

And Watch

Your Business Grow

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

Vandenberg Cigar Co.

816 E. Fulton St.

Grand Rapids, Mich

Success in a Small Store.

"In a previous lecture," said the professor of the art of storekeeping, "I said to you that 'success in keeping a small store depends much upon the personality of the storekeeper,' and I cited to you, as you may remember, various of the qualifications required. Now I would speak to you more particularly of a single one of these requisites—namely, that of politeness.

"It is easy to be polite to everybody; that is, superficially polite; but not so easy to be truly polite. Here is Mrs. Jones just home from trading at Mr. Robinson's store, and she says:

"What a nice man Mr. Robinson is!"

"You can make up your mind that Brother Robinson is a really polite man, of whom it is a pleasure to buy goods, and who is certain to attract trade. When Mrs. Jones went into his store to-day, to be, by chance, waited on by Mr. Robinson himself, she found him, as she always does, really interested in her wants. As a matter of fact, when he waits on anybody Mr. Robinson forgets himself and his profits and thinks of this individual customer alone.

"He is not only ready to show goods but he wants to show them. He realizes that to the customer this purchase may be a matter of real importance and he is interested accordingly. Not only does he try to see that she gets what she wants, but he really wants her to get it; and that Mrs. Jones should be pleased with all this is perfectly natural.

"Mr. Robinson waits not only on Mrs. Jones in this manner, but he waits on one and all of his customers in the same way. And, of course, you know the result—Robinson sells more goods than all the rest of the clerks in his small store put together.

"A staggering thing it is to me that so many clerks in stores big and little fail to realize the value of politeness and so fail to turn it to their own great advantage, as they might readily do. You go into a store to be waited on perhaps with purely perfunctory politeness; the clerk is not really interested in you or your wants at all; he shows goods to you, but it appears to make little difference to him whether you buy or not, and really he does not more than half try, if so much, to please you.

"If you do buy and you are to carry your purchase away yourself he sends the goods to be wrapped up and then stands stolidly until they come back. If you do not buy he mechanically replaces the goods he has taken down to show you, as you rise to depart, and you say to yourself as you go that you will never go there again if you can help it.

"Let me tell you that there is no salesman with any sort of goods at all to sell but can increase his business and his pay simply by the exercise of real politeness; by taking pains. If he will but seek in good faith, honestly and politely and with real endeavor, to satisfy each customer's wants he will find customers coming to him individually when they want things and finding a pleasure in buying of him; he will build up a

following, a trade, that will go with him, steadily increasing, wherever he goes; and you know what that means—it means money.

"Let me adjure you to cultivate and practice a point of genuine politeness."

Report on the East Jordan Bankrupt.

Grand Rapids, July 30—In regard to the matter of Jacob L. Weisman, bankrupt, the trustee, Geo. H. Reeder, for whom I am attorney, wishes me to notify the creditors of the present status of the matter.

The bankrupt, Jacob L. Weisman, made an assignment in December, 1905, and turned over a stock of goods to the assignee which finally brought only about \$3,400, the same constituting all of his assets. The indebtedness was about \$20,000. A number of the larger creditors were not satisfied to have such an outrageous steal perpetrated on them and asked me to file a petition in bankruptcy, which I did. I had Mr. Reeder appointed receiver and later trustee. I have had a petition filed to compel the bankrupt to account for about \$15,000 worth of property, which is shown by creditors' statements to have been received by him and not turned over to the trustee in bankruptcy. I have also had the bankrupt indicted for concealing property from his trustee in bankruptcy and have had the bankrupt, his brother, Joe, who was a clerk in his store, and one Samuel Burak, formerly of Big Rapids, but now of Detroit, indicted for running off property in fraud of the bankruptcy law, the property having been run off even before he made the assignment. The attorney for the Weismans and Burak promised the U. S. District Attorney that if he would let him know when they were indicted he would have them all appear in this District and give bail. Instead of that, he seems to have warned them and they have kept out of the District; and when the U. S. Marshal succeeded in finding Burak in Detroit, about three weeks ago, the latter applied for a writ of habeas corpus through Judge Swan, of the Eastern District of Michigan, claiming that the indictment was defective and that he could not be held; but Judge Swan has just decided that the indictment is all right and that he will have to go to this District for trial this fall.

Since the indictments, I have understood through Burnham, Stoepel & Co., of Detroit, whom I represented and who are Weisman's largest creditors, that they are now offering 33½ per cent. and the payment of all court costs for a settlement. You will notice that the amount that the trustee was able to realize from the assets would hardly pay 10 cents on the dollar, so the indictments have been the means of some cash coming from somewhere. Of course, it is a matter for the creditors as to what they wish to accept, but, in any event, I think the indictment of these rascals will have a good effect on honest trade, whether a settlement is made or not. Of course, nothing can be done in regard to a dividend until

these cases are disposed of in the U. S. Court this fall, unless a settlement is made in the meantime.

Peter Doran.

What Constitutes "Payment in Full."

The New York Journal of Commerce is asked to reply to the following: A customer sends me a check for a certain amount and inserts the following on the face of his check: "In full to June 1." Does my indorsement give my receipt in full to this date or not? Can I indorse his check and write him a letter advising him that I am using the check only to apply on the account?

Reply—Suppose A owes to B a certain sum of money and there is no doubt or dispute as to the amount actually due. Then if A pays B less than this amount, in cash or by check, saying, at the time, "this I tender as payment in full," B may keep the money or cash the check without losing any right he previously had to demand what was still due and unpaid. No man, without the consent of his creditor, can discharge the whole of his debt by paying part of it, if the amount is liquidated and certain. Suppose, however, that there as been no agreement as to the amount due, or that there is an honest and well-founded dispute concerning the matter. Then when the debtor sends any reasonable amount, with a statement that it is tendered and is to be accepted, if at all, as payment in full, that is his estimate of the sum due. The creditor can not accept the tender without accepting the esti-

mate; if he does accept the tender the amount due is thereby agreed upon and fully paid. If the creditor is not willing to accept the tender as payment in full he must return it. Then an agreement may be reached as to the amount actually due, or if the two can not agree the matter may be left to the courts. The debtor has this privilege, in a case of this kind, because it would be unfair to him to allow the creditor to keep what the debtor honestly believed to be the whole sum due, and still allow him to sue for more, when, if he had brought his suit in the first place, it is possible he might not have been able to recover even as much as the debtor has already paid him. It is a case in which two persons have entered into a contract without any agreement as to the amount to be paid under it, or in which there is an honest difference of opinion; and neither is to be allowed to force his own estimate upon the other, or to accept the other's estimate and still demand more.

If you make your mind a cesspool your life certainly will have an evident ill odor.



J. W. York & Sons

Manufacturers of
**Band Instruments and
Music Publishers**

Grand Rapids, Michigan
Send for Catalogue

AUCTION

—of—

**FURNITURE—CARPETS—RUGS
CURTAINS, ETC.**

On Tuesday, August 6th, 1907

H. LEONARD & SONS

(Retail Store)

Corner Fulton and Commerce Streets
Grand Rapids, Mich.

Will sell at Public Auction their entire stock of

Furniture, Carpets, Rugs, Curtains, Etc.

Consisting of Dining Chairs, Parlor Rockers, Parlor Stands, Center Tables, Extension Tables, Library Cases, Parlor Suites, Couches, Bedroom Suites, Iron Beds, Odd Dressers and Commodes, Pedestals, Pictures, Mirrors, Etc.

Axminster, Wilton and Wilton Velvet, Tapestry and Ingrain Carpets.

Nottingham, Brussels and Irish Point Lace Curtains, Etc.

DEALERS SPECIALLY INVITED

Remember the date, August 6th.

AROUND THE STATE

Movements of Merchants.

Alto—E. Davis & Son are succeeded in the grocery and bazaar business by A. O. Bickford & Co.

Howell—Henry Helmer is succeeded in the meat business by Al. Terhune and Bert Burrows, who will take possession August 1.

Wolverine—W. E. Bell, who conducts a clothing store at Gaylord and also stores at other places, has opened a branch store at this place.

Mecosta—M. Carman & Co. have purchased the interest of G. S. Wilson in the grain elevator and have completed a cement office building.

Detroit—Herman Weideman has sold his stock of groceries to Frank Kirchgessner and Joseph Venier, both of whom were formerly from Monroe.

Lansing—Geo. Benriter, of the Benriter Co., Ltd., of Battle Creek, which conducts a book, stationery and wall paper store, will soon open a branch store here.

Burr Oak—H. N. Garter, confectioner and cigar dealer, has removed to a larger store and will add a bakery to his present business, succeeded Clay & Son.

Petoskey—J. & W. N. Ingalls have sold their grocery stock to P. D. Lile. He will continue the business at the same location, as well as his store on Charlevoix avenue.

Dowagiac—The basement of the store occupied by Benjamin Oppenheim, dry goods dealer, is being remodeled to receive the stock of crockery which Mr. Oppenheim intends to install.

Ionia—The Page elevator has been purchased by the J. D. McLaren Co., of Plymouth. When this elevator is in operation it will make eleven now controlled by the McLaren Co. in Southern Michigan.

Cheboygan—A corporation has been formed under the style of the Cheboygan Drug Co., with an authorized capital stock of \$4,000, of which amount \$3,000 has been subscribed and paid in property.

Raisinville—The store building occupied by Ben Simmons, grocer, was destroyed by fire, but the stock was nearly all saved. The loss is estimated at \$3,000, that on the building being covered by insurance.

Saginaw—A corporation has been formed under the style of Ward, Karr & Co. to conduct a hardware store. The company has an authorized capital stock of \$3,000, of which amount \$1,510 has been subscribed and paid in in cash.

Hancock—Dr. S. E. Campbell has sold his drug stock to A. A. Metcalfe, of Green Bay, Wis., and will devote his time in the future to his medical practice. Mr. Metcalfe has conducted the drug business at Crystal Falls for some time past.

Caro—Myron H. Vaughan has merged his hay, grain and produce business into a stock company under the style of the M. H. Vaughan &

Sons Co. The company has an authorized capital stock of \$15,000, all of which amount has been subscribed, \$795.71 being paid in in cash and \$11,746.89 in property.

Mancelona—J. W. Mathewson has purchased the stock of Fred L. Knapp, who conducted business under the name of the Bellaire Harness Co., at Bellaire, and will remove same to Mancelona, where it will be consolidated with the stock recently purchased by Mr. Mathewson of Brown Bros., harnessmakers here. Mr. Knapp will come here from Bellaire and enter the employ of Mr. Mathewson.

Manufacturing Matters.

Muskegon—F. J. Jiroch is erecting an addition to his cigar factory about 15x22 feet in dimensions.

Menominee—The capital stock of the Roper Lumber Co. has been increased from \$5,000 to \$20,000.

Detroit—The capital stock of the Detroit Show Case Co. has been increased from \$35,000 to \$50,000.

Saginaw—The capital stock of the Saginaw Table & Cabinet Co. has been increased from \$35,000 to \$50,000.

Oscoda—The Hull & Ely sawmill, which has been idle some time, started last week with considerable stock available.

Zeeland—L. B. Hicks has been engaged by the Verhage Milling Co. and has just overhauled the company's plant.

Union City—D. P. White is retiring from the roller mill business on account of ill health. He is succeeded by Frank Morey.

Millersburg—E. M. Lewis is shipping a number of million feet of logs from Grand Lake to Cheboygan and a number of thousand pieces of cedar to Chicago by rail.

Plainwell—B. C. Shayler is succeeded in the management of the Brownell mill by Ernest J. Chart. Mr. Shayler will now be employed by the J. A. Stout Milling Co.

Detroit—The Gramlich Chemical Co. has been incorporated to manufacture polish for metal and glass, with an authorized capital stock of \$50,000, of which amount \$25,030 has been subscribed, \$5,000 being paid in in property.

Alpena—Amos B. Crow, who formerly manufactured monuments under the name of the Alpena Monumental Works, has merged his business into a stock company under the style of the Alpena Marble & Granite Co. The company has an authorized capital stock of \$10,000, of which amount \$8,500 has been subscribed, \$1,500 being paid in in cash and \$7,000 in property.

Battle Creek—The Toasted Corn Flakes Co. is completing arrangements for fitting out and re-opening the plant formerly occupied by the Grape Sugar Flakes Co. in about a week. This company already has three factories in the city running night and day, the output averaging nine cars daily. Even then the company is many days behind in its orders, the need of another addition having been long apparent.

Cheboygan—The lath mill of Thompson Smith's Sons burned last

week, involving a loss of 15,000, with an insurance of \$5,000. The boiler, which is new, was not materially injured. A new mill will be erected at once on the site of the old Smith saw mill, the machinery having been ordered before the ashes of the one burned were cold. This mill uses slabs in the old docks of the firm in the manufacture of pine lath and at 5,000,000 a year there is a fifteen year supply for the mill.

Boyne City—Wm. H. White & Co. have placed on the market about 30,000 acres of hardwood timber lying east of the Mackinaw division of the Michigan Central, and a number of Bay City parties are looking it over with a view of buying it. The sale will net the owners about \$3 per thousand stumpage and the proceeds will be re-invested in Oregon timber on the basis of \$1 per thousand stumpage. The sale marks the abandonment of the plan to extend the Boyne City, Gaylord & Southeastern Railway from Gaylord to Alpena.

Saginaw—In connection with the vast quantity of timber tributary to the Saginaw river numerous small woodenware industries in addition to those already in operation are scheduled and efforts will be made to induce capital to come here and engage in the manufacture of specialties. A charcoal iron furnace is also being exploited besides a number of chemical plants for the production of wood alcohol and other byproducts from wood. With enough plants to utilize these resources, which can be made profitable, the Valley cities can be made doubly important in a manufacturing sense and millions of dollars' worth of raw material, much of which is now going to waste, can be utilized.

Hillsdale—L. Verdon, proprietor of the Verdon Cigar Co., of Kalamazoo, was in the city last week to confer with Omer Lilly concerning the establishment of a branch factory of the Verdon Cigar Co. in Hillsdale. The floor over the Lilly store has been secured and it is expected that the factory will be started within a few weeks. The new firm will be known as Verdon & Lilly and will be under Mr. Lilly's direction. He will employ another man to look after the store and will supervise the factory and spend two or three days each week on the road. It is expected that they will employ fifteen men at the start and these will all be married men who will remove to this city with their families.

Bay City—There are nine saw mills at Bay City and the Richardson Lumber Co., of Alpena, is erecting another large mill on the old McEwan mill premises. This company has timber of its own in Montmorency county sufficient to stock its mill for twenty years, all of which will be railed to Bay City. The Kneeland-Bigelow Co. and the Kneeland, Buell & Bigelow Co., of Bay City, which are cutting a little over 40,000,000 feet every year, have timber enough in the northern counties—Otsego, Montmorency and Cheboygan—to stock these two mills for twenty years longer and are negotiating for about 100,000,000 feet more. The Wylie & Buell Lum-

ber Co. owns nearly 200,000,000 feet of standing timber which is being cut for various parties, 12,000,000 feet going to Bliss & Van Auken, at Saginaw, a number of million feet of basswood to the Bousfield Woodenware Works and to other parties. The Batchelor Timber Co., operating a mill at West Branch, will cut 15,000,000 feet annually and has 70,000,000 feet of timber. W. D. Young & Co. have available in sight about 200,000,000 feet of mixed timber, and other firms have small supplies.

The Grain Market.

There has been very little change in the wheat situation the past week, prices remaining practically unchanged. New wheat is now beginning to come to market quite generally throughout the winter wheat states. The yield thus far reported has been very satisfactory and the quality good. There are all sorts of reports from the Northwest, some sections good and others bad. The advice of the manipulators seems to be to buy on breaks and sell heavily on bulges. The visible supply of wheat for the week showed an increase of 192,000 bushels, which brings the present visible supply to 46,829,000 bushels, as compared with a visible supply for the same period last year of 28,381,000 bushels. Corn has shown a decrease in the visible supply for the week of 1,092,000 bushels, which indicates large consumption and shipments for both domestic and foreign use. Corn prices have been very firm, present values running around 59c in carlots for shipment, and the general opinion seems to point toward 60@65c within the next month.

Oats have been very strong, especially old oats, for spot shipment, while new oats are coming along finely, and notwithstanding the killing reports from all sections they are turning out a fair if not a good crop. Future prices remain steady, but the market has a heavy tendency, and we predict a much lower line of prices as soon as new oats begin to move more freely, within the next two or three weeks.

Feedstuffs continue firm and anything for immediate shipment brings a nice premium, values for Western feeds delivered Michigan points now ranging from \$21 for bran to \$24.50 per ton for flour middlings, and few offerings at that.

L. Fred Peabody.

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

Buffalo, July 24—Creamery, fresh, 22@24½c; dairy, fresh, 18@22c; poor to common, 17@20c.

Eggs—Choice, 18c; candled, 19@20c.

Live Poultry—Broilers, 16@17c; fowls, 12½@13c; ducks, 13@14c; old cox, 9@10c.

Dressed Poultry—Iced fowls, 13@14c; old cox, 10c; springs, 17@20c.

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, 2.25@2.50 per bbl; mixed and red, \$2.00@2.25.

Rea & Witzig.



The Produce Market.

Apples—\$1 per bu. for Duchess or Red Astrachans.

Blackberries—\$2@2.25 per 16 qt. crate.

Butter—Quotations of creamery have been marked down 1c and the feeling is easier. The receipts continue liberal. There is a good consumptive as well as speculative demand. The decline was due chiefly to the increase in make. The quality is running very good for the season, and the future market depends largely upon the future make.

Creamery is held at 24c for No. 1 and 25c for extras. Dairy grades command 21c for No. 1 and 18c for packing stock.

Cabbage—60c per doz. for home grown.

Cantaloupes—Rockyford's fetch \$5 per crate; Georgias command \$2.50 per crate; Gems fetch 75c per basket of about a doz.

Celery—25c per bunch.

Cherries—\$1.50@1.75 per 16 qt. crate for sour.

Cocoanuts—\$4 per bag of 90.

Cucumbers—35c per doz. for hot house.

Currants—\$1.75 per crate of 16 qts.

Eggs—The market is very firm at the recent advance. The prolonged spell of hot weather is responsible for a good part of the receipts showing defects, and this has made fancy eggs, free from heat, very scarce. Fresh eggs clean up on arrival, while under grades are slow and the price is nominal. Present conditions are likely to exist as long as the weather remains warm and there is, therefore, not likely to be any radical change in the near future. Local dealers pay 16c for case count and find no difficulty in getting 18c for candled.

Green Onions—15c for Silver Skins.

Green Peas—Telephones fetch \$1.

Gooseberries—\$1.75 per 16 qt. crate.

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

Lemons—Californias and Messinas command \$6 per box. Supplies of California lemons are no larger than they were last week and they do not seem to be coming forward as fast as they are needed or as fast as they might.

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

New Beets—20c per doz.

New Carrots—15c per doz.

Onions—Spanish command \$1.60 per crate. Louisville fetch \$2.25 per sack of 65 lbs.

Oranges—Late Valencias are firm at \$5.50@6 per box.

Parsley—25c per doz. bunches.

Peaches—Elbertas from Arkansas command \$1 per 4 basket crate. The last two or three shipments of Elberta peaches from the South have been very disappointing as to quality and trade in them is very unsatisfactory to both buyer and seller.

Peppers—30c per doz. for green.

Pieplant—85c per 40 lb. box.

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

Potatoes—Home grown new potatoes are now the big sellers and are going out in large quantities, the shipping demand being especially good on the basis of \$2.25@2.50 per bbl.

Poultry—Receipts are fairly large, but not enough to meet the demands of the market. The local dealers pay 10½c for live hens and 12½c for dressed; 9½c for live ducks and 11½c for dressed; 14c for live turkeys and 16@20c for dressed; live broilers, 14c.

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

Raspberries—\$2.25@2.50 for reds and \$2@2.25 for blacks—16 qt. cases.

Tomatoes—Tennessee and Illinois command 75c per 4 basket crate. Home grown, 75c per 8 lb. basket.

Veal—Dealers pay 6@7c for poor and thin; 8@9c for fair to good; 9½@10c for good white kidney from 90 lbs. up.

Watermelons—The Georgia melons are nearing the end and in about a week they will begin coming from Missouri, when the price will probably decline some on account of the smaller freight. The melons continue of fine quality but prices are as yet too high to interest the great mass of the consuming public. Sales are mostly in barrel lots, \$2.50 being the ruling price for 8, 9 or 10 melons.

Wax Beans—75c per bu. for home grown.

Going Back To First Principles.

Twenty-three years ago, the Grand Rapids Retail Grocers' Association held its first annual picnic. It was confined to retail grocers and clerks and their families. It was held at Reed's Lake and was very generally conceded to be a most enjoyable affair from start to finish. Subsequent picnics have lost their identity as grocery affairs and have developed more into mobs than picnics. President Fuller, under whose management this year's picnic will be held, has decided to re-establish the old-time picnic and has therefore sent out invitations to all grocers and clerks and their families to assemble at North Park on Thursday, August 1, and participate in an old-fashioned basket picnic.

The Tradesman heartily commends this plan. It has never been in sympathy with the idea that numbers mean strength or that brass bands or men with red sashes mounted on white horses add to the enthusiasm of the occasion. There are enough grocers in Grand Rapids to make a respectable picnic all by themselves and unless the weather is unfavorable it is not unlikely that the annual picnic of 1907 will go down to history as the most enjoyable, most characteristic and most typical picnic ever given under the auspices of the Grand Rapids Retail Grocers' Association.

S. H. Sweet has removed his grocery stock from 200 West Fulton street to 267 Plainfield avenue.

The capital stock of the Grand Rapids Foundry Co. has been increased from \$25,000 to \$50,000.

When men say "our faults" they usually mean yours.

The Grocery Market.

Tea—The market on all grades of Japans is confusing. Just at present the market on all grades is strong. Some of the importers expect to see lower grade Japans reach lower figures during the next few months. Whether or not this will be realized remains to be seen.

Coffee—Both Rio and Santos grades are dull. The cause of the weakness is that the speculative trade have stubbornly stayed out of the market, which is the very last thing the syndicate want or can stand. In the absence of speculative interest, the market will continue to sag of its own weight. Mild coffees are steady and unchanged. Mocha is steady, except the long bean, which has declined a fraction. Java has scored another advance, a thousand mats having been sold in New York during the week at 1c per pound advance over the June sale price.

Canned Goods—Packers report a big business in future tomatoes. Jobbers the country over seem to be taking hold of them in better shape. Many incline to the belief that future tomatoes at present figures are a safe purchase. Peas are cleaned up very closely. New peas are now on the way from the packers to this market. Michigan packers are shipping and Wisconsin packers hope to have some cars in transit before long. In the meantime, jobbers' stocks have been whittled down to nothing. Corn remains about the same. It is considered very cheap at present prices and some big blocks have been purchased during the past few weeks, because the buyers believe it is as low as it can possibly get and it may go considerably higher. Pumpkin is firm. String beans are very strong, and an advance on baked beans is expected. Although opening prices of California canned fruits are very high, the situation remains very strong. It is conceded that the high prices will curtail consumption to some extent though not enough to affect the market. It looks as if the retailer must buy his lines of California canned fruit early if he is to have an adequate supply. The quality of most lines of California canned goods packed this year is good, with the exception of apricots, most of which are very poor. Eastern peaches of standard grade are practically out of the market. Blueberries are in short supply. Standard strawberries are scarce and arrivals of the new pack are awaited. Pineapple is strong with advancing tendency. Raspberries of all grades are in short supply. New pack blueberries are expected on the market soon. Prices of all lines of small fruits for the coming year will probably rule quite high. Jobbers are advancing prices on spot stocks of California fruits. All grades and kinds of salmon continue in strong position. Demand is very heavy all over the country and from abroad. The trade continues strongly of the opinion that salmon will rule still higher before the year is passed. Pink, Alaska red, and those grades which sell at lower prices are in big demand and show tendency to advance. Cove oysters

are very firm and advancing. Other lines of fish are held firm.

Dried Fruits—Apricots are unimproved in condition. Currants are in fair demand at steady prices. Apples are firm and unchanged in price. Nothing is doing in prunes, but an advance is prophesied, owing to the heavy drop of the growing fruit on the coast. As stated, there has been no change as yet, but the feeling is strong, and sellers are very few. Peaches are unchanged. The sulphur decision has unsettled the market very much, owing to the fact that more than the maximum percentage of sulphur allowed by the Government is used in peaches. On this account certain large buyers are refusing to accept as good delivery peaches sold for future delivery and bleached in the usual way. Certain brands of prunes are also deeply affected by the ruling. Raisins are unchanged, but still firm. The spot supply is exceedingly low.

Cheese—There is no change in the jobbing quotations on cheese, but the market is a little easier, and the leading markets show a decline of ½c per pound. The quality of the present make of cheese is running good, as is usual for the season. If there is any change in price it will be a slight decline, owing to the extreme high prices prevailing.

Provisions—There is a very good consumptive demand for everything in the smoked meat line, but the supply is ample, and no material changes in price are looked for soon. Pure and compound lard are firm and unchanged, the demand being good for both. Dried beef, barrel pork and canned meats are about unchanged and in very good demand.

Rice—All grades hold firm. The demand is fair. Advances from growing districts indicate a well maintained market.

Fish—Cod, hake and haddock are all dull and unchanged in price. Domestic sardines are in fair demand at unchanged prices. Imported sardines are firm and wanted. Salmon is fairly active and unchanged. Future sockeye prices are still not forthcoming. New mackerel is in good demand, mainly because most grades are scarce. The supply of new shore mackerel is still light, and the price is gradually advancing, due partly to scarcity and partly to improving quality. New Irish mackerel is also available, but in very small quantities. New Norways have shown rather poor quality and the price has therefore been comparatively low.

Swantek Bros. have opened a drug store at the corner of East Bridge and Diamond streets. The Hazeltine & Perkins Drug Co. furnished the stock.

Valda Johnston has opened a drug store in connection with his hotel at South Haven. The Hazeltine & Perkins Drug Co. furnished the stock.

A. W. Hompe and Ralph Tietzort have purchased \$1,000 stock in the Kent County Saving Bank, paying \$9,500 therefor.

HARDWARE DEALERS.

Programme Prepared for the Detroit Convention.

The following programme has been prepared for the annual convention of the Michigan Retail Hardware Association, which will be held at Detroit Aug. 14, 15 and 16:

Wednesday.

If exhibitors will make it a point to show their goods to delegates in the morning and close up their rooms at 1:30, this action will be appreciated by the officers of the Association, who are anxious to have the delegates all in the convention hall at 2 o'clock, so that the business sessions may begin promptly on time.

9 a. m.

Executive Committee meeting in Association headquarters, Cadillac Hotel.

10 a. m.

The Secretary's office will be open for the receiving of dues, enrollment of new and old members and the distribution of badges. Members are requested to report here Wednesday morning sure so as to prevent this clerical work from interfering with the time of the business sessions.

2 p. m.

Meeting called to order in the banquet hall of the Hotel Cadillac, by President Standart.

Address of Welcome—Hon. Wm. B. Thompson, Mayor of Detroit.

Response by E. B. Standart, President of the Association.

Appointment of the following committees: Credentials, Constitution and By-Laws, Resolutions, Question Box, Auditing and Nominations.

Reading of minutes of last annual meeting.

Reception of communications.

Annual address of the President.

Treasurer's report.

Annual report of the Secretary.

Address—Paint Legislation—E. W. Heath, Chicago, chairman of Legislative Committee of the Paint Manufacturers' Association of the United States.

Address—Another Side of the Pure Paint Question—Representative of the National Lead Co.

Discussion by members of the points brought out in the above addresses.

Evening.

The Entertainment Committee has not yet made any arrangements for entertainment this evening. Full particulars are therefore not available, but will be given out at the convention.

Thursday.

The Programme Committee has left this morning entirely open to enable delegates to visit exhibitors and call on the wholesale and manufacturing plants of Detroit.

In return, exhibitors are earnestly invited to close their rooms promptly at 1:30 p. m. and jobbers, manufacturers and traveling men are requested not to make any effort to entertain the individual delegates during the time set aside for the business sessions in the afternoon.

Secretary's office will be open all the morning for receiving of dues and applications.

2 p. m.

Meeting called to order promptly by the President.

Report of Committee on Credentials and Auditing Committee.

Address—A Few Trade Evils—Geo. P. Griffin, Albion.

Remarks by delegates along the lines of the above subject.

Paper—Relations Between Retailer and Jobber—Porter A. Wright, Holly.

Paper—What the Furniture Dealers Are Doing to Meet the Competition of Our Common Enemy—C. C. Rosbury, Bay City, President of the National Retail Furniture Dealers' Association.

Addresses by visitors representing the National Retail Hardware Association, the National Hardware Association and the American Hardware Manufacturers' Association.

Mutual Fire Insurance—Talks by representatives of different mutual companies.

Question Box—In charge of A. T. Stebbins, Rochester, Minn., Vice-President National Retail Hardware Association.

Any questions you would like to have discussed can be placed in the box provided for that purpose on the President's desk.

8 p. m.

The Association will again take possession of Electric Park, the White City of Detroit, the attractions of which have been considerably improved and added to since last year. Full particulars in regard to the entertainment for this evening will be published later.

Friday.

Another full morning is devoted to enabling members to attend to private business.

Exhibitors are again requested to close their parlors at 1:30 p. m.

2 p. m.

Closed session for retail hardware dealers only.

Reports of the following committees: Constitution and By-laws; Legislation, Resolutions.

Consideration of committee reports. Unfinished business; new business.

3 p. m.

(Special order of business)—Report of Committee on Nominations.

Election of officers.

Selection of next place of meeting.

Question box.

Good of the order.

Adjournment.

Evening.

A delightful boat ride by moonlight is being arranged by the jobbers and manufacturers of Detroit and experience in past years has taught us that this will be one of the most enjoyable features of the convention. All delegates should make arrangements to stay over Friday night to enjoy this entertainment so thoughtfully provided by our friends in the wholesale and manufacturing business.

Particular About Cure.

Mrs. Murray—Give me tin cints' wort' av ham.

Butcher—Sugar-cured, madam?

Mrs. Murray—No! I want some thot has nivr bin disazed.

GRAFTING TACTICS.

Swindling Game Repeated for the Hundredth Time.

The history of trades unionism in Grand Rapids—and every other city cursed with the existence of trades union swindlers and demagogues—is replete with instances of swindling tactics which are employed by the authority of the central organization of labor unions known at this time as the trades and labor council. This organization has always contained its full proportion of the grafting element—men who are "out for the stuff," as they express it, and who usually succeed in making the bankers, manufacturers and jobbers of the city pay tribute to their nefarious schemes. The most recent instance of union swindling methods is thus described by the Grand Rapids Chronicle:

The Union Sentinel, a paper that was started here by those princes of grafters, J. E. Taylor and H. A. Gowdy, last fall, after they had attempted and failed to make a deal with the Chronicle, is having trouble. Two or three issues have been missed recently and now it is announced that the paper has been sold to G. I. Hallock, the advertising agent. An effort is being made to revive the publication through the medium of a "special edition," but with what success is not known. After Taylor and Gowdy had failed to make a deal with the Chronicle, they negotiated through Bill Wilson and Jim Lee an arrangement with the trades and labor council by which they paid the council \$200 for its endorsement, and armed with this went out and held up the business men to the tune of several thousand dollars. They represented that the entire proceeds were to go to the trades council and that a large edition of the paper, several thousand copies, would be printed, but as a matter of fact only a few hundred copies were run off, barely enough to show the advertiser that his copy had been put in type. After the town had been thoroughly fleeced Taylor and Gowdy left with their pockets bulging with Grand Rapids easy money, then the Ivy Press people, who had printed the few hundred copies, attempted to swing the paper as their own enterprise, with what degree of success is shown by recent developments.

The special edition above referred to is probably the most arrant fraud and swindle ever perpetrated upon the business interests of Grand Rapids. Houses like the Musselman Grocer Co., the Lemon & Wheeler Company and the Voigt Milling Co., which seldom patronize a legitimate trade paper, apparently climbed over each other to fall into the clutches of these swindlers who printed only enough papers to distribute among the advertisers. The two brilliant exponents of trades unionism named by the Chronicle, who have probably punished more whisky in their day than any other two men in the city, were employed by the faking promoters of the enterprise to assure the advertisers that the entire proceeds were to go to the trades and labor council,

when, as a matter of fact, they had themselves conducted the negotiations with the trades and labor council by which that organization was bribed to endorse the project for a paltry \$200.

Notwithstanding the record of this publication and the character of the men who stand sponsors therefor, it is noted that about twenty reputable business establishments still carry cards in the publication, including the following:

Old National Bank.
Judson Grocer Co.
Jennings Manufacturing Co.
Lemon & Wheeler Company.
Wykes & Co.
Cabinetmakers' Co.
State Bank of Michigan.
South Grand Rapids State Bank.
Grand Rapids Gas Co.
Herpolsheimer Co.
Friedrich Music Store.
Peoples Savings Bank.
Nelson-Matter Furniture Co.
Ira M. Smith Co.
C. W. Mills Paper Co.

How any business house which is conducted on business principles and refuses to countenance grafting tactics on the part of its principals or employes can consent to be made a cat's-paw in this manner is more than the Tradesman can understand.

Stick By Home Jobbers.

In view of these circumstances, is it prudent, wire or right for a retailer who is handling the goods of a jobbing house whose very name has been a guarantee of good quality, and who has dealt kindly and generously with the retailer in time of need, to go off at a tangent and give an order for staple commodities to some unknown salesman from a remote jobbing center who makes occasional visits to his locality simply because such salesman offers him a staple commodity at a price on which the retailer knows the jobber makes nothing and probably loses money?

Such inducement on the part of irregular salesmen is invariably for the purpose of selling some other commodity, with the price and quality of which the retailer is not familiar, and, as a rule, he does no better in this transaction than if he purchased the commodities from his regular house. Furthermore, having obtained some staple article in this manner, is it fair the next time the traveling salesman of your regular jobbing house visits you to refuse to buy a staple commodity from him unless he will let you have it at the price quoted by the comparatively unknown salesman, who named the price in question solely with a view of making it up on some other line of goods that he was trying to popularize?—West Coast Trade.

He Knew His Father.

"Suppose," said a father to his little boy, "you have half an apple and I give you another half. How much have you?"

"A whole apple," said the boy.

"Well," continued the father, "suppose you had a half dollar and I gave you another half dollar. What would you have then?"

"A fit," promptly answered the boy.

Half of success is in seeing the significance of small things.

LAST STAND

Made by the British on American Soil.

Written for the Tradesman.

Drummond Island, at the head of Lake Huron, in sight to the north-east of Mackinac, and directly in the pathway of Lake Superior navigation, is coming into its own as a summer resort. Boats from Mackinac and the "Soo" make regular stops at the town that has grown up overlooking the channel, but the through vessels pass on the other side, stopping at Detour, if at all. The town is known as Scammon's Cave. It has a hotel and a few stores and hovering around it are the summer homes of the resorters and the dwelling places of the island population. The island is approximately thirteen by twenty miles in its widest dimensions. It comprises about 118 square miles of forest and verdure-covered area, with an occasional farm. The permanent population numbers about 500, mostly sailors and fishermen, who in winter turn their hands to lumbering.

The island is of interesting geological formation, has scenic charms, a delightful summer climate, and then there is the endless procession of vessels passing by. The island also has a history—a history not quite as thrilling as that of Mackinac, but one that harks back to the days of strife. It was here that the British made their last stand on American soil. The treaty of Ghent, following the war of 1812, defined the international boundary, but in defiance of it the British held sway here until 1828, fourteen years after all the other ports along the lakes had been given up. Many traces of their occupancy are still to be seen where the summer visitors now make merry. The town they built and the garrison site can be faintly traced and where the houses stood are marked by cellars and chimneys. The remains of an old lime kiln and open quarry are just south of the town and not far away are the timbers of what was once a sawmill. The little cemetery back from the town still shows its headstones, although they are overgrown with trees and bushes and weeds. The boulevard which the soldiers built is still serviceable. A touch of human interest is in the apple, plum, cherry and pear trees which the soldiers and their families planted and which, grown old and neglected, still bear their fruit.

The treaty of Ghent was signed in December, 1814, but not until late in the spring of 1815 did the dispatches reach Lieutenant Colonel McDonall, commanding at Mackinac, with a copy of the treaty, instructing him to turn over that post to the United States military authorities, and to select some place in the neighborhood to erect temporary quarters for the garrison and shelter for the Government stores. The Commander was sorely perplexed. The United States was urging him to hasten his departure. British interests with the Indians of the Northwest demanded deliberation. He had long been spokesman for the King in dealing with the Red Men. Mackinac was their favorite rendezvous. He deemed it im-

portant that the new post be as near the old as possible that the Indians might still see and feel the British influence. The "Soo" was too far away for this purpose. St. Joseph Island was occupied by the Northwest Company as a trading post, and besides was not suited for fortification. He was not quite certain from reading the treaty that Drummond Island was United States territory, and taking unto himself the benefit of the doubt he decided to locate there. The island had an Indian name, which he changed to its present name in honor of Sir Gordon Drummond, then Lieutenant-Governor and Commander of the forces in Canada. The island had the advantage of proximity to the Indians and commanded the passage of the Detour. The site chosen was on a beautiful bay, large enough to afford safe anchorage for several vessels, and along the channel was a high ridge of limestone, making the place easy of defense from the water side. Soldiers were sent over under Captain Payne, royal engineers, to clear away the timber, level the surface and to build the houses of logs and bark. The United States troops arrived at Mackinac on July 1, but the British were not yet ready to move. The Americans were accommodating and allowed the British two weeks more. It was on July 18 that the surrender took place and the American flag again floated from the flagstaff at Mackinac while the British were sailing away to Drummond.

The force which Lieutenant-Colonel McDonald had under his command consisted of one company of the 81st and two companies of the Royal Newfoundland. The enlistment of the latter had already expired and they were sent home. The remaining company, with the families of the soldiers, traders and employes of the Indian department made a total of about 400 persons for whom homes were to be provided before winter. It was an arduous undertaking, with the materials still standing as living trees and inefficiency among the workers. Some houses at St. Joseph Island were purchased, taken apart, floated to Drummond and set up again. This helped some, and log and bark houses made from the timber cut in clearing the side served the others. Before the houses were fairly completed work was begun on a block house and the fortifications commanding the channel for purposes of defense alike against the Indians who might become hostile and the Americans. Although peace had been made, McDonall was still of a warlike mind and did not propose to be caught napping. His plans were extensive, including fort and shore and water batteries, and had they been carried out Drummond would have been another Gibraltar. In October a company of sappers and miners arrived to help along with the work, and before winter much progress was made on the town and fortifications. The following spring many of the soldiers died of a severe type of sea scurvy and were buried in the little cemetery back of the town, where they sleep to this day. In June Lieutenant-Colonel Maule arrived to suc-

ceed to the command and McDonall resigned and went home, disappointed and grieved. The subsequent years brought other changes in officers and troops, but the work still went on, the town growing larger, the fortifications stronger and the place becoming more and more important as an Indian center. The British treated the Indians more generously than the Americans, were freer with their rum, more liberal with their presents, more profuse with their promises and thus maintained their influence over them. This was to the liking of the Indians, who from all accounts often jockeyed between Mackinac and Drummond for bargains, presents and drink.

In the meantime the Government at Washington had taken notice of the British lingering on American soil and had made remonstrances to London. Communication was slow in those days and statesmanship deliberate. The encroachment was finally admitted, however, and in September, 1825, a formal order was made for the removal from Drummond Island to Penetanguishene, near the southeast corner of the Georgian Bay. This order had to travel the full circuit of officialdom and not until three years had passed was it executed. The British packed up and sailed away, leaving the town and the fortifications as they were. It was late in November that the evacuation took place, and those who embarked included seven officers, forty men, fifteen women, twenty-six children and three servants. So hastily was the removal that some of the officers were obliged to leave their furniture behind. The work of man gradually went to decay, its obliteration aided by the forest fires, and where once were dreams of war and human activities reverted to a state of nature. Some of the civilians attached to the post remained and their descendants live on the island to this day. But the old town and the old fort interest them not. They are too busy with present day problems to concern themselves of the distant past. To the summer visitors, however, the remains serve a useful purpose in helping to occupy idle hours.

Lewis G. Stuart.

Renouncing our own sins is better preaching than denouncing the ways of others.

Graft vs. Home Papers.

All the suckers do not live in the farming districts. In fact, while the merchants of the towns may laugh at the farmers for being "skinned" by the traveling box-car man or the mail order house, the merchants should make an examination of self and see how many times they, too, have been swindled through the operations of strangers. One of the most common games at which the business men nibble is the advertising graft. How many merchants have contributed good hard dollars to some schemer who suavely placed before them some new-fangled advertising deal? There is the grafter who talks home trade and agrees to get out a home trade edition of a local paper. Each merchant is asked to contribute three to ten dollars for advertising space. Anywhere from \$75 to \$100 is taken from a town and the local newspaper man gets very little out of it, and the merchant finds that he has been hoodwinked and that the matter placed before his customers is better advertising for the catalogue houses than for the home stores. There are dozens of different schemes to separate the merchant from his money. Numerous hotel hangers, registers, desks, programmes of various kinds, rural route directories, business directories—all these are fakes pure and simple, and give the merchant small returns for his money. Every such scheme as these takes so much from the local merchants and the editor. It is much better for merchants to study into the principles of advertising and then call on the local publisher and give him what money they have to invest in advertising deals.—Omaha Trade Exhibit.

She Could See Pa.

When the lady from next door called to complain of Tommy for the persecution of her pet cat she found the youthful offender sitting on the front steps.

"I want to see your father!" she exclaimed.

"You can't see pa now," the boy replied.

"I shall see him instantly," the lady insisted, advancing.

"All right," the little fellow agreed, opening the front door and slipping out of arm's length. "Walk right up-stairs. You'll find pa in the bathroom takin' a bath."

WORDEN GROCER COMPANY

Grand Rapids, Mich.

The Prompt Shippers



DEVOTED TO THE BEST INTERESTS
OF BUSINESS MEN.

Published Weekly by
TRADESMAN COMPANY
Grand Rapids, Mich.

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

Entered at the Grand Rapids Postoffice.

E. A. STOWE, Editor.

Wednesday, July 31, 1907

ANOTHER YELLOW FAILURE.

Completely defeated in their effort to precipitate trouble between Japan and the United States and driven to their wits' end in the effort to supply the conventional daily mass of sensation for the front pages of their franchise holders, the Associated Press is now desperately engaged in building up a civil war right at home. The contention between Governor Glenn, of North Carolina, and the Southern Railroad and the Atlantic Coast Line provided the skeleton, upon which the Associated Press proceeded to hang its monstrous assortment of bloody shirts. State Rights were flaunted aloft on the one hand and Federal authority was set up as the awful foil. Governor Glenn defied the General Government and our War Department was already in its shirt sleeves anent the probable conflict—and it proved to be all tommy rot.

The United States Government has learned its newspaper lesson so well that never again will there be a repetition of the Cuban war experience. Hearst and his man Creelman, work they ever so hard, can not seize and utilize facilities for the building up of international bugaboos as was done once upon a time by the yellow publishers and their sensation mongers. Moreover, it is a task, cheap imitation although it be, much too large for even the Associated Press to succeed in accomplishing.

The American people are so thoroughly expert in their journalistic appreciation and have such perfect confidence in their own judgment as to the authenticity of news that is fit to print that faking writers are instantly recognized by their works and the people no longer heed them.

The railroads which refused to obey laws enacted by the Legislature of North Carolina and the government of that State, which held that it was acting entirely within its scope and authority in arresting railway officials and imposing fines on railway companies, have reached an agreement whereby the dispute will be settled legally, fairly and in a dignified, decent way. At no time did Governor Glenn call out the State troops, at no time was the United States army ready or requested to be ready to move upon the enemy.

True, the State Department had the

action of the North Carolina government before it for consideration, as it had a perfect right to have, but at no time did President Roosevelt take an intense, active part in bringing about the settlement that has thus far been agreed upon. At no time was J. Pierpont Morgan called upon to use his influence in quelling the disorder and at no time has there been even the shadow of a danger that the North Carolina situation would elect a demagogue to the presidency of the United States.

A SUPERB EXAMPLE.

Much is heard nowadays about the initiative. The young man who demonstrates his possession of the initiative characteristic is a marked man in business circles and favorably marked at that. Having entire confidence in himself, others confide in him. The political initiative is demanded as a cure-all for all civic evils, and so it goes.

Now comes the West Michigan State Fair officials, with commendable courage and of their own volition, with an initiative which is splendidly worth the while and which places our annual agricultural and live stock exhibition head and shoulders above any similar enterprise in Michigan.

Well in advance of the opening of the September exhibition and without being egged on by any faction or interest, the officials of the West Michigan State Fair, by formal resolution unanimously adopted, have notified farmers, stock breeders, poultrymen, horsemen and machinery and vehicle manufacturers that they will not during the Fair permit the sale of intoxicating liquors upon the Fair grounds nor upon any of the adjacent property over which they have control.

This means a week of rational, intelligent and companionable pleasure, absolutely free from the maudlin indecencies which can not be avoided at public exhibitions where liquors are on sale. It means that the law-abiding and confident attitude of our Fair officials will appeal to the better class of citizens everywhere, so that our exhibits will be large and of a better variety in every department than ever before. It means that the wide-open policy of the State Agricultural Society at Detroit is put in competition with the temperate, wholesome and law-abiding policy of the Fair at Grand Rapids; that we will have the upright, law-abiding, cleanly citizens of the State as our guests, confident in the guarantee already given that they will not be compelled to suffer indignities of all kinds at the hands of a drunken, licentious, indiscriminate gang of toughs of both sexes.

All hail the glorious initiative of the Directors of the West Michigan State Fair!

Men are tattooed with their special beliefs like so many South Sea Islanders, but a real human heart, with divine love in it, beats with the same glow under all patterns of all earth's thousand tribes.

Smiles help, but it often takes sweat and tears to keep life sunshiny.

THE HAYWOOD FIASCO.

Twenty-one out of a total of twenty-eight men marked for "removal" by the conspirators of the Western federation of miners, according to the confession of Harry Orchard, were killed by being shot down or blown to atoms by exploding bombs or other hellish devices. Chief among these victims was Governor Steunenberg, of Idaho.

Last Sunday a jury of twelve law-abiding, reputable citizens, after a long and very thorough trial of the charge of murder laid against William D. Haywood, Secretary and Treasurer of the Western federation of miners, declared that the prisoner was not guilty and he was discharged a free and in the eyes of the law an innocent man.

It was a decided victory for the Western federation of miners and their Secretary and Treasurer, but there will forever remain in the minds of American citizens a distinct differentiation as to the nature of the victory. While a vast majority of those citizens will hold that the verdict does not relieve the federation of the responsibility of the murder of twenty-one citizens, it does prove beyond question that that organization is extremely cunning in its concealment of the work of its assassins and wondrously resourceful in its barbaric methods. On the other hand, those willfully blind and sometimes ignorant dupes of the labor leaders, believing that Haywood's trial has satisfied all people as to his innocence, will go on proclaiming a triumph which places Haywood upon the pedestal of martyrdom.

It is not at all strange that a jury of fair minded citizens, charged with the duty of declaring a man guilty of murder or innocent of such a crime, should refuse to accept the testimony of such a fiend incarnate as is Harry Orchard by his own confession. This being the fact the case of the prosecution was weakened thereby, so that it was quite natural that the court was most careful in his charge to the jury to expound the law and the evidence.

And so William D. Haywood, Secretary and Treasurer of the Western federation of miners, is at large, at liberty to come and go as he pleases, and in the eyes of the rank and file of the labor unions is on a par with their other disreputable heroes, Debs, Shea, and the like.

In all probability Charles H. Moyer, President of the federation, and George A. Pettibone, alleged fiscal agent of the federation murder combine, who are accused of conspiracy to murder Governor Steunenberg and the others, will see their cases not prossed or, in case of trial, will be acquitted, and so the twenty-one murdered men will rest in their graves unavenged, the State of Idaho will remain under its awful pall of lawlessness and murder, and by the same token the cause of union labor will be called upon to bear its self-imposed burden of being an enemy to all law and order.

The verdict in the Haywood case must be accepted because our Constitution says so, but until proof more positive than has yet been furnished

ished that that verdict is a just one Haywood and his federation will rest under the uncomfortable distinction of having escaped just deserts by his extreme care, his cleverness and his deliberate falsification in covering his tracks as an evil doer so completely as to baffle discovery.

Harry Orchard is reported to have said after the verdict that he told the truth and is ready for whatever penalty may be awarded. Imprisonment for life is a worse penalty than death by hanging or in the electric chair and Orchard is fairly entitled to the worst punishment that can be imposed.

The jury which freed Haywood did so because of the failure of the prosecution to make out their case, and this failure is attributable chiefly to Orchard and incidentally to the perfection and unscrupulousness of the secret methods of the federation.

SOME MISTAKE SOMEWHERE.

The Union Sentinel—the pedigree of which is set forth elsewhere in this edition—contains the following paragraph in its issue of July 26 in its report of the last meeting of the trades and labor council:

President Carpenter introduced ex-Representative H. T. Heald, candidate for member of the Constitutional Convention. Mr. Heald stated that the reason for addressing the council was to square himself and presenting the matter in its true light. Mr. Heald in his remarks said that while it was true that he at one time was in partnership with Walter Drew, the Citizens Alliance attorney, his relation with him was merely to clear up some matters which had been started while in partnership with Judge Stuart, who had just been elected Judge of the Superior Court. Mr. Heald referred the delegates to his record while a member of the State Legislature, the most important of which is the championing of the Attorney General Bird's railroad bill, which saves the State thousands of dollars annually.

Inasmuch as Mr. Heald was an active candidate for the position of Secretary and Manager of the Citizens Alliance when Walter Drew relinquished his relation with that organization, and pulled every string at his command to secure his election, the Tradesman is loth to believe that he has stultified himself and disappointed his friends by going before the grafters of the trades and labor council and eating humble pie in the manner stated. Mr. Heald may wish very much to be elected to the Constitutional Convention, but he was born of a good family, reared in an environment of refinement and possesses the instincts of a gentleman, and the Tradesman refuses to believe that he would so far forget his associations as to disgrace himself forever in the eyes of the business public and decent people generally in the manner indicated. The Tradesman confidently expects to see Mr. Heald repudiate the statements of the Union Sentinel without delay. Unless he does this—unequivocally and emphatically—he will scarcely be in a position to command the support and cooperation of the conservative element which holds the balance of power and will necessarily suffer in the estimation of people who have heretofore held him in high esteem.

SHIRT SLEEVE DIPLOMACY

It was some little time ago a custom for our people to boast of "American Shirt Sleeve" diplomacy, which, by its plain, simple, honest, brave and straight forward methods, had put to shame all the "cunning and crookedness" of the old style used in the intercourse of nations, and had captured the admiration of foreign statesmanship and political philosophy. Now we have waked from our dream of triumph to discover that those foreign fellows were only laughing in their sleeves while they flattered us to our faces.

For a time one of the most pleasing delusions under which our State Department labored was that the government and people of Japan absolutely loved and doated on the great Republic and its people. Now it comes out that United States Ambassador Wright has been withdrawn from Japan because he had used "shirt sleeve" diplomacy.

It seems that while General Wright has been true and faithful in the discharge of his duties at Tokio he ignored the elementary principles of diplomacy of gloving the mailed fist and showing only the velvet covering. General Wright has been consistent and persistent in insisting upon the rights of Americans in Japan and upon the correctness of the position which the United States has assumed on the San Francisco school question and in other controversies in which the two nations have been interested. There is no question among officials at Washington that General Wright was correct in the position he assumed, but they think he was impolitic. There is a further suggestion that General Wright had shown a certain amount of self-assertiveness and combativeness which did not appeal to the Japanese and prevented that ready response from Japan with which it has in the past received overtures from this country.

When General Wright was made Ambassador to Japan he was persona grata to the Japanese government, but he does not seem to have been able to smooth over the rough places and win the cordial friendship of the Japanese officials. It is understood, however, that it was only through some of our consular representatives that the fact was discovered that the American Ambassador's manner and actions had not been satisfactory to the Japanese.

The Japanese are crafty and ingenuous to the last degree, and while there was so much talk of friendship between the two nations the fact is that they were actually very close to war, and the matter is not yet settled. Whether Ambassador O'Brien, who succeeds General Wright, will be able to pacify our "devoted friends" remains to be seen, but those who know him best confidently believe that his capacity to inspire the confidence of his associates and acquaintances will serve him to useful purposes in his new relation.

In London they are laughing at our diplomacy, and they declare that what the Americans least understand is dealing with foreign nations. It is insisted that our secret dispatches are written in a cipher code which any-

body can read, and it is declared that the important work of coding and deciphering dispatches between most of the American embassies in Europe and the State Department is intrusted to poorly paid foreign clerks, and never undertaken by the attaches sent from America, who are kept busy making speeches at public dinners.

It seems our "shirt sleeve" diplomacy consists in bullying little nations and temporizing, if not worse, with the big ones. Diplomacy is a business to be learned from experience, and cannot be picked up by politicians at a moment's notice.

It is a mistake to suppose that all the political greed and graft, with its attendant corruption, must be looked for in the big cities. This sort of thing prevails in the smaller cities proportionately. There is more of it in the great places only because there are more people. The percentage seems to run fairly evenly. It exists in many places where its existence is not published. A recent discovery is at Lockport, N. Y. An investigation has been going on there to see if city officials were bribed in connection with the \$600,000 water supply proposition. A signed confession from one of the aldermen has been secured which goes definitely into details. He says that the chairman of the fire and water committee promised him \$1,000 for his vote on the contracts and that he paid him \$500 at one time and \$100 at another time. The man making the confession says that he is suffering from tuberculosis and, fearing that he had but a short time to live, wanted the money to enable him to go West. A member of a firm of contractors has testified on the stand that he gave \$10,000 to get a \$340,000 contract. That is like the San Francisco and the Philadelphia cases, only on a smaller scale. It is the bounden duty of whoever can, to show up all the facts in connection with municipal transactions and being offenders, if there are any, to publicity and punishment. That is what is being done in several American cities and the influence should be salutary.

Kansas is making a great effort to enforce the prohibitory law, but suspicious circumstances indicate that it is not a complete success. In Wichita last Sunday morning a negro who gathers the valuables from garbage heaps picked up 164 bottles in the streets and alleys, that had contained intoxicating liquor. His inventory shows he found 72 pint bottles one time, containing whiskey, 45 half-pint flasks which had the scent of the same kind of liquid, and 47 bottles with labels stating that they formerly held beer. He thinks the bottles were emptied Saturday night. How the goods got there is a mystery. It is a criminal offense to buy, sell or give it away, or for a transportation company to handle it. Vigilant officers are on the watch, because there are good fees for detectives, but the empty bottles show that it gets there.

One light tongue can make many heavy hearts.

TREE DWELLERS.

The well educated are by the terms of the old time joke often compared to the monkeys because they are usually well up in the higher branches. This threadbare bit of humor is recalled in connection with the accomplishments of the New York Tree Club, an organization which at present has twenty-one members, three times seven, the perfect number. This Association has leased a large grove of a Connecticut farmer, who derives considerable revenue from the use of his land and from his services as a purveyor of passengers and freight. Instead of being content to camp out, as many have done, they insist on camping up, as it were, and have built their living and sleeping rooms toward the tops of the trees and have made them very comfortable. It is not difficult in any considerable grove to find trees that would lend themselves very well to an enterprise of this character. Some of the rooms are 10x12 and a few 12x15, and are just as secure so far as the floor is concerned as any second story. They are lighted by night by candles or kerosene and described by visitors as very comfortable.

These roosts are reached by ladders permanently placed in the trees and are comparatively easy of access and exit. The cost ranges all the way from \$86.50 to \$211 per coop, according to the desires and ability of the proprietor. These tree houses have windows which serve for light and ventilation. The circumstances are such that no children under 5 years of age are permitted to be members or guests of the club. This company of New York "roosters," as the neighbors call them, attracts a great deal of attention from all the region round about and the natives laugh at them right merrily. The farmer on whose place they are has sense enough not to get into disrepute with his bread and butter and hence he mildly defends his curious tenants. This is verily a return to nature. The air is good and the bird music early and ample. The tree top thus equipped must be a very fine place to sleep in the summer time, but that sort of living has other and manifest disadvantages which appear designed to prevent it from reaching very widespread popularity. It is nice as a novelty, and climbing up and down adds a variety, to be sure, but not

that sort of variety which makes most of the spice of life. Tree clubs are not likely to flourish very much in this country.

Education in the public schools is not paid by the recipient and in the colleges and universities is paid for only in part and in many cases not paid for the pupil at all. The public schools are maintained by a tax imposed upon the people and the community as a whole spends money in no other way from which it gets better results and larger values. Providing an education is a duty which the public owes to every boy and girl, and then the state very properly comes in and compels the children to improve the opportunities thus provided. Colleges and universities receive large sums in donations and endowments, without which they would be unable to continue their work. Now it is a mistake to characterize these gifts, goodly as they are, as charity. Whoever enjoys the benefits thus provided is not in a sense the recipient of charity. The responsibility of those who have much money is far greater than of those who have little. It was argued by President Thompson of the Ohio University the other day that to provide money to carry on the work of education is not charity, but a plain duty which ought not to be shunned or shirked. What the public does in the way of education is not a burden, but an opportunity.

If you were to put pennies, one touching another, in a straight line for a mile and then give them to some good cause, how much would your donation amount to? Church and charitable societies are famous for their ingenuity in devising new schemes and working old ones for raising money. A good deal of real inventive genius is brought to the surface in this way. A Methodist church out in Kansas recently wanted to pay off the mortgage and so it set out to secure a mile of pennies, allowing sixteen coins to a linear foot. It was calculated that 84,448 cents would be necessary to reach this ambition, which, of course, is the same as saying that a mile of pennies is worth \$844.48, not enough to raise a very large mortgage but sufficient to raise a little one.

WHY YOU OUGHT TO CARRY OUR FULL LINE

There is a growing demand for improved roofing and shingles to take the place of wood and metal.



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

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

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





Features of the Underwear and Hosiery Market.

The great influx of buyers to the metropolitan market toward the end of June proved remarkable in more respects than in point of numbers. Certain local wholesale houses had formed the impression that a majority of the visiting delegation would likely be in apathetic mood regarding the placing of duplicates for fall shipment, because of adverse weather conditions throughout the spring season. The contrary has been the rule, most of the early arrivals waxing unusually enthusiastic over the existing business situation in their respective communities. Drawn faces evidencing long stocks are conspicuously absent among retailers arranging for supplementary autumn merchandise. The state of the knit goods trade in general shows marked improvement over that which was recently the report. Fortunately there has been but little price cutting.

Pure silk half-hose are in brisker demand than in several years. The present is the most opportune time for the booking of orders on these lines, those calculated to profitably sell over the counter from a dollar upward commanding particularly strong attention. Included in numbers very favorably viewed are black grounds with fancy embroidered figures or clocks. Many neat designs are presented on solid grounds—embracing grey, lavender, Burgundy, sage, Yale and navy blue, bottle green and purple, besides other high colors.

Some concern was manifested not long since lest the predictions made as to the popularity of white hosiery this summer should not qualify. The fact is that considerably more interest is to-day centered on white hosiery alike for men and women than probably was ever the case before.

The selling properties of this specialty have been successfully demonstrated. A leader in request for immediate delivery is fine grade white gauze lisle hosiery relieved by small black pin dots. Spirited enquiry is also made for bleached linen-mesh half-hose; while lace clocks as well as socks bearing embroidered treatments on lace insteps are having active call. Novelty effects in white silk half-hose range from twelve dollars per dozen up. These productions especially admit of delicate tone assembly in applying embroidered stripes or checks. Black silk half-hose with split soles are rated as better movers than formerly. New trade introductions suggest French blue, olive and maroon, the appearance of which is heightened by self-clocks. Tans are "in it right," indeed, with "both feet," to employ expressive, if inelegant, vernacular.

The tendency to select superior quality athletic underwear in preference to alleged bargain offerings is quite progressive. Sleeveless and knee-length union suits divide comparative patronage with the two-piece woven models. Rich blendings are harmoniously set forth in a wide variety of fabrics used in the manufacture of the latter garments. The current assortments of regular style underwear in super and heavyweights are at once exceptionally extensive and meritorious. Open weave suits carrying the indorsement of dependable brand are quoted as gaining headway in substantial degree. The inclination in the direction of side-tracking so-termed cheap mesh underwear is more pronounced than at any previous date. The supply of tan half-hose is still below the available output for quick moving. A few houses, however, are prepared to furnish the same on short notice.

Black and white combinations are listed among the foremost sellers for instant shipments. White grounds with black lozenge figures and light grounds with either large or medium polka dots in black afford dressy effect. Comparatively, these are the strongest contrasts.—Haberdasher.

Tight Stockings Bad for Feet.

"Madame, do you know what is the trouble with your feet?" was the question put to a young woman customer the other day by a shoe expert. "There is nothing the matter with the shoes. The trouble lies with your stockings. They are too small for you."

"Why, that's absurd," exclaimed the woman. "They're the same size I've been in the habit of wearing for years."

"Nevertheless, the trouble lies right there. You may not know it, but quite as many troubles of the feet are caused by wearing stockings that are too short as by shoes that are too small."

"Women seldom realize this until they come to me with their third toe doubled up like yours and wonder what is the matter. They invariably lay it to the shoes, when in reality it is the stockings."

"The effect of wearing stockings that are too short is quite as harmful as that of tight lacing. Such a stocking compresses the foot, interferes with the circulation and paves the way for many troubles."

"On the other hand, you should not buy too large stockings, for they are apt to wrinkle, and even a tiny fold will almost instantly cause a callous spot."

"As to the kind of stockings you should purchase, I favor cotton, for the reason that it is less heating than silk and softer than lisle. This year there is what is called a mercerized cotton which is especially fine and soft."

"Another point which you should remember is that stockings should be changed once a day. This will not only make them last longer, but it will be much better for the feet."

All That Saved Him.

"Yes, sir; he was obliged to go in the snake country, so he took a gallon of Georgia corn along with him?"

"And how did he make out?"

"Splendid! Got so full and wobbled so the snakes missed him every time they struck at him."

Grand Rapids Notions & Crockery Co.

Corner Ionia and Fulton Sts.

We carry a complete line of notions, such as laces, socks, hosiery, suspenders, threads, needles, pins, ribbons, etc. Factory agents for crockery, glassware and lamps.

Grand Rapids Notions & Crockery Co.
Wholesale Only Grand Rapids, Mich.

"Fun for all—All the Year."

Wabash Wagons and Handcars

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

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

Wabash Farm Wagon—a real farm wagon on a small scale, with end boards, reach and fifth wheel and necessary braces—strongly built, oak gear. Wabash wheels; front, 11 in. in diameter—back wheels 15 inches. Box 34x16x5 1/4 inches.

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

Manufactured by

Wabash Manufacturing Company
Wabash, Indiana

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

Wanted SECOND-HAND SAFES

Grand Rapids Safe Co.
Grand Rapids, Mich.

Girls'

No. 21

Made from the
Finest Mercerized
Yarn

PICKANINNY STOCKING?

\$25 STOCKING FOR BOYS

SUPERIOR TO ALL OTHERS ON THE MARKET IN QUALITY FINISH AND PRICE.

HAVE YOU TRIED THE

THREE THREAD SHAPED ANKLE.

GUARANTEED TO OUTWEAR THREE ORDINARY PAIR.

Sole Agents for MICHIGAN
EDSON MOORE & CO. Detroit, Mich.

Boys'

No. 21

2 x 1 Rib

No. 11

1 x 1 Rib

Made from the best
long fiber
Egyptian Yarn

They are dyed by a process that saves the life of the stockings and also makes them **absolutely fast black**. The shape at the ankle is such as to prevent all wrinkling under the shoe. Ask our salesmen to show you there stockings or write us for sample pairs.

BUYING FALL STOCK.

Take Plenty of Time and Go To Market.

The question of buying the fall stocks is now looming up before the merchant and how successfully he gets through with it is going to depend upon how well he prepares for it. Buying is not such a bad proposition when the buyer has an idea of the actual wants and is then ready to pick up what the market offers. When a man buys for a single department or two he has a decidedly easier proposition than when he has to tackle the whole line from pins to carpets.

The only way that he is sure of buying the full quota of necessary articles is through memoranda of the store's needs. There are probably few men who make trips to the market without such memoranda, but it is a fact a good big proportion go with these lists only partially made out, and invariably find on their return home that there has been a good lot of stuff missed and there is an immediate necessity of sending in mail orders. There is always bound to be something passed over when the greatest care is exercised, but there is a good lot of business satisfaction in having done the work to the closest possible margin.

Don't wait until the day before you start to begin making up the list of wants, and don't try to make out the whole thing yourself. Set all the people about the store to making lists of those things which they know the store is short of, as well as those which they think should be in stock.

It need not necessarily follow that all those things will have to be looked up or bought by you, but it is one way of keeping the store people thinking how they can be of considerable value, and it is also a pretty good way in which to find out the sharpest and best employes, and those who have the best interests of the store at heart.

The little things are the ones which require the most careful looking after and unless close memoranda are made there are sure to be vacancies in the stock when the goods come in.

The long distances of this country and the time required to make trips to market deter many merchants from making frequent trips, on the theory that it is too expensive and takes too much time. While the item of expense must be well looked after there are times when the attempts to save too much money means losing too much and the trip to market is one of these times. The expenses have become so much reduced through the aid of merchants' excursions that a buyer can now, so far as cost is concerned, make two trips to the one he formerly made.

But the matter of getting there and back is a small point for much consideration. You know that there are some men in every community who never take a newspaper and never go to a lecture, but depend upon the tales of their neighbors and occasional travelers for the meager knowledge of what is going on in the world. You also know their standing of influence in the community.

The merchant who does not go to market is in a similar position regarding his merchandise knowledge to the man who refuses to take a newspaper. While the trade paper and the traveling salesman do their best to keep him in touch with and furnished with knowledge of the doings of the market, he lacks the actual knowledge of real contact which finishes up all these ends of information, and the uncertainties are cleared away by being in the presence of the goods and the men who handle them.

He gains valuable knowledge with every trip to the market and the expense bugaboo vanishes like a mist. We know of an instance of frequent trips to market that serves for a good illustration to the general merchant:

A man began his business on a fair capital, but his backing was too slight to warrant going in any but the most careful manner. He was about 300 miles from market, but he conceived the idea that after two or three trips he could make his purchases pay for his trip every time, and he has done so.

He seldom goes with the expectation of buying a large amount of goods, but he always expects to run across several good things whose profits will insure more than the expenses. During the five or six years that he has been making these trips to market he has never failed to come out more than even through the small lots he has cleaned up at a price, or through finding many available lines which are not carried by rival men.

He keeps his store looking fresh and tempting through the constant addition of new things as they come into the market. We know another retailer who goes 500 miles six times a year and he declares that he is thoroughly satisfied that his business had doubled through the result of that policy. Last November he found a lot of goods ready for a buyer the morning he arrived which fitted the needs of his locality to a dot, and he said that he would be able to make enough out of that purchase to pay all the expenses of his market trips for a year.

You know how it is with a customer who comes into your store; they buy a great many goods because they have a chance to make a selection from lines which they do not know you kept. When you go to market you find so many articles of which you knew nothing or did not realize their value until they were seen in the salesrooms.

Even although a bargain of this kind mentioned is never taken the value of frequent trips to the market shows itself in the general conduct and appearance of your business. The average merchant in the country town is too conservative in the goods he buys. He is the best judge, to be sure, of the goods which he buys, but he does not argue with himself that he can carry anything different than the staple necessities which have always been in demand, nor that he can profitably increase the lines he already carries.

It is the new and attractive articles that tempt the customer to part with surplus money and the many

luxuries that fill the homes of to-day would not have been bought had every seller of goods clung to the keeping of actual necessities for fear that he might get something in stock that would not sell.

If there ever was a time when the retailer could branch out into additions to his stock, it is now, and the opportunities of getting some of the surplus cash which is in the pockets of the people were never better.

A man can not be enough of a forecaster to tell whether everything new in the market is going to sell or not; often the goods least pleasing to himself are the quickest to sell to his customers.—Merchants Review.

Laughing at little trials is more than half of winning great triumphs.

Try
No=Dust=0

For sweeping bare floors, tiles, linoleums, carpets, rugs, and polished floors.
A perfect microbe and germ destroyer.
Ask for references and free samples. Manufactured by

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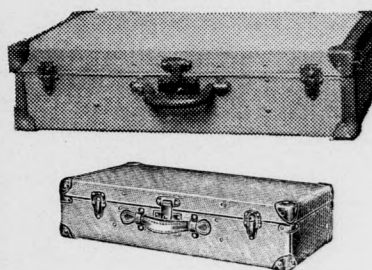
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For Ladies, Misses and Children
Corl, Knott & Co., Ltd.
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SUIT CASES

We have them at

\$.85
1.00
1.25
2.00
2.50
3.75
4.25



P. STEKETEE & SONS

Wholesale Dry Goods

Grand Rapids, Mich.



**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

STURDY PIONEERS.

Some Features of Our Indebtedness to Them.*

This year, 1907, is notably the greatest of anniversary years in this country, as it commemorates one of the most important pioneer movements recorded in history. In 1607, three hundred years ago, in the month of May, the first bold colony was planted in the United States of America at Jamestown, Virginia.

One hundred years prior to that event, on May 5, 1507, four hundred years ago, the new world was first called America in a little book written by Martin Waldseemüller, a German, and printed at Saint Die in the Vosges mountains.

Doubly, therefore, this is the anniversary, not only of the naming of the continent, but of the first English settlement that shaped and that must continue to shape its destiny.

The debt which subsequent generations owe to the pioneer can not be computed or exaggerated. His work is to carry forward the knowledge and civilization which have been developed in the more densely populated centers to new fields for further development. In the new fields are found larger freedom and better opportunity.

Great men and humble men have been among the world's valuable pioneers, most of whom are forgotten, only a few standing out prominently on the pages of history.

The first man, Christopher Columbus, who dared to sail from the blue Mediterranean, through the Straits of Gibraltar, out into the unknown Atlantic in 1492, was the greatest of pioneers.

One hundred and fifteen years later, in 1607, years of ferment concerning the new world in Europe, Captain John Smith led the first colony of Englishmen to Virginia and there and then commenced the work of subduing and civilizing a continent.

Thirteen years later, in 1620, the Pilgrim Fathers, to whom we in this northland owe the most, landed at Plymouth, Massachusetts, and had the toughest experience of any of our American pioneers.

Eighty-one more years passed and then, in 1701, Antoine de la Mothe Cadillac, with the prescience of a true pioneer, selected Detroit as the most advantageous location for settlement and colonization by the enterprising Frenchmen of that period, who sought to establish the sovereignty of France in what is now Michigan.

Above all other lands this nation and state of ours are the land of the pioneer. Neither owes much, if anything, to the indigenous population. We owe its discovery to the genius and courage of Columbus. We owe the beginnings of permanent occupancy and settlement to the pioneers who came across the Atlantic and planted the seeds of a new civilization at Jamestown, Virginia, and at Plymouth, Massachusetts. We owe its earliest and latest development to

the westward march of the endless and unknown pioneers of the type that settled in Michigan when it was an unbroken wilderness.

We think to-day of the work of the pioneer as being carried on far away, west of the Missouri River, or in the Canadian Northwest; but there is nowhere on this continent such serious pioneering as was witnessed in Michigan, before the advent of railroads, in the days of ox-teams and lumber wagons, corduroy roads and ague and fever, when settlements in the woods were first made, about three-quarters of a century ago.

Wherever we may live in these smoother times, we occupy territory that once belonged, so far as there was any ownership, within the memory and experience of persons now living, to bears, wolves and Indians. Dank, sunless and in places impenetrable was the wilderness. Indeed, every foot of our national domain, four thousand miles wide, has been gained and reclaimed for use by the men and women who had the enterprise and courage to go a little farther back into the new regions of forest, prairie and mountain—a little farther toward the setting sun.

Wherever men live peacefully and prosperously to-day, they owe their peace and prosperity to the pioneers who toiled and fought to secure for the future the possibility and opportunity for prosperous development. An up-looking and on-looking class were the pioneers.

We have our title to house and garden, to farm and home, and think that title came from our immediate predecessors and occupants whose names appear in the abstract; but really, it came from a number of men, originating with the pioneers, some of whom were shot and scalped and who made the titles possible. All that we have and are we owe to the pioneers. We might have been nowhere but for them.

Wherever men live peacefully to-day in this broad land, with 86,000,000 inhabitants, or in the state of Michigan, with 2,600,000, and some of us remember when it had less than 200,000, pioneers have fought, and toiled, and suffered in the past.

Regretfully we mention the fact that, in our public schools, the study of the history of this country, much of which is as fascinating as romance, is neglected. No foundation work has ever been done that equals in importance, or surpasses in interest, that of the pioneers of progress and civilization.

Following the material pioneers, as will be the case until the far-away millennium of the prophet and dreamer, are the pioneers of intellectual and moral progress.

This brings us to the supreme thought we would like to impress upon all, in connection with the highest and best work of the pioneer, namely, that the worthiest pioneer is the person, man or woman, who pushes forward into the realm of new and independent thought; for, really, thought rules the world. Make

the thought right, and the better era has come.

The material pioneer, the developer of new lands and homes, is one of the most useful servants of humanity. But his work is limited—it is, in fact, almost done. Moving from east to west, he has gradually opened up nearly all of the world's untamed acres. The laying of railroad tracks, the building of homes, schools and churches along his path, mark the end of his special work. Improving those acres by making them more productive, making better the homes, schools and churches, is different work, requiring closer study and thought. Ever up-springing from the Old comes the New, clamorous for recognition; in fact, there is no perceptible limit to the work of intellectual and moral pioneers.

"Oh, backward looking son of time!

The new is old, the old is new,
The cycle of a change sublime

Still sweeping through."

So endlessly far into the distance stretch the realms of scientific discovery, of psychologic research, of higher thought—thought that compasses the real significance of things in the world of mind and the world of matter. Every forward step means hard labor in the developing fields of science. Every forward step some pioneer must first take. Everything worth having is first thought out before it is worked out. And the realm of thought is infinite.

We owe much to those whose work and wisdom as pioneers enables us to live peacefully in the enjoyment of personal and property rights; but we owe vastly more to those nobler pioneers whose courage as well as wisdom enables us to think and speak in freedom in all realms of thought. The pioneer of western forests and plains suffered much in mind and body, enduring many privations; but his sufferings were small in comparison with those of the pioneers of truth.

The splendors and wonders of astronomical discovery enrich the lives and broaden the ideas of all thinking men. The contemplation of this marvelous universe, with its great suns, its myriads of worlds, its eternal harmonies, its vast and impenetrable purpose, stimulates the imagination, and the unfoldment of its truths, ascertaining what is appearance and what reality, enables men to look through nature up to nature's God. And yet many men have been burned alive, or tortured in even more painful ways, because they dared to be pioneers of truth on the frontiers of the universe.

We realize that our lives are made enduring by the liberties we enjoy. Nevertheless, every one of these liberties has been gained and guaranteed by the sacrifices, mental and physical, of thousands of pioneers in the cause of freedom. When striving to obtain them they were regarded with scorn and contempt. For every little liberty thousands of men have died. Incomputable is the debt we owe to these pioneers.

But the physical sufferings of the pioneers of truth have not been the

worst of their afflictions. They have been burned alive by the leaders of established ignorance and superstition, clothed with power, as the American pioneers were burned occasionally by the Red Men, who were indignant at innovation and change. Even worse than physical torture, to the mental pioneers, has been the slow torture of universal hatred and contempt, the loss of friends, separation from kindred, contumely and reproach, poverty and the dreary loneliness of striving to better human knowledge and conditions without thanks and without definite hope of success. The fact that "truth crushed to earth will rise again" is, at best, a remote consolation.

The western pioneer had the advantage of his rifle against arrows and the knowledge that the conviction and power of the progressive elements of society were on his side, much as they might have thought him foolish to venture into the presence of immediate danger. The mental pioneer has had no such sustaining advantage. He has been weak and defenseless in the hands of men who opposed the newly discovered truth. He felt the scorn of those whom he tried to help. The society in which he lived was against him; he could look only to the future for approval and gratitude and, when tortured to recant, could merely say to himself, "The world does move."

The greatest and purest and best moral and spiritual teacher the world has ever known—the Man of Sorrows—was crucified by the men of his own generation because of the truths he proclaimed; and many a truth-seeker since has been impaled on the cross-sticks of this world, even by the professed followers of the Crucified One.

Glorious has been the work of our Western pioneers, which we are here to consider on this occasion, whose days on earth are nearly numbered, and the names and deeds of many of whom this Society will perpetuate. Our debt to them is inestimable. More glorious still, and infinitely more valuable, has been the work of those other pioneers of progress who have suffered that our thought and speech might be free.

To those ever-coming and ever-going pioneers who push forward the mental frontier of humanity we owe the fact that life to-day is better worth living than it ever has been in the past—even if there is more knowledge than wisdom in the pushing present—because of all that is worth while in this beginning of the twentieth Christian century and is unlimited in the forecasts and possibilities of the future.

There is a limit to all material things, a frontier to territory, and to the work of the frontiersman on the soil; but there is no conceivable limit to the world of mind—no limit to the realm of truth—no visible limit to the discoveries of the pioneers of thought. Thank God for this.

A brief reference to our own State, this notable anniversary year, is not an inappropriate intrusion upon the proceedings of this Society, especially as Michigan, on the last day of

*Paper read by Edward W. Barber at the thirty-third annual meeting of the Michigan Pioneer and Historical Society, in Lansing, June 26, 1907.

In 1671

LA SALLE, the great explorer, wrote from a camp where Chicago now stands: This is the lowest point in the divide between the two great valleys of the St. Lawrence and the Mississippi. The boundless regions of the West must send their products to the East through this point. Everything invites to action. The typical man who will grow up here must be an enterprising man. This will be the gate of empire, this the seat of commerce.

(From statement folder published by the National Bank of The Republic, Chicago, of which Mr. Farwell is a director.)

In 1907

WITHIN two blocks of each other are located three of the largest wholesale dry goods houses in the world. In a space five blocks wide by six blocks long are located the greatest Shoe Manufacturers, Men's Clothiers, Women's Garment Makers, Grocery and Hardware Houses, and hundreds of lesser size, all producing and selling reliable merchandise at prices which make it possible for the retailer to make good profits.

No other city has an aggregation of open stocks, in all the various lines that belong in a general or department store, that can even approach those carried in Chicago, the Great Central Market.

Within the last month, one of the largest buyers in New York City, failing to get the goods in the Eastern markets, came to Chicago and placed an order with us for over 2500 pieces of Gingham.

Our Blankets will be on sale this Fall in the largest retail stores of New York City, Philadelphia, Providence and other large Eastern cities.

A large Western store the other day placed an order with us for over \$10,000 worth of Gloves, for delivery next spring.

Deliveries

THE last three seasons have demonstrated that merchants buying the bulk of their dry goods and kindred lines from us were able to take advantage of the marked scarcity of desirable merchandise in some of the most important departments.

For Fall, 1907, we are again in position to make delivery in time for the early selling—in spite of the fact that many manufacturers refuse to guarantee delivery, in some cases even as late as next January.

Our open stocks are larger now than at any previous season, giving the market buyer the opportunity to select his entire Fall stock, or fill in on his road orders, from the best assorted stock of merchandise.

A personal visit will enable you to find goods that you could not obtain elsewhere, and to close out special lots of desirable goods, which could not be represented on the road, at savings that in many cases will pay the entire expense of your market trip.

*Our Position on
The
Mail Order Question*

BRIEFLY stated, our position is this: "We do not sell any goods to any Catalogue House.

"Our Purchases, wherever possible, are made in such a way that brands handled by us will not be found in Mail Order Catalogues."

DEPENDON Merchandise, of which we are sole distributors, is the only complete line of trade-marked goods that Catalogue Houses cannot use for leaders. The line includes numbers in practically every department.

Not only in this matter but in every other way do we stand ready to assist our customers to the best of our ability.

John V. Farwell Company

Chicago, the Great Central Market

May, 1907, in a worthy manner, made memorable by the presence of and an address by the President of the United States, commemorated the semi-centennial anniversary of the pioneer. Agricultural College of the world.

When the college opened for students May 17, 1857, a new department was taken in education, uniting the cultivation of the mind and the cultivation of the soil—two things of highest import to humanity—in a single institution of learning. Human well-being depends upon both.

Prior to that event collegiate education had been largely classical and literary rather than directly practical and useful. When this forward step was taken the pioneers of Michigan were active in all progressive legislation, and educational movements of the state. To them the nation is indebted for the contagious example of combining education and production in the curricula of a college that was intended and is adapted to meet the needs of the world's greatest industrial age.

When a country is new, as the pioneers find it, work, not science—muscle rather than mind—is the prime necessity. Clearing off the forest was the pioneer work in Michigan. On the axe of labor the sunbeams danced. Then the stored fertility of ages became available for plant food to serve the requirements of civilized men who had advanced beyond the hopes and aspirations of a hunter's paradise. The land, opened to the sunlight and tickled with the hoe, produced wonderful harvests.

Exhaustion of the natural fertility brought about the necessity for scientific agriculture. Analysis showed of what essential qualities the soil had been spoliated. The college, founded by our pioneers, came none too soon. Its first half century has been formative; its real mission has only just commenced; Michigan, in the long future, when men will fear neither excessive moisture nor droughts, will realize more fully than as yet the benefits of this pioneer institution, which was wisely established by its educational pioneers fifty years ago.

Half a century since Lansing was accessible only by means of private conveyances and stage-coaches. In 1856 land grants were made by congress to aid in building several railroads in the State. The Legislature of 1857—thus making this year another semi-centennial anniversary—conferred one of these land grants upon the Amboy, Lansing and Traverse Bay railroad company and by this company the line was constructed from Lansing to Owosso. Later its property and franchises were transferred to the Jackson, Lansing and Saginaw railroad company, and the line was built from its present southern terminal through to Mackinac. This enterprise brought the State capital out of the woods and into closer touch with the world. What marvelous changes have taken place in these years of steam and electricity! Only by those who have personally witnessed them can they be

appreciated. Men of Jackson and men of Lansing were pioneers in the prosecution of this great enterprise, and to them, with others who have passed from earth, the present is indebted for the important work they initiated and prosecuted. Getting to Lansing from all points of the compass was a tedious task fifty years ago. Our pioneers supplanted the stage coach and private wagon with the steam road and car.

Beginnings of settlement and civilization in Michigan date back to an early period in the past. Of its history we have reason to be proud. Its strategic position, important in working out the problem of a colonial empire, arrested the attention of the enterprising Frenchmen—whose dreams of a New France on this continent were not realized—who visited portions of it prior to 1672, the year that Father Marquette founded the first permanent settlement at Sault Ste. Marie, sixty-five years after the first English colony was planted in Virginia, and fifty-two years after the Pilgrims landed in Massachusetts.

Both of these Atlantic colonies were founded by people of the same nationality, lineage and language; but, in the heart of the continent, along the shores of its mighty lakes and rivers, the banner of France was first given to the breeze. In 1620, the year that witnessed the planting of the Pilgrim colony on the bleak New England coast, a Dutch vessel, bringing a cargo of slaves to Jamestown, changed the ideals and progress of the northern and southern sections of the United States—introducing an irrepressible conflict, which lasted until 1865, when negro slavery disappeared, at the close of a great civil war, by an amendment of the National constitution. Among the commonwealths forming our present united country, every portion of it being better off in union than would be possible under separation, Michigan holds an enviable rank. Our State has a total area of 58,915 square miles or 36,819,000 acres, and by the census of 1904 it had 2,530,000 inhabitants, thus, at the beginning of the twentieth century passing the two and a half million mark. At its first census record in 1810 it had 4,762. Some of the pioneers present to-day have been personally cognizant of an increase but little short of two and a half million. This is the record during a single lifetime.

The State had in 1904 a total of 189,161 farms, averaging 92 acres each, the value of which, including the land, improvements, buildings, machinery, implements and live stock, was \$745,384,320 with an average value of \$3,940 each.

In a single year Michigan has produced one-fifteenth of the iron ore and one-fifth of the copper of the world, and manufactured more salt and lumber than any other state.

The waters of the Great Lakes, with their connecting rivers, surrounding it except the exposure of both peninsulas to the southern sun, furnish the cheapest possible transportation for an immense and ever-growing commerce. Its great waterways, supplemented by over 8,000 miles of

steam railroads, and its commercial fisheries are among the most important in North America. If the State does not keep on growing it will be the fault of its own inhabitants and of unwise and discouraging fiscal legislation.

Protected from frosts by the warm air that is wafted inward from Lake Michigan, it is a leading horticultural state, ranking first in the production of peaches, and has stood second for apples; holds the second position for potatoes, being surpassed only by New York and closely followed by Wisconsin; is the largest producer of beans; stands well up among the foremost of the states in the average yield of corn per acre; leads in the manufacture of beet sugar; while wheat, oats, buckwheat, rye, clover,

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Full particulars free. Ask for Catalogue "M."

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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.



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makes a SPECIALTY of the LEGAL ORGANIZATION and REPRESENTATION of corporations under the VERY LIBERAL and INEXPENSIVE corporation laws of Arizona. Has the BEST legal advice to carefully guard the interests of its clients. RED BOOK ON ARIZONA CORPORATION LAWS gives complete forms, mode of procedure and a copy of the law revised to date. Request a copy—it is free.

Box 277-L. PHOENIX, ARIZONA

References: Phoenix National Bank, Home Savings Bank.

The World's Largest Exclusive Furniture Exhibit is in Grand Rapids

The greatest and most successful furniture exposition in the history of Grand Rapids has just closed. Thousands of business men from every part of the State are still unfamiliar with the scope of this industry which has made Grand Rapids famous the world over. No need of this condition, however, as the bulk of the samples shown by the most famous makers are on exhibit at

Klingman's

where you are cordially invited to inspect them whether or not you are intending to purchase. Incidentally we wish to say that you can make your selection of any of these samples at a considerable reduction from the usual prices. We have secured them at discounts ranging from 15 to 50 per cent. and we extend to you the same privilege.

Make it a point when here to spend an hour or two at this exhibition.

Klingman's Sample Furniture Company

Grand Rapids

Ionis, Fountain and Division Streets.

Opposite Morton House

timothy, cattle, horses, sheep, swine, poultry and dairy products are important features of its greatly diversified agricultural products.

Lumbering is a declining industry, its magnificent forests always having been a source of great individual wealth, but forest protection having received slight and entirely inadequate attention; Michigan manufacturing more and better furniture than any other state; Grand Rapids, its second city in population, being known as "The Furniture City" of the United States; making more cereals, more corsets, more carpet sweepers, more stoves, more Portland cement than any state with one exception, and it is a leading state in the manufacture of first-class agricultural implements.

As for summer resorts, the shores of its Great Lakes and of many of its 4,500 interior lakes furnish attractions second to none for the dwellers in the hotter southern sections, and those who live in cities and seek to escape the overheated air that radiates from paved streets, cement sidewalks and the brick and stone walls of buildings that line urban thoroughfares. Little lakes of pure water, fed by hidden springs, are numerous and inviting.

Seventy years ago last January, Michigan was the thirteenth state admitted into the Union under the federal constitution, and this year entered upon its eighth decade of statehood. In the annals of time there is no record of such a glorious sister-

hood of locally sovereign commonwealths as those constituting the United States of America, wherein our splendid peninsulas hold a conspicuous position.

We hazard nothing in saying that, since the beginning of the Christian Era, the most important event in the world's history was the advent of the United States into the family of nations, based upon the fundamental principle, however much we may have departed from it in practice, owing to human selfishness, of equal rights for all. Its profound significance was not at the time of its birth unfelt; but, from the limitations of human vision, its far-reaching effects could not then be foreseen. Even now, as we survey from the viewpoint of the present the momentous changes in recent years and recognize the masterful forces that are gathering an increase of power for moulding the future, we seem to stand, looking both backward and forward, merely on the threshold of American history, as its greatest and most eventful chapters will narrate the developments of the future rather than the pioneer struggles of the past. There is no limit to the achievements of mind under freedom to think, speak and act.

Michigan's past, as we have seen, reaches back almost to the beginning of civilization on this continent. Beyond that is the long pre-historic era, except the testimony of the rocks, the lakes, the glacial drift, and the forests. Mammoths once browsed on its arboreal vegetation. In the arch of the Great Lakes it is the keystone. So long as the restless waters lave

its shores its position is secure. Its foundations were laid by skillful workmen, the original builders of the State—its pioneers—to whom we acknowledge our indebtedness and pay cheerful tribute to-day for the priceless present, the chiefest boon of which is individual liberty.

Many nations have come and gone, leaving but little impress upon the evolution of humanity. In an old country, where thought and habit are crystallized, the progress we have made in government and industrial enterprise was impossible. Here, on this continent, a new work was commenced by its stalwart pioneers. They were not parlor knights—not always paragons of propriety—and often were not the most lovable of men, yet grandly they performed their part. Their Declaration of Independence gained world-wide distinction, as it presaged the development of a theory and the establishment of a polity which had to be worked out in opposition to the ideas of government and its source of authority that then dominated the civilized world.

Of this theory and polity the keynote was freedom; freedom of the individual, in order that human aspirations and faculties might have unrestrained opportunity, subject to the law of equal rights for all; freedom of commerce, in order that the resources of the whole earth might be developed and rendered available for the increase of human wealth, contentment and happiness. Freedom from the machinations of politicians, through the initiative, the referendum

and popular recall, and economic freedom, we have yet to learn.

To the pioneers in thought, in migration, in struggle and toil, we are indebted for the blessings that we enjoy; and it is the bounden duty of each generation to so think and act that they shall be transmitted, unimpaired and improved, to the latest posterity. Progress and virtue did not die with the fathers.

We need a revamping of old ideals. We need a better and more practical education. We need a moral uplift. Said Governor Curtis Guild, of Massachusetts, a short time since: "Education, the study of history, the experience of the past, the association through the written or spoken word with the noble thoughts of noble men in every age, the uplift of self-sacrifice that comes from these and from the inspiration of religion—these must be the foundation stones of the temple of the Republic's future fame."

Michigan Steam Motor Co. Begins Operations.

Pontiac, July 30—The Michigan Steam Motor Co., formerly the Belknap Motor Co., of which Dr. McPherson, of Detroit, is the General Manager, has begun work at its plant in this city. Only a part of its machinery is in place. The force of men will be increased as rapidly as machinery arrives. The company has plenty of orders stacked ahead and proposes to have one of the finest machine shops in the country with which to turn out the Belknap steam motors.

BLUE BELLS



JAPAN TEA

W. F. BLAKE
Manager Tea Department

TELEPHONES { Citizens 4244
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New Arrival

We announce the arrival of
New Tea direct from Japan
Our Own Exclusive Brands.

Autogo First crop of our new
preserved type. Absolutely uncolored

Blue Bells Choicest first pickings
of the celebrated Yokohama leaf

We can prove it

If you have not placed your
order for your year's supply
better do so now or you will
pay more. We solicit a trial.

Judson Grocer Company

Largest Direct Tea Importers in Michigan

Grand Rapids, Mich.

TOOK WRONG TERMINAL.**Error Cost Michigan Six Hundred Miles of Territory.**

Washington, Mich., July 30—Since the publication in your paper some time ago of the article on Our Western Boundary, much interest has been awakened throughout the State in relation to that portion of the dividing line next to Wisconsin and, inasmuch as the Tradesman is the first paper in the State to give it publicity, a resume of the situation as it now is may be of interest to your readers.

The records show that Capt. Cram, of the topographical engineers, was detailed by the War Department to establish the boundary line between Michigan and the then Territory of Wisconsin. He was occupied for two seasons on the work and gave to the public much valuable information about that unknown wilderness region. His report was submitted to the Department Feb. 10, 1842. It is interesting reading and shows the result of his labors. The location of the southwest corner of the boundary line was at a point on a small river where a stream came in from the east, which was called the Balsam. At the confluence of these two streams, on a point of land, he set a large post as the terminal point of the line and, obtaining the latitude of the place, closed up his work in the Upper Peninsula and then left the country. Later on, when the United States surveys were extended over the region, it was found that the river that had been called the Montreal by him was simply the east branch and not the main or Montreal River at all. It is very difficult to conceive of any good reason why Capt. Cram should have selected the particular point he did for the headwaters, even had he been on the right river, since an examination of the country shows that at a distance of some six miles to the south the river which he thought was the Montreal issue from a lake which is two miles long by a half mile wide. Had he selected that point for the terminus of the boundary line it would not have been so very far out of the way, although on the wrong river.

The Montreal River lies several miles to the westward and issues from a lake having an area of some 2,000 acres. This lake is, of course, its headwaters. The question, then, to be determined is whether this lake, made by nature on the confluence of two streams on a branch of the main river, selected by Capt. Cram, should be deemed the headwaters. The act of Congress passed January 26, 1837, admitting Michigan into the Union defines the boundary of the new State as follows:

"Through Lake Superior to the mouth of the Montreal River, thence through the middle of the main channel of said river to the headwaters thereof, thence in a direct line to the center of the channel between the middle and south islands in the Lake of the Desert."

Such is the explicit language of the enabling act of Congress, and in the passage of the several appropriation bills in regard to the carrying on of

the survey reference is always made to the Montreal River and its headwaters as the proper boundary line. The question then arises, Shall an illegal line, not agreeing in any particular with the several acts of Congress in relation thereto, be held binding? That this may be accurately determined in an amicable manner and a satisfactory line established in accordance with the intent of Congress the Legislature of Michigan on Feb. 28 passed a joint resolution, No. 34, as follows:

"Whereas—Congress, pursuant to an act approved August 6, 1846, for the admission of the State of Wisconsin into the Union, in designating the boundaries of the Territory to be included within said State of Wisconsin, referred to the survey made by Capt. Cram as establishing the boundary line between the State of Michigan and said Territory; and

"Whereas—The said survey and map or plat, as made by Capt. Cram, was not correct or in accordance with the act of Congress admitting the State of Michigan into the Union, approved June 15, 1836; and

"Whereas—It is the claim of the State of Michigan that the said Capt. Cram in making the survey aforesaid did not follow the middle of the main channel of the Montreal River to the middle of the Lake of the Desert, but did follow and establish as a boundary line the middle of the east branch of the said Montreal River to the middle of the Lake of the Desert, thereby materially altering the boundary line between the State of Michigan and the Territory, thereafter organizing as the State of Wisconsin from the boundary line as defined by Congress in said act admitting the State into the Union; and

"Whereas—It is to the best interest of the State of Michigan and the State of Wisconsin that the exact boundary line should be fixed and determined in accordance with the act of Congress admitting the State of Michigan into the Union, and

"Whereas—It is deemed expedient that the matter should be properly presented to the Legislature of the State of Wisconsin by a duly authorized representative of the State of Michigan to the end that said boundary may be amicably agreed upon; therefore be it

"Resolved—By the House (the Senate concurring) that the Governor be authorized and empowered to appoint and designate a resident of this State to represent the State of Michigan in presenting the matter to the Legislature of the State of Wisconsin to the end and for the purpose of securing the co-operation of said State and the appointment or designation of a commission from the State of Wisconsin to act jointly with a similar commission to be appointed to represent the State of Michigan in determining the actual boundary existing between the two States in accordance with the act of Congress admitting the State of Michigan into the Union, approved June 15, 1836."

In accordance with the foregoing resolution the Governor appointed Hon. Peter White as Commissioner, who proceeded to Madison, Wisconsin, and had a hearing before the

Committee on State Affairs and the proper authorities there.

His mission, as was expected, was unsuccessful, mainly on the ground that the length of time in which the present line had been recognized as the boundary would not warrant any change to be made. In view of this action the Michigan Legislature passed a concurrent resolution May 29, 1907, authorizing and directing the Attorney General to cause a survey to be made of a certain part of the boundary line between the States of Michigan and Wisconsin and to institute the necessary proceedings in court to secure a determination of the correct boundary line between said States.

The boundary line so obviously erroneous extends from the center of the Montreal River from the point where the East Branch unites with the main stream up the center of that branch to Capt. Cram's southwest corner and thence in a direct line to a point in the Lake of the Desert.

Geo. H. Cannon.

Many people think they are doubting who only are dodging the duty of thinking.

Living for self alone is a way to soul suicide.

CHILD, HULSWIT & CO.

INCORPORATED.

BANKERS

GAS SECURITIES

DEALERS IN

STOCKS AND BONDS

SPECIAL DEPARTMENT DEALING IN BANK AND INDUSTRIAL STOCKS AND BONDS OF WESTERN MICHIGAN.

ORDERS EXECUTED FOR LISTED SECURITIES.

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FOUNDED 1853
NO. 1 CANAL ST.

If a savings account did not provide any financial advantages, it would be well worth the effort it takes to accumulate it simply for the contentment that its possession brings to its owner.

Savings Accounts

with us draw interest at 3%, credited June and December.

Assets, \$7,000,000

Good Reasons Why the Business Ran Down.

"I've had an interesting trip to-day, Madison," said the Old Man, as he returned the cash book to its place in the safe and threw the combination of the lock. "I've been thinking for a week or more that we needed an extra man to help look after business this fall, and when that traveling man told me last Friday that Cooper & Co., over at Petersburg, were likely to fail I made up my mind to drop in next time I went down that way to see if they had a clerk worth picking up in case they should go under.

"Well, when I went in I didn't send a footman ahead to announce my arrival, and the result was that it was considerable of a job for me to tell, for a while, whether Cooper really had any clerks or not. There were a gentleman behind one of the counters who seemed to be just beginning some important literary investigations connected with the evening paper, and a small party of good fellows in the rear of the store who were exchanging humorous stories, but all of them seemed to regard me as a sort of interested sight-seer who had strolled in to look at the architecture of the establishment. I examined things for some moments, wrote my name on a glass showcase with the tip of my finger, and was just about to stroll out again, when the person I had first seen put his paper aside in an aggravated sort of way, and said:

"Was there anything you wanted?"

"No!" said I. "It is a hobby of mine to visit stores every place I go, to see what color the shirt-boxes are and count the number of gas jets. But would it be imposing too much on you to ask whether you have any collars here?"

"Yes," he said, "we keep collars."

"Thanks," said I.

"If you want any, let me know," he said, picking up his paper.

"I don't want to put you to any inconvenience," said I, "especially as I see by the headline that the White Sox won the game, but have you any like the one I have on?"

"Any what?" he asked.

"Any collars," I explained, pointing at the one I wore. I half expected him to ask me if I meant umbrellas, but he didn't. He moved languidly toward the collar boxes, still holding his paper in his hand, and looked at me enquiringly.

"Fifteen and a half," I said, "like the one I have on."

"Here's a collar we sell a good many of," he volunteered, showing me one of an entirely different style from the one around my neck.

"I'm glad to hear it," I answered cordially, "but have you any like the one I have on?"

"Maybe," he replied, pointing to a picture on the outside of a box, "is that it?"

"Let me see it," I suggested. "Of course I don't want to be any bother, but—"

"Oh, that's all right," he answered. "That's what we are here for. People come in at all hours of the day and pester us to death with ques-

tions—fool women, you know, especially. Want to know the price of a thing before they know whether they really want it or not. Then tell you they'll come again!"

"They don't come again, do they?" said I.

"I should say not. They never intend to. Just foolish, you know, asking questions. Half the customers that come in never buy anything."

"Poor business, eh?"

"Yes. Nothing doing. And the boss is to blame for it, too. He's a dead one."

"I should say he was," said I. "If he were a live one, there are several important changes he would make right here in the store."

"Yes," returned the clerk, blissfully ignorant of what I meant, "but he lets things run right along. Close as the skin on a tadpole."

"This is a sixteen," said I.

"Sixteen what?"

"Sixteen collar," I explained; "size of collar, you know."

"What size did you want?"

"Fifteen and a half."

"Oh, well, that's near enough," he said, reassuringly. "That will fit you all right. Some sixteens run small, you know. Want one?"

"No," I said, "I guess not."

"I had made up my mind that this was a poor place to look for a clerk, and was just about to shake the dust of the place from my feet, when my entertainer gave a low peculiar whistle, and, at the sound, the group of story-tellers in the rear of the store broke up as though someone had thrown a stick of dynamite amongst them. One of them seized a damp rag and began to scrub the top of a showcase, while the others promptly formed an industrious party around one of the mirrors, while one of them, apparently paid as a clerk, began to

try hats on the other two at the rate of three per minute. As I suspected would happen, the boss now entered, and my clerk, turning to me with a bland smile, picked up the collar nearest him, held it up artistically and said:

"Yes, this is a very beautiful collar, er—a very, er—linen collar, and exceedingly cheap considering the—er—price, as well as fitting the neck very comfortably, and is made especially for us by one of the best factories this side of the er—um—Pacific Ocean. Fortunately, we have a few of your size left. Shall I wrap you up a dozen, sir?"

"Mr. Cooper had now passed out of hearing, and my clerk explained to me, in an undertone: 'That's Cooper, the boss. Mean old cuss—makes the boys feel like thirty-cents whenever he catches them not busy.'

"Well, to make a long story short, I saw Cooper that night, introduced myself, and told him some things of interest. I found he had been thinking of selling out. Business was slow, and he had not been able to find out why. I told him why in a few well-chosen words, insinuating with considerable clearness that his clerks were the most insufferably mean, useless, sneaking shirks that it had ever been my privilege to see in a day's journey, and told him he had better fire the whole bunch, disinfest the establishment, and begin with a clean slate. He thanked me, with tears in his eyes, and wanted me to tell him what he could do for me to square the account."

Here the Old Man stopped and his fat sides shook with laughter.

"What did you say?" asked Mr. Madison.

"I got him to give that signal-whistling clerk a quiet tip that I wanted some extra help, and send him

up to see me to-morrow. When he comes I'm going to squirt insect powder on him and turn in a fire alarm."

—Thomas Triggs in Business Monthly Magazine.

The Drunkard's Fate.

A man returned to his native Indiana village after having emigrated to Kansas some twenty years previous.

He asked about different ones he had known in the old days and finally of old Nicodemus Bainbridge, the town drunkard of his time.

"Oh, he's dead," replied the one questioned.

"Well, well, dead and buried, is he?"

"Nope, they didn't bury him."

"Didn't bury him!" exclaimed the former resident. "Well, then, what did they do with his remains?"

"Oh, they just poured them back into the jug."

A good home is the best sermon about heaven.

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

Geo. P. Bent, Manufacturer
Chicago

IT WILL BE YOUR BEST CUSTOMERS,

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

HAND SAPOLIO

Always supply it and you
will keep their good will.

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

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

LOST HIS FIRST JOB.

He Was Learning the Ways of Business Life.

I refused to believe that I was doomed so far as my position with my first employer was concerned, in spite of the fact that Scott, the old clerk who was my friend, had warned me that my quarrel with the head of the department had, as he expressed it, broken my plate. I couldn't see how such things could be. I knew I had done nothing wrong; I knew that I was efficient, that my work was all that it should be for one in the position of invoice checker, and perhaps a little more; I knew that I never shirked, or soldiered, or in any other way failed to do my duty to my employer and myself, and I knew that I did not deserve to be discharged.

I had not gotten into trouble through any delinquency on my part. I had been put into trouble by Dearborn. Since taking the position of checker I had worked like a slave, practically had done the work of two men, and the whole department knew and acknowledged it. Dearborn, the head, through dislike of me in that position, had knocked me, and we had quarreled furiously. But employees of large business houses are not paid for being on friendly terms even with their immediate superior, I calculated; they are paid for doing their work, and doing it well and nothing else.

I had done all this. Even Scott, who told me to bid my job good-by, said that "so far as your work goes you're the ideal man for your job." Then, why should I lose it? How could I lose it, considering that the house was renowned for placing a premium upon good help? The firm was buying good service. I was giving it good service; I didn't see why a little thing like a quarrel, a quarrel which was begun through the unfairness of Dearborn, should interfere at all with this good combination. If any evidence of my business innocence and lack of business sophistication were needed, it surely is supplied by this.

"I'm going to go right along and do my work the same as ever," I told Scotty. "I'm not going to let this trouble interfere with my ambition to be a good man and make a good impression here. I'm going to see if a good man can't gain recognition for his worth in spite of having the enmity of a petty boss."

Scott laughed. "You'd better be looking for a new job," said he.

But I didn't believe him and I went on doing my checking as if nothing had happened. I couldn't improve my work as might have been desirable after a row with the boss, for I was doing my best all the time, and there is no going beyond this. I was delivering the goods, just as I had been when I won the favor of the head of the firm and promotion at the same time; I was drawing the same salary; I couldn't see how my position or prospects had changed at all.

But they had, and I wasn't kept long in ignorance of the fact.

"Say, Jackson," said Dearborn one afternoon, "I'm afraid I'll have to

take you off your job for a couple of hours. I need another man on the invoice desk, and you're about the only one I can get who knows the work. Better go over there right away."

I went—and that was the beginning of the enlightening of my ignorance. The work on the checking desk was not heavy that day, but there always was enough of it to keep my assistant, Johnson, and myself working along in steady fashion. To take one of us away for two hours always meant trouble. Still, there was nothing for me to do but to obey Dearborn's orders. I now was particularly careful to obey him to the letter in everything in order that he might not have any possible reason for finding fault with me and thus having the opportunity to further discredit me with the head of the firm. So I forgot all about the checking for the time being and dug into the invoices as if it were my regular daily work.

It was 4:30 when I got back to the invoice desk. Johnson was sweating blood and working at the limit of his capacity, but he never was capable of handling half of the work, not to mention all of it, and the invoices were stacked up on our desk inches high. Johnson had been able to check out the city invoices as they came through, and nothing more. So there was the full quota of country invoices to check out, and the closing hour only thirty minutes away. I went to Dearborn.

"I'll work to-night and check these invoices out," I said, "and if you will make arrangements for the mailing department to leave out enough stamps I'll mail them at the same time."

"Leave out stamps?" said he. "Don't you know that stamps are money? We can't have them lying around loose—like paper."

"But you can get 'em, and count 'em, and I'll turn in a list of invoices mailed, and you can check them against the stamps used."

"No, no; we can not do anything like that. It's too irregular."

"Well, the invoices won't be mailed until to-morrow, then," I said, "and then we'll have the old trouble of having them out a day late."

"You remember that old trouble, do you?" Dearborn grinned. "Why, do you expect to have some more of it?"

"As I said, I don't see how we can help it. We can't get these invoices all checked to-night, and if you don't get the stamps there's no way of getting them into the mail until to-morrow."

"Well, you're supposed to keep your work strictly up to date, of course," he said, turning away.

And that was all the satisfaction I could get out of him. Johnson started to go home at 5, but I stopped him, and we worked like fiends until a quarter to 6, which was the last minute that we could get stuff into the mailing department. By that time we had most of the invoices checked out. The rest of them we had to let go over until the next day. Dearborn had gone home when we got through, so I had to put them in my desk and go away without being

able to let any one above me know of the circumstances.

In the morning I passed Dearborn's desk on my way to the mailing room and showed him the handful of invoices that had been left over.

"Here, give them to me," he said. "I'll have to make a memorandum of them and write a letter to The Head so that he won't wonder if complaints come in about late receipts of invoices."

Of course, he had no more need to do anything of the sort than he had to notify The Head of every time we caught an error while checking.

But by writing this letter he was able to bring The Head's attention to the fact that the checker had been unable to check out the day's work. He wrote the letter just that way,

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.

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Grand Rapids, Michigan

A HOME INVESTMENT

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

HAS REAL ADVANTAGES

For this reason, among others, the stock of

THE CITIZENS TELEPHONE CO.

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



The Efforts of Hypnotising Salesmen Had Nothing to Do

with the showing of Ben-Hur's throughout America to-day. From the first box sent out to the last box shipped out to-day Ben-Hur's have been sent out relying on finding a sale because of being right. We have hewn right close to the quality line all these years and a backward look on our record is a pleasure because of the square corner dealings we have always made.

The Ben-Hur would not be in existence to-day if its initial efforts had depended upon smart salesmanship and hold-'em down-for-an-order efforts; but on the contrary it has had constant merit behind it and merit is a long winded nag.

GUSTAV A. MOEBIS & CO., Makers

Detroit, Mich.

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

without a word of explanation of the circumstances, not a word about having taken me away for two hours; but I didn't discover it until some time afterwards, when it was too late to do anything about explaining it.

A few days later it was the same thing over again. Dearborn called upon me to help out the billers. I was away from my desk for two hours, and when I came back the work was piled up ear high again. This time we managed to get all the invoices out in time for the evening mail. The same the next day, and the next. In short, Dearborn was getting just two hours' worth of work each day out of me, besides my full day's work as a checker.

But I wouldn't have cared for this if I had been able to do my checking properly. But this I could not do. Aside from the fact that changing from one sort of work to the other is sure to make both of them suffer, I had to rush so each evening in order to get bills mailed that I was unable to take the time necessary to do good, careful checking. And after five days of this crazy sort of rushing the inevitable happened. Three errors came back on us in a bunch, all made during the frantic evening haste.

"Well, how about them?" said Dearborn.

I looked at the invoices and pointed to Johnson's name on them. "They are not checked by me," I said.

"O, it's Johnson, then, is it?" said Dearborn.

"He checked them," I said. Dearborn went away without another word.

It began to get along toward the busy season now, and consequently the work in all departments, but particularly in the invoice department, began to grow. It was about all that Johnson and I could do to keep even with the billers in checking, but Dearborn insisted on pulling me off the desk and making me bill for a couple of hours each day. As the bills grew more numerous and each one grew heavier this conduct on his part balladed things up horribly.

The only way in which I could hope to keep the checking even was to work at top speed, never going over anything more than once, and taking a chance on being lucky and escaping without an error. I did escape, too, for a whole week. Then a small error came back, not anything that amounted to anything, but one that I could not possibly have made had I had time to check carefully. It showed me what I might expect when the season was at its height, and I told Dearborn about it. He fussed with some papers on his desk, but did not speak. That afternoon he came to me and told me to go to billing the same as ever. I protested. Itold him that if he wanted me to be a biller, let him make me one; but I could not attempt to check and bill, too.

"O, go over there, and don't chew the rag so much," he said. "I know what I'm doing."

I went. That night there were thirty invoices left over. Next day when Dearborn came for me I said: "I'm not going over there now, Mr.

Dearborn. We've got to have an understanding about this. I can not check and bill at the same time. I've got to stick here to-day, every minute."

And that was how I lost my job. Dearborn turned and went straight into The Head's office. Ten minutes later a boy came out and told me that the boss wanted me. I went in. The Head was alone, Dearborn having gone out.

"Jackson," said The Head, "since you were in here last you have gone sadly astray. In the first place, you have proved yourself to be incapable of doing the work of the head checker by failing to get the day's work done in time to get it mailed on the current date. Never mind about trying to explain; I have quite enough details, thank you. In the second place, you have done something pretty bad in blaming the poor class of work turned out on your assistant, Johnson. Don't interrupt me, please. And in the third place, you have been insubordinate to a superior."

"Now, while you have shown that it was an unwise move to promote you to the position of head checker, the fact that you have failed there would not prevent me from keeping you in my employ in some other capacity. But, Mr. Jackson, by trying to lay the blame on another man, and in refusing to obey orders, you have made yourself impossible. Your money is waiting for you at the cashier's desk. I have no more time for you. There is the door."

I went out into the street with a new sensation in my breast. I was learning the ways of business life.

Henry W. Jackson.

It Pays To Keep Cool.

Any kind of a man can sail with a fair wind; it takes a cool-headed navigator to handle cross currents and contrary winds. Any one can make and sell goods to advantage when the demand is greater than the supply; it takes a clear, steady nerve to handle a business when all kinds of competition have to be met.

The men who spoil any industry or business are those who go to pieces when trade drops off. They fancy their neighbor is getting ahead of them, and jump at any little indication that seems to warrant the belief that he is cutting prices.

The men who are making money are those who do not allow other men—not even travelers—to run their business. They are not in it for fun or to keep their employees going, but to make money, and whenever or wherever a man makes this his standard he will get there.

The man who starts in to follow competitors will land in the great morass of nowhere before he has gone far enough to find out he is a fool.

How He Proposed.

Mr. McDooley—Faith, an' it do be a question Oi have fer yez, me darlin'.

Miss Clancey—Pfwat is it, Pat?

Mr. McDooley—Whin it comes toime fer me funeral, how would yez loike t' be th' Widder McDooley?

Compete But Do Not Oppose.

"Competition is the life of trade." The merchant who promotes a healthy rivalry and honorable competition will find it so.

Opposition is rank poison to legitimate business. The merchant who wastes his time clubbing his neighbors and digging pitfalls for them will find it so; he will eventually fall into his own trap.

Competition and opposition are easily confounded.

Competition is an honest man's means.

Opposition is a two-edged sword likely to draw blood on the reckless handler.

Competition, be it ever so sharp, is tempered with fair play.

Opposition arouses passions, puts a premium on trickery and degrades business.

Competition brings improvement and activity.

Opposition suggests any old scheme to injure an opponent.

Competition makes friends.

Opposition destroys friendship and makes enemies.

Competition nourishes profits.

Opposition kills them.

Competition means friendly rivalry, with honor and mutual success.

Opposition means unfriendly strife and hostility, without success to either party.

The benefits of competition are world-wide.

The evils of opposition are just as widely distributed.

Established in 1873

Best Equipped
Firm in the State

Steam and Water Heating
Iron Pipe

Fittings and Brass Goods
Electrical and Gas Fixtures

Galvanized Iron Work

The Weatherly Co.

18 Pearl St. Grand Rapids, Mich.

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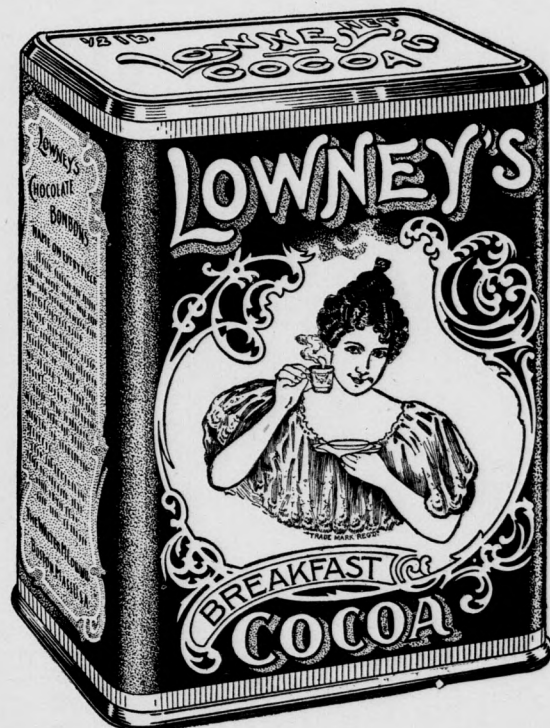
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Our Cocoa and Chocolate preparations are ABSOLUTELY PURE—free from coloring matter, chemical solvents, or adulterants of any kind, and are therefore in full conformity to the requirements of all National and State Pure Food Laws.

48 HIGHEST AWARDS
in Europe and America

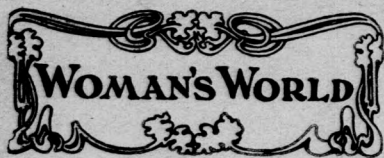
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Demoralizing Effect of the Boarding House Life.

For several weeks up to a week ago the daily papers were full of the gory details of a murder in which a married woman, with nearly grown children of her own, went to a young man's room, in the middle of the night, and there, to protect her own honor, as she claimed, or in jealous fury, as the prosecution contended, shot him to death.

The tragedy took place in a family hotel, and every account of it should have had under its scare headlines of "The Red-Handed Murder" a subtitle that said, "Or the Fate of the Boarding House Belle." No other such scathing arraignment of a system of living peculiarly American has ever been made. No other such object lesson of the dangers to which such a life exposes a woman has ever before been shown and its effect should be to stampede every young couple away from boarding houses and hotels into the privacy, the sacredness and the protection of their own home.

It is not my intention to go into the loathsome details of this case, but on the outside we have the picture of a woman unusually pretty and attractive and intelligent but who belonged to that large class of polite female nomads who spend their lives wandering from hotel to hotel and from boarding house to boarding house. She was not intrinsically a bad woman. On the contrary, she was shown to have been kindly and generous and sympathetic, but she loved gayety and amusement. She spent her time organizing dance and card parties. She craved the admiration of men. Her silly vanity grew by what it fed on, and the result was jealousy and murder. She may have tired of her afflicted old husband and fallen in love with the handsome young man with whom she was thrown in daily contact. God alone knows the secrets of a woman's heart, but the end was a tragedy as deep and dark and black as can be woven of the woof and warp of crime.

This is, of course, an extreme case, and I do not wish to be thought to criticize boarding houses in themselves, or the noble women who run them. I have lived in many, and I know one, at least, that is conducted on a high plane that makes it the nearest possible approach to a home, but I do believe that for the average unoccupied woman boarding is every whit as dangerous and demoralizing as drink is to a man.

It cultivates every weakness of her character and develops none of its good. It relaxes her mental and moral and physical fibers and makes her unhealthy in body and mind. It inspires vanity and extravagance and love of gossip for it is eternally true that idle tongues as well as idle hands are the devil's emissaries and must have work to do.

A fashionable doctor was telling me

not long ago that hotels and boarding houses were the direct provision of Providence for the support of his profession.

"Whenever I hear of a family who are going to boarding," he said, "I mentally wonder which one of us will get the wife. I never give a woman more than six months of boarding before she gets into some doctor's hands. Think of her life—breakfast, generally enough for a laboring man; then sitting around the parlor until her room is cleaned up; then, perhaps, a ride down town, a bit of shopping, luncheon, an afternoon on a couch with a novel; then dressing for dinner, a heavy meal; another talkfest with other ladies who tear each other to pieces for want of something else to do and then bed.

"Is it any wonder such a woman can not sleep; that she develops nervousness and dyspepsia? A cast-iron constitution could not stand it.

"If I diagnosed honestly nine-tenths of the ailments of women who come to me I should say, 'afflicted with laziness and the boarding house habit,' and my prescription would be to get out and get to work, and do something useful for herself and other people.

"Of course, I do not. I give something that will do as little harm as possible, and advise my patient to walk or take physical culture, or whatever I think she is most likely to do. If she takes the exercise, she gets well, and goes about sounding my praises. Otherwise, she says I did not understand her case and am a fraud, anyway; but as long as women board—and the entire feminine population seems headed toward the apartment hotel—nerves and dyspepsia cures are going to be a great graft."

Bad as is the physical effect of boarding on women, the moral effect is a thousand times worse. The mind must have occupation and interest, and if you cut it off from legitimate outlets it will find illegitimate ones. Dam up the stream that murmurs gently through flowery meadows, and you can make a deep dark pool that some day will break through the flimsy barriers you have erected and carry desolation and devastation in its wake. Deprive a woman of the occupation for hand and head she would find in making and managing a home and you need not wonder if she spends her time beautifying herself and seeking the admiration of men other than her husband.

The married flirt and the woman who is out on a still hunt for an affinity are the joint production of the boarding house and the novel. A woman who has to wrestle with three meals a day and the eternal servant question has not time to fill herself up on dopy literature and to analyze everything she thinks she thinks. Work keeps her sane and reasonable. She is doing the best she can along practical lines, and she sees that her hard-worked husband is making his strenuous fight, too, and is grateful and appreciative of his efforts.

The woman who boards and who has nothing to do but devour sizzling tales of red-hot passion gets a perverted view of life. She begins by

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imagining in herself all the high-flown qualities and sentiments of her favorite heroine in fiction and by perceiving that the honest, unpretentious, industrious man whom she has married has not the romantic traits and the haughty air of the Sir Reginalds and Lord Guys in whose company she mentally passes her time. From that it is but a step to discovering that she has thrown herself away, matrimonially speaking, and that she is not appreciated and understood. She begins to yearn for an affinity, and she always finds him. Nine-tenths of the divorces in the world are the direct result of idleness. The woman who has plenty to do seldom has time to find out she is unhappy. She has something to occupy her mind and keep her from getting morbid.

I never read in the paper the announcement that a young couple have gotten married and have taken rooms at Mrs. So-and-So's without feeling like dropping a tear upon the paragraph, because it means they are taking the wrong start in life and are deliberately inviting domestic disaster.

No two people ever adjusted themselves to each other without some friction, but if this amalgamating process can take place in the seclusion of their own home, with no prying eyes to see, no meddling tongue to interfere, no gossip to fan the spark of disagreement into flame, it generally passes as lightly as an April cloud over a sunny sky. The little bride sheds a few tears and the man calls himself a brute and they kiss and make friends, and all is over.

Let them live in a boarding house. The inevitable spat takes place. The pretty bride comes down red-eyed and the "masher" man boarder undertakes to comfort her. Just because her heart is hurt and her pride sore the bride flirts with him, and the young husband, wounded and mortified, goes off with the boys and comes home sodden with drink.

I have seen that happen not once, but fifty times, and I know that it has been the parting of the ways for many and many a young couple. The admonition of the other women boarders "to be firm and not be imposed on" has upheld many a silly young bride in a course of pig-headed obstinacy. The boarding house discussion of a family jar has widened many a hair breadth division into a chasm that nothing could bridge over, and many an estrangement that has led to divorce and wrecked happiness began in a boarding house tiff.

Another point that no man or woman can afford to overlook is that there is no bond on earth so strong as a community of interest. It draws people together, and the husband and wife who have nothing in common but a hired room and a trunk they can pack in five minutes and get out with are bound together with thread instead of the steel strands that make up the love of a home which they have seen grow up between them.

It is just as well to take humanity on its lowest side as on its highest and to recognize that the most of us go straightest when we are not tempted to go crooked. It is easiest to stay in the narrow path when it

has a good, solid fence on each side, and the man and woman who are shut safe within their own home, away from the temptations to flirt and drink more than they need, and gossip and play poker, have just that much more chance of having their married life turn out happily.

I think that a young man who marries a girl and dumps her down in a boarding house to absorb its gossip and grow small with its trivialities, to learn extravagance, and oftener than not to develop a petty rivalry for vulgar admiration from men, is a fool as well as a criminal. He is taking more chances than the game warrants.

As for the woman who would not rather have her own humble home than the parlor floor at a swell hotel I have nothing to say, for she is beyond reason. A woman's home is her background. It is her weapon with which she must conquer and keep her own, and if she throws it away, it is her own fault and she is helpless indeed.

Give us more homes and we shall save more silly, vain women from the consequences of their own folly.

Dorothy Dix.

The Heaper of Coals.

Mrs. Fanny Crosby, the famous author of "Rescue the Perishing," "Safe in the Arms of Jesus" and hundreds of other hymns, is still, although 87 years of age, in first-rate health.

"Not long ago," said a New York clergyman, "I visited Mrs. Crosby in Bridgeport and found her exceedingly entertaining. I sha'n't soon forget some of the youthful memories that she recounted.

"Our talk turned to the subject of children's quaint misunderstanding of Biblical metaphors and parables, and Mrs. Crosby told an amusing story on this head.

"She said that a little boy came home one day from school in a very bad humor. Another boy, Jack Jones, had given him a thrashing and he wanted revenge.

"'Oh,' said his mother, 'don't think of revenge, Willie. Be kind to Jack. Heap coals of fire on his head. Then he will become your friend.'

"Willie thought he would try this method. He did not see Jack Jones until the next day at recess. Just as he was buying a lemon pie for lunch Jack appeared and said:

"Look here, I licked you yesterday, but I didn't give you enough. Now I'm going to lick you again.'

"And he planted a hard blow on Willie's little stomach.

"Willie gasped and grunted, but instead of striking back, he extended his pie to Jack.

"'Here,' he said, in a kindly voice, 'I'll give you this. I make you a present of it.'

"Jack Jones, in glad amazement, fell upon the pie greedily, and it had soon disappeared.

"'Gosh, it was good,' he said. 'What did you give it to me for?'

"'Because you struck me,' said the heaper of coals.

"Instantly Jack hauled off and struck him again.

"'Now go and get another pie,' he said."

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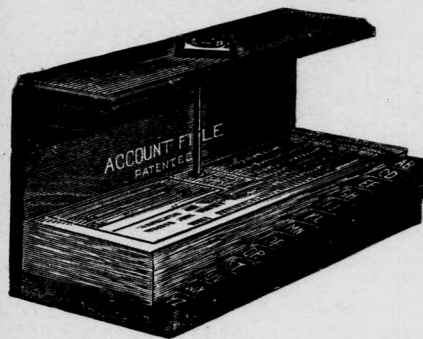
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TRADESMAN COMPANY, Grand Rapids

BEST IN THE WORLD.**Michigan's Road System Now Second To None.**

Written for the Tradesman.

Highway Commissioner Earle is exuberant over the good roads legislation passed by the forty-fourth Legislature. He says Michigan has now the best road system in the world.

First, there is State co-operation with counties and townships in the improving of roads. Then every county has the privilege of being under the county road law if it desires, thus securing county aid in the building and improving of the leading highways throughout the county. Best of all, we have cash taxes in the townships. Besides, there is now a law which provides for any combination of cities, villages and townships forming themselves into a good roads district for the purpose of operating under the county road law.

The State pays \$250 per mile for clay-gravel roads, \$500 for gravel, \$750 for stone-gravel and gravel stone, and \$1,000 per mile for macadam, providing the roads are built up to the State specifications; and not one road thus far completed but has received its reward. Some have had to make a few changes or repairs, but none have failed to receive their money, and the fact that every township and county that has builded one mile is now building more tells the story whether there is satisfaction with the operation of the law. The State Highway Department inspects the road from time to time and gives advice as to how best and most economically to proceed. The Department also furnishes general plans for bridges when requested. When the road is completed the Commissioner makes a thorough inspection and, if satisfactory, pays the reward. If not quite up to standard he gives them instructions how to make it so, and when this is done they get their money.

The Department also gives advice and help when requested in the building and improving of roads which are not to be built under the State reward plan, \$270,000 having been appropriated for carrying on the work for the next two years.

The county road law has been in operation for several years, but important changes were made by the last Legislature. One of the features of the county road law to which objection has been made is that townships lying remote from large marketing places or along the boundary lines of the county would contribute year after year to the county road fund and receive no benefit therefrom. This has been amended so as to provide that any township in which the county builds no county road that year may, by building a mile or more of State reward road, receive from the county the money which that township paid into the county road fund that year. This provision, it is believed, will put a quietus on all objections to the county road law.

The road district bill is designed to fill the bill of the county road law on a reduced scale. Any city or village or township may combine with the

cities, villages or townships lying near it and form a good roads district. One commissioner is appointed in the first instance (and afterwards elected) from each city, village and township, and these commissioners form the Board of Good Roads District Commissioners. They have the same rights, powers and duties in such district as the Board of County Road Commissioners have in counties under the county road law. Commissioner Earle believes this will prove one of the most popular and equitable plans for road improvement that was ever put into operation.

But the cash road tax plan is the one that causes the greatest upheaval of antiquated ideas. About 20,000 pathmasters have been put out of business. Their duties, to a certain extent, have been abolished and their powers are nil. This bill carried with it the repeal of the old road machinery law which has been productive of more graft and wasted money, proportionately, than any other law on the statute books. In some townships nearly every road district owns a road machine. It is seldom used and rarely—very rarely—taken care of, but is left standing around in fence corners to rust out. Henceforth road machinery will be purchased by the Township Board and no one else.

The cash tax bill provides for only one road district in a township, with one Highway Commissioner and one Overseer to be elected therefor, both by ballot. The Overseer works under the direction of the Highway Commissioner and the Commissioner has power to employ such help as he may need to carry on the work in his township. The Overseer has power to care for emergency repairs to a certain amount.

All road taxes must be paid in cash. There are two taxes: One, a road repair tax, is spread upon all the property in the township lying outside of incorporated villages and must be expended by the Highway Commissioner upon roads directly benefiting the property taxed. So the fund can not be put all in one place and leave another locality without repairs. If a man pays his road repair tax, then the money he put in must be spent where it will benefit him. The second tax is the highway improvement tax and is spread on all the property in the township, including that lying within the limits of incorporated villages. This tax is under the control of the Township Board and may be expended by them in the building, repairing and improving of highways and bridges and in the purchasing of material and machinery therefor. The total amount of both taxes can not exceed one dollar on each one hundred dollars of assessed valuation.

One of the great trials with which road builders and road travelers have had to meet is that of telephone poles. Some telephone companies, or the construction managers of those companies, have seen fit to put poles where they positively interfere with travel on the roads. This evil has been overcome by a bill which passed the Legislature prohibiting the setting of poles within twenty-five feet

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of the center line of the highway without permission of the Township Board, and positively forbidding their being set nearer the center of the road than fifteen feet on either side.

Another dead letter of the old law was that prohibiting Highway Commissioners doing any work in excess of fifty dollars without advertising for bids and letting a contract. This amount has been raised from fifty dollars to five hundred dollars, and Commissioner Earle believes that the townships will see the benefit of this change, as on a small contract the contractor must, in order to make it an object for him to take the contract, fix his price high enough to admit of a large percentage of profit to him, over and above the actual cost. This the Highway Commissioner, of course, could save to the township.

The law permitting townships to bond for the building and improving of highways was amended to include the building and improving of bridges, and the majority necessary to carry such bonding proposition was reduced from two-thirds to sixty per cent.

These bills were all drawn by State Highway Commissioner Earle, and it was mainly owing to his efforts that they were pushed to a successful conclusion, but the fact that they were speaks well for his standing among the members of the House and Senate. It is certainly conclusive proof that they had confidence both in his knowledge and his honesty of purpose, else they would have hesitated long before putting into operation laws of such State-wide importance and effect.

Another matter showed the standing of the State Highway Commissioner. The appropriation for the next two years is \$250,000. The Commissioner asked for \$280,000, \$15,000 of which each year was for running expenses of the office, to include the employing of a man skilled in bridge engineering, as it was believed that ten times his salary and expenses could be saved to the State in the course of a year by advice, plans and estimates which he would furnish on the building and repairing of bridges. The Department has about all it can do working from early morning until late at night to take care of the road work. The Ways and Means Committee of the House saw fit to cut this \$15,000 asked for to \$10,000, the same amount as it has been for the past two years, making no allowance for the necessary increase in work. The Commissioner took it with good grace, but when they cut the amount asked for State reward from \$250,000 to \$180,000, cutting out twenty-one counties which had already applied for State reward, then there was "something doing." They had touched a tender spot—they proposed to hinder the building of good roads. Well, they didn't hinder much, for a majority of the Legislature stood by the Commissioner and the appropriation for State reward was promptly raised to \$250,000, \$100,000 of which is available for this year's work.

In addition to the laws cited, the statute providing a rebate for the use

of wide wagon tires was repealed and a bonding law permitting counties and good roads districts, under the new law, to bond was passed. The plank road law was also amended to provide that in entering suit against a plank road company the Prosecuting Attorney should act as attorney for the Highway Commissioner beginning suit.

Taking it altogether the Forty-fourth Legislature will go down into history as one that did more toward improving the roads of Michigan than any other Legislature that ever convened, and what is or can be of more consequence to the people than good transportation facilities, so if some are disposed to find fault with the passage or non-passage of some measures, let us give the members free and full credit for the good they did, as well as to blame them, and we will find that the balance will be largely in favor of the people, and that they have been greatly benefited by the recent session of the Legislature. Brown.

Fully Explained.

"I was traveling in the West last winter," said the lecturer, "and on arriving at the capital of a certain state one afternoon found that, owing to the Legislature being in session and a big lobby on hand, all the hotels were full-up. The clerk at one of them finally said he guessed he could make room for me if I wasn't too particular. I was given Room 14. It had a poor bed and no lock on the door, but after my lecture that evening I tumbled into bed dog tired and without fear of robbers. I did, however, slip my revolver under my pillow.

"I was sleeping away at midnight when some sound woke me up, and I sat up in bed to hear someone ask: 'Is there anyone sleeping here?'

"There's someone here very wide awake," I replied, "and that someone wants to know what you are doing here. Speak right up before I shoot!"

"Hold on to the gun!" he commanded. "I can explain in a minute."

"He lighted the gas and then came over to the bed and asked if I had found a roll of money on the old bureau. I replied in the negative, and he explained that when a member of the Legislature sold his vote the money was left on the bureau in Room 14 for him. He had sold his that afternoon, and the buyer had agreed to deposit, but hadn't done so. There was some hitch about it, and he was sorry to have disturbed me, and so forth. He went out, but half an hour later came back to knock on the door and said:

"It's all right. He had left my cash with the clerk downstairs. Sorry—very sorry—but business is business, you know. Lots of bills up, but a member can't get \$600 for his vote every day in the week."

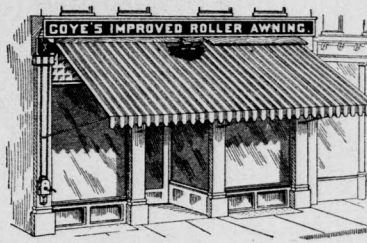
A Sure Sign.

"I wonder if there's anything serious between that tall girl and the little captain?"

"I think there is. She has had the heels of her shoes lowered."—Fliegende Blaetter.

Chas. A. Coye

Manufacturer of

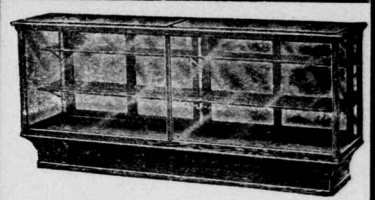


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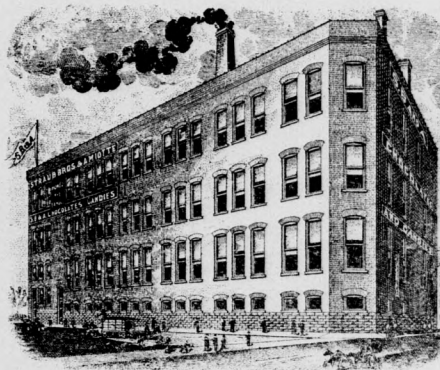
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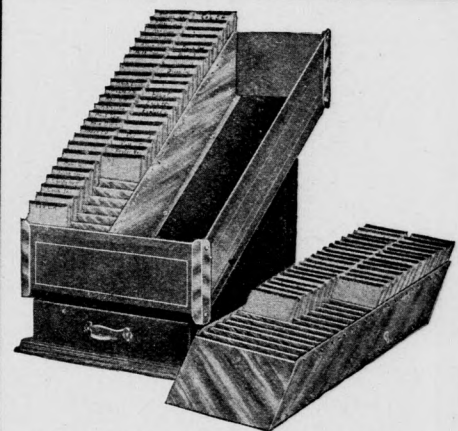
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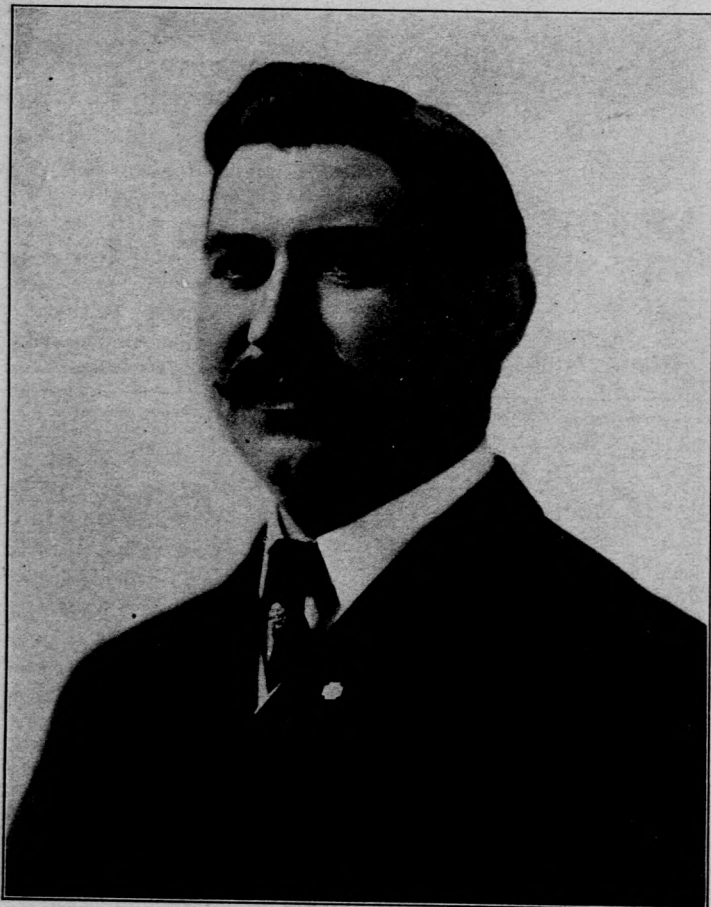
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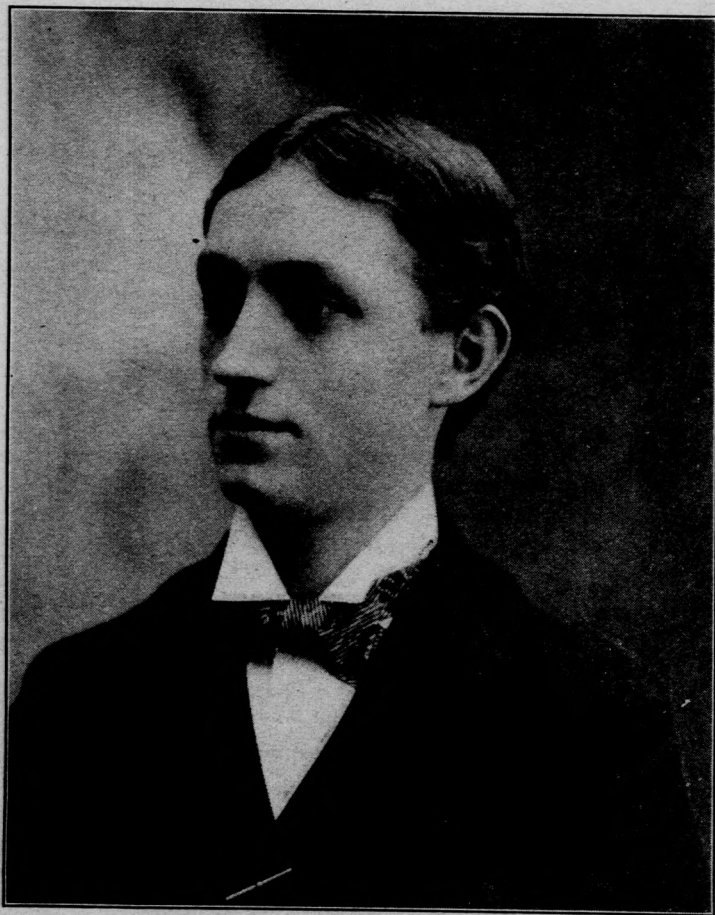
Officers and Directors of the Michigan Retail Shoe Dealers' Association, which holds its



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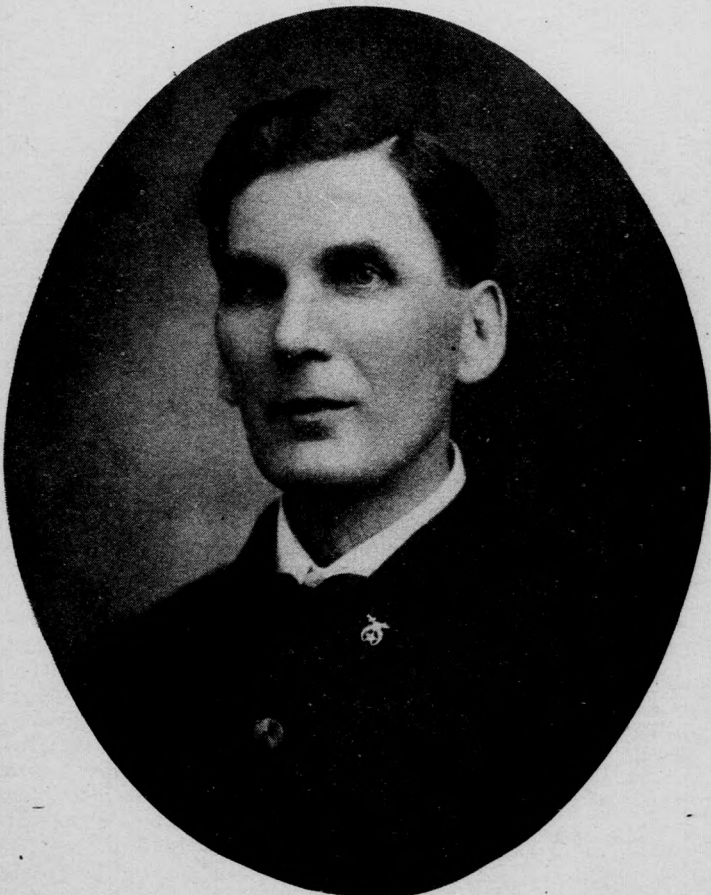
olds its Annual Convention at the Morton House, Grand Rapids, August 26, 27 and 28, 1907



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CHAS. C. WEBER, Kalamazoo, Director

SECURING TRADE.

Practical and Profitable Methods for a Shoe Store.

I have noticed that the winning shoe store always has an atmosphere of individuality about it. There are a definite something about the personnel of the clerks, and a definite something about the personality of the man, or the men, back of the clerks that make their impression upon the community. It is the store's individuality—the thing for which the store stands. In spite of the popular dictum anent the soullessness of corporations, there is a sense in which a corporation does have a soul; and the esprit de corps of a shoe establishment makes a definite impression upon the community.

To illustrate: A retail shoe store may stand for good cheap shoes and popular prices—and so advertise itself in the community; or it may stand for the medium and better grades; or it may cater to the best class of trade. It may—and under certain conditions, very profitably—be a general store for footgear, carrying shoes for men, women and children in various grades ranging from the least expensive to the higher priced shoes. Or, again, it may stress certain lines and prepare itself adequately to meet certain shoe needs in the community. Consequently, the store comes to be known by the claims it makes—through its advertising media, and in a thousand other ways—and by the fidelity with which it makes good its claims. Many things enter into and determine this thing of individuality. But these factors—such, for example, as location, equipment, advertising, treatment of customers, etc.—are all subject to the control of the man who manages the store. It pays to invest one's store with a winning individuality.

Profitable shoe retailing depends upon judicious buying. Beyond all doubt the thing that secures to the retail house the prestige of public favor is the stock which the house carries. The majority of failures among shoe merchants could doubtless be traced to poor buying; the inexperienced man in the retail shoe trade has bought too much of the right sort, or he hasn't bought the right sort. He has fallen a victim to the enthusiasm of some road salesman, gotten himself hopelessly overloaded with shoes and it is small comfort to realize that they are good shoes when one needs the money to meet pressing expense items, trade doesn't come in quite as actively as Mr. Retailer has counted on, and the inevitable happens. Or, again, Mr. Retailer is new to the business, and he buys shoes that are not right—or, at all events, are not right at the figures at which he buys them—and the tragedy of failure is re-enacted.

When one is just feeling his way into the retail business it is a pretty safe rule to tie up with the old, reliable, thoroughly advertised lines—lines put out by houses that have established reputations. Such concerns are plentiful enough—and it ought not to be a difficult thing for the most inexperienced retailer to learn who they are and where they are. A

postal card addressed, for instance, to some responsible shoe journal will bring this information by return mail. In this way he can get immediately into communication with people who have been in the shoe business, perhaps for generations; people whose goods may be depended upon, and people whose statements about the goods may be verified. Some of these people will be willing to send samples, others will send their nearest man. Some of these people whose names are synonymous with dependable footgear specialize on men's shoes, others on women's shoes, others on shoes for children and little folks. If a man who contemplates going into the retail shoe business would only take the time to learn where to buy his shoes he would be far on the road to conducting a successful business.

—real or alleged—of a certain line of shoes.

Speaking about testimony reminds me of the experience a friend of mine had some years ago in the business of farming. My friend had been for many years on the road. He had made lots of money, saved most of it and invested it in various paying enterprises; but he decided to get it all together, buy him a big twelve hundred acre farm, and try the ancient and honorable occupation of tilling the soil. He bought him a farm down in the Blue Grass Region of Kentucky. The next thing he did was to begin to get advice. He went about it in a systematic and thorough-going way. He went to one of his neighbors who was a recognized authority on hogs. This man had a "blend" of hogs that seemed to be indigenous to that famed soil. He

these products—and then went to work. And he succeeded. From the very start he made money. Contrary to the predictions of his friends, contrary to all observation and testimony, this novice at farming made a signal success of it. The explanation of it is that he went about the business in an intelligent, businesslike manner.

There is no reason why a shoe merchant should not make money from the start, provided he exercises good judgment, ordinary prudence and businesslike methods at the very beginning and all the way along. It is certainly safe and prudent to get all the information one can possibly get before putting in his stock of shoes. He should seek his advice from authoritative sources and then verify that advice by going to other sources. He will find that opinions will differ about this firm, and that, but there will always be those manufacturers upon whom practically all are agreed. Buy from these. If the people who know shoes say they are good; if the people who have handled their shoes say they are good; if the people who have worn their shoes say they are good—then, they must be what is claimed for them.

Having settled on the various makes which he proposes to handle, then his next problem is in curbing his enthusiasm in giving the orders. The outlook will naturally appear bright—and that is the way it ought to appear; and he will probably feel very confident that he will sell many pairs of these shoes; but it is a good plan to discount the probable sales and give his orders for a few dozen pairs less than he is morally certain he will need. Remember the telegraph people are still in business, and it is a very easy thing to send in a rush order for sizing-up purposes or for meeting an unexpected call for a particular line.

It is better to do this than to carry over a lot of goods, or be under the painful necessity of slaughtering prices at the end of the season, thus cutting out practically all of the profits of the season's sales. As a matter of fact, the retail shoe merchant who wants to conduct his business along profitable lines—and that ought to include all of them—ought to realize that this cut-price affair is demoralizing. If it is a necessary evil—and the writer is not quite persuaded in his mind that such is the case—make the evil just as infrequent as possible. It is better to sell shoes at a loss than to carry them indefinitely. At times it may be better to clean up a broken line at reduced prices rather than to trust to luck in getting rid of the remnants thereof. And even with the most judicious buying there will be accumulations from season to season. But do not lose sight of the fact that a clearance sale is of the nature of a purgative; it is not pleasant; and the causes which conspire to make it necessary ought to be minimized, and if possible entirely removed.

It puts bad ideas into people's heads. It causes people to put off the day of shoe purchases, hoping for an end-of-the-season sale, or some other fortunate occasion for buying shoes



JOHN C. KRAAI, Muskegon, Director

I have suggested that the new man in the business stick to the old, well-established houses, not because the newer houses are necessarily unreliable, but because the novice in the retail trade can not rely upon his own judgment about shoes. As a matter of fact, all shoes look very much alike to him. He is not a judge of leather—unless he has been brought up in the shoe business or some allied industry—and he is not a judge of shoe-making. A \$2 shoe and a \$5 shoe often look very much alike—and there are probably a good many shoe clerks who could not tell the one from the other if the price tags were removed. Indeed, there is no kind of merchandise better qualified for fooling the very elect than shoes. For this reason it is a safe plan for the new dealer to get a good deal of collateral testimony concerning the merits

knew all about hogs—what to feed them, how much; when to sell them, and where; how to "doctor" them when they got sick—in short, he was a "hog" specialist. My friend decided to follow his advice on the matter of hogs. Another man was up on Hereford cattle. He had a line of "white faces" that won the blue ribbons wherever they went. My friend got his information about Herefords and also some Herefords from this man. On the subject of hemp and tobacco growing he consulted various men who were recognized as authorities on such subjects. He got their advice, based on their experience; saw what devices and implements they used and how they went about planting, cultivating and saving these crops. My friend selected the most rational, feasible and economical methods of extracting money out of

for less money than they can be sold at profitably. It is not wise to encourage the public in such things. When the business of shoe retailing has been reduced to that fine system, which will sooner or later prevail, such a thing as a clearance sale will not be heard of in an ordinary shoe store; all of these odds and ends, broken lines, "dead stock accumulations," etc., will be turned over to some central clearance firm that makes a business of handling just such stuff; and it will be sold to people who care more for saving a dollar than they do for wearing shoes that fit and look right.

The most important factor in laying the foundations of a paying retail trade is buying shoes that give satisfaction because they are just as good as they claim to be. Everything else, from the style of the findings case to the flavor of the advertisements, may be right; but if the goods do not make good the business can not be made to pay. I know a certain much-vaunted, much-advertised shoe establishment which retails everything in the line of footgear from soft soled baby shoes to men's patent colts; and I also know that there is a certain department of this store which is away below par. The children's shoes are bad. The tops are made from cabretta and turn brown and shoddy looking in almost no time. The stitching gives way prematurely, and for no apparent reason. The enamel peels off without the slightest provocation.

An undersized baby can literally chew one of their soft-soled shoes up in three days without working overtime. They are strong on some other lines, but they are decidedly weak in the lines indicated. And the public is finding it out—just as I found it out—by actual experience with their shoes. It is evident to me they need a new buyer in their children's department. If the facts were known, perhaps the buyer knows better than he does. This is an age of graft. Buy the right sort and you have made a long stride towards the goal of success.—Cid McKay in Boot and Shoe Recorder.

Salary Will Go On.

Over in the Salmon River Meadows Country, in Idaho, ranged a wild and woolly bunch of long-haired cow-punchers, whose knowledge of the world was confined mainly to trips after cattle into surrounding counties. Into this reckless but verdant community there came the smooth-tongued representative of a Wild West show, who hired several riders at a high salary to do a hair-raising act, the chief feature being that they should appear to be thrown from their horses and dragged by the foot. After they had practiced in a corral for awhile, one of them loosened himself, and, rising from the dirt, disheveled and dazed, enquired:

"Say, mister, ain't this rather dangerous? We might get killed."

"That's all right," chirped the show's representative cheerfully. "Your salary will go on just the same."

The man who is ashamed of his religion has none to boast of.

Man Who Saves Money for the Firm.

There once was a man who did not do things. He was running a certain section of a certain large firm's business, and people began to talk of him.

"What's the matter with that fellow?" said they. "Do you notice how he does nothing? All he does all day is—nothing, or, not much, at all events. How does he manage to hang on?"

The other fellow made reply to the effect that "He does not hang on. He is anchored here. If he wasn't, he'd let out. But he'll never get any farther up. Watch him."

And everybody watched.

One day this certain firm happened to have a certain something on its hands that stirred everybody up. It was a big contract and there was something wrong with the wording, so the firm had to win a big lawsuit or lose a lot of money. And all the people in the firm, everybody who did things, began to run around and say: "What are we going to do? What are we going to do?"

And the man who did not do things sat at his desk and smoked.

Finally everybody had turned in their suggestions and the firm was going to begin to fight the case, for none of the ideas led to anything else. And then the man who did not do things spoke:

"Suppose I go and see the other firm and try to frame up a compromise," said he. "We'll both lose money if it goes into the courts. They will lose; we will lose. Suppose we see if we can't make them see it in the same light."

The head of the firm threw up his hands and collapsed.

"Good heavens," he gasped, "why didn't somebody think of that before?"

And the men who did things made reply: "We've been too busy planning the fight to have time to think about it."

And the head turned to the one man and said: "How in the name of all that is profitable did you happen to have such an inspiration?"

And the man laughed.

"That's no inspiration," he said, "that's common sense. I simply have sat back here—not doing things—thinking. And I know we can square it up."

And they did.

Moral: Don't do things—all the time. Think a little. Allan Wilson.

Simplicity's Saving Grace.

"I like simplicity," said Senator Beveridge. "Simplicity saves us a lot of trouble, too."

"Two men met in front of the Blank Hotel the other day and fell into a political argument. They were ordinary, everyday sort of men, but one of them had an extraordinary flow of polysyllable language. He talked half an hour, and his companion listened in a daze.

"And now," the speaker pompously concluded, "perhaps you will coincide with me?"

"The other's face brightened up.

"Why, yes; thanks, old man," he answered heartily, moving toward the barroom door, 'I don't care if I do.'"

Coleman's High Class Flavors

Pure Vanilla, and Lemon, Terpeneless

Sold Under Guaranty Serial No. 2442

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

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The Evening Press 5c Cigar

A cigar of A1 quality.
Give it a trial.

G. J. JOHNSON CIGAR CO., Makers

Grand Rapids, Mich.



What Makes Jennings Extracts Profitable to Sell?

You don't want to lose a customer for your store, do you? They are your real assets in your business.

A woman can stand a good many tribulations, but the most trying thing is to have a cake or pudding spoiled because the flavoring was not as pure, strong and delicious as it should be.

Does she blame herself? Not much. She lays it all on the grocer who sold her the stuff and she is angry. The grocer may be entirely innocent in his own mind, but the fact remains that some smooth salesman comes along with a line of "Purity Personified Extracts" made for a fleeting profit, and sells him this unreliable line.

The customer has a rancor in her heart and lays that cake or pudding failure to the grocer and buys some of her supplies elsewhere, all because the grocer did not sell her Jennings Flavoring Extracts, which he knows are always right, pure, honest and what his trade really want.

Do you see the moral?

If you do, our address is

Jennings Flavoring Extract Co.

C. W. Jennings, Manager

Grand Rapids, Michigan

THE SILENT TRUST

Only Another Name for a Gentlemen's Agreement.

"I am going to tell you a story about a trust that was not a trust," said John Ford. "It was and is the kind of a trust which the country is full of, and which we seldom if ever are troubled about. We hear all about the big trusts, the trusts that admit they are trusts; Mr. Roosevelt is too good an advertiser to let us keep in ignorance of them long. They are a menace to the country. They have the business of the land clutched in their slimy folds and they are squeezing the lifeblood out of the small dealer, the consumer, and everybody else who has a vote and may be influenced by scareheads. They are, of course they are; everybody knows it, everybody says so every time he gets a chance—so it must be true. They are, 'What's the Matter with America?' at the present writing, and nothing else.

"All of which sounds funny to a man who's been behind the scenes and seen what is behind them. The business scenes I mean, of course. They are the only ones that are of any interest in this age and day. We are born, we love, we fall out, we get divorced, we are happy and sad, and we die, all to a business setting, as anybody who reads the magazines or the best selling novels or sees the latest popular play may know. Even you wouldn't be sitting here listening to my yarning if my experiences did not happen to have to do with the business of the day.

"But, as I was saying before I interrupted myself, all this great clamor about the big advertised trusts being the real snake in the business manager of this country is amusing to a man who knows the true state of things. It is amusing to me, because I know. It must be amusing to the heads of the big, self-admitted trusts, who know, and to other people.

"Unknown trusts? My boy, my boy! How many trusts are there of which the great American people are aware? A thousand? I don't know; I'm asking you. Say a thousand for purposes of illustration. Very well. Then there are 20,000 real, active, powerful combinations of this kind in the country, because for every one that is known, that admits that it is a trust, and conducts its business in the way that a trust is supposed to do, there are fully twenty that do not exist publicly, that do not admit their combination, and yet that grind away as powerfully and cruelly as the Standard Oil Company, trusts in all the worst that the name implies, all the more deadly in effect because the combination is not known.

"And having unburdened myself to this extent, I'll begin the story:

"There was a new firm of manufacturers who made—well, we'll say that they made hospital equipments. It was something like that, their product, something on about as high a plane and something as indispensable. The head of the firm was a doctor, we'll say. He was the discoverer of a lot of new things in surgical instruments and appliances and operating chairs and beds, and

instead of giving them away for somebody else to get rich on he'd made arrangements to reap the profit therefrom himself. This is all right, because he wasn't a doctor and it was not really this sort of things that he was making.

"Because of the value of his discoveries and inventions and because of the prestige which his reputation gave him among the medical fraternity the new firm went to the front with a jump. It took them two years to get into their stride, and then they began to travel. They had for sale just what the consumers wanted to buy, and they were not at all backward or clumsy about letting the consumers know of the combination. They had the best goods made, they made and sold them cheaper than anything of the kind, they had a good advertising man, a good selling force, and they could deliver goods on time. That's the kind of a combination to have when you go into business, and these fellows began to harvest accordingly.

"They were getting along nicely. There was no trust in the line that they were in, and everybody knows that when you get into a line in which there is no big combination you've got a chance to make money. These people did. They made a lot of money, even in the first two years of their existence. In fact, they made so much money that a certain party of gentlemen, not all affiliated with the same firm, began to sit up and take notice.

"I'll tell you about these gentlemen later on. They're among our best people, but at present the career of the new firm is the item of interest. This new firm, with the doctor at the head, cut such a wide swath that it wasn't long before people were beginning to look for their name in the advertising columns—sometimes in the news columns, and that means something.

"When they'd been going along for three years the trouble began. It was bound to begin sooner or later because of the gentlemen not affiliated with any one corporation that I have mentioned. These gentlemen made it their specialty to make trouble for firms like the one under consideration, and, to their credit or discredit, it must be said that they were on to their jobs bigger than a small apartment building, and when they set out to make trouble trouble was the product that they turned out.

"Looking at it from any standpoint, the trouble was shocking. It began because a certain philanthropic gentleman happened to talk with somebody who lived in the slums of a certain large city. The somebody told the P. G. how things stood down there, and the listener happened to have money. Consequently there was nothing for him to do but to establish a maternity and children's hospital on a liberal basis.

"He laid aside a million and somebody put up the building, and then they advertised for bids for the equipment. And here—here, gentle listener, here, you who do not know how business is done on a large scale—here is where the orchestra slows up

on the music and the sad Eliza crossing the ice stunt begins.

"Six firms went in on the bids for the hospital equipment. It was a big place—you'd know its name in a minute if I whispered it—and the probable price was somewhere around the \$500,000 mark. The National Equipment Company put in a bid that put the price at \$510,000. The American Company followed with \$498,000. The International came to bat with \$476,500, the New York placed it \$475,000 even, and the doctor's firm—the only firm that could do the job in a way to fulfill the original intentions of the hospital's founder, the only firm that could put in stuff that could keep poor, overworked mothers alive through childbirth, the only firm that could cut down the percentage of in-


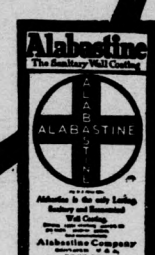
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The Sanitary Wall Coating

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

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

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C. E. WILDE, District Manager
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Everything Is Up
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Mother's Oats

Same good quality

Same old price, but an additional profit for the grocer

Why?

Because of our Profit Sharing Plan
which applies to

MOTHER'S Oats Twos
Oats, Family Size
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Encourage economy by pushing these brands
and make MORE PROFIT

The Great Western Cereal Co.
Chicago

fant mortality in the district—cut the last one off \$10,000, offering to outfit the place for \$465,000. That looks pretty good, eh? Wait, watch and listen.

"There was one more firm—the Southern Company. They were located in some town in the long leaf pine country of Georgia, and their bid was for \$425,000. Bing! The job was one in which the advertising was worth at least \$100,000 to the successful, and everybody had cut their bid down to the last cent. The new firm—the one we're interested in—had put theirs down to where they couldn't make a cent, just break even, and they could make the stuff cheaper than anybody else in the world. So it opened their mouths and eyes when they saw somebody going \$40,000 under their figure. It made them look twice and gasp a couple of times. Then they said: 'They can't do it. They haven't the goods. We know where we are at. We'd lose just \$40,000 if we took the job at those figures. If they can break even on that bid, well—they won't turn out the quality. They can't get the bid; and we're next.'

"But listen. The Southern Company proved by its samples that they had the goods. They had up a \$5,000 deposit to that effect. Everybody had—they had to get into the bid. And he Board of Directors of the hospital, looking at the samples of the Southern Company, at their deposit, and at their references—which happened to be of the best—figured they would save \$40,000, and gave them the job.

"Naturally, the new firm, seeing that the competition was over, drew down its \$5,000 deposit, and bent all its energies toward discovering just how another company could make goods so much cheaper than they and still have them good enough to get such a contract. If they only had left that deposit alone—but they did not, not knowing how these things are worked.

"The bids were made in November, and the hospital was to be equipped by June 1 next, in order to be ready for the hot weather business. By January 1 it became apparent that the Southern Company was just about as able to fulfill its contract as a goat is to win a race against a pigeon. They had ready by that time less than 5 per cent. of the total equipment; they should have had ready an even 50 per cent. Followed a lot of hot letters and hotter telegrams from the Board of Directors to the company. In reply came a cur-with-its-tail-between-the-legs answer to the effect that the company had, to its sorrow, discovered that it had bitten off more than it could chew, and it was sorry to say that it would have to lose its \$5,000 deposit and throw up the job.

"Somebody let the thing out—I can not guess who—and as soon as the new firm heard it they jubilated for further orders, and said, 'I told you so,' and made for the office of the Board of Directors.

"'We're next on the list,' they said. 'We'll take the contract and put it through.'

"The Directors looked at their books. 'Why, you withdrew your deposit,' they said.

"'Of course,' said the new people. 'So did everybody else. The contract was awarded; the deal was considered closed.'

"The Directors looked again. 'Why, everybody else let their deposit stay. They are all eligible to try for the job now; you're the only firm that is not. That's the way it stands now, so there is nothing to do but to give the contract to the New York Company, at \$475,000. Good day.'

"And that's what they did. The New York Company was the lowest bidder after the Southern Company and the new firm had been eliminated; and they had let their deposit stand. So they got the bid. Now—"

I interrupted Ford harshly.

"I thought you were going to tell me a story about a trust," I said. "This is nothing more or less than a yarn about a business accident."

He laughed for a whole second. That was a long time for Ford to give over to mirth; so I knew that I had made a fool of myself.

"Yes," he said, "this is nothing but a story of a trust. But not of the conventional type of trust—of the silent kind before mentioned.

"The new firm honored me by calling me into consultation and asking me what the thing looked like to me. I told them that I'd tell them in a week. And I did. Not only what the thing looked like to me, but what it actually was.

"I went straight to the office of the Southern Company down in Georgia, and, not to my surprise at all, I discovered that the President of the company had left for New York a day before. Very well! I, likewise went to New York.

"What did I find? Why, nothing more or less than the President of the Southern Company and the Presidents of all the other companies that had put in bids—with the exception of the new firm, of course—in consultation with the President of the New York Company. Not only that—that wouldn't have been anything worth while—but I found books that showed that the four companies against which the new company bid on the job were one company—one combination—a nameless trust. They kept their business separate, but they had one private book—and I got that. They worked everything like that. Four of them bid a reasonable figure; one of them went down low enough to insure the securing of the bid. Then that firm yielded up its \$5,000 deposit, \$1,000 on each member of the combine, and the next bidder, with the price way up, got it; and they all split up the profit.

"Still, they weren't a trust; merely members of a gentlemen's agreement, of course." James Kells.

From Heart To Liver.

"Have you no heart?" asked the young lady with an appealing look.

The butcher looked at her dumb-founded; but before he could make reply the young lady broke in with: "Well, make it liver!"

There already are too many trying to clean the world by sweeping it with a searchlight.

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.

CIVIL WAR DAYS.

They Were Times Which Tried Men's Souls.

Written for the Tradesman.

It does an old-timer good to recall the days which tried men's souls.

Such a time was that of the Civil War. The older communities had their great war meetings and "fire in the rear" troubles; we of the backwoods had troubles and triumphs as well.

In the main the men of the woods were patriotic. No sterner stuff entered the Union army than the brain and brawn of the Muskegon and Grand River valleys. Grand Rapids was something of a lumber country at that time, while Muskegon was the central point for the great lumber industry of the Northwest.

Men volunteered with very little urging at the outset of the Civil War. After the battle of Bull Run it was known that the picnic parade to Washington and the South was over. Men braced themselves for an indefinite struggle. The Douglas boy's query, "How is the Union now?" had been answered. Legions of young men were answering the call of Lincoln, marching South to the music of the Union. Those who had dubbed Lincoln "Abolitionist" and "baboon" threw aside partisan rancor and stepped forward in defence of the flag. Shoulder to shoulder Douglas Democrats and Lincoln Republicans answered the call of an imperiled country.

This was the great uprising so often mentioned in chronicles of that time. There were blots on the picture, however. It was not the foreign born citizen who proved false to the flag. Native Americans supplied the considerable army of fault-finding, Union-hating traitors of the North in this hour of stress.

The name Copperhead was indelibly branded on the brows of these miserable reptiles. To hiss at the flag, to damn the Government and express joy over every defeat of Union arms was their stock in trade.

A rebel in arms was the salt of the earth in comparison to the draft-evading, Union-hating Northern Copperhead of that day. He lay back in the grass and hissed and snarled, too cowardly to face the music and take up arms in defense of a cause he professed to love. It was through the instrumentality of these men that the great conspiracy hatched in Indiana to take the Northwest out of the Union was nearly accomplished. Vile scoundrels never breathed the free air of a republic. This was the feeling of the loyal people of the West. The name of Copperhead was execrable beyond that of Jeff Davis and the soldiers of the South. It is well known that this fire in the rear prolonged the war at least a year.

It is told of Zachariah Chandler that in making a speech at a war gathering he pictured a scene in the future where were assembled the citizens of a redeemed republic, celebrating events that led to the saving of the Union. Everybody was rejoicing save one little lad who sat apart regarding the happy patriots, his face disconsolate, tears streaming down his cheeks.

A gentleman approached and addressed the weeping boy:

"Why aren't you rejoicing with the rest, my boy?" queried the man. "Did you lose a brother or father in the war?"

"N-o-o," sighed the boy; "but you see I-I ca-a-an't have any fun out of this because my father was a Copperhead!"

If that prophecy did not prove true it certainly described the situation most happily. The bitterness of these disloyal men was something fierce. One, Jake Ambrose, swore roundly that he would never go South to fight. This was when the draft was on. He would die on his own doorstep rather. He was something of a pugilist. His reputation as a fighter among local sports was considerable. He insulted and thrashed one old man to the writer's knowledge, and crowed over it afterward. People expected war right at home when news came that Jake Ambrose was drafted.

Everybody was glad to know that the bully and hater of the Union was called by the Government he had defied. A neighbor, anxious to act as peacemaker, hastened over with fear and trembling to the door of the blatant vilifier of the Union cause. He paused on the steps expecting to hear Jake preparing to resist the invader of his peaceful home. To his surprise a half suppressed sob met his ear. Somehow the caller forgot to rap, opening the door and entering.

Jake Ambrose, the bully of the woods, sat on a low chair, his head in his wife's lap, weeping like a child who had been chastised. The neighbor stood dumfounded. "Don't let them take me, Angeline; I can't go; I can't go and leave you!" wailed the big baby of a Union-hater. He had lost his nerve. A more cowed and frightened man never was. The caller made no attempt to soothe the crushed giant.

Truth bids me say that Ambrose did not enter the army. He flew to the county seat to plead disability, only to find that a mistake had been made in drawing names and his was thrown out. He escaped the army, and, quite subdued, pulled up stakes and sneaked out of the community over which he had so long lorded it.

At another time, one Fourth of July, when the people got together to celebrate not only Independence Day but a great Union victory as well, an effigy of Jeff Davis was hung to the top of a pine pole. Several Copperheads planned to cut the pole and rescue the effigy. The loyal people got wind of the plot and made ready to give the enemy a warm reception. The attempted outrage was given over, which was truly lucky for the plotters since the citizens were in an ugly mood where traitors were concerned.

The woods were peopled with deserters, draft sneaks and bad men from every clime. In one crew on the Muskegon there worked a man who had run away from the draft in another state, an express robber from Southern Michigan and a foreigner who was wanted for half a dozen crimes, one of which was murder.

Government officials went about with their lives in their hands. The raff and, to use an inelegant expression of the then notorious Parson Brownlow, the outscourings of hell flocked to the North woods for refuge from the law.

Those were days which tried men's souls indeed. Some men were equally as nerveless as Jake Ambrose. One fellow, on hearing that he was drafted, chopped off three fingers to disable himself. He escaped the army by disfiguring and crippling himself for life. There were men, too, who lived for months and even years in the woods, hiding successfully from the Government. Old-Timer.

Regular Damage Suit.

In a certain town in Indiana a man brought suit against a hardware company for 10,000 damages. He claimed that a rope he had bought to commit suicide with broke and thus foiled his plans. After the rope broke he said he could not get up courage enough to try it over.

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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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Grand Rapids, Mich.

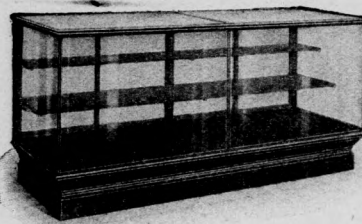
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With one thousand cases in stock we can give you prompt service.

All sizes and styles to meet your requirements.

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Complete stock of up-to-date
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**Spaulding & Victor
Base Ball Goods
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FOSTER, STEVENS & CO., Grand Rapids, Mich.

TRUE SUCCESS.

What Constitutes Its Comparative and Superlative Degree.

In these times of success worship the person writing for the attentions of the young man along lines of his life work must keep in general to the topic of ways and means to a worldly success. This comparative and superlative degree of success must be the theme to attract the attention of all readers. "Successful" in its simple degree is overlooked entirely.

A few days ago I was out walking with a friend who has worked hard along his hard road to achieving the ends of his one professional ambition. He is rising in his work, too. He is not ready to bound himself in his possibilities of attainment. He was talking to me of this ork of his as we turned out upon a pier at which rowboats, launches and small sailboats were tied, rocking in the gentle swell of the water.

"Hello there, Mr. Harry; how are you?" called a bronzed, cheerful figure of a man in the dress of a waterman, stepping out of his little shanty in which his wife and three children were sitting and lounging comfortably. "Mr. Harry" was pleased to see John, and they shook hands with a hearty grip as we passed on.

"I don't know but John gets about as much out of life as any of us," commented my ambitious friend, himself widowed and childless.

Doesn't he? I pass the question on to you, reader. John is intelligent, honest, manly and in a manly occupation. Several times at the risk of his own life he has taken drowning men and women from the water. He is educating his children in the public schools. He has a wife who is loyal to him and proud of him. And next year when "Mr. Harry" has his thirty-foot new steam launch, it will tie up at John's wharf with the full confidence of its owner that it can be in no better, no more careful hands than John's.

As a waterman isn't John a marked success?

It is the fundamental weakness of the whole system of education and of the whole hot house growth of ambition that only after the matriculant has come to the graduate stage of his ambition does the world attempt to prove him capable. In the university's athletic field the trainer decides—perhaps in a moment—that Jones can not begin to train, even as a possibility. But for all or any of the university schools Jones' possible pin head never was measured for a bit of directing good advice on the impossibility of his attainment in his chosen professional field. A most brilliant candidate for the naval academy at Annapolis may fail merely because he is one inch under the regulation stature; but in the schools and in the field of personal ambition Jones is encouraged to go ahead, while every adviser spurring him may feel that only failure can be at the end of the struggle.

"Hitch your wagon to a star," as one of the trite phrases addressed to all men, is a fool's philosophy unless it is explained and understood that the firmament of ambition is divided

and subdivided into the almost infinite segments representing specialized endeavor.

John, the waterman, hitched his wagon to the star of the watermen's segment and is a success. Rockefeller hitched his wagon to the star of industrialism and is the richest man in America. Yet Rockefeller, half frenzied on an imposed diet of milk, offered a million dollars a few years ago for the merely normal stomach which John unconsciously has enjoyed for forty years!

Two of the simplest, greatest surgeons in the world are buried in a little country town in Minnesota, operating year after year upon an average of 100 patients a day. Nobody knows what these simple minded brothers are "worth." It never has occurred to either of them to make the estimate. Their own measure of their own worth is the measure of their skill in helping suffering humanity. Because of this, however, I doubt if one person in ten who reads this knows that few of the famous surgeons of Europe visit America without taking a pilgrim tour to the little town of Rochester, Minn.

You don't know anything about the Mayo brothers at this little town—no. But you know of Harriman and Hill and Morgan. You have read columns of the riches of Rockefeller, of the Vanderbilts and of the Goulds. And as between some man who had made \$10,000,000 in a soap works, to retire to the luxuriousness of great wealth, and these surgeon brothers who have to fight for the time necessary for sleep—you would be the soap manufacturer, wouldn't you?

Don't read beyond this question unless in your heart you have reiterated "No! No! No!" For this article is not for you unless you have said it. The whole purpose that I have in mind is that a new perspective should be established with regard to the word "success."

What is success?

I admit that "success" is essential as a word and as an attainment. Its one antithesis is that woeful word, "failure." Yet even "failure" may be softened and made worthy now and then when the cause of failure is worthy, just as "success" is worthless when the means to it are criminal. But we are inclined to worship the success of the unprincipled "success" and to scoff at the failure of the idealist "failure."

Think these things over a little, young man. They will suggest a hundred other thoughts to your better understanding.

John A. Howland.

Warning To Creditors.

Here is the substance of a notice placed so that every one can see it in a certain meat market:

"Disasters that occurred to three of our delinquent customers:

"One said: 'I'll call to-morrow if I live.' He's dead!

"Another said: 'I'll see you soon.' He's blind!

"Yet another said: 'I'll pay you Saturday, or go to hell.' He's gone!

"It makes a man inclined almost to forego credit altogether."

Fans For Warm Weather



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

100	-	-	-	\$ 3 00
200	-	-	-	4 50
300	-	-	-	5 75
400	-	-	-	7 00
500	-	-	-	8 00
1000	-	-	-	15 00

We can fill your order on five hours' notice, if necessary, but don't ask us to fill an order on such short notice if you can avoid it.

**Tradesman
Company**
Grand Rapids, Mich.

CHANGING OUR CLIMATE.

How a Canadian Genius Would Accomplish It.

Undo the awful work of Noah's flood; change North America into a semi-tropical paradise; make Minnesota and North Dakota and Manitoba and Winnipeg like to California or the Carolinas; destroy our winters within five years.

That is the legislation before the Canadian Parliament to-day. It isn't the dream of a lunatic. It is as hard-headed a proposition as ever legislators considered. The scheme in a word, is for the United States and Canada to unite to destroy the rigors of the North American winter by blasting out the channel between the Arctic and the Atlantic, melt the long-sunken ice and allow the warm current from the milder Atlantic to permeate the frozen fastness of the Arctic.

The plan is R. A. McLennan's.

He lives at Russell, Manitoba, where it is nothing to see the mercury 40 degrees below zero on a cold winter's morning. He is a farmer on a large scale, one of Canada's rich men. His hobby is to make all North America a continent with very mild winters and less torrid summers.

The plan has just been presented to the Canadian Parliament. It involves the aid of the United States as well. It is now in the hands of Hon. Frank E. Oliver, Minister of the Interior for the Dominion of Canada. He has gone over it very carefully, and as proof of his own conviction that it is possible, he has communicated the details to several scientists of world-wide fame, with a request for an opinion.

Lord Kelvin has been consulted and will report later. Minister Oliver has communicated with Mr. McLennan and has informed him that he may be encouraged in his scheme and asking for more particulars.

Once upon a time, as geology plainly proves, North America enjoyed as balmy a climate as there was in the world. The remains of mammoths and trees and semi-tropic shrubbery are to be found all along the edge of the Arctic Circle, and in Northern Siberia.

The great flood of Noah's time undid all this. It made North America a land of bleak winters and scorching summers. It blocked up the channel of the Arctic and kept the warm waters of the Atlantic from laving those ice-locked Northern shores. All this—and more—has been Mr. McLennan's life study.

He speaks about it frankly. His arguments seem unanswerable. As he talked about his plan with a writer for The World Magazine he grew enthusiastic.

"Now what caused the mild winter in which these fossil trees once lived?" he asked and he answered the question himself.

"Undoubtedly," he said, "it was caused by a greater stretch of open ocean to the north than now exists. Labrador is in the same latitude as the British Isles; the South of Greenland corresponds in this particular to Norway, and Newfoundland to the

north of France. Were it not for the modifying influences of this great stretch of open ocean, the winters in Europe would be of Arctic severity.

"It is a scientific fact, which you can verify by consulting any geographer, that in the bed of the Atlantic there is a channel on the east side extending from the Equator, northward, and passing between the Faroe and Shetland Islands at a depth of 670 fathoms. This passage is about 350 miles wide, and I believe that it is through this channel that the current between the Atlantic and the Arctic Oceans formerly flowed.

"Now, precise scientific calculations will show you that a current flowing through this channel at the rate of four miles an hour, and at a temperature ten degrees above freezing point, would allow of sufficient water to pass through to melt 1,000 cubic miles of ice per day.

"That is to say, in four or five years this would melt all the ice in the Arctic Ocean, and Canada, from being a country of rigorous winters, would become almost semi-tropical, and all the land which stretches in such vast areas to the north of us would share in that climate and become habitable."

By means of much mental application, poring over maps, charts, and scientific works, Mr. McLennan has, he believes, found out what the barrier is which stopped the current between the two oceans. More than that, he has, he declares, solved the problem of removing that barrier.

He works it out in this way.

"After the glacial period," he said, "There was a time when the Arctic was a great open ocean, with quite a large ice cake near the Pole. Ice was then gradually disappearing, just as it is now. But in time this ice cake became detached from its moorings, and drifted here and there over the Arctic Ocean.

After drifting about for a long time, this ice cake became stranded in the Atlantic and Arctic channel, blocking it just as ice will temporarily block our Canadian rivers in the spring of the year. To block this channel, I calculate would have required an ice cake 500 or 600 miles across, probably one-twelfth of the total existent area of the Arctic ice field.

"This blockade was what probably caused Noah's flood. The Arctic, being deprived of its warm current, gradually cooled down, and the rains descended. The moisture-laden air of the Atlantic and Pacific flowed in, and the rains continued until the freezing point was reached. Probably it took a year or two to freeze the Arctic all over, but even now it is only covered by a comparatively thin coating of ice.

"Now, if this sunken ice across the channel were to be removed the warm current from the Atlantic would immediately be restored. That thin ice coating would rapidly disappear."

But how to do it?

Mr. McLennan recognizes that the work of clearing away the ice obstruction in the channel connecting the two oceans is one of too great magnitude for any one Government to undertake single-handed.

"My proposition," he went on, "is to petition the British Government and to get it to approach the United States Government also, with the object of detaching a section of the fleets of both powers to undertake the work after the several countries interested have given pledges and such securities as may be considered adequate.

"If the ice field of the Arctic be stranded on one large island or on two small ones, besides coming against the north of Greenland, I would propose to break the ice by starting in to work at the east of Greenland and then proceeding north and west. The work could also be commenced at the head of Davis strait and Behring Strait.

"The work of breaking up the ice could, I believe, be done by shooting great torpedoes under the ice so fixed that they would explode at a considerable distance. Ice floating on the surface as ice in the Arctic Ocean does would be very easy to break up, as experiments have proved.

"And once broken up, the ice east of Greenland would flow out into the Arctic and melt. If the whole mass of ice were found to float out when its connection with Greenland were severed, we should probably have to depend on the Davis and Behring Straits to convey it away.

"I might point out to you that when this scheme of mine has been carried out, as it will be some day, the area of habitable land in Canada would be more than double that of the whole United States. Moreover,

Greenland, with a mild climate, would unquestionably become valuable, and you can depend upon it that the United States would try to get possession of it, in that case."

Why Shoes Shine.

The philosophy of polish on any substance is simply the production by friction of such smoothness of the surface layer of its particles that they readily reflect the rays of light falling upon them. With leather the best substance for the purpose seems to be a paste containing bone-black—that is, the powder obtained from charred bones—to which is added a small quantity of acid to dissolve it, oil to preserve the soft texture of the leather, and treacle and gum to render it adhesive.

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 1/2, 1 and 5 gal. cans.

Standard Oil Co.
Grand Rapids, Mich.

GRAND RAPIDS PAPER BOX CO.

MANUFACTURER

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

Folding Boxes for Cereal
Foods, Woodenware Specialties,
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Estimates and Samples Cheerfully Furnished.

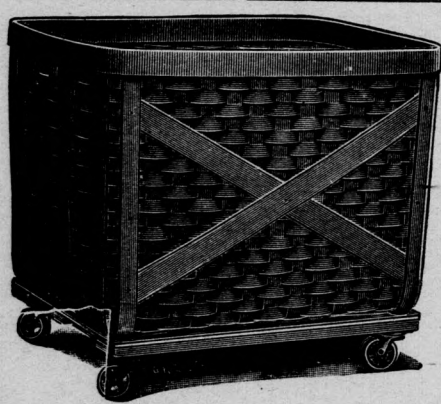
Prompt Service.

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.

SOME STORE HELP.

Contrast in Methods Employed at Same Counter.

Written for the Tradesman.

I couldn't help noticing, the other day, the difference in the attitude of one young woman clerk toward the store's patrons and that of two others in her vicinity.

The first one was just more than waiting on customers. It was at the rush hour of the p. m. when everybody wants to get waited on at once. Some of the women were awaiting their turn patiently, others were stirred by the spirit of discontent at not being able to go their way, and were showing their disposition "right out in meetin'," as 'twere; their black scowls boded no good for the clerk who should be so unlucky as to serve them.

But Miss Pleasant Girl treated all comers with like urbanity; a smile here and a gentle word there were smoothing the way wonderfully. She really was doing the work of two or three hustling employes; I never saw a clerk handle patrons with more tact and, what was better yet, her goodwill, you could see, was a habit—not put on the surface as a veneer to cover up her real self. Her face was not one of those physiognomies that don't tell anything; her countenance was an open book wherein might any one read good cheer who loves to study his fellowman.

And I studied her face and studied her ways, which were as charming as her varied expressions.

To begin with, her eyes smiled even more than her mouth. Unless the eyes do their part half the feeling that might be evinced is lost. And, too, Miss Pleasant Girl had what you might call a "personal way" with her. She quietly—but nevertheless surely—made each one of her customers understand that she really took much more than a superficial interest in her, going so far as to express something of the sort—not in words, perhaps, but her manners were cordiality itself. And yet there was not even the ghost of a hint of familiarity to be laid at her door. Not one of the haughty dames on the other side of the counter could take any offense.

I think I have never run across a more perfect clerk in manners and methods; they are irreproachable—absolutely no fault is to be found with them.

What a contrast were those of the girls at her either elbow! Their sullen brows and cross lips and hateful eyes and resentful flings clearly showed their bringing up in the home. It could be set down like an axiom that the training of their parents—or whoever had had their youth in charge—had been woefully neglectful in minor as well as major details. They were awkward in the handling of themselves—but that would have been a fly on the moon had they exhibited any real kindness or geniality. But, no; one would think them vying with each other to see which could display the more execrable character. They all too plainly indicated that they had no scruples about quarreling with their bread and butter. They slammed bolts of

dress goods around, actually, as if they wished they were wringing the patrons' necks! The customers got away from them as soon as common decency permitted. No lingering there for a word of chit-chat. Of course, there was no time for a prolonged "talk fest," but just a word of parting with the ring of bonhomie is never lost; 'tis like a good little seed that's going to do its best to grow and make somebody glad it lived.

These two sulky clerks were slower'n lasses in January, anyway, appearing to shunt all on to Miss P. G. that they possibly could short of a vigorous protest on her part. Every time they spread out any cloth they did it in a grudging, grouchy fashion that could not but leave a disagreeable impression with the customers; it was all too plainly evident that there was no love lost so far as those unregenerate clerks were concerned.

I couldn't understand how they could be so ill-natured—so positively boorish. And how all this has escaped the notice of the "props" of the establishment is beyond my ken. These are either unseeing or else a lenient Fate overlooks the meting out to these delinquents of the punishment that should swiftly be coming their way.

J. A. P.

The Value of Difficulties.

He whose courage deserts him in the face of an obstacle does not deserve to succeed. There are no cowards upon the Heights of Success. The jagged rock of difficulty may cast an ominous shade, but he is a child who would flee before a shadow, and his place is not yet among men. If he approach the substance of his fear like a man he has ninety-nine chances to conquer. What if his should prove to be the hundredth chance? Then, even to fail, if to fail nobly, is a step in the direction of success.

Think you a man ever gathered superior physical strength who was unwilling to meet an opposing force? Wrestling strengthens the muscles. Wrestling with untoward circumstances, with the emergency that threatens to quickly overcome, imparts vitality to the character. Therein lies inspiration for the future.

Learn to welcome every obstacle that may present itself—to welcome it heartily; for difficulty is a friend, not one that flatters, but a stern friend, and a staunch one. Greet him with a countenance as somber as his own if need be—but greet him. Do not turn your back upon him, for then, and then only, will you find him an enemy.

To those who have tested the value of trials—and to such alone—is opened the golden door of success.

To Dry Buttermilk.

A press dispatch from Manhattan, Kan., states that practical method for converting buttermilk into powder form has been devised by Prof. O. Erf, of the State College. By the application of this method it is hoped to convert the product of the large centralizer plants into an easily transportable food for dairy cattle.

THE WESTERN SALES CO.

175 Dearborn St., Room 609, Chicago
Big Sales, Quick Sales, All Kinds of Sales
Stocks Arranged, Expert Advertising
The Best Men in the Business are on this Staff
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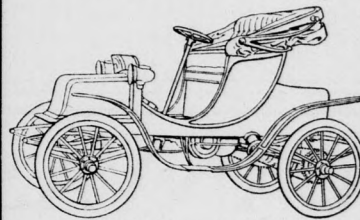
**PEANUT ROASTERS,
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LIBERAL TERMS.

KINGERY MFG. CO., 106-108 E. Pearl St., Cincinnati, O.

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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All the Improvements
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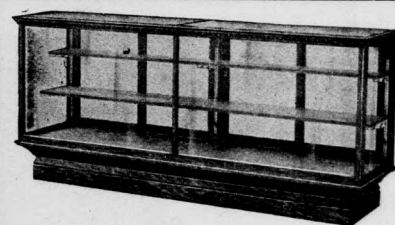
**THE
IDEAL CLOTHING CO.
TWO
FACTORIES.
GRAND RAPIDS, MICH.**

SHERWOOD HALL CO., LTD.

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

Write for our catalogue and price list.



**Wolverine
Show Case &
Fixture Co.**

47 First Ave.

Grand Rapids, Mich.

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

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.



How the New Shoe Salesman Won Out.

On a cold raw day in September a year ago a young man of slender figure and intelligent face appeared before the floorwalker of Busyman's and enquired for the manager. It was early in the morning and a bunch of us older clerks were discussing the probable pennant winners of the various base ball leagues. There was something in the courteous ring of the fellow's voice which at once commanded our attention and we as usual began the task of "sizing him up," for we knew he was another applicant and it was our self-protective duty to discover if he possessed any assets of a nature dangerous to what we considered our well fortified positions, for had we not been employed by Busyman for the past few years and had sort of come to the conclusion that the wheels of business in this establishment depended upon us for their revolution, and in the past it was more essential that the new employe should learn our methods rather than the rules of Busyman. He was neatness personified from heels to head, not showily dressed, and evidently his clothes were not costly, but he did know how to wear them. There were an indescribable personality and earnest business air about this latest applicant which made us all "sit up and take notice." This one seemed to possess "class" and we fixtured began to faintly grasp the idea that if his outward individuality was a favorable criterion of the inward workings of his gray matter, we must at once get the rust off or be content to exist in his shadow. His entire "get up" must have made an immediate hit with the boss, for in less than fifteen minutes after presenting his credentials he was one of us.

The boys surrounded him, everyone aiming a question now and then relative to his personal affairs, and all were parried with an unfailing good humor which left not a feeling of sting but made us rather wonder at how little knowledge we had gained of his past. Indeed his greatly pleasing disposition coupled with gentle manners and earnestness of purpose was contagious, and in three or four days the entire force and store in general took on a brighter appearance. He seemed to delight in trying to make others feel happier for his acquaintance. He possessed the voice of either a Southerner or Down Easterner, that soft accent which carries so much honesty with it.

Busyman's had its coterie of trade which is soon known to the selling force as "lemons" and it soon became quite customary to shoulder these upon our new friend, but the patience, tact and pleasing manner with which he met their objections and arguments soon won them over and gave us ample proof of that great principle of "Merchandise Selling," that much depends upon the first im-

pression which a clerk makes upon a customer. He did not gush over them or flatter their feet, that is not necessary, more often it is extremely tiresome to a person of refined tastes. He did not exaggerate values, he simply stated facts, but he did not state facts simply; he was original; ever on the alert to catch a customer's fancy and then to fit their feet as nearly as possible to that idea. In less than a season's time scores of trade were constantly calling for him. If he were busy they waited until he could give them his attention. He had in a short time by his ceaseless energy and unflagging pleasantness become a valuable man. He had built a trade for himself.

Many were not buying Busyman's shoes, they were buying his; for unquestionably if his services were purchased by any representative firm in the city, this ever-increasing personal trade would follow him.

So, Mr. Clerk, it is "up to you" to make good. Cultivate a personality, a good disposition, put yourself in the

customer's place. If you are a shoe salesman, be a good one. If the customer calls for a two-dollar shoe, give her the same attention that you would shower upon a five-dollar shoe purchaser, for "whatever is worth doing at all, is worth doing well." Put forth your best efforts to set the pace in your store and if you can not do this, at least give the leader in the race a run for his money. There is more than self-satisfaction in the result, there is money in it. The demand is great for the salesman of brain, tact and energy, but the world is full of poor ones—more often poor because they fear that they may be giving their employer too much labor for the pay. A great mistake, as the merchant is very often from Missouri and wishes to be shown, but when he sees results, you are the one he wants and he makes the "salary fit the man." By your deeds teach him to know that whatever responsibility he may entrust you with will be well taken care of.—W. H. Raley in Shoe and Leather World.

CANVAS SHOES

Now Is the Time to Push Them
We Carry a Large Line

Michigan Shoe Company, - Detroit, Mich.

Wear==That Is the Point

Our line of Seamless Shoes are the best on the market. Made in Michigan and therefore should receive your consideration.

Buy goods that are made at home and buy them in Grand Rapids, where you get the best, at lowest prices.

SNEDICOR & HATHAWAY Make
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What better, in their class, can we offer you?



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Men's Oil Grain
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Satisfaction
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Good profit for
You

Let us submit a
Sample pair or
Case

May be returned
If unsatisfactory

Agents Hood Rubber Company

Not in any trust—Drop us a card

Grand Rapids Shoe & Rubber Co.

Grand Rapids, Mich.



Get On the Right Side of The Boys

Is the line of shoes you are now handling popular with them? Have you ever given the subject serious thought?

Try out a line of the H. B. "Hard Pans," starting with the Bike Cut Elkskin right now, and a few dozen water-shed, high and regular cut shoes for Fall.

Remember that you can reach the parents, too, for wherever there is a boy there is a family. But the line you buy must be the genuine thing or it will never touch the boys for the H. B. "Hard Pan" chaps are legion and loyal. They know that the H. B. "Hard Pans" are the stuff.

One good customer in a town gets all the profit. Better send in a postal today for salesman's call or samples.

Herold-Bertsch
Shoe Co.

Grand Rapids, Mich.

Makers of the



Of Course Have a Sale.

When in May and June we urged dealers not to be in too much of a hurry in putting on their summer sales, we did not mean that you should not put on a sale at all. The specialty shoe stores sell shoes at regular prices all the year round, and if all shoe stores were in the habit of doing the same, no doubt the business would be in a healthier state. But it is customary among most dealers to put on a sale by August 1 at least, and there are always hundreds of persons waiting for a chance to buy shoes at reduced prices at these sales.

During the past year or two you have been telling your customers that it is necessary to sell shoes at higher prices. You have said that leather has gone up, sole leather is twice as valuable as it was, that every article going to make up a shoe has advanced in cost from 10 to 100 per cent., therefore you must have more money for your shoes—the manufacturers are charging you more money.

When you put on a sale you must "have a reason." In your advertising make that reason plain, so that the public will not think you have been humbugging it.

If you are at the end of the season you can truthfully state that your sale is to clean up odds and ends in certain sizes, and as you want the shelf room for the new season's goods that it is necessary to sell out the summer stock so as not to carry over any old goods. And every dealer of experience knows for a fact that it is not good business to carry over old stock. It accumulates on your shelves and is not readily salable the following season at regular prices. In fact, these old shoes are apt to be out of style and the lasts may not be what are in demand a year hence. Furthermore, it keeps your money tied up. Therefore sell the old goods after the selling season is over and even though you actually make a sacrifice, the money you take in can be used to good advantage and it is actually "working" for you, while if tied up in shoe leather on the shelves it would be taking up valuable room and earning nothing at all.

If you are well cleaned up by August 1 put on a sale by buying up a stock of shoes. Often you will hear of dealers going out of business at the end of the summer. See if you can not buy the stock. Then inventory it and sell it at a profit. In this way you please the public and gain new friends.

There are also houses that buy and sell shoe stocks. If you can not find what you want in your own town write to one of these houses and ascertain what you can buy for a sale. These houses have men skimming over the country all during the year and the chances are that you can secure a pretty good bargain in "job lots" of shoes.

You really have to stir things up once in a while, otherwise the public will think you are "dead." Use the newspapers and the windows. They are without doubt the best advertising

mediums. After that it all depends on your ability as a merchant to make a sale a success—Shoe Retailer.

Many Additions Being Erected by Factories.

Muskegon, July 30—That this city's manufacturing institutions are enjoying one of the most prosperous years in the history of industrial Muskegon is being substantiated by the number of factory additions that are being erected. Thousands of dollars are being spent and that money has been earned by the builders.

The Richards, Walter & Thayer Co., manufacturer of candy, started a few years ago in a one-story single store front building. Now they have plans prepared for a mammoth three-story building that will give employment to many, and a fine building site in the very heart of commercial Muskegon has been chosen for the new structure.

The Loescher Tannery Co. has just started on an addition.

The Linderman Manufacturing Co. is building a \$10,000 addition that will greatly increase the working force of the plant.

The Moon Desk Co. has been building an addition for the past two months, and when it is completed the output of the factory will be just about doubled.

Merely Practicing.

"I wonder," said the tall man in the suit of faded black, "if I could interest you in a new and cheap edition of the works of Anthony Trollope."

"I don't know," answered the man at the desk. "Go ahead and let me hear what you have to say."

The book agent began at once: "Every student of literature knows," he said, "that Anthony Trollope was one of England's great novelists. It is true, perhaps, that he wrote for a limited class."

And so on, for ten minutes. "No," said the man at the desk, turning again to his work, "you have not succeeded in interesting me a bit."

"That's all right," rejoined the tall man in the suit of faded black, replacing the sample volume in his valise with imperturbable composure. "I have just started out canvassing with these books, and I was only practicing on you. Good afternoon."

Fenton Gets New Factory.

Fenton, July 30—This place is to have another factory. The very unusual part about it is that the parties bringing it here ask no bonus. The Murphy Manufacturing Co., of Toledo, will commence this week the erection of a \$60,000 building for the manufacture of chairs and wood parts of agricultural implements, and all that they ask is the opening of a street to the tract of ten acres they have purchased, and necessary fire hydrants, which will be given them. This company has a large plant in Toledo and is operating a portable sawmill four miles from here, where it has options on some of the best hardwood timber in the State.

You can never find rest by retreating from duty.

With plenty of warm weather in sight,
you will need more white goods.
We have the following:



3562 Women's White Canvas, Sailor Tie, Pl. Toe, M. S. 2½-7 E	\$1.00
3554 Women's White Canvas Blucher Oxford, S. S. Cap, Lea. Heel, 2½-7 D.	.80
3554 Women's White Canvas Blucher Oxford, S. S. Cap, Lea. Heel, 2½-7 E.	.80
3553 Women's White Canvas Blucher Oxford, G. W. 2½-7 D.	1.15
3552 Women's White Canvas Blucher Oxford, 2½-7 D.	.90
3552 Women's White Canvas Blucher Oxford, 2½-7 E.	.90
3452 Misses' White Canvas Blucher Oxford, 12½-2.	.75
3352 Child's White Canvas Blucher Oxford, 8½-12.	.70
3252 Child's White Canvas Blucher Oxford, 5-8.	.65
3565 Women's White Canvas Blucher Oxford, S. S. L. H. 2½-6.	.90
3564 Women's White Canvas Blucher Oxford, ½ D. S., M. S., 2½-7 D.	.90
3564 Women's White Canvas Blucher Oxford, ½ D. S., M. S., 2½-7 E.	.90

Orders filled the same day they are received.

Order Now.

HIRTH-KRAUSE CO.

Shoe Manufacturers

Grand Rapids, Mich.



**Our Shoes are Purchased
Not Only To Wear
But To Walk In**

Our shoes are produced for the purpose of walking out of doors not only over good roads but over stones and through the mud and wet. They are classed among the longest wearing shoes made and a ten mile walk in them seems but half the distance.

Our customers tell us they are quick sellers because from the practical—pocketbook—point of view they contain the best money value in style, wear and comfort that can be had.

Rindge, Kalmbach, Logie & Co., Ltd.

Grand Rapids, Mich.

EARLY MEMBERS

Of the Governing Board of the Michigan Agricultural College.*

To successfully manage an educational institution which connects itself with important matters of statecraft requires the highest type of public-spirited citizenship. To perform the best work in this capacity a man's purview must exceed the range of vision, which is limited by a desire to serve his own ambition. Men of his type are not so plenty as to make the task of their selection an easy one.

In any special type of education which has to work its way into popular favor by the development of results which appeal strongly to the average man who feels it his right and privilege to criticize, there are special difficulties which often become a menace to the highest grade of management. When this management is in an appointive board the authority which is responsible for the appointments really holds the reins of the institution. In our own State the Governor has from nearly the beginning of the Agricultural College had the appointment of the members of the Board of Agriculture. He has not always been guided by the highest purposes, but has occasionally considered these appointments as opportunities to wipe out the lesser political obligations incident to a political campaign.

However, as I review the history of our College management and recall the anxieties connected with its growth, I think we have been extremely fortunate in having at every period in its history representatives of the highest type of citizenship in the management of the institution.

In the early days the position of a member on the Board of Agriculture was far from being a sinecure. Not only did the members serve without pay, but the closest economy in their personal expenses was required. I recall on many occasions seeing these dignified gentlemen drawn through a continuous mud-hole from Lansing to the College in a farm wagon very poorly provided with elasticity in its springs. These men were domiciled with the various members of the faculty during the periods of their meetings, and in the reports of the Auditor General I notice that in many instances the only bill rendered in the expense account was the railroad fare. It was at no small sacrifice of life comforts that these gentlemen performed the service of managing the College.

During those early days the students graded higher in age than now, and full bearded men were common in the student body in the years immediately following the Civil War. I recall an instance when one of the recent appointees upon the faculty mistook a Board member for one of these students and the conversation, which was intended to be patronizing, became extremely ridiculous.

I have been fortunate in having had acquaintance with nearly every member of the Board of Agriculture since it became the controlling body

of the College. Of nearly fifty men who have served in this capacity under appointment of the various Governors, I can speak of but few, and choose them rather because of the impression they made upon my own mind as accomplishing results in connection with the evolution of the institution of more than ordinary value.

First of all, towering above his colleagues, is the figure of Judge Ezekiah G. Wells, whose home was in Kalamazoo. He was a man of poise, he had a wide range of ability, the most courtly manners; he was a natural leader. He came upon the Board when his type of character was most needed. He was a fearless advocate of agricultural education when it had no popular favor; he was an earnest and persistent defender of the faith when an agricultural education was sneered at by the educators and encountered the opposition of a united farm community. Never once, while he was a member of the Board of Agriculture, did he falter in his purpose to make this first attempt in giving an education toward agriculture a successful object lesson in the State of Michigan. While he did not live to see the full fruition of his faithful service, the dawn appeared before he laid his armor down.

S. O. Knapp, of Jackson, came upon the Board when his practical knowledge of affairs was most needed in the erection of the second set of buildings and in the development of the Campus. Unusual duties were placed upon the shoulders of Mr. Knapp because of his ability and his nearness to the College. His knowledge of business methods enabled him to economize the restricted appropriations granted by the Legislature so as to make every dollar count for the institution. For many years he gave freely of his time and energy, and to him, perhaps more than to any other of the earlier members of the Board, belongs the credit of instituting definiteness in the financial policy of the institution.

J. Webster Childs, of Ypsilanti, came upon the Board after having political training and the acquirement of knowledge as to the points of view taken by the farmers of the State. He was a leader in the Grange movement and it was through the influence of his strong individuality that the farmers, through this organization, new at that time, were brought into sympathy with the College and began first to understand the possibilities in its methods of education.

George W. Phillips, of Romeo, was a leading stock man and one of the managers of the Michigan State Fair. He was also interested in the first movement to establish Farmers' Institutes in this State. He brought great strength and sympathy to the College through his commanding position in agricultural organizations and his profound faith in the purposes of the College.

Franklin Wells, of Constantine, performed the longest service of any man in the history of the Board of Agriculture of Michigan, and every year's service from the first to the last was of increasing value to the College. He was a practical business man and gave his attention largely to

the handling of the finances of the College. He had little patience with glittering generalities. Exactness in method and clearly defined purposes, with complete records of all transactions in which public funds were employed, were matters of great concern to him. Governor Bagley, in naming him at his first appointment, said, "I want a good business man in the College management," and in selecting Mr. Wells he performed a most valuable service to the institution, the impress of which was etched into the College history during a period of more than a quarter of a century.

For many years the Alumni of the College, while not criticising the action of any Governor in making the appointments, argued that there should be a graduate of the institution in its board of management and Henry G. Reynolds, of Old Mission, was the first selection which recognized this expression and influence of the Alumni Association. Mr. Reynolds brought into the atmosphere of the Board a new element. He was closely in touch with a large number of the graduates of the College, he understood their contentions for modifications in the trend of the College and was fortunate in having a disposition which harmonized with the other elements of the Board, and from the very outset his influence became strongly in evidence in the activities of the Board.

Col. William B. McCreery, of Flint, came upon the Board of Agriculture after having filled various positions in the State government and with a very clear understanding of the elements of opposition which had been so strongly in evidence during the earlier years of the College history. From the very outset he was ready to fight for the institution and would not for a moment listen to adverse criticism without putting up an aggressive defense. He was a man of quick intuition, ready in alternatives, earnest in his methods, a good story teller and never knew what it was to be discouraged. His keen sense of humor many times enlivened sessions of the Board which under the serious conditions would have otherwise been very somber.

Henry Chamberlain, of Three Oaks, twice served the State for a term of six years on this Board. He was an example of old time gentility, courteous in manners, a student of educational methods, a practical politician of a most excellent type and a broad-minded and determined man. He was always a fine member to work with, whether in committee of the whole or upon a special mission. He was a keen observer of men and during his term of service perhaps had more to do with the selection of members to go upon the teaching force than any other member in the history of the Board of Agriculture. Wherever Mr. Chamberlain went he was a partisan for agricultural education and he never considered it out of place to talk about the Michigan Agricultural College. The institution was on his heart as well as on his mind.

Cyrus G. Luce, of Coldwater, was something of a caustic critic of the

College previous to receiving his appointment upon the Board. He soon became convinced, however, of the great value the institution could subserve in the State and, because of his leadership in the Grange and in legislative halls, he became a power for good in the development of the institution, and when he came into the gubernatorial chair, he, of all the governors, was the most regular in his attendance as an ex-officio member of the Board.

Ira H. Butterfield, of Lapeer, came upon the Board of Agriculture after having had a wide experience in the management of the State Fair Association and in filling a position of trust in the United States Government. Having had journalistic experience, also, his service was of peculiar value to the College in that he gave voice to its methods; and, because he was a master of details, he was always ready with a wealth of information to meet almost any possible contingency in the movement of the College to catch the sympathies of people generally in its behalf. He had genius in originating methods of promotion; he was resourceful in plans for advertising the institution and he knew better than any member of my acquaintance how to gather in adherents to the cause of agricultural education without making antagonisms.

As my mind recalls the other names connected with College management in the early days, it seems as if I was committing a serious error in not calling attention to other men who did special services, but time will not permit. All honor to these citizens of Michigan who fought the good fight for a type of education which has permeated the whole vast field of school and college and university influence. They builded better than they knew, and to-day it would make our cup of happiness to run over if we could see these pioneers in the service of agricultural education witness the fruition result, of which they scarcely dreamed.

The Stairs Ran Up and Down.

When a man is unsettled in his thoughts about his position he can not be happy. He should follow President Ferris' advice: Seek a new situation that will be congenial. But first he must be sure that he will be settled in his new field and not be like the German who was being cross-examined by a lawyer lately. The point under enquiry was the relative position of the doors, windows, and so forth, in a house in which a certain transaction was alleged to have occurred.

"And now, my good man," the lawyer said, "will you be good enough to tell the court how the stairs run in the house?"

The German looked dazed and unsettled for a moment. "How do the stairs run?" he repeated after the lawyer.

"Yes, how do the stairs run?"

"Vell," continued the witness after a moment's thought, "ven I am oopstairs dey run down, and ven I am downstairs dey run oop."

*Address delivered by Charles W. Garfield at semi-centennial celebration of the establishment of the Michigan Agricultural College.

Talking With the Clerk.

There is chance for a good deal of diplomacy in talking to employes, and this is a point at which many merchants commit serious blunders. Some never speak to their clerks except to give an order. They gain thereby the dislike of their employes and lose about all semblance of personal sympathy from them. Others talk too much and set an example of verbosity that will be many times duplicated throughout the day in various parts of the store. Another man regards all of life, including himself, too seriously to see the humor in any comment or accident of even the most laughable nature; he is seldom in close touch with his employes. Another hardly sees the serious side until he faces the situation of finding his establishment a center of tomfoolery. Some men seemingly would not care whether their employes were living or dead so long as their work was done. Such people may feel pretty sure their clerks care little whether they sink, swim or bust, so long as they have a job. Occasionally a shoe dealer finds time to become too inquisitive, so much so that he becomes nosey. Be assured that such a man will have the tables turned upon him at times he little expects and least appreciates.

It would be a difficult matter to lay down a hard and fast rule for the treatment of hired help, for the simple reason that there are all sorts of employers and all sorts of help. Usually where there are serious reasons for complaints it will be found that some rule does exist either as a part of the business policy or as a personal characteristic, and that it has been too inflexibly applied. It pays to be on some degree of intimacy with employes but the cordiality that will be necessary to win the confidence of one will cause another to become far too familiar; treat him with a little more reserve. Thaw out the solemn, gloomy clerk with a vein of levity before he freezes a customer, but do not forget to tone his fellow's cheap wit down a trifle before it disgusts some other customer. Be curious about the affairs of your employes only so far as you hope thereby to do them some real good; be just enough indifferent to them to discourage gossip but always sufficiently receptive to invite their confidence when any real trouble is upon them.

In short, it is the province of the wise shoe dealer to keep his employes as nearly normal with the greatest ease in conversation. That is certainly the form a portion of his personal influence should be given out in.

The Way the Weather Works.

The witty Bishop Sanford Olmsted, of Colorado, at a dinner in Denver, said, apropos of Sabbath breaking:

"I was talking to an Eastern clergyman the other day about his church attendance.

"I suppose," I said, "that in your district rain affects the attendance considerably?"

"He smiled faintly.

"Indeed, yes," he said. "I hardly have a vacant seat when it is too wet for golf or motoring."

Hardware Price Current

AMMUNITION.				
Caps.				
G. D., full count, per m.	40			
Hicks' Waterproof, per m.	50			
Musket, per m.	75			
Ely's Waterproof, per m.	60			
Cartridges.				
No. 22 short, per m.	2 50			
No. 22 long, per m.	3 00			
No. 32 short, per m.	5 00			
No. 32 long, per m.	5 75			
Primers.				
No. 2 U. M. C., boxes 250, per m.	1 60			
No. 2 Winchester, boxes 250, per m.	1 60			
Gun Wads.				
Black Edge, Nos. 11 & 12 U. M. C.	60			
Black Edge, Nos. 9 & 10, per m.	70			
Black Edge, No. 7, per m.	80			
Loaded Shells.				
New Rival—For Shotguns.				
No.	Drs. of Powder	Size of Shot	Gauge	Per 100
120	4	1 1/2	10	\$2 90
129	4	1 1/4	10	2 90
128	4	1 1/8	10	2 90
126	4	1 1/2	10	2 90
135	4 1/4	1 1/2	10	2 95
154	4 1/4	1 1/2	10	3 00
200	3	1	10	2 50
208	3	1	8	2 50
236	3 1/4	1 1/2	6	2 65
265	3 1/2	1 1/2	5	2 70
264	3 1/2	1 1/2	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	23 00			
BOLTS				
Stove	80			
Carriage, new list	70			
Flow	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 1/4 c.	5 1/4 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.	net 65			
Corrugated, per doz.	1 00			
Adjustable	dis. 40 & 10			
EXPANSIVE BITS				
Clark's small, \$18; large, \$26	40			
Ives' 1, \$18; 2, \$24; 3, \$30	25			
FILES—NEW LIST				
New American	70 & 10			
Nicholson's	70			
Heller's Horse Rasps	70			
GALVANIZED IRON.				
Nos. 16 to 20; 22 and 24; 25 and 26; 27, 28	dis. 12	13	14	15
List	12	13	14	15
Discount, 70.				
GAUGES				
Stanley Rule and Level Co.'s	60 & 10			
GLASS				
Single Strength, by box	dis. 90			
Double Strength, by box	dis. 90			
By the light	dis. 90			
HAMMERS				
Maydole & Co.'s new list	dis. 33 1/2			
Yerkes & Plumb's	dis. 40 & 10			
Mason's Solid Cast Steel	30c list 70			
HINGES				
Gate, Clark's 1, 2, 3	dis. 60 & 10			
Pots	50			
Kettles	50			
Spiders	50			
HOLLOW WARE				
Common	dis. 50			
HORSE NAILS				
Au Sable	dis. 40 & 10			
HOUSE FURNISHING GOODS				
Stamped Tinware, new list	70			
Japanese Tinware	50 & 10			

IRON

Bar Iron	2 25 rate
Light Band	3 00 rate
KNOBS—NEW LIST	
Door, mineral, Jap. trimmings	75
Door, Porcelain, Jap. trimmings	85
LEVELS	
Stanley Rule and Level Co.'s	dis. 50
METALS—ZINC	
600 pound casks	9 1/2
Per pound	10
MISCELLANEOUS	
Bird Cages	40
Pumps, Cistern	75
Screws, New list	37 1/2
Casters, 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
Scioto Bench	50
Sandusky Tool Co.'s fancy	40
Bench, first quality	45
NAILS	
Advance over base, on both Steel & Wire	
Steel nails, base	3 00
Wire nails, base	2 35
20 to 60 advance	Base
10 to 16 advance	5
8 advance	20
6 advance	30
4 advance	45
2 advance	70
Fine 2 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 IC, Charcoal, Dean	9 00
20x28 IC, Charcoal, Dean	15 00
14x20 IC, Charcoal, Allaway Grade	7 50
14x20 IX, Charcoal, Allaway Grade	9 00
20x28 IC, Charcoal, Allaway Grade	15 00
20x28 IX, Charcoal, Allaway Grade	18 00
ROPES	
Sisal, 1/2 inch and larger	9 1/2
SAND PAPER	
List acct. 19, '86	dis. 50
SASH WEIGHTS	
Solid Eyes, per ton	30 00
SHEET IRON	
Nos. 10 to 14	3 60
Nos. 15 to 17	3 70
Nos. 18 to 21	3 90
Nos. 22 to 24	3 00
Nos. 25 to 26	4 00
No. 27	4 10
All sheets No. 18 and lighter, over 30 inches wide, not less than 2-10 extra.	
SHOVELS AND SPADES	
First Grade, Doz.	6 50
Second Grade, Doz.	5 75
SOLDER	
1/2 @ 1/2	30
The prices of the many other qualities of solder in the market indicated by private brands vary according to composition.	
SQUARES	
Steel and Iron	60-10-5
TIN—MELYN GRADE	
10x14 IC, Charcoal	10 50
14x20 IC, Charcoal	10 50
10x14 IX, Charcoal	12 00
Each additional X on this grade	1 25
TIN—ALLAWAY GRADE	
10x14 IC, Charcoal	9 00
14x20 IC, Charcoal	9 00
10x14 IX, Charcoal	10 50
14x20 IX, Charcoal	10 50
Each additional X on this grade	1 50
BOILER SIZE TIN PLATE	
14x56 IX, for Nos. 8 & 9 boilers, per lb.	13
TRAPS	
Steel, Game	75
Oneida Community, Newhouse's	40 & 10
Oneida Com'y, Hawley & Norton's	65
Mouse, choker, per doz. holes	12 1/2
Mouse, delusion, per doz.	1 25
WIRE	
Bright Market	60
Annealed Market	60
Coppered Market	50 & 10
Tinned Market	50 & 10
Coppered Spring Steel	40
Barbed Fence, Galvanized	2 85
Barbed Fence, Painted	2 55
WIRE GOODS	
Bright	80-10
Screw Eyes	80-10
Hooks	80-10
Gate Hooks and Eyes	80-10
WRENCHES	
Baxter's Adjustable, Nicked	80
Coe's Genuine	40
Coe's Patent Agricultural, Wrought	75-10

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 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	34
No. 1 Sun	40
No. 2 Sun	40
No. 3 Sun	87
Tubular	50
Nutmeg	50

MASON FRUIT JARS

With Porcelain Lined Caps

	Per gross
Pints	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 35
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 00
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.)	8 75
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 60
No. 2, Lead Flint, (95c doz.)	5 50

LaBastie

No. 1, Sun Plain Top, (\$1 doz.)	5 70
No. 2, Sun Plain Top, (\$1.25 doz.)	6 94

OIL CANS

1 gal. tin cans with spout, per doz.	1 25
1 gal. galv. iron with spout, per doz.	1 60
2 gal. galv. iron with spout, per doz.	2 50
3 gal. galv. iron with spout, per doz.	3 50
5 gal. galv. iron with spout, per doz.	4 50
3 gal. galv. iron with faucet, per doz.	4 50
5 gal. galv. iron with faucet, per doz.	5 25
5 gal. Tilting cans	7 00
5 gal. galv. iron Nacafas	9 00

LANTERNS

No. 0 Tubular, side lift	4 50
No. 2 B Tubular	6 75
No. 15 Tubular, dash	6 75
No. 2 Cold Blast Lantern	7 75
No. 12 Tubular, side lamp	12 00
No. 3 Street lamp, each	8 50

LANTERN GLOBES

No. 0 Tub., cases 1 doz. each	55
No. 0 Tub., cases 2 doz. each	55
No. 0 Tub., bbls 5 doz. each, per bbl.	2 25
No. 0 Tub. Bull's eye, cases 1 dz. e	1 25

BEST WHITE COTTON WICKS

Roll contains 32 yards in one piece.

No. 0 1/2 in. wide, per gross or roll.	38
No. 1, 3/4 in. wide, per gross or roll.	38
No. 2, 1 in. wide, per gross or roll.	60
No. 3, 1 1/2 in. wide, per gross or roll.	90

COUPON BOOKS

50 books, any denomination	1 50
100 books, any denomination	3 50
500 books, any denomination	11 50
1000 books, any denomination	20 00

Above quotations are for either Trueman, 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



Best Test To Prove Meat in Good Condition.

In good meat the muscle should be firm and elastic. The color will depend largely on the age of the animal. The cut section should be of uniform appearance—that is, the interior of the joint should not differ from the exterior, and the consistency should be uniform. The section should have a marbled appearance from the presence of interstitial fat, and there should be an absence of gelatinous or purulent fluid in the septa between the muscles. The intermuscular tissue should not be soft or tear easily, and when a piece of red litmus paper is applied to it, it should not be turned blue. The fluid which oozes from it should be thin, red, neutral, or slightly acid in reaction, and without offensive odor. If the color is a deep purple it suggests that the animal has not been properly slaughtered and bled, and, therefore, that it was killed on account of some accident or disease. If the color is pale and the flesh "watery," the animal had probably been suffering from some disease causing dropsy. Commencing decomposition is indicated by the color becoming paler, the flesh softer, and the juice alkaline, and by the distinctive smell of fresh meat being superseded by that of putrefaction. It is not until decomposition has advanced that the color becomes greenish. Any evidence of decomposition should lead to the condemnation of the meat. Abnormal odors may be due to some physic administered to the animal before death, and such odors are rendered more evident if a little of the meat is chopped fine and drenched with hot water. By thrusting a knife into the joint the consistency as well as the smell of the interior can be tested. The resistance to the passage of the knife should be uniform, and the knife blade when removed should not have any objectionable odor. The meat of a healthy animal should "set" within twenty-four hours, and this property is often made use of as a criterion in doubtful cases. Rigor mortis is hastened by very strong muscular contractions before death, as in hunted animals, or in cases of tetanus, or of strychnine poisoning. In such a carcass rigor mortis may commence within a few minutes of death. It is frequently delayed in diseases such as septicaemia and dropsy.

The fat varies in color in different species of animals, being white in young cattle, sheep, goats and hogs, and yellow in old cattle. In calves it is often at first a reddish yellow-white. In any case it should be firm and free from hemorrhages. Animals which have been subjected to so-called "emergency slaughter" should be looked upon with great suspicion, and the meat should only be passed after a very careful examination of all the cavities and organs, as well as of the flesh itself. Apart from

the question of the flesh being unwholesome on account of the cause which has led to the necessity for slaughter, the bleeding is in such animals not infrequently defective, and the keeping qualities are thereby impaired. If the history of the illness is not sufficient to enable a decision to be arrived at, special attention should be paid to the serous membranes, the thoracic and abdominal organs, and the lymphatic glands, for evidence of tubercle, and to the spleen for anthrax. In addition to the routine examination of the chief organs, the following should not be forgotten: abnormal conditions of the sexual passages connected with parturition, inflammation of the udder, gastro-enteritis, peritonitis and pleurisy. As regards the flesh in such cases, if the meat of animals slaughtered on account of disease shows an alkaline reaction within twenty-four hours after death, the meat is to be considered, in doubtful cases, as unqualifiedly foul, and therefore unfit for food. Likewise, in doubtful cases, the unfitness for food of the meat of animals slaughtered on account of disease is unquestionable if, within forty-eight hours after death, the muscle fibres show under the microscope a loss of their characteristic cross-striation, a granular cloudiness, and a disintegration into fragments. In any case of doubt a decision should be deferred for at least twenty-four hours in summer and forty-eight in winter. In septicaemic conditions there will probably be sufficient alteration in appearance and odor of the meat after these periods to afford reliable criteria for further action.—Butchers' Advocate.

How To Freeze Sweetbreads.

This is a delicate piece of meat and practically the only one in the packing house that improves by being kept in water. The sweetbread should be cut out when the animal is stuck, thereby avoiding the danger of their becoming bloody and discolored. After they have been washed and all fat trimmed off they should be put in ice water in the coolers and there held over night; the next day they are ready for shipment and should be packed in cracked ice.

If they are to be frozen they should be allowed to drain properly before placing them in the freezers. A low temperature is very essential for the preservation of sweetbreads, as well as for livers, in order to have them come out with the best possible appearance. When frozen quickly they retain a bright, clean appearance when thawed out. If they are frozen slowly they turn to a slate color when thawed out and have a very undesirable and unwholesome look, which materially operates against their being disposed of to advantage.

Western or range cattle yield a very small proportion of sweetbreads, they being undeveloped by the animal when living in their natural state. Cattle which have been fattened in feed lots, however, yield very much larger sweetbreads.—Butchers' Advocate.

We Need More Fresh Eggs

Until August 1 will pay 15 cents, delivered in Grand Rapids, for fresh eggs. Write or phone

C. D. CRITTENDEN CO.

41-43 S. Market St.

Grand Rapids, Mich.

Ship Your Eggs to Egg Specialists

We handle nothing but eggs; we study nothing but eggs; we think of nothing but eggs; we give our whole time to eggs. That's why our service is so good—why it is better than you can get elsewhere. THEN WHY NOT SHIP TO US?

Stencils and cards furnished on application.

L. O. SNEDECOR & SON, Egg Receivers, 36 Harrison St., New York

Established 1865. We honor sight drafts after exchange of references.

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 18½ 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.



Special Features of the Grocery and Produce Trade.

Special Correspondence.

New York, July 27—The speculative coffee market has gained strength this week and operators are asking whether the long-expected advance has begun. The rise has been caused by firmer cables from Havre, and the rise there is going to higher cables from the producing countries. Next week there may be another story and, in fact, there is never any lack of "stories" in the coffee district. Jobbers report a satisfactory volume of trade and seem to have a good deal of confidence in the future. At the close Rio No. 6 is worth 6½c. In store and afloat there are 3,933,585 bags, against 3,200,451 bags at the same time last year. Mild grades are firm and a satisfactory volume of business has been done all the week.

Granulated sugar has not been in especially active call as large dealers—jobbers and retailers—seem to be pretty well supplied. All hands look for a more active trade within a short time, as everything seems favorable. Quotation have varied from 4.90c down to 4.70c, the latter being the Federal rate.

A little more activity is being shown in the tea trade from week to week, and if the improvement is maintained for the remainder of the year the article will be on a good foundation. Spot supplies are not large and it really seems a good time for the retailer to make purchases.

Rice is firm and no concession in selling rates is to be obtained. Sales are individually of rather small quantities, but the aggregate shows a satisfactory total. Choice to fancy head, 5¾@6½c.

Spices are doing better and the advancing season is bound to show more activity with all hands. Nutmegs have shown some advance and are worth 13½@14c for 105-110s. Pepper is well held at former rates.

Molasses has not yet started on its "fall campaign." The demand is simply of an everyday character and no individual sale is of more than enough to cover temporary wants. Good to prime centrifugal, 22@35c. Syrups are doing a little better and some desirable goods have been sold at 23c.

Canned goods are selling in a desultory sort of way, peas being the most interesting goods. Standards are held at \$1@1.10 and buyers respectfully decline to invest. They seem to be looking for something about 25c less than the above rates; but at 90c it seems to be hard to find any

but seconds. The growing crop of tomatoes is in a flourishing condition. The weather has been good and the outlook just now is for a good round pack. Futures are neglected, as buyers will take no chances. Spot goods are held at, say, 90c. Most all corn offering is of the cheaper grades and worth about 62½c, with a tendency toward a lower basis. There is practically no Maine corn here, nor is there any fine New York State.

The butter market is fairly firm, especially for the better grades, which are working out at about 25½c, although some very good stock has sold for 25c. Grades of the "other" sort are dull and work out at 23@23½c for firsts and 22@23c for seconds; imitation creamery, 21@22c; factory, 20@21½c.

Cheese is about unchanged. Supplies are fairly liberal and the demand is just about active enough to keep the market from being congested. Small full cream are worth 12¾c and large 12½c.

Eggs are firm for grade that will stand the test. Finest selected Western, 19c; average, 17½@18½c; fair to good, 16@17c.

Albion Business Men After an Iron Plant.

Albion, July 30—The Albion Business Men's Association is now in correspondence with Eastern capitalists who are contemplating the location of a new iron foundry here. It is said that the prospective firm, through the business connections of its individual members, has a vast number of orders in sight, sufficient to require the constant employment of sixty molders from the outset. It is planned to build the plant with a capacity for working 100 molders and twice as many helpers. The choice of a location is said to lie between this place and one other Southern Michigan city, and that a decision will be made in the near future. For obvious reasons the names of the parties interested in the new concern are not yet given out by the Executive Committee. Albion already has three large foundries and seems to be such an admirable location for this industry that it is thought the chances for securing this new concern are very good.

The National Spring & Wire Co. is now compelled to run both day and night to keep up with orders, and the new branch factory recently started in St. Catharines, Ont., is already handling a large volume of business. This company now bears the distinction of manufacturing nearly all the coil springs used in the backs and seats of the automobiles of this country.

Light-hearted people are those who always are looking for the sunshine.

ATLAS MASON JARS

Made from superior quality of glass, by a special process which insures uniform thickness and strength.
BOOK OF PRESERVING RECIPES—FREE
to every woman who sends us the name of her grocer, stating if he sells Atlas Jars.
HAZEL-ATLAS GLASS CO., Wheeling, W. Va.

**Our Specialty
Feed, Grain and
Mill Stuffs**

Straight or Mixed Cars

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.

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.

**PILES
CURED**
...without...
**Chloroform,
Knife or Pain**
Dr. Willard M. Burleson
103 Monroe St., Grand Rapids

Booklet free on application

**Have You Tried Our
New Folding Wooden Berry Box**

It is the best box made. Bushel Baskets, Grape Baskets, Berry Crates, in fact, all kinds of fruit packages ready for shipment at a moment's notice. Write or phone for prices.

JOHN G. DOAN, - **Grand Rapids, Mich.**

ESTABLISHED 1876

FIELD SEEDS

Clover and Timothy Seeds. All Kinds Grass Seeds.
Orders will have prompt attention.

MOSELEY BROS., WHOLESALE DEALERS AND SHIPPERS

Office and Warehouse Second Ave. and Railroad.

OTH PHONES 1217

GRAND RAPIDS, MICH.

Try the Grand Rapids Market

Our average selling prices last week were: Live Fowls 10½c; Live Broilers, 15½c; Veal, 9¾c; Eggs, 16c; Butter, 20½c. "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.

ESTABLISHED
1883

WYKES & CO.

SUCCESSORS TO WYKES-SHROEDOR CO.

MANUFACTURERS AND
WHOLESALE DEALERS IN

FLOUR, GRAIN & MILL-PRODUCTS

WEALTHY AVE. AND S. IONIA ST.

GRAND RAPIDS MICH.

THOS. E. WYKES
CLAUDE P. WYKES



How I Enveloped the Enemy.

"Talk about your green canvassers," said "The Old-Timer" reminiscently, as he filled out an order blank, "I guess I was the greenest that ever went over the pike. I had just left college and knew more of Latin and Greek and logarithms than of men; in fact, I was tender—tender in years, in experience and manners. I believed that the business world was no more stern than chapel exercises or a college class meeting. My purse was empty, my clothes were shining and I was on the ragged edge. Fortunately, I was offered a job as canvasser for a newspaper and, of course, accepted it. The company had provided me with receipt books, cards and all the paraphernalia of a canvasser, and sent me in company with their best man, who was to teach me the tricks of the trade. It was in a Western city, and the people were not given to dissimulation.

"We left the hotel at about 9 o'clock in the morning, and, after giving me a few hints, my friend asked me to take one side of the street while he took the other, promising to meet me at the corner. I was admonished to sweep the block clean for subscriptions, upstairs and down, and to miss no one. On the corner was a bank and I walked in, believing that no banker would decline my paper. In a timid, faltering, apologetic way I approached the President and, as if seeking alms, asked him if he wished to subscribe for my paper. In a compassionate way he said no; that he had all the reading matter that he could handle. I did not stop to reason why, nor ask further questions, but walked out, not even soliciting the stenographer, clerks and other employes present.

"The next man informed me with a suspicious twinkle in his eye that he had been swindled the year before by a fellow going about taking subscriptions for a newspaper, and that it would be a cold day when he bit again. I felt somewhat abashed at being classed with a swindler, but made no remonstrance nor effort to prove my identity.

"The next man objected to the advertising, the next that the print was too fine, another that he had no time for anything but religious papers, another that he was taking the paper from the newsdealer, the next that he was a regular subscriber and had just sent in his renewal. Some were too busy to talk to me, some asked me to call at a more convenient season—but no one subscribed.

"I met my friend at the corner. He had taken nine subscriptions and said he would run over the block that I had canvassed and see what he could do with it. He secured eight subscriptions, making in all seventeen for the forenoon. In the afternoon I was no more successful, nor the next day. I was getting blue. I thought that I had missed my calling, or, rather, that the paper was unpopular, al-

though they claimed the greatest circulation in the world. I wanted to quit, but I was stranded. I thought of telegraphing home for car fare to take me back to the land of plenty, but my pride prevented.

"Seeing my dejection my friend seated himself beside me in the hotel office and asked me to relate my experiences for the past two days—what the people said to me and what replies I made. After I had rehearsed it all he reassuringly said: 'There is no use in getting discouraged, for the best of solicitors sometimes fail, as do lawyers and doctors and bankers. You will be a prize-winner in a little while if you will stick to the business and be hopeful. In the first place, you did not begin this thing right, and a bad beginning makes a good ending. You have no occasion to apologize or be timid. Let the other fellow do the apologizing. You are not asking for a donation but a subscription, and he gets the best of the bargain. Put vigor into your canvass. Make it snappy, full of ginger and businesslike.

"'Carry your pencil in one hand and your order book in the other as if you had gotten the signatures of all the people in the neighborhood. Make the fellow believe that he is the only one left out in the cold and that it is now his time to get under shelter. Always look animated. Look the man or woman squarely in the face and never talk to the walls.

"'When the banker told you that he had all the reading matter that he could handle you should not have been so easily defeated. He knew that he had no better paper than the one you represent. He simply had other papers and did not happen to have your own. One good paper is worth a dozen poor ones that go only to the waste basket.

"'You should have told him of the bankers and other business men who are writing for your paper and on business subjects, and of the statesmen, men of letters, scientists and, in fact everybody worthy of the public's attention. You should have told him that the paper would be a pleasure to him and his family for a whole year, and that the price is so trifling as to hardly be considered by even a poor man. Hold on to him and do not run because he pointed a popgun at you.

"'You did wrong, too, in not asking every other person in the bank to take your paper. Make them believe they can appreciate fine literature as well as the boss, and that you would not slight one of them. Skip no one.

"'Show your credentials to the incredulous. Explain to those who buy from the newsdealer that they can save a lot of money by subscribing. Tell the one who objects to the advertising that that is what makes the publication possible and within the reach of all and that nothing objectionable ever appears in your advertising columns. Load up on all these points. Be able to meet every objection with a reply.

"'Don't be impertinent nor a bore, but be persistent and full of energy. The discouraged canvasser defeats himself. The best of us fall down

some time, and all of us in the beginning. Now, to-morrow go at this thing right. Remember the objections you have already heard, as you will hear them fifty times a day and as long as you are in the business. Study your newspapers and load yourself with arguments. Be polite and persistent, and pull hard against the tugs. I am going to put you down for twenty subscriptions to-morrow and I will guarantee that you get them. Let's start out early in the morning and we will make a killing.'

"Well, the next morning we were at it early, and at 5 o'clock in the afternoon I came under the wire with my twenty subscriptions. I think that was about the proudest day of my soliciting experience.

"My friend who pulled me out of my first 'slough of despond' has long been manager of the circulation of a popular newspaper, and whenever I feel a tinge of the blues and need a bracer I think of his wholesome advice, which still acts like a tonic."—Salesmanship.

On a Kentucky Railway.

"Do you use the block system on this road?" enquired a passenger in a train in Kentucky.

"No, sir," replied the conductor, "we have no use for it."

"Do you use the electric or pneumatic signals?"

"No, sir."

"Have you a double track?"

"No."

"Well, of course you have a train dispatcher, and run all trains by telegraph?"

"No."

"I see you have no brakemen. How do you flag the rear of your train, if you are stopped from any cause between stations?"

"We don't flag."

"Indeed! What! a way to run a railroad! A man take his life in his hand when he rides on it. This is criminally reckless!"

"See here, mister! If you don't like this railroad you can get off and walk. I am the President of this road and its sole owner. I am also the Board of Directors, Treasurer, Secretary, General Manager, Superintendent, Paymaster, Trackmaster, General Passenger Agent, General Freight Agent, Master Mechanic, Ticket Agent, Conductor, Brakeman and Boss. This is the Great Western Railroad of Kentucky, six miles long,

with termini at Harrodsburg and Harrodsburg Junction. This is the only train on the road of any kind, and ahead of us is the only engine. We never have collisions. The engineer does his own firing, and runs the repair shop and roundhouse all by himself. He and I run this here railway. It keeps us pretty busy; but we've always got time to stop and eject a sassy passenger. So you want to behave yourself to go through with us, or will you have your baggage set off here by the haystack?"

Condensed Milk.

It is related that a Detroitier who was not used to the ways of the country went into the suburbs to visit a friend who had taken up amateur farming with two cows, a bee and a hoe. At the table they had excellent milk for general purposes and astonishingly good cream for the coffee and cereals. The visitor expressed his admiration, and then inquired:

"Which of your cows gives cream?"

"The sorrel," was the prompt reply. "But we have a neighbor down the street whose cows don't give anything but condensed milk."

"Indeed?"

"Absolutely true. It is an invention of his own. He gets the condensed milk by putting six cows into a stall big enough for only one."

And the visitor returned to Detroit breathing reverently:

"Marvelous! Marvelous! I will never again question the wisdom of nature."

There is no virtue in doing right in such a way as to lead others wrong.

"Truly royal board and kingly furnishment."

—SHAKESPEARE.

**Hotel
Livingston**
Grand Rapids

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.

THE BLACK LOCUST.

It Is Not Adapted To Michigan Reforestation.

Ann Arbor, July 30—For some time the matter of reforestation of the poor pinery lands and of inferior farmlands has received considerable attention in our State. Nor is this all. Even in the best farm districts of our State many farmers are tired of having to buy coal and of depending on the wood and lumber yard for every post and every piece of timber, and they, too, are planting forest trees. Naturally enough there is a demand for trees which will make rapid growth and bring a return in the shortest possible time. Among the farmers of the southern counties the nurserymen have joined in the general propaganda and are recommending and selling especially black locust and catalpa, and in some cases at least some unscrupulous men are getting \$20 to \$50 per thousand for black locust seedlings, worth not to exceed \$3.50 per thousand.

In the general discussion much is claimed for these rapid growers, and as is always the case at such times facts are often confused, much to the detriment of the man who plants.

To those who are interested in this subject the following may be of interest:

The United States Department of Agriculture in its Forest Service has published some Planting Leaflets on all the common forest trees; also a fine bulletin on the hardy catalpa; also a circular on the locust borer, and all these can be had for the asking. Write to your Congressman.

For our Michigan conditions there is a very interesting article in the last report of the Forestry Commission (apply to the State Land Commissioner at Lansing for a copy), written by E. E. Bogue, Professor of Forestry at the Michigan Agricultural College at Lansing, entitled Early Harvest Forest Trees.

To those desiring seed and plants at right prices it is of interest to know that the seed of black locust is worth from 50 to 75 cents per pound, that of catalpa \$1 per pound and that the one-year-old seedlings (and larger should never be bought) are worth from \$2.50 to \$3.50 per thousand and should be set out in the spring in plowed land, about 5 feet apart, should be cultivated at least three times the first season and should not be trimmed while small trees. The catalpa is best cut back, clear to the ground, after it is two years old, this to be done in March or early April, so that it makes a long straight set of stems.

What these trees will do depends on the land and the location. And here is where the confusion of facts usually begins. Thus, a well meant article, which has been going the rounds of our papers of late, claims that black locust is the same as honey locust or sweet locust; that it is well suited to the pine barrens or sandy pinery lands; that it is a very rapid grower; inferentially, at least, it tells of trees making a railroad tie in fifteen years and that it is, therefore, the ideal timber for these lands. The facts are more nearly these:

The black locust is not the same

as the honey locust; has no large thorns; is an ideal material for a small plantation on rough, gravelly, gullied, etc., land in Southern Michigan and also if a small patch of good field is to be devoted to something that will make wood fast. Here it will thrive, make a goodly amount of small fuel and fence posts in a very short time. It makes a strong heavy wood, a most durable post. The only trouble we have here in Washtenaw county is that it is apt to be infested with the locust borer, which ruins it, and also the young plantations suffer from mice. The locust is cheap and frugal; keeps the land from gullying; makes the land better and yields small timber in a short time. These are its virtues. Here in Southern Michigan and also up along the shore of Lake Michigan it does pretty well on sand; but on the pinery sands proper it has not proven its worth; it kills back in winter and so far it must be regarded as doubtful whether it can hold its own or make a profitable growth. The State Forestry Commission on the State Forest Reserve at Higgins Lake has been experimenting for four years, but the results are not encouraging. To recommend black locust for large plantations, regular reforestation by the square mile, is certainly not indicated from what we know of this tree.

As to the catalpa, it may suffice to say that it is distinctly a Southern tree; winter kills in part even here at Ann Arbor; is not suited much north of Lansing; wants good loam and clay land and simply dies out if planted in the ordinary pinery slashings of our north countries. This brief verdict may have to be modified in time, but this is what experience, based on plantations of thousands of trees, seems to tell us at present.

For the sands try the pines which have always lived there; for large plantation on hardwood lands try the hardy, safe native kinds like ash, elm, maple, oak and hickory, and you may save much disappointment.

Filibert Roth,
State Forest Warden.

Did the Best He Could.

One morning when Rufus Choate was still in England his clerk informed him that a gentleman had called and wanted him to undertake a case. "Ah! and did you collect the regular retaining fee?" "I only collected twenty-five guineas, sir." The regular fee was fifty guineas, and Mr. Choate said: "But that was unprofessional; yes, very unprofessional!" "But, sir," said the clerk apologetically, and anxious to exonerate himself from the charge, "I got all he had." "Ah!" said Mr. Choate, with a different expression, "that was professional; yes, quite professional."

"No Good on Earth."

Insurance Agent—Possibly, madam, you might like to insure your husband's life.

Mrs. Grogan—Insure me husband's loife, is it? Faith, a big fool I'd be to insure his loife. He's no good on earth at all, at all! His loife ain't worth a sixpence to me!

No man possesses more religion than he practices.

Eighth Annual Convention of the National Gideons.

Toledo, July 30—The eighth National convention of the Gideons (Christian traveling men) met here at 10 a. m. Friday, July 26. The Executive Committee went over the past year's work and had clean books, turning a new page with more than \$100 on the right side of the ledger and money coming in from every part of the United States and Canada. One state sent a check for \$100, so that several hundred dollars are in the treasury and everything paid. Song service in the afternoon was led by C. F. Louthain, of Grand Rapids, and he made the large Central Congregational church resound to God's praise. There were present about 150 Gideons, nearly every state in the Union being represented. At 4 o'clock the Gideons and their wives took a belt line excursion to see Toledo's industries, returning in time for the song and testimony service at 7:30.

Saturday morning there was a 9:30 song service, led by Fred Woodcock, after which reports of all National officers were heard. All were pleasing to the members and were accepted and placed on file. At the afternoon session there was a song and testimony service. At 3 o'clock election of officers resulted as follows:

President—Chas. M. Smith, Detroit.
Vice-President—J. K. Hemphill, Nashville.

Treasurer—Nels Rylander, Chicago.
Chaplain—L. C. Smith, Waukesha, Wis.

Trustees—W. W. Cressinger, Chicago; A. B. T. Moore, Cedar Rapids, Iowa; L. C. Humphrey, Chicago; W. C. Hall, Indianapolis; M. P. Ashbrook, Granville, Ohio; N. W. Dennett, Boston.

The entire National officers were re-elected, showing the appreciation of the faithful service of the work of the past year.

At 5 o'clock all went on an excursion to Toledo Beach, where long tables and Gideons got together and something happened. After supper the boys held a song service in front of the dance hall and then marched inside, where a new kind of music and singing greeted the pleasure seekers and the dancing was in the heart and not in the feet. A song and praise service was held until 10 o'clock.

Sunday morning a sunrise praise service was led by (all Canada) Frede Bruse Horn. Morning services were conducted in thirty-two churches by Gideons in and about Toledo with telling results. At 3 o'clock a meeting was held at the Y. M. C. A., led by Frank A. Garlick. At the conclusion seven rose for prayers. An open air meeting near the postoffice was led by L. C. Stumpt. Four asked to be remembered in prayer. The evening meeting was the closing service. President C. M. Smith was in the chair. The Toledo quartet, composed of Frank W. Hughes and four sisters, furnished the singing. National Chaplain L. C. Smith gave the address, which was carefully prepared and delivered, and many asked for prayers and joined the Gideon circle at the close. The cabinet contributed

a purse of over \$100 to start a fund to employ a field superintendent and raised over \$750 for this purpose.

The Gideons will long remember the eighth annual convention at Toledo and the welcome given them by the Mayor and all the city.

Aaron B. Gates.

He Was No Hero.

"I had my vacation in June," said the Brooklyn drummer, "and I went down on the north shore of Long Island, where I was told that there was good fishing. I found the statement true. I could catch fish until tired of pulling them in over the gunwale of the boat. One day before starting into town to the postoffice I caught twenty pounds of the nicest sea bass you ever laid your eyes on, and I took 'em along as a present to the hotel man."

"On the way to town I met a dozen farmers and held the fish up for inspection, but not one stopped or even took a second look at the string. When I reached the hotel there were about fifteen men loafing on the veranda. I made a great fuss about taking the fish from the wagon, but not a man turned his head. I displayed them on the veranda, but not a man asked a question. When the hotel man came forward I presented him with the beauties, and he told the hostler to take them out to the barnyard. I couldn't make the folks out at all, and I kept getting madder and madder, and finally said to mine host:

"Look here, I brought you some fish."

"Yes."

"They are beauties."

"Yes."

"But not a durned critter of you has as much as looked at them. What in thunder ails this crowd, anyhow?"

"Softly, softly," whispered the landlord in reply. "If you had brought those fish in yesterday you'd have been a hero, but last night Jim Taylor killed the biggest skunk you ever saw, and we won't be through admiring him for at least three days to come!"

One Good Turn Deserves Another.

Jack—I have a chance to marry a poor girl whom I love, or a rich woman whom I do not love. What would you advise?

George—Love is the salt of life, my friend. Without it all else is naught. Love, pure love, makes poverty wealth, pain a joy, earth a heaven.

Jack—Enough! I will marry the poor girl whom I love.

George—Bravely spoken! By the way, would you—er—mind introducing me to the rich woman whom you do not love.

His Narrowed Vision.

"What did you think of the old country?" they asked of the small boy who had just got home.

He shrugged his shoulders.

"Everything was too little," he said. "That old leaning tower of Pisa did not look ten feet high to me."

"I wish you'd listen," they cried, "to this child of the skyscrapers."



Michigan Board of Pharmacy.
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Sponges as Germ Catchers.

Considering the extraordinary capacity of the sponge for holding water, and the frequency of its use, it is obvious that enormous quantities of water must in the course of time pass through its innumerable cells. For example, says the Lancet, if a sponge which absorbs say a pint of water is alternately soaked and squeezed out a dozen times during a bath, the amount of water that has entered and passed out of this sponge at a single sitting, so to speak, would be twelve pints, so that during a year at this rate no less than 500 gallons of water would have traversed its cells. This estimate is not an exaggerated one, and probably the sponges of most cleanly disposed persons are made to deal with a larger quantity than this.

However that may be, it is obvious that the sponge must arrest the impurities of water just as does a good filter, and sooner or later slimy matter accumulates, the quantity and quality of which depend upon the character of the water-supply. The use of soap would, as a rule, increase the slime owing to the formation of insoluble curds of lime soap. The number of organisms and the amount of impurity in the water may be quite insignificant in relatively small volumes of the water, but when the accumulation caught in a sponge represents some hundreds of gallons of water the sponge may obviously teem with potentialities for evil.

There is no better disinfectant for the purpose than sunlight, and the sponges, after having been washed thoroughly in strong washing-soda solution and rinsed in a weak solution of hydrochloric acid and finally in pure water, should be squeezed and hung up to dry in the sun's rays. This process also renovates the sponge in a most satisfactory manner. Among artificial disinfectants a weak solution of formaldehyde or sulphurous acid would appear to be suitable.

Money in a Five-Cent Corn Salve.

Not long ago a firm that had gone out of business left with us 500 boxes of a corn salve which they desired us to dispose of, and on which they offered us 3 cents a box by way of commission. We put the entire 500

boxes in the window. A card reading "To Close Out" was hung in a conspicuous position, and the boxes were offered at 5 cents each. In less than two weeks we had sold the entire lot at a clear profit to ourselves of \$15.

Nor was this all. People kept coming for the stuff afterwards, and so we finally got the formula, which was as follows: Salicylic acid, 1 ounce; cannabis indica, 1 drachm; heavy petroleum jelly, 6 ounces. This we put up in 1/8-ounce tin boxes at a cost of about half a cent per box, including labels. We continued selling the product at 5 cents and have a steady sale on it. The profit, as already indicated, averages about 4 1/2 cents per box, and this is much more than we make on the proprietary remedies, besides involving a smaller investment. Every one knows that he can buy remedies for 10 and 15 cents, but a 5-cent article appeals to people whether they have an ailment or not. A number of customers even told me that they had no confidence in the stuff, but they said they would risk 5 cents on it anyway.

M. R. Shotwell.

Comments on Two U. S. P. Preparations.

Charles W. Benfield, at a recent meeting of the Cleveland Branch of the A. Ph. A., declared that a better color and a more suitable product could be obtained in the case of the U. S. P. syrup of wild cherry if 50 Cc. of glycerin were mixed with the water used for the maceration of the drug, leaving the remaining 100 Cc. to be mixed with the percolate. He stated also that the preparation would keep better if the amount of sugar were increased to 750 grammes.

Mr. Benfield raised the question at the same meeting as to whether, in preparing tincture of deodorized opium, there was any objection to shaking the product with melted paraffin wax instead of purified petrolatum benzin. This process, he said, was much more convenient, and it yielded a much more thoroughly deodorized product. In the discussion which followed, Prof. William T. Hankey expressed himself as believing that no objection could be made to such a modification of the process, since the product would exhibit the same morphine assay upon examination.

Developing the Specialty Business.

Often a family which has traded with you for years moves to a different part of the city or perhaps to another town. Shortly afterwards you may receive a letter requesting you to ship a few bottles of your favorite cough syrup by express; or you may be directed to mail this family a box of your dyspepsia tablets or headache powders. Ship the goods, but accompany the bill with a little note of thanks. At the same time, suggest that they ask their druggist to keep these products in stock. The druggist will do so in most instances. In time one individual tells another about your specialties, and before you know it they will be steady sellers in different sections. Charles J. Huen.

It takes a strong man to stop doing weak things.

The Drug Market.

Opium—Has advanced several times in the past week and is now \$1.50 higher than one week ago. The market is excited.

Morphine—Continues to advance with opium. The last advance announced by the manufacturers was 30 cents per ounce.

Codeine—Has also advanced on account of higher price of opium.

Citric Acid—Is very firm and tending higher.

Cocaine—Is dull and tending lower.

Cocoa Butter—Is very firm and tending higher.

Corrosive Sublimate—The manufacturers now quote powdered granulated and lump at the same price.

Glycerine—As predicted in market reports of the last three weeks has advanced and is tending higher.

Oils of Lemon, Bergamont and Orange—Are steadily advancing on account of the higher prices in the primary markets.

Oil of Peppermint—Is dull and weak.

Gum Camphor—Is firm at the last decline.

Jamaica Ginger Root—Is very firm and steadily advancing.

Linseed Oil—Has declined on account of lower price for seed.

Beer That Can Be Used at a Soda Fountain.

Root beer is a favorite at the fountain. The extract may be mixed with syrup, or it may be diluted with nine gallons containing one gallon of refined molasses, and charged in a fountain. The formula to make correct amount of "extract" is as follows:

Fl. ext. sarsaparilla	10 drs.
Fl. ext. pipsissewa	10 drs.
Fl. ext. wintergreen	4 drs.
Fl. ext. licorice	4 drs.
Oil wintergreen	48 dps.
Oil sassafras	24 dps.
Oil cloves	12 dps.
Alcohol	10 ozs.

Imitation Beer Extract.

Lupulin	1 1/2 ozs.
Pyroligneous acid	1 1/2 ozs.
Alcohol	1 pt.

Mix the pyroligneous acid with the alcohol and percolate through the lupulin until one pint of percolate is obtained.

P. H. Quinley.

New Active Alkaloid from Ergot.

Barger, Carr, and Dale have announced the discovery of a new alkaloid, ergotoxine, from ergot which in small doses produces all the effects of the drug itself. Chemically it appears to be closely related to ergotinine, which readily crystallizes, but from which crystalline salts have not as yet been produced; ergotoxine, on the other hand, will not crystallize in the free condition, but readily yields crystalline salts. It also possesses a very high physiological activity and undoubtedly plays an important part in the physiological activities associated with ergot and their therapeutic applications.

Keeping Crude Drugs Free From Insects.

I have been worried for years trying to keep insects out of certain drugs. Some months ago I tried the following scheme with good results:

Once a month, regularly, pour a few drops of chloroform into each container of crude drugs. This procedure is inexpensive and kills the insects without injuring the goods. Among the herbs which receive this treatment are capsicum, black pepper, mustard, powdered sage, flaxseed, ground flaxseed, quince seed, celery seed, coriander seed, powdered ginger, powdered nux vomica, anise seed, caraway seed, powdered orris, powdered rhubarb, rhubarb fingers, and fenugreek. I always make a note on my calendar, and do the chloroforming regularly on the 15th of each month. Thus I am sure of never forgetting it.

Pulp as a Filtering Agent.

Have you ever tried to filter such liquids as wine of colchicum seed, Fowler's solution, neutralizing cordial, etc., with discouraging results? Try this: Reduce some filter paper to a pulp by agitating it in a wide-mouth bottle with liquor potassae. Filter this mixture through a pledget of cotton placed in the neck of a funnel. Wash the residue with water until the filtrate is neutral or nearly so. Then filter your preparation through the remaining pulp. You will find this a very satisfactory filtering agent.

A. H. Bosworth.

A Percolating Suggestion.

For regulating the flow of a percolate the handiest instrument I have seen is an air valve from a bicycle tire. The kind with a metal stem is the best. Remove the interior spring and valve, pass through a perforated cork to fit the percolator, and a slight turn of the cap will regulate the flow to a nicety, or will stop it entirely. It is a convenience that in most places is to be had for the trouble of saving the old valves.

A. H. Bosworth.

"Chocolate Mint Sundae."

Here is a new one on me. The other day a woman called for a chocolate sundae with a few drops of essence of peppermint in it, and I prepared it for her. I tried one myself for luck, and, say, I was surprised! I have added it to our list of flavors and call it "Chocolate Mint Sundae." "It touches the spot."

P. I. Minton.

Keeping Rubber Sundries.

We are all familiar with the tendency of rubber goods to deteriorate. A good way to keep rubber nipples, bottles, and rubber sundries of small size is to place them in a glass jar having a ground glass stopper. This container is nearly air-tight and will keep the articles in good condition for a long time.

Chas. W. Timmons.

It's always a surprise to those who nurse their woes how soon they grow up.

THE Keeley Cure

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WHOLESALE DRUG PRICE CURRENT

Advances

Aceticum	60	5	Acidum	175	85
Benzoinum, Ger.	70	75	Cubebae	1	35
Boracic	26	17	Evechthitos	1	00
Carbolicum	65	20	Erigeron	1	40
Citricum	30	5	Gaultheria	2	50
Hydrochlor	30	5	Gaultheria	2	50
Nitrosum	14	15	Gaultheria	2	50
Oxalicum	14	15	Gaultheria	2	50
Phosphoricum, dil.	44	47	Gaultheria	2	50
Salicylicum	14	47	Gaultheria	2	50
Sulphuricum	14	47	Gaultheria	2	50
Tannicum	38	40	Gaultheria	2	50
Tartaricum	38	40	Gaultheria	2	50
Aqua, 18 deg.	4	6	Gaultheria	2	50
Aqua, 20 deg.	4	6	Gaultheria	2	50
Carbonas	12	15	Gaultheria	2	50
Chloridum	12	15	Gaultheria	2	50
Black	2	25	Gaultheria	2	50
Brown	30	100	Gaultheria	2	50
Red	45	50	Gaultheria	2	50
Yellow	2	50	Gaultheria	2	50
Cubebae	22	25	Gaultheria	2	50
Juniperus	8	10	Gaultheria	2	50
Xanthoxylum	30	35	Gaultheria	2	50
Copaiba	80	90	Gaultheria	2	50
Peru	3	00	Gaultheria	2	50
Terabin, Canada	60	65	Gaultheria	2	50
Tolutan	40	45	Gaultheria	2	50
Abies, Canadian	18	18	Gaultheria	2	50
Cassia	20	20	Gaultheria	2	50
Cinchona Flava	18	18	Gaultheria	2	50
Buonymus atro.	60	60	Gaultheria	2	50
Myrica Cerifera	20	20	Gaultheria	2	50
Prunus Virgin.	15	15	Gaultheria	2	50
Quillaia, gr'd	12	12	Gaultheria	2	50
Sassafras, po 25	24	24	Gaultheria	2	50
Ulmus	36	36	Gaultheria	2	50
Glycyrrhiza Gla.	24	80	Gaultheria	2	50
Glycyrrhiza, po.	23	80	Gaultheria	2	50
Haematox	11	12	Gaultheria	2	50
Haematox, 1s	13	14	Gaultheria	2	50
Haematox, 1/2s	14	15	Gaultheria	2	50
Haematox, 1/4s	16	17	Gaultheria	2	50
Carbonate Precip.	15	15	Gaultheria	2	50
Citrate and Quina	2	00	Gaultheria	2	50
Citrate Soluble	55	55	Gaultheria	2	50
Ferrocyandide S	40	40	Gaultheria	2	50
Solut. Chloride	15	15	Gaultheria	2	50
Sulphate, com'l.	2	2	Gaultheria	2	50
Sulphate, com'l, by	70	70	Gaultheria	2	50
bbl. per cwt.	7	7	Gaultheria	2	50
Sulphate, pure	7	7	Gaultheria	2	50
Arnica	15	18	Gaultheria	2	50
Anthemis	40	40	Gaultheria	2	50
Matricaria	30	35	Gaultheria	2	50
Barosma	40	45	Gaultheria	2	50
Cassia Acutifol.	15	20	Gaultheria	2	50
Tinnoevly	25	30	Gaultheria	2	50
Cassia, Acutifol.	15	20	Gaultheria	2	50
Salvia officinalis	18	20	Gaultheria	2	50
Uva Ursi	8	10	Gaultheria	2	50
Acacia, 1st pkd.	45	45	Gaultheria	2	50
Acacia, 2nd pkd.	45	45	Gaultheria	2	50
Acacia, 3rd pkd.	45	45	Gaultheria	2	50
Acacia, sifted sts.	45	45	Gaultheria	2	50
Acacia, po.	45	45	Gaultheria	2	50
Aloe Barb.	22	25	Gaultheria	2	50
Aloe, Cape	25	25	Gaultheria	2	50
Aloe, Socotri	25	25	Gaultheria	2	50
Ammoniac	55	60	Gaultheria	2	50
Asafoetida	35	40	Gaultheria	2	50
Benzoinum	50	55	Gaultheria	2	50
Catechu, 1s	14	14	Gaultheria	2	50
Catechu, 1/2s	14	14	Gaultheria	2	50
Catechu, 1/4s	14	14	Gaultheria	2	50
Comphorae	1	25	Gaultheria	2	50
Euphorbium	1	25	Gaultheria	2	50
Galbanum	1	25	Gaultheria	2	50
Gamboge, po.	1	25	Gaultheria	2	50
Gualacum, po 85	1	25	Gaultheria	2	50
Kino, po 45c	1	25	Gaultheria	2	50
Mastic	1	25	Gaultheria	2	50
Myrrh, po 50	1	25	Gaultheria	2	50
Opium	7	50	Gaultheria	2	50
Shallac, bleached	60	60	Gaultheria	2	50
Tragacanth	70	70	Gaultheria	2	50
Abanthium	4	50	Gaultheria	2	50
Eupatorium oz pk	4	50	Gaultheria	2	50
Lobelia, oz pk	4	50	Gaultheria	2	50
Majorum, oz pk	4	50	Gaultheria	2	50
Mentha Pip. oz pk	4	50	Gaultheria	2	50
Mentha Ver. oz pk	4	50	Gaultheria	2	50
Rue, oz pk	4	50	Gaultheria	2	50
Tanacetum, V.	4	50	Gaultheria	2	50
Thymus V. oz pk	4	50	Gaultheria	2	50
Calcined, Pat.	55	60	Gaultheria	2	50
Carbonate, Pat.	18	20	Gaultheria	2	50
Carbonate, K-M.	18	20	Gaultheria	2	50
Carbonate	18	20	Gaultheria	2	50
Abanthium	4	90	Gaultheria	2	50
Amygdalae, Dulc.	75	85	Gaultheria	2	50
Amygdalae, Ama	8	90	Gaultheria	2	50
Anisi	1	60	Gaultheria	2	50
Aurant Cortex	1	75	Gaultheria	2	50
Bergamit	4	50	Gaultheria	2	50
Caffputi	4	50	Gaultheria	2	50
Caryophylli	1	60	Gaultheria	2	50
Cedar	1	60	Gaultheria	2	50
Chenopadi	3	75	Gaultheria	2	50
Cinnamoni	1	85	Gaultheria	2	50
Citronella	1	85	Gaultheria	2	50
Citronella	1	85	Gaultheria	2	50

Liquor Arsen et	12	14	Rubia Tinctorum	12	14
Hydrarg Iod	25	25	Saccharum La's.	22	25
Liq Potass Arsinit	10	12	Salacin	4	50
Magnesia, Sulph.	2	3	Sanguis Drac's.	40	50
Magnesia, Sulph bbl	45	50	Sapo, W	13	16
Mentha S F	2	30	Sapo, M	10	12
Menthol	2	30	Sapo, G	10	12
Morphia, SF&W	3	50	Sedlitz Mixture	20	22
Morphia, SNYQ	3	50	Sinapis	18	18
Morphia, Mal.	3	50	Sinapis, opt	30	30
Moschus Canton.	4	40	Snuff, Maccaboy,	51	51
Myristica, No. 1	25	30	DeVoes	51	51
Nux Vomica po 15	10	10	Snuff, S'h DeVoes	51	51
Os Sepia	25	28	Soda, Boras	9	11
Pepsin Saac, H &	2	2	Soda, Boras, po.	9	11
P D Co	2	00	Soda et Pot's Tart	25	28
Picis Liq N N 1/2	2	00	Soda, Carb	14	14
gal doz	2	00	Soda, Bi-Carb	3	5
Picis Liq qts	2	00	Soda, Ash	3	4
Picis Liq pints	2	00	Soda, Sulphas	3	4
Pil Hydrarg po 80	2	50	Spts, Cologne	2	2
Piper Nigra po 22	2	18	Spts, Ether Co.	50	55
Pix Burgum	2	30	Spts, Myrcia Dom	2	00
Plumbi Acet	12	15	Spts, Vini Rect bbl	2	00
Pulvis Ip'c et Opil	1	30	Spts, Vini Rect 1/2 b	2	00
Pyrethrum, bxs H	1	00	Spts, Vini Rect 10 gl	2	00
& P D Co. doz	75	75	Spts, Vini Rect 5 gal	2	00
Pyrethrum, pv	20	25	Strychnia, Cryst'l	1	05
Quassia	8	10	Sulphur Subl	2	3
Quina, S P & W	20	30	Sulphur, Roll	2	3
Quina, S Ger	20	30	Tamarinds	8	10
Quina, N Y	20	30	Terebenth Venice	28	30
			Theobromae	65	70

Drugs

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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	1	2
A	ARCTIC AMMONIA	OYSTERS
Ammonia	12 oz. ovals 2 doz. box...75	Cove, 1lb.@1 05
Axle Grease	1lb. wood boxes, 4 dz. 3 00	Cove, 2lb.@1 85
	1lb. tin boxes, 3 doz. 2 35	Cove, 1lb. Oval@1 20
B	3 1/2 lb. tin boxes, 2 dz. 4 25	Plums
Baked Beans	10lb. pails, per doz...6 00	Marrowfat
Bath Brick	15lb. pails, per doz...7 20	Early June1 25@1 60
Bluing	25lb. pails, per doz...12 00	Early June Sifted 1 35@1 65
Brooms	BAKED BEANS	Peas
Brushes	1lb. can, per doz...90	Yellow@1 15
Butter Color	2lb. can, per doz...1 40	Early June1 75@2 25
	3lb. can, per doz...1 80	Pineapple
C	BATH BRICK	Grated@2 50
Candles	American75	Sliced@2 40
Canned Goods	English85	Pumpkin
Carbon Oils	BLUING	Fair80
Catsup	Arctic	Good90
Cereals	6 oz. ovals 3 doz. box \$ 40	Fancy1 00
Cheese	16 oz. round 2 doz. box 75	Gallon2 60
Chewing Gum	Sawyer's Pepper Box	Raspberries
Chiliory	Per Gross	Standard @
Chocolate	No. 3, 3 doz. wood bxs 4 00	Russian Caviar
Clothes Lines	No. 5, 3 doz. wood bxs 7 00	1/4 lb. cans3 75
Cocoa	BROOMS	1/2 lb. cans7 00
Cocoa Nut	No. 1 Carpet2 75	1lb. cans12 00
Cocoa Shells	No. 2 Carpet2 35	Salmon
Coffee	No. 3 Carpet2 15	Col'a River, talls 1 80@2 00
Confections	No. 4 Carpet1 75	Col'a River flats 2 10@2 20
Crackers	Parlor Gem2 40	Red Alaska1 25@1 35
Cream Tartar	Common Whisk90	Pink Alaska@1 00
	Fancy Whisk1 25	Sardines
D	Warehouse4 00	Domestic 1/4s3 1/2@3 3/4
Dried Fruits	BRUSHES	Domestic, Must'd 6 @ 9
	Scrub	California, 1/4s@14
Farinaceous Goods	Solid Back 8 in.75	California, 1/2s@24
Fish and Oysters	Solid Back, 11 in.85	French, 1/4s@14
Fishing Tackle	Pointed Ends85	French, 1/2s@18
Flavoring Extracts	Stove	Shrimps
Fresh Meats	No. 290	Standard20@1 40
	No. 31 25	Succotash
	No. 41 75	Fair85
G	Shoe	Good1 00
Gelatine	No. 81 00	Fancy1 25@1 40
Grain Bags	No. 71 30	Strawberries
Grains and Flour	No. 41 70	Standard1 10
	No. 31 90	Fancy1 40@2 00
H	BUTTER COLOR	Tomatoes
Herbs	W. R. & Co.'s, 15c size.1 25	Fair@1 10
Hides and Pelts	W. R. & Co.'s, 25c size.2 00	Good@1 20
I	CANDLES	Fancy@1 40
Jelly	Paraffine, 6s10	Gallons@3 75
	Paraffine, 12s10	CARBON OILS
L	Wicking20	Barrels
Licorice	CANNED GOODS	Perfection@10 1/2
	Apples	Water White@10
M	8lb. Standards1 00	D. S. Gasoline@17
Matches	Gallon3 00	Gas Machine@24
Meat Extracts	Blackberries	Deodor'd Nap'a.@14 1/2
Mince Meat	2lb.90@1 75	Cylinder@29
Molasses	Standards gallons@5 50	Engine@22
Mustard	Beans	Black, winter8 1/4@10
	Baked80@1 30	CEREALS
N	Red Kidney85@95	Breakfast Foods
Nuts	String70@1 15	Bordeau Flakes, 36 1lb. 2 50
	Wax75@1 25	Cream of Wheat, 36 2lb. 4 50
O	Blueberries	Egg-O-See, 36 pkgs. 2 85
Olives	Standard@1 45	Evellio Flakes, 36 lb. 4 50
	Gallon@7 50	Excellor, large pkgs. 4 50
P	Brook Trout	Force, 36 2 lb.4 50
Pipes	2lb. cans, spiced... 1 90	Malta Ceres, 24 1lb.2 40
Pickles	Clams	Malta Vita, 36 1lb.2 85
Playing Cards	Little Neck, 1lb. 1 00@1 25	Mapl-Flake, 36 1lb.4 05
Potash	Little Neck, 2lb.@1 50	Pillsbury's Vitos, 3 dz. 4 25
Provisions	Clam Bouillon	Ralston, 36 2lb.4 50
	Burnham's 1/4 pt.1 90	Sunlight Flakes, 36 1lb. 2 85
R	Burnham's pts.3 60	Sunlight Flakes, 20 lbs 4 00
Rice	Burnham's qts.7 20	Vigor, 36 pkgs.2 75
	Cherries	Voigt Cream Flakes4 50
	Red Standards .1 30@1 50	Zest, 36 small pkgs.2 75
	White1 50	Crackers
S	Corn	One case2 50
Salad Dressing	Fair60@75	Five cases2 40
Saleratus	Good85@90	One-half case free with
Salt Soda	Fancy1 10	5 1/2 cases.
Salt	French Peas	One-fourth case free with
Salt Fish	Sur Extra Fine22	2 1/2 cases.
Seeds	Extra Fine19	Freight allowed
Shoe Blacking	Fine15	Roll'd Cts
Snuff	Moyen11	Roll'd Avenna bbl.5 60
Soap	Gooseberries	Steel Cut, 100 lb. sks. 2 80
Soda	Standard90	Monarch, bbl.5 35
Soups	Hominy	Monarch, 90 lb. sacks 2 55
Spices	Standard85	Quaker, 20-51 55
Starch	Lobster	Quaker, 20-54 20
Syrups	1/2 lb.2 25	Cracked Wheat
T	1 lb.4 25	24 2 lb. packages3 1/2
Tea	Picnic Tails2 75	CATSUP
Tobacco	Mackerel	Columbia 25 pts.4 50
Twine	Mustard, 1lb.1 80	Columbia, 25 1/2 pts.2 60
	Mustard, 2lb.2 30	Snider's quarts3 25
V	Soured, 1 1/2 lb.1 80	Snider's pints2 25
Vinegar	Soured, 2lb.1 30	Snider's 1/2 pints1 30
	Tomato, 1lb.1 30	CHEESE
Wrapping Paper	Tomato, 2lb.2 80	Acme@14
	Mushrooms	Climax@13 1/2
Yeast Cake	Hotels19@20	Elsie@13
	Buttons24@25	

3

Emblem	@14 1/2
Gem	@14
Ideal	@14
Jersey	@14
Riverside	@14
Springdale	@13
Warner's	@14 1/2
Brick	@15
Linden	@15
Limburger	@15
Pineapple	@40
Sap Sago	@22
Swiss, domestic	@16
Swiss, imported	@20
CHEWING GUM	
American Flag Spruce	50
Beeman's Pepsin	55
Adams Pepsin	55
Best Pepsin	45
Best Pepsin, 5 boxes	2 00
Black Jack	55
Largest Gum Made	55
Sen Sen	55
Sen Sen Breath Perf	1 00
Sugar Loaf	55
Yucatan	55
CHICORY	
Bulk	
Red	
Eagle	
Frank's	
Schener's	
CHOCOLATE	
Walter Baker & Co.'s	
German Sweet	24
Premium	33
Caracas	31
Walter M. Lowney Co.	
Premium, 1/4s	33
Premium, 1/2s	33
COCOA	
Baker's	
Cleveland	41
Colonial, 1/4s	35
Colonial, 1/2s	33
Epps	42
Huyler	45
Lowney 1/4s	41
Lowney, 1/2s	40
Lowney, 1s	39
Van Houten, 1/4s	12
Van Houten, 1/2s	20
Van Houten, 1s	40
Webb	39
Wilbur, 1/4s	39
Wilbur, 1/2s	40
COCOA SHELLS	
20lb. bags	2 1/2
Less quantity	3
Pound packages	4
COFFEE	
Rio	
Common	13 1/2
Fair	14 1/2
Choice	16 1/2
Fancy	20
Santos	
Common	13 1/2
Fair	14 1/2
Choice	16 1/2
Fancy	19
Peaberry	
Maracaibo	
Fair	16
Choice	19
Mexican	
Choice	16 1/2
Fancy	19
Guatemala	
Choice	15
Java	
African	12
Fancy African	17
O. G.	25
P. G.	31
Mocha	
Arabian	21
Package	
New York Basis	
Arbuckle	16 00
Dilworth	14 75
Jersey	15 00
Lion	14 50
McLaughlin's XXXX	
McLaughlin's XXXX sold	
to retailers only. Mail all	
orders direct to W. F.	
McLaughlin & Co., Chicag-	
o.	
Extract	
Holland, 1/4 gro boxes	95
Felix, 1/2 gross	1 15
Hummel's foil, 1/2 gro.	85
Hummel's tin, 1/2 gro.	1 43
CRACKERS	
National Biscuit Company	
Brand	
Butter	
Seymour, Round	6
N. B. C., Square	6
Soda	
N. B. C. Soda	6
Select Soda	8
Saratoga Flakes	13
Zipphette	13
Oyster	
N. B. C., Round	6
Gem	06
Faust, Shell	7 1/2
Sweet Goods	
Boxes and cans	
Animals	10
Atlantic, Assorted	10
Brittle	11
Cartwheels	8
Currant Fruit Biscuit	10

4

Cracknels	16
Coffee Cake, pl. or iced	10
Cocoa Nut Taffy	12
Cocoa Nut Bar	10
Cocoa Nut Drops	12
Cocoa Nut Honey Cake	12
Cocoa Nut Hon. Fingers	12
Cocoa Nut Macaroons	18
Dandelion	10
Dixie Cookie	9
Frosted Cream	8
Frosted Honey Cake	12
Fluted Cocoa Nut	10
Fruit Tarts	12
Ginger Gems	8
Graham Crackers	8
Ginger Nuts	10
Ginger Snaps, N. B. C.	7
Hippodrome	10
Honey Cake, N. B. C.	12
Honey Fingers, As. Ice	12
Honey Jumbles	12
Household Cookies	8
Household Cookies Iced	8
Iced Honey Crumpets	10
Imperial	8
Iced Honey Flake	12 1/2
Iced Honey Jumbles	12
Island Picnic	11
Jersey Lunch	8
Kream Klips	20
Lem Yem	11
Lemon Gems	10
Lemon Biscuit, Square	8
Lemon Wafer	16
Lemon Cookie	8
Mary Ann	11
Marshmallow Walnuts	16
Mariner	11
Molasses Cakes	11
Mohican	11 1/2
Mixed Picnic	11 1/2
Nabob Jumble	14
Newton	12
Nic Nacs	8
Oatmeal Crackers	8
Orange Gems	8
Oval Sugar Cakes	8
Penny Cakes, Assorted	8
Pretzels, Hand Md.	8
Pretzellettes, Hand Md.	8
Pretzellettes, Mac. Md.	7 1/2
Raisin Cookies	14
Revere, Assorted	14
Rube	10
Scotch Style Cookies	10
Snow Creams	16
Sugar Fingers	12
Sugar Gems	08
Sultana Fruit Biscuit	16
Spiced Gingers	9
Spiced Gingers Iced	10
Sugar Cakes	8
Sugar Squares, large or	8
small	8
Superba	8
Sponge Lady Fingers	25
Sugar Crimp	8
Vanilla Wafers	16
Waverly	8
Zanzibar	9
In-er Seal Goods	
Per doz.	
Albert Biscuit	1 00
Animals	1 00
Butter Thin Biscuit	1 00
Butter Wafers	1 00
Cheese Sandwich	1 00
Cocoa Nut Dainties	1 00
Faust Oyster	1 00
Fig Newton	1 00
Five O'clock Tea	1 00
Frotana	1 00
Ginger Snaps, N. B. C.	1 00
Graham Crackers	1 00
Lemon Snap	50
Oatmeal Crackers	1 00
Oysterettes	50
Old Time Sugar Cook.	1 00
Pretzellettes, Hd Md.	1 00
Royal Toast	1 00
Saltine	1 00
Saratoga Flakes	1 50
Social Tea Biscuit	1 00
Soda, N. B. C.	1 00
Soda, Select	1 00
Sultana Fruit Biscuit	1 50
Unedda Biscuit	50
Unedda Jinger Wayfar	1 00
Unedda Milk Biscuit	1 00
Vanilla Wafers	1 00
Water Thin	1 00
Zu Zu Ginger Snaps	50
Zwieback	1 00
CREAM TARTAR	
Barrels or drums	29
Boxes	30
Square cans	32
Fancy caddies	35
DRIED FRUITS	
Sundried Apples	@ 7
Evaporated	8 1/2 @ 9
Apricots	
California	18@20
California Prunes	
100-125 25lb. boxes	@ 4 1/2
90-100 25lb. boxes	@ 4 1/2
80-90 25lb. boxes	@ 5 1/2
70-80 25lb. boxes	@ 6 1/2
60-70 25lb. boxes	@ 7 1/2
50-60 25lb. boxes	@ 8
40-50 25lb. boxes	@ 8 1/2
30-40 25lb. boxes	@ 9 1/2
1/4 less in 50lb. cases	
Citron	
Corsican	@ 18
Currents	
Imp'd 1 lb. pkg.	@ 9 1/2
Imported bulk	@ 9 1/2
Peel	
Lemon American	14
Orange American	15

5

Raisins	
London Layers, 3 cr	
London Layers, 4 cr	
Cluster, 5 crown	
Loose Muscatels, 2 cr	
Loose Muscatels, 3 cr	
Loose Muscatels, 4 cr 10	
Loose Muscatels, 4 cr 10	
L. M. Seeded 1lb. 12 1/2 @ 13 1/2	
Sultanas, bulk	
Sultanas, package	@ 10 1/2
FARINACEOUS GOODS	
Beans	
Dried Lima	6 1/2
Med. Hd. Pkd.	2 00
Brown Holland	2 20
Farina	
24 1lb. packages	1 75
Bulk, per 100 lbs.	8 00
Hominy	
Flake, 50lb. sack	1 00
Pearl, 200lb. sack	3 70
Pearl, 100lb. sack	1 85
Maccaroni and Vermicelli	
Domestic, 10lb. box	60
Imported, 25lb. box	2 50
Pearl Barley	
Common	3 50
Chester	3 50
Empire	3 75
Peas	
Green, Wisconsin, bu.	2 15
Green, Scotch, bu.	2 25
Split, lb.	04
Sago	
East India	7
German, sacks	7
German, broken pkg.	
Taploca	
Flake, 110 lb. sacks	7 1/2
Pearl, 130 lb. sacks	7 1/2
Pearl, 24 lb. pkgs.	7 1/2
FLAVORING EXTRACTS	
Foot & Jenks	
Coleman's Van. Lem.	
2 oz. Panel	1 20 75
3 oz. Taper	2 00 1 60
No. 4 Rich. Blake	2 00 1 50
Jennings D. C. Brand.	
Terpeneless Ext. Lemon	
Doz.	
No. 2 Panel	1 75
No. 4 Panel	1 50
No. 6 Panel	2 00
Taper Panel	2 00
2 oz. Full Meas.	85
2 oz. Full Meas.	1 60
4 oz. Full Meas.	3 00
No. 2 Assorted Flavors	1 00
GRAIN BAGS	
Amoskeag, 100 in bale 19	
Amoskeag, less than 19 1/2	
GRAINS AND FLOUR	
Wheat	
New No. 1 White	87
New No. 2 Red	88
Winter Wheat Flour	
Local Brands	
Patents	5 85

6	7	8	9	10	11
Meal Bolted 3 00 Golden Granulated 3 15 St. Car Feed screened 26 00 No 1 Corn and Oats 26 00 Corn, cracked 24 50 Corn meal, coarse 24 50 Winter Wheat Bran 23 00 Winter Wheat Mid'ng 25 00 Cow Feed 24 00 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 25 Senna Leaves 25 HORSE RADISH Per doz. 90 JELLY 15 lb. pails, per doz. 2 10 15 lb. pails, per pail 45 30 lb. pails, per pail 82 LICORICE Pure 80 Calabria 23 Sicily 14 Root 11 MATCHES C. D. Crittenden Co. Noiseless Tip 4 50@4 75 MEAT EXTRACTS Armour's, 2 oz. 4 45 Armour's, 4 oz. 8 20 Liebig's Chicago, 2 oz. 2 25 Liebig's Chicago, 4 oz. 4 50 Liebig's Imported, 2 oz. 4 50 Liebig's Imported, 4 oz. 8 50 MOLASSES New Orleans Fancy Open Kettle 40 Choice 35 Fair 26 Good 22 Half barrels 2c extra MINCE MEAT Per case 2 90 MUSTARD Horse Radish, 1 dz. 1 75 Horse Radish, 2 dz. 3 50 OLIVES Bulk, 1 gal. kegs 1 65 Bulk, 2 gal. kegs 1 60 Bulk, 5 gal. kegs 1 55 Manzanilla, 3 oz. 90 Queen, pints 2 50 Queen, 19 oz. 4 50 Queen, 28 oz. 7 00 Stuffed, 5 oz. 90 Stuffed, 3 oz. 1 45 Stuffed, 10 oz. 2 40 POTASH 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. 15, Steamboat 85 No. 15, Rival, assorted 1 25 No. 20, Rover enameled 1 50 No. 672, Special 1 75 No. 98 Golf, satin finish 2 00 No. 808 Bicycle 2 00 No. 623 Tourist whist. 2 25 POTASH 48 cans in case 4 00 Penna Salt Co.'s 3 00 PROVISIONS Barreled Pork Mess 18 00 Clear Back 18 00 Short Cut 17 50 Short Cut Clear 17 50 Bean 16 00 Brisket, Clear 19 00 Pig 20 00 Clear Family 16 00 Dry Salt Meats S P Bellies 13 Bellies 11 Extra Shorts 11 Smoked Meats Hams, 12 lb. average 13 1/2 Hams, 14 lb. average 13 1/2 Hams, 16 lb. average 13 1/2 Hams, 18 lb. average 13 1/2 Skinned Hams 13 1/2 Ham, dried beef sets 15 California Hams 9 1/2 Picnic Boiled Hams 15 Boiled Ham 21 Berlin Ham, pressed 8 1/2 Mince Ham 9 Lard Compound 9 Pure in tierces 9 1/2 50 lb. tubs advance 1/2 50 lb. tubs advance 1/2 50 lb. tins advance 1/2 10 lb. pails advance 1/2 5 lb. pails advance 1/2 8 lb. pails advance 1	Sausages Bologna 5 1/2 Liver 6 1/2 Frankfort 8 Pork 8 Veal 7 Tongue 7 Headcheese 7 Beef Extra Mess 9 75 Boneless 11 25 Rump, new 11 25 Pig's Feet 1/2 bbls. 1 10 3/4 bbls., 40 lbs. 1 85 1/2 bbls. 3 25 1 bbl. 7 75 Tripe Kits, 15 lbs. 70 3/4 bbls., 40 lbs. 1 50 3/4 bbls., 80 lbs. 3 00 Casings Hogs, per lb. 28 Beef, rounds, set 16 Beef middles, set 45 Sheep, per bundle 70 Uncolored Butterine Solid dairy 10 @12 Country Rolls 10 1/2 @16 1/2 Canned Meats Corned beef, 2 lb. 2 40 Corned beef, 1 lb. 1 35 Roast beef, 2 lb. 2 40 Roast beef, 1 lb. 1 30 Potted ham, 1/2 45 Potted ham, 1/4 85 Deviled ham, 1/2 45 Deviled ham, 1/4 85 Potted tongue, 1/2 45 Potted tongue, 1/4 85 RICE Fancy 7 @ 1/2 Japan 5 @ 6 1/2 Broken 3 @ 3 1/2 SALAD DRESSING Columbia, 1/2 pint 2 25 Columbia, 1 pint 4 00 Durkee's, large, 1 doz. 4 50 Durkee's, small, 2 doz. 5 25 Snider's, large, 1 doz. 2 35 Snider's, small, 2 doz. 1 35 SALERATUS Packed 60 lbs. in box. Arm and Hammer 3 15 Deland's 3 00 Dwight's Cow 3 15 Emblem 2 10 L. P. 3 00 Wyandotte, 100 1/4 3 00 SAL SODA Granulated, bbls. 85 Granulated, 100lb. cs. 1 00 Lump, bbls. 80 Lump, 145lb. kegs 95 SALT Common Grades 100 3 lb. sacks 2 10 60 5 lb. sacks 2 00 28 10 1/2 lb. sacks 1 90 56 lb. sacks 30 28 lb. sacks 15 Warsaw 56 lb. dairy in drill bags 40 28 lb. dairy in drill bags 20 Solar Rock 56lb. sacks 24 Common Granulated, fine 80 Medium, fine 85 SALT FISH Cod Large whole @ 7 Small whole @ 6 1/2 Strips or bricks 7 1/2 @10 1/2 Peelock @ 5 Halibut Strips 13 Chunks 13 1/2 Holland Herring White Hoop, bbls. 11 00 White Hoop, 1/2 bbls. 6 00 White Hoop, keg 65 @ 75 White Hoop mchs. 80 Norwegian 8 75 Round, 100lbs. 1 75 Round, 40lbs. 1 75 Scaled 12 Trout No. 1, 100lbs. 7 50 No. 1, 40lbs. 3 25 No. 1, 10lbs. 90 No. 1, 8lbs. 75 Mackerel Mess, 100lbs. 14 00 Mess, 40lbs. 5 60 Mess, 10lbs. 1 65 Mess, 8lbs. 1 36 No. 1, 100lbs. 14 00 No. 1, 4 lbs. 5 60 No. 1, 10 lbs. 1 65 No. 1, 8 lbs. 1 36 Whitefish No. 1, No. 2 Fam 4 50 100lb. 9 75 50lb. 5 25 10lb. 1 12 8lb. 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. 2 50 Handy Box, small 1 25 Bixby's Royal Polish 85 Miller's Crown Polish 85	SNUFF Scotch, in bladders 37 Maccaboy, in jars 35 French Rapple in jars. 43 SOAP J. S. Kirk & Co. American Family 4 00 Dusky Diamond, 50 8 oz 2 80 Dusky Dnd, 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 Marseilles, 100 cakes 6 00 Marseilles, 100 cakes 5c 4 00 Marseilles, 100 ck toilet 4 00 A. B. Whisley Good Cheer 4 00 Old Country 3 40 Soap Powders Lautz Bros. & Co. Snow Boy 4 00 Gold Dust, 24 large. 4 50 Gold Dust, 100-5c. 4 00 Kirkoline, 24 4lb. 3 80 Pearline 3 75 Soapine 4 10 Babbitt's 1776 3 75 Roseine 3 50 Armour's 3 70 Wisdom 3 80 Soap Compounds Johnson's Fine 5 10 Johnson's XXX 4 25 Nine O'clock 3 35 Rub-No-More 2 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, 105-10 35 Nutmegs, 115-20 30 Pepper, Singapore, blk. 15 Pepper, Singap. white. 25 Pepper, shot 17 Pure Ground in Bulk Allspice 16 Cassia, Batavia 28 Cassia, Canton 55 Cloves, Zanzibar 24 Ginger, African 15 Ginger, Cochlin 18 Ginger, Jamaica 25 Mace 65 Mustard 18 Pepper, Singapore, blk. 17 Pepper, Singap. white. 28 Pepper, Cayenne 20 Sage 20 STARCH Common Gloss 4 @5 1lb. packages 4 @5 3lb. packages 5 1/2 6lb. packages 5 1/2 40 and 50lb. boxes 3 1/2 @3 1/2 Barrels 3 1/2 Common Corn 20lb. packages 5 40lb. packages 4 1/2 @7 SYRUPS Corn Barrels 27 Half Barrels 29 20lb. cans 1/2 dz. in cs 1 90 10lb. cans 1/2 dz. in cs. 1 85 5lb. cans 2 dz. in cs. 1 95 2 1/2 lb. cans 2 dz. in cs 2 00 Pure Cane Fair 16 Good 20 Choice 25 TEA Japan Sndried, medium 24 Sundried, choice 32 Sundried, fancy 36 Regular, medium 24 Regular, choice 32 Regular, fancy 36 Basket-fired, medium 31 Basket-fired, choice 33 Basket-fired, fancy 43 Nibs 22 @24 Siftings 9 @11 Fannings 12 @14	Gunpowder Moyune, medium 30 Moyune, choice 32 Moyune, fancy 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 72 Fancy 42 TOBACCO Fine Cut Cadillac 54 Sweet Loma 34 Hiawatha, 5lb. pails 55 Telegram 30 Pay Car 33 Prairie Rose 49 Protection 40 Sweet Burley 44 Tiger 40 Plug Red Cross 31 Palo 35 Hiawatha 41 Kyro 35 Battle Ax 37 American Eagle 33 Standard Navy 37 Spear Head, 7 oz. 47 Spear Head, 14 1/2 oz. 44 Nobby Twist 55 Jolly Tar 39 Old Honesty 43 Tody 34 J. T. 38 Hunt Fieldstick 68 Boot Jack 40 Honey Dip Twist 40 Black Standard 40 Cadillac 40 Forge 34 Nickel Twist 32 Mill 32 Great Navy 36 Smoking Sweet Core 31 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 Peerless, 3 1/2 oz. 35 Peerless, 1 1/2 oz. 35 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 Roval 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 12 Pure Cider, Robinson 12 Pure Cider, Silver 13 1/2 WICKING No. 0 per gross 30 No. 1 per gross 40 No. 2 per gross 50 No. 3 per gross 75 WOODENWARE Baskets Bushels, wide 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 45 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, au red, brass 1 25 Paper, Eureka 2 25 Fibre 2 70 Toothpicks Hardwood 2 50 Softwood 2 75 Banquet 1 50 Ideal 1 50 Traps Mouse, wood, 2 holes. 22 Mouse, wood, 4 holes. 45 Mouse, wood, 6 holes. 70 Mouse, tin, 5 holes. 65 Rat, wood 80 Rat, spring 75 Tubs 20-in. Standard, No. 1 8 75 18-in. Standard, No. 2 7 75 16-in. Standard, No. 3 6 75 18-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. 58 FRESH FISH Per lb. Whitefish, Jumbo 20 Whitefish, No. 1 11 1/2 Trout 11 1/2 Halibut 10 Ciscos or Herring 7 Bluefish 15 Live Lobster 25 Boiled Lobster 25 Cod 10 1/2 Haddock 7 Pickrel 9 Pike 9 1/2 Perch, dressed 8 Smoked, White 12 1/2 Red Snapper 16 Chinook Salmon 16 Mackerel 17 HIDES AND PELTS Hides Green No. 1 8 1/2 Green No. 2 7 1/2 Cured No. 1 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 1/2 Pelts Old Wool 30 Lambs 30 @ 50 Shearlings 25 @ 50 Tallow No. 1 @ 5 No. 2 @ 4 Wool Unwashed, med. @26 Unwashed, fine. @21	CONFECTIONS Stick Candy Pails Standard 8 Standard H H 8 Standard Twist 8 1/2 Cases Jumbo, 32 lb. 8 Extra H H 10 Boston Cream 10 Big stick, 30 lb. case 8 Mixed Candy Grocers 6 1/2 Competition 7 Special 7 1/2 Conserve 8 Royal 8 1/2 Ribbon 10 Broken 8 Cut Loaf 8 1/2 Leader 8 1/2 Kindergarten 10 Bon Ton Cream 9 French Cream 9 1/2 Star 11 Hand Made Cream 15 Premio Cream mixed 13 O F Horehound Drop 10 Fancy-In Pails Gypsy Hearts 14 Coco Bon Bons 12 Fudge Squares 13 Peanut Squares 10 Sugared Peanuts 11 Salted Peanuts 13 Starlight Kisses 11 San Blas Goodies 11 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 12 Old Fashioned Molasses Kisses, 10lb. box 1 20 Orange Jellies 20 Fancy-In 5lb. Boxes Lemon Sours 55 Old Fashioned Hore. 10 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 Cr's. 80 @ 90 Cream Buttons 85 String Rock 60 Wintergreen Berries 60 Old Time Assorted 2 75 Buster Brown Goodies 5 50 Up-to-date Assmt. 3 75 Ten Strike No. 1 6 50 Ten Strike No. 2 6 00 Ten Strike, Summer assortment. 6 75 Scientific Ass't. 18 00 Pop Corn Dandy Smack, 24s 65 Dandy Smack, 100s. 2 75 Pop Corn Fritters, 100s 50 Pop Corn Toast, 100s 50 Cracker Jack 35 Checkers, 5c pkg. case 3 50 Pop Corn Balls, 200s 1 20 Cicero Corn Cakes 60 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 17 Brazil 15 @17 Filberts @13 Cal. No. 1 @13 Walnuts, soft shelled @16 Walnuts, Grenoble. @15 Table nuts, fancy. @15 Pecans, Med. @16 Pecans, ex. large. @18 Pecans, Jumbos @20 Hickory Nuts per bu. Ohio new @ 5 Cocoanuts @ 5 Chestnuts, New York State, per bu. Shelled Spanish Peanuts 9 @10 Pecan Halves @75 Walnut Halves @32 Filbert Meats @27 Alicant Almonds. @42 Jordan Almonds @47 Peanuts Fancy, H. P. Suns 7 1/2 @7 1/2 Fancy, H. P. Suns, Roasted 8 1/2 @8 1/2 Choice, H. P. Jumbo @9 1/2 Choice, H. P. Jumbo Roasted @10 1/2

Special Price Current

AXLE GREASE



Mica, tin boxes...75 9 00
Paragon55 6 00

BAKING POWDER

Royal



10c size 90
1/4 lb. cans 1 35
6oz. cans 1 90
1/2 lb. cans 2 50
3/4 lb. cans 3 75
1 lb. cans 4 80
3 lb. cans 13 00
5 lb. cans 21 50

BLUING



C. P. Bluing

Doz.
Small size, 1 doz. box..40
Large size, 1 doz. box..75

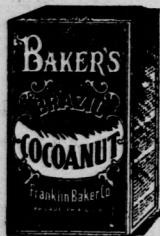
CIGARS



G J Johnson Cigar Co.'s bd.
Less than 50033
500 or more32
1,000 or more31
Worden Grocer Co. brand
Ben Hur
Perfection35
Perfection Extras35
Londres35
Londres Grand35
Standard35
Puritinos35
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
Chucks5 @ 6 1/2
Plates5 @ 5
Livers5 @ 5

Pork

Loins@ 11
Dressed@ 8 1/2
Boston Butts@ 10 1/2
Shoulders@ 9 1/2
Leaf Lard@ 9 1/2
Trimnings@ 8

Mutton

Carcass@ 9 1/2
Lambs@ 14 1/2
Spring Lambs ..

Veal

Carcass6 @ 8 1/2

CLOTHES LINES

Sisal

10ft. 3 thread, extra..1 00
72ft. 3 thread, extra..1 40
90ft. 3 thread, extra..1 70
60ft. 6 thread, extra..1 29
72ft. 6 thread, extra..

Jute

60ft.75
72ft.90
90ft.1 05
120ft.1 50

Cotton Victor

50ft.1 10
60ft.1 35
70ft.1 60

Cotton Windsor

50ft.1 30
60ft.1 44
70ft.1 80
80ft.2 00

Cotton Braided

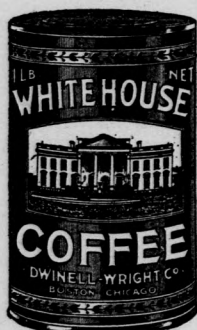
40ft.95
50ft.1 35
60ft.1 65

Galvanized Wire
No. 20, each 100ft. long 1 90
No. 19, each 100ft. long 2 10

COFFEE

Roasted

Dwinell-Wright Co.'s. B'ds.



White House, 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; Fiebach 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 3 in.9
1 3/4 to 3 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

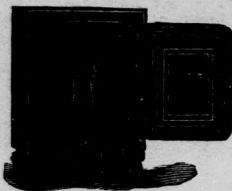
Poles

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—Cash grocery store in south end. Doing a weekly business of \$350. For further particulars address J. W. Trel, care Lemon & Wheeler Co., Grand Rapids, Mich. 55

For Sale—Meat market in south end. Doing good business. Address No. 80, care Michigan Tradesman. 80

For Sale—At big reduction, first-class drug stock located in the center of Jackson, Michigan. Best opportunity possible, as there are no "cut rate" stores here. Will sell with or without fixtures. Jackson is a steam and electric railroad center and surrounded by rich farming lands. Dewey Drug Co., Jackson, Mich. 79

Rare opportunity for physician and pharmacist to work together and make money. Well-established business. If you can send me a customer quick, I will give him good deal and pay \$100 to the man that brings customer. No pay unless sale is made. \$100 cash will be paid soon as deal is closed. No deal—no pay. My health demands my retiring from active care as soon as possible, hence this offer. Geo. W. Bartlett, Albany, Wis. 78

Partner wanted to take active management of hardware, furniture and implement business. Small town 600. Must be experienced and able to invest \$1,000. Must furnish references. For further particulars write No. 76, care Tradesman. 76

For Sale—Restaurant and lunch room. Cheap. Living rooms above. Low rent. P. C. Northouse, Grand Haven, Mich. 75

Commercial Auctioneer. If you wish to close out or reduce your stock, I get the best prices. References given. J. F. Mauterstock, Owosso, Mich. 74

Hotel For Sale—The only first-class hotel in a thriving town of 3,000; three-story brick building, 51 rooms, bar in connection. Doing a prosperous business. Good reason for selling. Address No. 73, care Michigan Tradesman. 73

Pheasants—English Ring Neck and Golden Pheasants at right prices. Have some beautiful specimens of this most beautiful of all birds. Pheasants pay better than poultry. Write me for prices on birds in full plumage. C. P. Buswell, Meriden, Iowa. 72

To Rent—Store, 17x80 feet, at Wayland. Good location for any mercantile line. Address C. H. Ward, Wayland, Mich. 71

For Sale—Bakery and confectionery, with fountain and fixtures. Choice location. Will sell at invoice. Owner desires to leave city. A. Armitage, 664 Quindaro Blvd., Kansas City, Kan. 69

To Exchange—80 acres land in Indiana, for stock hardware, shoes or general merchandise. C. V. Harris, Maple Park, Ill. 68

Rare Opportunity—For Sale, fine grocery, patent medicine and drug sundries business, in one of best trading towns in Michigan. Good business, clean stock. Latest fixtures, best store in town. Best reasons for selling. Bargain. Address P. Y., care Tradesman. 65

Bakeries—I have three bakeries and wish to rent or sell to a bargain. Two are in operation now. Write for particulars. Ed. Nelson, Calumet, Mich. 64

For Sale—Nearly new clothing store fixtures, 3 Georgia pine tables 5x10 ft., 2 Empire revolving coat racks, umbrella case, French plate floor mirror, overcoat forms, window fixtures and counter show cases. Will sell articles separate or in a bunch. For prices and particulars write H. C. Walker, Byron, Mich. 63

For Sale—Clothing stock, clean, up-to-date, in county seat town Central Michigan. Old-established business. One other clothing store. Good reasons for selling. No trades considered. Address No. 62, care Tradesman. 62

Any dry goods man looking for new location should investigate Decatur, Mich. Owing to recent change there will be but two dry goods stores, the least number in years. Live growing town 1,500 population. Good farming country surrounding and fine location for live dry goods man. Address L. D. Hill, Decatur, Mich. 61

For Sale—Store in town of 400 in Central Michigan. Principle stock is shoes, also carry groceries and furnishings. Have the shoe trade of the town. Been established 20 years. Best adapted to practical show repair man of Swedish nationality. Reason for selling, death of proprietor. Buyer must have \$2,000 cash. Address Administrator, care Michigan Tradesman. 60

For Sale—Bazaar stock, invoices better than \$890, at less than 50c on dollar. Address M. L. Blacker, Eaton Rapids, Mich. 58

Wanted—To trade brick store in good location in one of the best towns of 1,500 inhabitants in the state for furniture and undertaking business. Address Box No. 51, Oxford, Mich. 57

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 M. E. Race, Sumner, Mich. 59

For Sale—Small stock of general merchandise. Doing good business in country town. Address Box 145, Williamston, Mich. 52

For Sale—An established prosperous grocery business, with store-building and residence combined. Best location in city of 55,000. Owner wishes to retire on account of health. 1906 business over \$30,000. Stock and fixtures about \$3,000. Store building and residence \$5,000, could be purchased at 1/2 cash, balance secured. Address "B," care Tradesman. 49

For Sale—A clean up-to-date stock of groceries in a town of 1,500 population, with good schools and fine farming country back of it. Good business, invoices about \$1,800. Address No. 48, care Michigan Tradesman. 48

For Sale—A \$6,000 stock of shoes and groceries. Annual cash sales \$32,000. In one of the best cities in Colorado. Address Joe Williamson, Longmont, Colo. 46

Wanted—An opening for stock of general merchandise in good live town where we can do good business. Would want building 24x60, reasonable rent. Address Dealer, care Tradesman. 45

For Sale! For Sale—If sold at once, must be one-half cash, easy terms on balance. 375 acres of the highest class corn and wheat land in Indiana, Shelby County, within one to four miles of six good markets, price \$100. One hundred dollars per acre will produce \$7,500 per year under fair management. One-half of 160 acres of fine promising corn crop with purchase. Address Lock Box 365, Shelbyville, Ind. 44

For Sale—The Star Shoe Store, Port Huron, Mich. stock and good will. Leading shoe store, best located, best established, sales over \$35,000 a year. Will sell for cash and cash only. Stock will invoice about \$4,000; all new and up-to-date styles. Immediate possession given. Reason for selling, owner desires to retire from business. No trades considered. Address W. H. Appenzeller, Port Huron, Mich. 43

For Sale—Wholesale and retail hardware, established 1890, about \$35,000 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. 38

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—Forty acre farm, loaming soil, young orchard, near school and church. Chas. Billinger, Elmdale, Mich. 28

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—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

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 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 Ionia 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—Drug stock and building. Good location. Will give time on part. A. M. Herrington, Freeport, Mich. 34

Wanted—Good location for a good exclusive shoe store, or would sell. Address No. 7, care Tradesman. 7

For Sale—Corner drug store, inventories about \$3,500. Reason, ill health. Box 787, Cheboygan, Mich. 2

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. Schroeder & Stonehouse, Grand Rapids, Mich. 4

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

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

I WANT TO BUY
From 100 to 10,000 pairs of SHOES, new or old style—your entire stock, or part of it.
SPOT CASH
You can have it. I'm ready to come.
PAUL FEYREISEN, 12 State St., Chicago

For Sale—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

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

For Sale—Stock of shoes, dry goods and groceries located in Central Michigan town of 350 population. Living above store. Rent, \$12 per month. Lease runs until May 1, 1908, and can be renewed. Last inventory, \$2,590. Sales during 1905, \$8,640. Good reasons for selling. Address No. 386, care Michigan Tradesman. 386

For Sale—Stock of groceries, boots, shoes, rubber goods, notions and garden seeds. Located in the best fruit belt in Michigan. Invoicing \$3,600. If taken before April 1st, will sell at rare bargain. Must sell on account of other business. Geo. Tucker, Fennville, Mich. 538

Wanted—Two thousand cords bass-wood and poplar excelsior bolts, green or dry. Highest market price paid, cash. Excelsior Wrapper Co., Grand Rapids, Mich. 859

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. 523, care Michigan Tradesman. 523

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—Young dry goods man desiring permanent position; some experience in trimming and card writing; bright, trustworthy, hustler, preferable if speaking Norwegian and German, well recommended by former employer; state as to education, morals, nationality, age, if married, experience, when, where, salary wanted for first year if can take position at once. Address Box 356, Wahpeton, N. D. 67

Salesman wanted to sell our elastic-leather garter. Handsomest and best garter ever made. Sells on sight. Nothing like it on market. Send 50c sample pair and our offer money back if not satisfactory. No dead ones wanted Elastic-Leather Garter Co., Greensboro, N. C. 66

Manager—Competent young man for store; salary \$1,000 per year; investment \$700; permanent position. Address Galbreath, Youngstown, Ohio. 70

SITUATIONS WANTED

Wanted—Position in general store by man with ten years' experience. Best of reference. Address No. 77, care Michigan Tradesman. 77

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.

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.

TRADESMAN ITEMIZED LEDGERS

SIZE—8 1/2 x 14.
THREE COLUMNS.

2 Quires, 160 pages... \$2 00
3 Quires, 240 pages... 2 50
4 Quires, 320 pages... 3 00
5 Quires, 400 pages... 3 50
6 Quires, 480 pages... 4 00

INVOICE RECORD OR BILL BOOK

80 double pages, registers 2,880 invoices... \$2 00

Tradesman Company
Grand Rapids, Mich.

WHERE IS THE MONEY?

Although there is great activity in every line of business, there is an apparent scarcity of money, so that railroad and other corporation shares have never recovered from the crash of last March, and the market generally for all sorts of securities is dull, and even the best classes are not eagerly sought. For instance, M. Edmund de Rothschild, of Paris, when asked why high-grade shares were so greatly depreciated, replied that "it is due to the rise in the price of capital." M. Leroy-Beaulieu, another French authority, answering the same enquiry, said that the depreciation was due to the fact that "the development of industrial enterprises has been too fast for available capital."

In this connection a recent speech by Elliott C. McDougal, President of the New York Bankers' Association, is worth attention: "During the past year I have found it impossible to convince business men that it was high time to curtail. Each said that the outlook in his particular field was for increased rather than for diminished business. Until very recently not one admitted that his judgment dictated any policy of retrenchment. Gentlemen, we can not hold the present pace. We should not hold it, even if we could. If our depositors do not realize this, our unpleasant but perfectly plain duty is to curtail their accommodation lines and force retrenchment. We are in an era of extravagance, both corporate and individual; of extravagance in enterprise and of extravagance in expenditure; extravagance as much beyond precedent as is our feverish business activity. No matter what this country's book profits are, it can not accumulate capital without thrift, and to-day thrift appears to be forgotten. At least a moderate amount of what is popularly known as 'hard times' is the only cure."

All this is interesting, and it is proper criticism upon the times, but it does not explain why there is actually a lack of capital. Never in the history of the world has the production of gold and silver been so enormous. The staple crops, such as cotton and grain, have for a number of years brought good prices, and never before have the banks and the people of these sections been so independent of the East financially. The New York stock market has never recovered from the panic that raged in it last spring, and doubtless the liquidations that have resulted have turned loose a great deal of money. The persistent and bitter attacks on the railroads have depreciated their stocks and reduced their credits to such a degree that several of the greatest companies, the Pennsylvania among them, were forced to go abroad for loans. This brings money to this country.

But the fact remains that everywhere is an apparent lack of capital; that is, of money that can be made at once available to settle balances in business, and none of the wise financiers seem able to explain a simple fact which they have observed. Without undertaking to know more than the world's greatest financiers, it is somewhat remarkable that nobody has taken into consideration the as-

tonishing spread of socialistic doctrines in our public affairs, and which in the public affairs of every great nation has produced an extraordinary conservatism in many holders of capital.

It is not too much to say that in numberless instances money has been withdrawn from circulation and hidden away in private depositories. It has gone into private bank boxes, and into old stockings and the like. This private hoarding has been going on for a year or more, and the steady but quiet disappearance of money from business has finally been noticed by the financiers, who, however, have been able to give no explanation of a condition which ought to demand the most serious consideration. Of course, large amounts of money are being sent abroad by immigrants, and much more is being taken and spent by our own people in foreign travel. Dividends and interest to foreign investors in this country call for large amounts, but all that goes into circulation in Europe unless people in those countries are hiding it away. It is a notable fact that an immense amount of American capital is invested in Mexico in railroads, mining and other enterprises. The amount is put down now at \$800,000,000. To-day there is no country in which business conditions are more stable than in our sister republic. The dangerous dream of socialism has never yet touched them, and they are too primitive to be affected for centuries to come. There is a possibility of political revolution after the death of President Diaz, the savior and builder of a sound Mexican national prosperity, but there is no danger of a movement against property in such a possible change.

With a frightful socialistic revolution going on in Russia, and with integrating influences powerfully active and everywhere at work in Europe, it would not be strange if people were hiding away their gold and silver there, as well as here. The next Presidential election may result in vast political changes in our own country. Events are highly menacing in all the European countries, and people who want to save their hard earnings are often more ready to take alarm than even the wisest statesmen and the most sagacious men of business.

Harry Worrell, of Cleveland, a young man of good family and previous good character, was arrested a few days since for the burglary of several houses whose occupants had gone to the country for the summer. When arraigned he said: "Yes, I did it, but I do not know why. I saw some carpenter's tools in the window of a hardware store that I wanted, and I broke in and took them. After that the others came easy." Criminals have often said that the success of their first crime led to others, and that seems to be true in Worrell's case. Had he been arrested for the theft of the carpenter's tools, his first offense, he might have realized that he was on the wrong track, and changed his course. Success induced him to operate on a larger scale, and he will suffer the penalty of a \$1,500 burglary.

THE NEW AMAZONS.

A somewhat singular story was told in a cablegram last Friday from the Hungarian town of Kerisova. It is announced that every able-bodied male inhabitant of that town of 3,500 people, including even the Mayor, has emigrated to the United States, leaving the women behind.

It is stated that as a result of this exodus of males, the women of Kerisova have just elected a young woman to the position of Mayor, and other female residents have been elected to fill the remainder of the municipal offices. The statutes in Hungary provide that no female shall hold public office, and according to the letter of the law the presence of the women in office is illegal.

This is like the state of affairs which was reported in far antiquity of the Scythian town or country from which all the men had gone to war or had emigrated and never returned, leaving the women to care for themselves and their country. Driven by necessity, they took up the business of life in every department. They did the farming and the hunting; they built the houses, and finally they undertook the defense of the country and became famous warriors.

They were the "Amazons" of history and poetry who went to Troy and helped to defend it against the Greek invaders. The word "Amazon" means without breasts, as it was said they found their bosoms in the way of drawing the bow and of casting the javelin. In pictures and sculpture they were always represented on horseback, astride, and armed with a spear. They were not averse to love matches with men of the neighboring nations, and for that purpose they met outside their cities in camps, but no men were allowed to live among them, and all male children were banished or slain.

It is not likely that there will be any early revival of nations of women, but the story which is told of the Hungarian women and the growing decay of men through the intemperate use of liquors and drugs through centuries may produce results not now dreamed of.

A DECENT LAW.

How many citizens, not lawyers nor members of the Legislature, are aware of the fact that it is not lawful in Michigan to taunt or otherwise reproach a person for having served a term in any jail, house of correction or other penal institution, or otherwise to reproach such person for having passed through such an experience?

Yet a law to that effect, passed by the last Legislature and signed by the Governor, is now in force in this State and will receive, doubtless, the approval of every citizen in the State who is not of a vindictive nature.

Of course, this estimate as to the reception of the law does not apply to a majority of detectives. They are in a class by themselves and it is axiomatic with them that any man or boy, woman or girl, who has "done time" is their legitimate prey. With "an eye like a hawk" they "spot" every person who has paid the penalty

imposed by the State the instant he leaves the restraint that has been put upon him and from that time on the ex-convict is a marked man, no matter where he goes. His record gets there about as quickly as he does. Let a series of criminal offenses occur in any city and the detectives at once review the ex-convicts within their endless surveillance and try to connect this one or the other—according to his past record—with one or another of the crimes. That appears to be their chief resource and, as happens now and again, when such tactics really locate an offender the detective who worked up the case is supremely happy.

This is reprehensible beyond question, but police commissioners and courts all over the land seem to approve of the practice. Whether or not the new statute is broad enough to work a reform as to detectives' tactics remains to be demonstrated.

But private citizens, holding no official position whatever, credited with being fair minded and law abiding, have no just excuse for doing anything whatever toward preventing a man who has served his time in prison from becoming a law abiding citizen. There are to-day in Michigan scores of prosperous, upright and worthy citizens who have been tried, convicted and sentenced for criminal offenses and who have paid the penalty imposed by the courts. Grand Rapids has them and nearly every city in the State has them. On the other hand, there are scores of ex-convicts who have failed repeatedly to regain their positions as reputable citizens chiefly because of the taunts and vindictive reproaches bestowed upon them by thoughtless and cruel men and women who are cognizant of their earlier histories.

The new law enacted by the Legislature of Michigan is along lines of to-day's civilization and deserves a thorough, patient and fair test; and yet it is already stated that there is well-organized opposition to its remaining upon our statute book and that with the meeting of the next Legislature an effort will be made to secure its repeal. This fact alone is sufficient to win for the new law the co-operation and support of every fair man in Michigan.

An Interruption.

A little boy in his night dress was on his knees saying his prayers, and his little sister could not resist the temptation to tickle the soles of his feet. He stood it as long as he could and then said, "Please, God, excuse me while I knock the stuffin' out of Nellie."

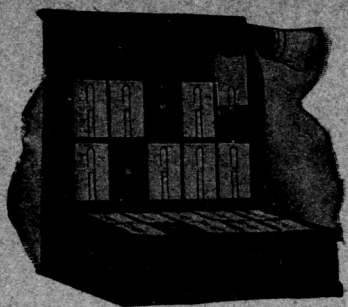
When fear gets into the pulpit faith goes out of the pews.

BUSINESS CHANCES.

Drug store for sale in Southern Michigan city. Old-established. Doing good business. Invoices \$3,500 upwards. Good reason for selling. Address No. 81, care Michigan Tradesman. 81

For Sale—On account of sickness, large hotel and barn. Big trade and paying business. Address Exchange Hotel, 82 Mason St., Lapeer, Mich. 82

Rare Opportunity—Fine stock of dry goods, shoes and gents' furnishings. One of the best towns in Southern Michigan. Only one dry goods store. Rent cheap. Best reason for selling. Lock Box 1, Mendon, Mich. 83



Are You a Merchant?

A MERCHANT'S time should be worth more than that of the day-laborer. Why?

Because the merchant has HUNDREDS OF DOLLARS invested in his trade while the laborer has invested only the price of a pick and shovel.

Are you working NIGHT AND DAY to take care of your accounts? If so, you are doing \$9 per week work

Your knowledge and time are worth more money if properly applied.

Let the McCASKEY ACCOUNT REGISTER take care of your accounts.

The work will be done right and it will earn you money every day you use it.

DON'T STAY IN THE RUT.

Put your thinking cap on. INVESTIGATE.

KNOWLEDGE IS POWER.

Information is free. Ask for our 64-page free catalog.

The McCaskey Register Co.

27 Rush St., Alliance, Ohio

Mfrs. of the Famous Multiplex Duplicate and Triplicate Carbon Pads;
also End Carbon, Side Carbon and Folded Pads

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

Agencies in all Principal Cities

What Is the Good

Of good printing? You can probably answer that in a minute when you compare good printing with poor. You know the satisfaction of sending out printed matter that is neat, ship-shape and up-to-date in appearance. You know how it impresses you when you receive it from some one else. It has the same effect on your customers. Let us show you what we can do by a judicious admixture of brains and type. Let us help you with your printing.

Tradesman Company
Grand Rapids

DAYTON PROTECTION FOR DAYTON USERS

Almost every merchant knows of the efforts of a certain competing scale concern to discredit the honesty and reliability of DAYTON Computing Scales.

In some cities that concern has even gone so far as to seek State and City legislation against DAYTON Scales.

The DAYTON Company, after a legal fight in Omaha, has succeeded in getting a

UNITED STATES INJUNCTION

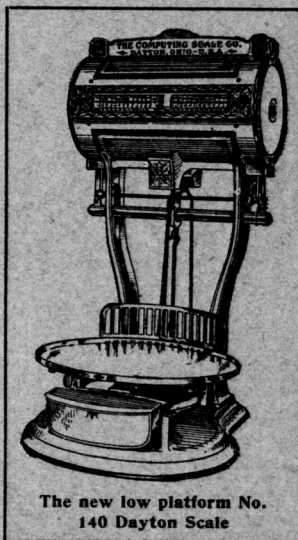
restraining all parties from interfering with DAYTON Scales now in use in that city. Full text of the action and Court's decision sent free upon request.

A FIGHT TO THE FINISH—Every user of DAYTON MONEYWEIGHT Computing Scales can be sure of two things—

—first, that they are **absolutely** honest, accurate, reliable, the **best** and **most economical** butchers' and grocers' scales ever built;

—second, that the Dayton Company will spare no expense to **protect its users** from the attacks of unscrupulous competitors who find it hard to market its scales in fair and open competition.

Write today for descriptive matter of the newest Dayton Scales and get our **liberal exchange offer**.



The new low platform No. 140 Dayton Scale

Date.....
Moneyweight Scale Co., 58 State St., Chicago.
Next time one of your men is around this way, I would be glad to have your No. 140 Scale explained to me.
This does not place me under obligation to purchase.
NAME.....
STREET and NO.....
TOWN.....
STATE.....



Moneyweight Scale Co.

58 State St., Chicago.

Seasonable Merchandise

Fruit Jars, Stoneware, Enameled Steelware, Jelly Cups, Can Rubbers

Holiday Goods

Such as
Imported Decorated China, Celluloid
Case Goods and Novelties
Fancy Goods, Toys, Dolls, Etc., Etc.
Now on Display

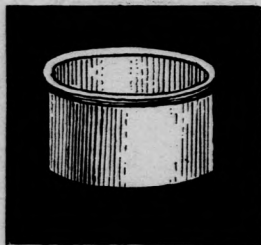
We Are Selling the Genuine Cold Blast Lantern

The very best lantern on the market and patterned after the Dietz globe street lamp with patent wind break, so it is impossible to extinguish it by the hardest wind.

House Furnishings

Such as
Tin and Enameled Steel Kitchenware, Oil and Gasoline Stoves, Refrigerators, Tubs, Wringers and all kinds of Woodenware
At Lowest Prices

Fine Glazed White STONEWARE Best Ohio Stock



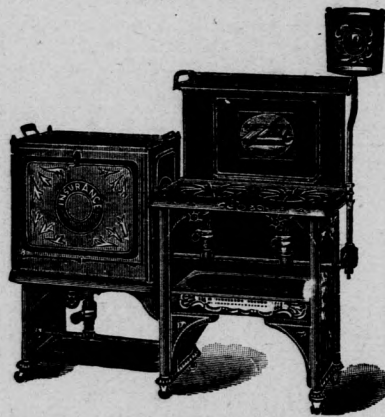
Ask for lowest prices on
Tomato Jugs. ½ gallon and 1 gallon size.
Regular Jugs. From ½ gallon up to 5 gallons.
Shoulder Jugs. From ¼ gallon up to 5 gallons.
Low Butter Jars. ¼ gallon, ½ gallon, 1 gallon size.
High Butter Jars. From ½ gallon up to 6 gallons.
Meat Tubs. 8-10-12-15-20-25-30 gallons.
Milk Pans. Flat and round bottoms. ½ gallon and 1 gallon sizes.
Churns and Covers. From 2 gallons up to 8 gallons.

Blue Decorated Flemish Stoneware



Very fine quality, highly glazed blue decorated whiteware.
Lenox Covered Butters. Handsome raised decorations as illustrated. One and two quart sizes.
Fireproof Bake Dishes. For beans, puddings, etc. 7-inch, 9-inch and 11-inch. Retail for 10, 15 and 20 cents.
Mixing Bowls. 8-inch, 9-inch and 10-inch. Retail prices 10, 15 and 25 cents.
Open Butter Jars. 2-3-5 and 10 pound sizes. Retail prices 5, 8, 10 and 12 cents.
"Sealing Wax." Pontius brand, 6 oz. bar in carton. Retail at 5c apiece. Put up 6 dozen bars in case. Per dozen ...40c. Per case...\$2.25

Insurance Gasoline Stoves Three Burners and Step Complete With Russia Iron Oven



\$16.10

No. 77C. Three burners and step, also shelf at back. Size of main top 17 x 35½ inches; step top 17 x 13 inches. Complete with Russia iron. "INSURANCE" oven.

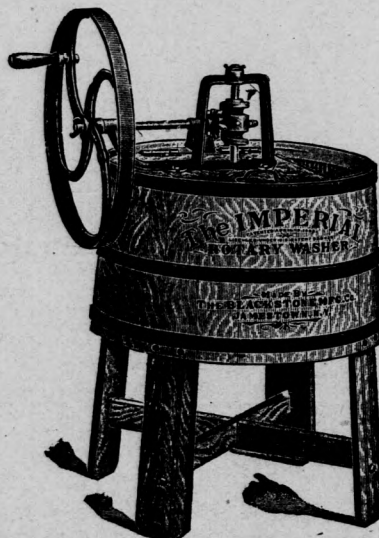
The Only Absolutely Safe Gasoline Stoves

Junior Gasoline Stoves Steel Frame with Closed Ends Stationary Tank Individual Burners Two and Three Burners

Two Burners **\$1.68** || Three Burners **\$2.88**

Ask For

Reduced Prices for August



on
"Imperial"
Rotary
Washer

Best Washer on the market. Has roller bearings and runs with high speed and little effort. Galvanized iron dasher post; all cast iron parts finished in aluminum bronze.

The Stave Legs are strongly bolted to tub and may be removed if desired.

BALL BROTHERS' MACHINE MADE MASON JARS



The very best Fruit Jar made. Smoothly finished and free from sand-holes. The Tops always Fit.
Pints per gross.....\$4.40
Quarts per gross.....4.75
2 Quarts per gross.....6.65

Fruit Jar Caps

Boyd's Patent genuine Porcelain lined Fruit Jar Caps. ½ gross in box. Per gross. ...\$2.10
"Simplex" all glass caps for Mason Jars. Sanitary, durable and convenient. Will not corrode like the metal cap. Each with rubber in carton, six dozen in case.
Per dozen.....\$0.40
Per gross.....4.50

Can Rubbers

"STERLING." A good quality rubber to sell for 5c at retail. 1 dozen in box, 12 boxes in carton. Per gross.....35c
"PERFECTION." An extra wide can rubber of fine quality. 1 dozen in box, 12 boxes in carton. Per gross.....60c
"AMERICAN BEAUTY." High grade pure red rubber and extra wide. 1 dozen in fancy box and 2 gross in carton. Per gross.....70c

Jelly Tumblers



½ Pint plain tin top Jelly Tumblers, 25 dozen in barrel. In barrel lots per dozen 18c
½ Pint plain tin top Jelly Tumblers, 20 dozen in barrel. In barrel lots per dozen 19c
6 oz. Tumbler shape tin top Jelly Tumblers, 25 dozen in barrel. In barrel lots, per dozen 19c
8 oz. Tumbler shape tin top Jelly Tumblers 21 dozen in barrel. In barrel lots, per dozen 20c

No Charge for
Package and Cartage
On Shipments
From Grand Rapids

Leonard Crockery Co.

Grand Rapids, Mich.

Half your railroad fare refunded under the perpetual excursion plan of the Grand Rapids Board of Trade. Ask for "Purchaser's Certificate" showing amount of your purchase.

Crockery, Glassware
and
House-Furnishings